PN-ABK-041
74898

United States Department of Agriculture

Agency for International Development

Agricultural Marketing Handbook

for Caribbean Basin Products

AGRICULTURAL MARKETING HANDBOOK

FOR CARIBBEAN BASIN PRODUCTS

November 1991

by the

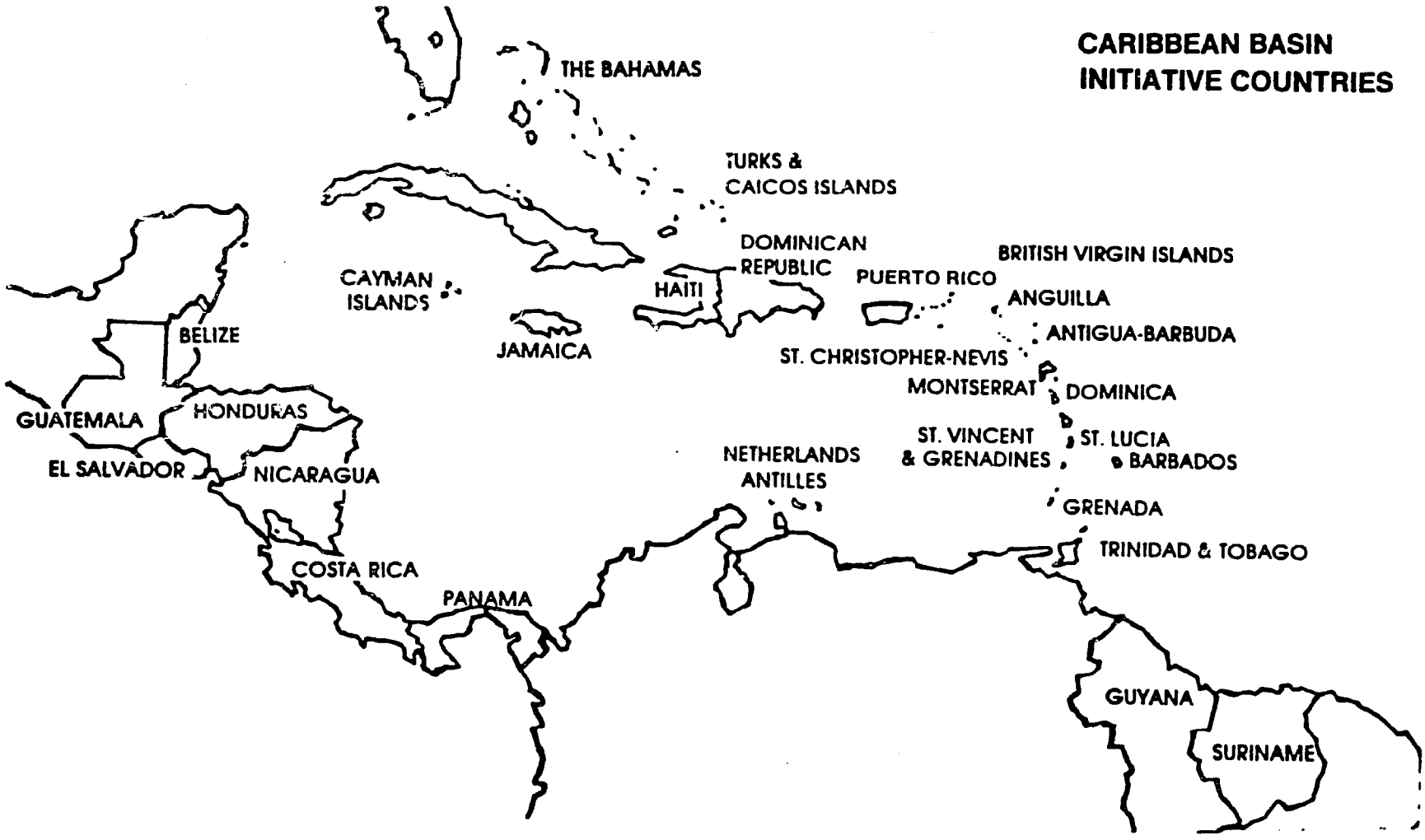
Office of International Cooperation
and
Development

Agribusiness Information Center, Trade and Investment Program
Food Industries Division

in collaboration with
the U.S. Agency for International Development

.....SEC. 242, Public Law 101-382, August 20, 1990

"It is the sense of Congress that in order to facilitate trade with, and the economic development of, the countries designated as beneficiary countries under the Caribbean Basin Economic Recovery Act, the Secretary of Agriculture should, in consultation with the Agribusiness Promotion Council, coordinate with the Agency for International Development the development of programs to encourage improvements in the transportation and cargo handling infrastructure in these countries for the purpose of improving agricultural trade between these countries and the United States. Such programs should focus on improving distribution of agricultural commodities and products in these countries, and the phytosanitary institutions, quarantine capabilities, and pesticide regulations of these countries regarding agricultural commodities and products."


CARIBBEAN BASIN
INITIATIVE COUNTRIES
THE BAHAMAS
TURKS &
CAICOS ISLANDS
DOMINICAN
REPUBLIC
BRITISH VIRGIN ISLANDS
PUERTO RICO
ANGUILLA
ANTIGUA-BARBUDA
ST. CHRISTOPHER-NEVIS
MONTSERRAT
DOMINICA
ST. VINCENT
& GRENADINES
ST. LUCIA
BARBADOS
GRENADA
TRINIDAD & TOBAGO
CAYMAN
ISLANDS
HAITI
JAMAICA
BELIZE
GUATEMALA
HONDURAS
EL SALVADOR
NICARAGUA
COSTA RICA
PANAMA
NETHERLANDS
ANTILLES
GUYANA
SURINAME

AGRICULTURAL MARKETING

HANDBOOK

FOR CARIBBEAN BASIN PRODUCTS

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November 1991
This publication supersedes "Agricultural Marketing Workshop for the Caribbean Basin," revised September 1985.

ACKNOWLEDGMENTS

The original publication "Agricultural Marketing Workshop: Agricultural Marketing Handbook for Caribbean Basin Products" was prepared in 1984 and revised in 1985.

In preparation of this 1991 revision, we wish to recognize the contribution of Victor Muniec, USDA retired, Celia Heil of the Smithsonian Institution, and Ellen S. McCloskey of USDA's Office of International Cooperation and Development, Food Industries Division, Trade and Investment Program, Agribusiness Information Center, who saw it through to completion.

Data and commentaries in the handbook were collected from several branches of the U.S. Government involved in the importation of agricultural commodities. This edition was prepared at the recommendation of the Secretary of Agriculture's Agribusiness Promotion Council, USAID/Kingston, and A.I.D./Latin America Bureau.

The following agencies assisted in reviewing and updating the information contained in this handbook. Their assistance and cooperation are greatly appreciated:

Agricultural Marketing Service, USDA
Animal and Plant Health Inspection Service, USDA
Economic Research Service, USDA
Food Safety and Inspection Service, USDA
Foreign Agricultural Service, USDA
Forest Service, USDA
U.S. Department of Commerce
U.S. Agency for International Development
U.S. Customs Service
U.S. Environmental Protection Agency
U.S. Food and Drug Administration
U.S. Peace Corps

Funding for this edition was provided by OICD, A.I.D./Washington, and USAID Kingston, Jamaica.

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AGRICULTURAL MARKETING HANDBOOK FOR CARIBBEAN BASIN PRODUCTS

I. INTRODUCTION

The purpose of this handbook is to provide a general source of information for exporting Caribbean Basin agricultural products to the United States. It also outlines key factors to be considered in the preparation of shipments of goods to enter the U.S. market, and provides information on the various agencies that work together to facilitate the importing of crops into the United States.

The handbook describes some of the agribusiness publications which provide additional information to growers and shippers and explains how to obtain them. It suggests ways to ensure the successful arrival of perishable agricultural commodities to the U.S. ports of destination.

In many ways decisions made in exporting are similar to those made in the marketing of domestic products. However, with exporting, added complexities are involved, such as communications, material handling, proper packaging, and transportation.

It is important to provide proper packaging, labeling, handling, storage, and transportation to ensure quality control as well as consistent supply and satisfactory arrival of the product at its destination.

Major factors for the exporter to consider in selling agricultural products abroad include: 1) the strict quality of import/export requirements; 2) the timeliness of shipments; and 3) the highly competitive nature of world markets, particularly for products destined for the United States.

Market requirements must be carefully appraised in terms of customer demands, seasonality, and pricing structures. Other factors to consider include financial arrangements and services, which require long-range planning and commitment by both buyer and seller.

Data and commentaries in the handbook were collected from several branches of the U.S. Government involved in the importation of agricultural commodities. This edition was prepared at the recommendation of the Secretary of Agriculture's Agribusiness Promotion Council, USAID/Kingston, and USAID/America Bureau.

II. The Caribbean Basin Initiative

In early 1982 President Ronald Reagan announced his proposal for the Caribbean Basin Initiative (CBI), and on August 5, 1983, he officially signed the Caribbean Basin Economic Recovery Act (PL.98-67) (CBERA), a major effort to enhance the economic, and the political stability of the Caribbean region through trade, aid, and investment. On August 20, 1990, President George Bush signed the Caribbean Basin Economic Recovery Act II.

One of the most important aspects of the CBI is to promote the involvement of the U.S. private sector in agricultural enterprise with interested counterparts in CBI beneficiary countries. The CBI focuses its efforts on business development and promotion of private investment and export marketing that would also create local employment opportunities and increase foreign exchange earnings.

The CBI looks for ways to remove some of the impediments to trade and investment, and encourages Caribbean Basin government officials to create policies conducive to a healthy business climate and cooperation. It supports technical assistance and training programs to increase production, management and marketing skills, and improve transportation and infrastructure to facilitate exports.

1. Trade Measures

The original Caribbean Basin Economic Recovery Act gave 27 countries duty-free access to U.S. markets for 12 years beginning in 1984. CBERA II effectively removes the termination date, thus giving virtual permanence to the act, subject to adherence to fair trade practices, democratic reform, etc. This status improved the competitive position of all but a few products that were specifically excluded: selected textiles, leather goods, canned tuna, crude and refined petroleum products, watches, and watch parts.

Title II, Section 211 of CBERA I included special trade and tax measures to promote economic revitalization and to expand private sector opportunities in the region. The duty-free treatment, in effect through 1995, applied to all products except textiles and apparel, leather goods and footwear, petroleum and petroleum products, processed tuna, watches, and watch parts. Special provisions are included for sugar and beef, and minimum Caribbean content or value-added requirements. CBERA II provides for a reduction in

duties on handbags, luggage, flat goods, work gloves, and leather wearing apparel over a 5-year period. (A copy of the amendments is included at the end of this article.)

2. Special Requirements

There are special requirements for sugar, beef, and veal. In order to qualify for duty-free treatment, a country must submit an acceptable Stable Food Production Plan to the United States within 90 days from the date of its designation as a beneficiary nation. This plan must consist of measures and proposals designed to ensure that the present level of food production and nutrition will not be adversely affected by changes in land use and land ownership as a result of increased production of sugar and beef products in response to duty-free treatment under the CBERA.

Duty-free treatment for sugar and beef exports from Antigua and Barbuda, Montserrat, Netherlands Antilles, St. Lucia, and St. Vincent and the Grenadines has been suspended. These countries do not export sugar or beef products to the United States and, therefore, have determined not to submit stable food production plans. Should they wish to export either sugar or beef products in the future, they may submit at that time a food plan for review by the U.S. Government.

3. Safeguards for Domestic Industry

Section 213 provides access to the safeguard provisions of title II of the Trade Act of 1974, in the event that increased imports from the beneficiary Caribbean Basin countries cause or threaten to cause injury to domestic industry, labor, or agriculture. Upon the recommendation of the Secretary of Agriculture, the President can withdraw duty-free treatment for imports from all sources. The President can take this emergency action to prevent imported perishable agricultural commodities from injuring a domestic industry.

Emergency action in cases involving perishable products is limited to restoring the most-favored-nation rates of customs duty on products from beneficiary countries. The action is taken pending the outcome of a normal import relief investigation. The President may also impose lower duty on products from beneficiary countries than on imports from countries outside the Caribbean Basin. A final determination of injury must be made by the U.S. International Trade Commission (ITC), under Section 201 of the Trade Act of 1974.

The "fast-track" provision is designed to protect domestic producers from injury due to increased imports of perishables from Caribbean Basin countries. Under the "fast-track" safeguard provision, an industry which files a Section 201 petition on a perishable commodity may at the same time petition the Secretary of Agriculture for emergency action. Duty-free treatment could be suspended within 21 days. Products eligible for fast-track protection include live plants, various fresh or chilled fruits and vegetables, fresh cut flowers, and frozen concentrated citrus juices.

As of this date (November 1991) the "fast-track" provision has not been employed.

4. Requirements for Product Eligibility

To be eligible for duty-free treatment, the item must be grown, produced, or manufactured in a beneficiary country and must meet certain rules of origin. Those rules are: 1) An item must be imported directly from a beneficiary country; 2) the cost or value of the item must consist of at least 35 percent direct cost of processing in one or more beneficiary countries (U.S.-made components may comprise 15 percentage points of the 35, leaving 20 percent value-added in beneficiary countries); and 3) any product including foreign components must be substantially transformed into a "new and different article of commerce" in one or more beneficiary countries. The U.S. Customs Service has a body of administrative law defining substantial transformation. Products not meeting the rules-of-origin requirements will be dutiable. (See attached CBERA II for slight changes)

Puerto Rico and U.S. Virgin Islands inputs can count as Caribbean inputs for direct cost of processing, which means these territories can make up the difference between Caribbean inputs and the required 20 percent.

5. Tax Deduction for Business Convention Expenses

Title B, Section 222 allows deduction under Section 162 or 212 of the Internal Revenue Service Code for business expenses incurred in attending a convention in a beneficiary country, including Bermuda, provided that the country enters into an agreement with the United States to exchange tax information (TIEA) and does not discriminate against U.S. convention sites in its tax law.

6. Country Eligibility

Under the terms of the Caribbean Basin Economic Recovery Act the President of the United States may not designate a country for trade benefits if the country:

1. Is a Communist country;
2. Fails to meet certain criteria regarding expropriation of U.S. property;
3. Does not take adequate steps to cooperate with the United States to prevent narcotic drugs from entering the United States;
4. Fails to recognize arbitral awards to U.S. citizens;
5. Provides preferential treatment to the products of another developed country which adversely affects trade with the United States;
6. Engages in the broadcast of U.S. copyrighted material without the consent of the owner;
7. Has not entered into an extradition treaty with the United States.

The President is authorized to waive several of these conditions for reasons of national, economic, or security interests.

In addition to these mandatory criteria, there are 11 discretionary criteria that the President is required to take into account when designating the eligibility of a country. These are:

1. An expressed desire by the country to be designated;
2. Economic conditions in the country;
3. The extent to which the country is prepared to provide equitable and reasonable access to its markets and basic commodity resources;
4. The degree to which the country follows the accepted rules of international trade;
5. The degree to which such country uses export subsidies or imposes export performance requirements and local content requirements;
6. The degree to which the trade policies of the country as related to other CBI beneficiaries are contributing to the revitalization of the region;
7. The degree to which a country is undertaking self-help measures to promote its own economic development;
8. The degree to which workers in such a country are afforded reasonable working conditions and enjoy the rights to organize and bargain collectively;
9. The extent to which such country provides under its law adequate and effective means for foreign nationals to secure, exercise, and enforce exclusive

rights in the intellectual property, including patent, trademark, and copyright rights.

10. The extent to which such a country prohibits its nationals from engaging in the broadcast of copyrighted material belonging to U.S. copyright owners without their express consent;
11. The extent to which such country is prepared to cooperate with the United States in administering the provisions of Title I of the CBI legislation.

To qualify for CBI benefits, Caribbean Basin countries must agree to take all necessary action to comply with or make progress toward complying with these criteria.

The following countries have been designated by the President of the United States as beneficiary countries for duty-free treatment under the Caribbean Basin Economic Recovery Act in accordance with the criteria set in Section 212: Antigua and Barbuda, Aruba, Barbados, the Bahamas, Belize, Costa Rica, Dominica, Dominican Republic, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Montserrat, St. Lucia, St. Vincent and the Grenadines, the Netherlands Antilles, St. Kitts and Nevis, Trinidad and Tobago, and the Virgin Islands (British). Panama was reinstated in March 1990.
Nicaragua was designated in November 1990. (See Subtitle D, Miscellaneous Provisions)

The following countries are potential beneficiaries (as of June 1991) but have not formally requested designation: Anguilla, the Cayman Islands, Suriname, and Turks and Caicos Islands.

TITLE II—CARIBBEAN BASIN ECONOMIC RECOVERY

Caribbean Basin Economic Recovery Expansion Act of 1990.

Subtitle A—Short Title and Findings

SEC. 201. SHORT TITLE.

This title may be cited as the "Caribbean Basin Economic Recovery Expansion Act of 1990".

19 USC 2701 note.

SEC. 202. CONGRESSIONAL FINDINGS.

19 USC 2701 note.

The Congress finds that—

(1) a stable political and economic climate in the Caribbean region is necessary for the development of the countries in that region and for the security and economic interests of the United States;

(2) the Caribbean Basin Economic Recovery Act was enacted in 1983 to assist in the achievement of such a climate by stimulating the development of the export potential of the region; and

(3) the commitment of the United States to the successful development of the region, as evidenced by the enactment of the Caribbean Basin Economic Recovery Act, should be reaffirmed, and further strengthened, by amending that Act to improve its operation.

Subtitle B—Amendments to the Caribbean Basin Economic Recovery Act and Related Provisions

PART 1—AMENDMENTS TO CARIBBEAN BASIN ECONOMIC RECOVERY ACT

SEC. 211. REPEAL OF TERMINATION DATE ON DUTY-FREE TREATMENT UNDER THE ACT.

Section 218 of the Caribbean Basin Economic Recovery Act (19 U.S.C. 2706(b)) is repealed.

SEC. 212. DUTY REDUCTION FOR CERTAIN LEATHER-RELATED PRODUCTS.

(a) IN GENERAL.—Section 213 of the Caribbean Basin Economic Recovery Act (19 U.S.C. 2703) is amended by adding at the end thereof the following new subsection:

"(h)(1) Subject to paragraph (2), the President shall proclaim reductions in the rates of duty on handbags, luggage, flat goods, work gloves, and leather wearing apparel that— President of U.S.

"(A) are the product of any beneficiary country; and

"(B) were not designated on August 5, 1983, as eligible articles for purposes of the generalized system of preferences under title V of the Trade Act of 1974.

"(2) The reduction required under paragraph (1) in the rate of duty on any article shall—

"(A) result in a rate that is equal to 80 percent of the rate of duty that applies to the article on December 31, 1991, except

that, subject to the limitations in paragraph (3), the reduction may not exceed 2.5 percent ad valorem; and

"(B) be implemented in 5 equal annual stages with the first one-fifth of the aggregate reduction in the rate of duty being applied to entries, or withdrawals from warehouse for consumption, of the article on or after January 1, 1992.

"(3) The reduction required under this subsection with respect to the rate of duty on any article is in addition to any reduction in the rate of duty on that article that may be proclaimed by the President as being required or appropriate to carry out any trade agreement entered into under the Uruguay Round of trade negotiations; except that if the reduction so proclaimed—

"(A) is less than 1.5 percent ad valorem, the aggregate of such proclaimed reduction and the reduction under this subsection may not exceed 3.5 percent ad valorem, or

"(B) is 1.5 percent ad valorem or greater, the aggregate of such proclaimed reduction and the reduction under this subsection may not exceed the proclaimed reduction plus 1 percent ad valorem.".

19 USC 2703 note

(b) CONFORMING AMENDMENTS.—Subsection (b) of section 213 is amended—

(1) by striking out ", handbags, luggage, flat goods, work gloves, and leather wearing apparel" in paragraph (2);

(2) by striking "or" at the end of paragraph (4);

(3) by striking out the period at the end of paragraph (5) and inserting "; or"; and

(4) by adding at the end thereof the following new paragraph:

"(6) articles to which reduced rates of duty apply under subsection (h).".

SEC. 213. WORKER RIGHTS.

Section 212 of the Caribbean Basin Economic Recovery Act (19 U.S.C. 2702) is amended—

(1) by striking out "and" after the semicolon at the end of subsection (b)(5);

(2) by striking out the period at the end of subsection (b)(6) and inserting "; and";

(3) by adding at the end of subsection (b) the following new paragraph:

"(7) if such country has not or is not taking steps to afford internationally recognized worker rights (as defined in section 502(a)(4) of the Trade Act of 1974) to workers in the country (including any designated zone in that country).";

(4) by amending the last sentence in subsection (b) by striking out "and (5)" and inserting "(5), and (7)"; and

(5) by amending subsection (c)(8) to read as follows:

"(8) whether or not such country has taken or is taking steps to afford to workers in that country (including any designated zone in that country) internationally recognized worker rights.".

SEC. 214. REPORTS.

Section 212 of the Caribbean Basin Economic Recovery Act (19 U.S.C. 2702) is amended by adding at the end thereof the following new subsection:

President of U.S.

"(f) On or before October 1, 1993, and the close of each 3-year period thereafter, the President shall submit to the Congress a

complete report regarding the operation of this title, including the results of a general review of beneficiary countries based on the considerations described in subsections (b) and (c).".

SEC. 215. TREATMENT OF ARTICLES GROWN, PRODUCED, OR MANUFACTURED IN PUERTO RICO.

(a) IN GENERAL.—Section 213(a) of the Caribbean Basin Economic Recovery Act (19 U.S.C. 2703(a)) is amended by adding at the end thereof the following new paragraph:

"(5) The duty-free treatment provided under this chapter shall apply to an article (other than an article listed in subsection (b)) which is the growth, product, or manufacture of the Commonwealth of Puerto Rico if—

"(A) the article is imported directly from the beneficiary country into the customs territory of the United States,

"(B) the article was by any means advanced in value or improved in condition in a beneficiary country, and

"(C) if any materials are added to the article in a beneficiary country, such materials are a product of a beneficiary country or the United States.".

(b) EFFECTIVE DATES.— 19 USC 2703 note

(1) The amendment made by subsection (a) shall apply with respect to articles entered, or withdrawn from warehouse for consumption, on or after October 1, 1990.

(2) Notwithstanding section 514 of the Tariff Act of 1930 or any other provision of law, upon proper request filed with the appropriate customs officer after September 30, 1990, and before April 1, 1991, any entry, or withdrawal from warehouse—

(A) which was made after August 5, 1983, and before October 1, 1990, and with respect to which liquidation has not occurred before October 1, 1990, and

(B) with respect to which there would have been no duty, or a lesser duty, if the amendment made by subsection (a) applied,

shall be liquidated as though such amendment applied to such entry or withdrawal.

SEC. 216. APPLICATION OF A[illegible] EASTERN CARIBBEAN AREA.

It is the sense of the Congress that there should be undertaken special efforts in order to improve the ability of the Organization of Eastern Caribbean States countries and Belize to benefit from the Caribbean Basin Economic Recovery Act.

PART 2—AMENDMENTS TO THE HARMONIZED TARIFF SCHEDULE AND OTHER PROVISIONS AFFECTING CBI BENEFICIARY COUNTRIES

SEC. 221. INCREASE IN DUTY-FREE TOURIST ALLOWANCES.

(a) DUTY-FREE ALLOWANCE FOR RETURNING RESIDENTS.—Subchapter IV of chapter 98 of the Harmonized Tariff Schedule of the United States is amended—

(1) by inserting the following new note at the end of the notes to such subchapter:

"4. As used in subheadings 9804.00.70 and 9804.00.72, the term 'beneficiary country' means a country listed in general note 3(c)(v)(A).";

(2) by striking out "subheading 9804.00.65 or 9804.00.70" and all that follows thereafter in the superior article description to subheadings 9804.00.65 and 9804.00.70 and inserting "subheadings 9804.00.65, 9804.00.70, and 9804.00.72 within 30 days preceding his arrival, and claims exemption under only one of such items on his arrival.";

(3) by striking out "$800" in subheading 9804.00.70 and inserting "$1,200";

(4) by inserting "or up to $600 of which have been acquired in one or more beneficiary countries" before the parenthetical matter in subheading 9804.00.70; and

(5) by inserting after subheading 9804.00.70 the following new subheading with the article description for the new subheading having the same degree of indentation as subheading 9804.00.70:

"	9804.00.72	Articles whether or not accompanying a person, not over $600 in aggregate fair market value in the country of acquisition, including— (a) but only in the case of an individual who has attained the age of 21, not more than 1 liter of alcoholic beverages or not more than 2 liters if at least one liter is the product of one or more beneficiary countries, and (b) not more than 200 cigarettes, and not more than 100 cigars, if such person arrives directly from a beneficiary country, not more than $100 of which shall have been acquired elsewhere than in beneficiary countries (but this item does not permit the entry of articles not accompanying a person which were acquired elsewhere than in beneficiary countries).....	Free		Free	"

(b) EFFECTIVE DATE.—The amendments made by subsection (a) apply with respect to residents of the United States who depart from the United States on or after the 15th day after the date of the enactment of this Act.

SEC. 222. DUTY-FREE TREATMENT FOR ARTICLES ASSEMBLED IN BENEFICIARY COUNTRIES FROM COMPONENTS PRODUCED IN THE UNITED STATES.

(a) IN GENERAL.—U.S. Note 2 of subchapter II of chapter 98 of the Harmonized Tariff Schedule of the United States is amended—

(1) by striking out "2. Any" and inserting "2. (a) Except as provided in paragraph (b), any"; and

(2) by adding at the end thereof the following new paragraph:

"(b) No article (except a textile article, apparel article, or petroleum, or any product derived from petroleum, provided for in heading 2709 or 2710) may be treated as a foreign article, or as subject to duty, if—

"(i) the article is—

"(A) assembled or processed in whole of fabricated components that are a product of the United States, or

"(B) processed in whole of ingredients (other than water) that are a product of the United States,

in a beneficiary country; and

"(ii) neither the fabricated components, materials or ingredients, after exportation from the United States, nor the article itself, before importation into the United States, enters the commerce of any foreign country other than a beneficiary country.

As used in this paragraph, the term 'beneficiary country' means a country listed in general note 3(c)(v)(A).".

(b) EFFECTIVE DATE.—The amendments made by subsection (a) applies with respect to goods assembled or processed abroad that are entered on or after October 1, 1990.

SEC. 223. RULES OF ORIGIN FOR PRODUCTS OF BENEFICIARY COUNTRIES.

(a) ITC INVESTIGATION.—

(1) The United States International Trade Commission shall immediately undertake, pursuant to section 332(g) of the Tariff Act of 1930, an investigation for the purpose of assessing whether revised rules of origin for products of countries designated as beneficiary countries under the Caribbean Basin Economic Recovery Act are appropriate. If the Commission makes an affirmative assessment, it shall develop recommended revised rules of origin.

(2) The Commission shall submit a report on the results of the investigation under paragraph (1), together with the text of recommended rules, if any, to the President and the Congress no later than 9 months after the date of the enactment of this Act. Reports.

(b) LEGISLATIVE RECOMMENDATIONS.—If the President considers that the implementation of revised rules of origin for products of beneficiary countries would be appropriate, the President shall transmit to the Congress suggested legislation containing such rules of origin. In formulating such suggested legislation, the President shall— President of U.S.

(1) take into account the report and recommended rules submitted under subsection (a); and

(2) obtain the advice of—

(A) the appropriate advisory committees established under section 135 of the Trade Act of 1974,

(B) the governments of the beneficiary countries,

(C) the Committee on Ways and Means of the House of Representatives and the Committee on Finance of the Senate, and

(D) other interested parties.

SEC. 224. CUMULATION INVOLVING BENEFICIARY COUNTRY PRODUCTS UNDER THE COUNTERVAILING AND ANTIDUMPING DUTY LAWS.

(a) MATERIAL INJURY.—Section 771(7)(C)(iv) of the Tariff Act of 1930 (19 U.S.C. 1677(7)(C)(iv)) is amended to read as follows:

"(iv) CUMULATION.—

"(I) IN GENERAL.—For purposes of clauses (i) and (ii) and subject to subclause (II), the Commission shall cumulatively assess the volume and effect of

imports from two or more countries of like products subject to investigation if such imports compete with each other and with like products of the domestic industry in the United States market.

"(II) CBI EXCEPTION.—Solely for purposes of determining material injury, or the threat thereof, by reason of imports which are products of a country designated as a beneficiary country under the Caribbean Basin Economic Recovery Act (19 U.S.C. 2701 et seq.), the volume and effect of imports from such country may only be cumulatively assessed with imports of like products from one or more other countries designated as beneficiary countries.".

(b) THREAT OF MATERIAL INJURY.—Section 771(7)(F)(iv) of the Tariff Act of 1930 (19 U.S.C. 1677(7)(F)(iv)) is amended by striking out "(C)(v)," and inserting "(C)(iv)(II) and (v),".

19 USC 1677 note

(c) EFFECTIVE DATE.—The amendments made by subsections (a) and (b) apply with respect to investigations (including investigations regarding products of Canadian origin) initiated under section 702 or 732 of the Tariff Act of 1930 on or after the date of the enactment of this Act.

SEC. 225. ETHYL ALCOHOL.

Section 7(b) of the Steel Trade Liberalization Program Implementation Act (19 U.S.C. 2703 note) is amended by striking out "calendar years 1990 and 1991." and inserting "calendar years after 1989.".

SEC. 226. CONFORMING AMENDMENT.

Section 503(b) of the Trade Act of 1974 (19 U.S.C. 2463(b)) is amended to read as follows:

"(b)(1) The duty-free treatment provided under section 501 shall apply to any eligible article which is the growth, product, or manufacture of a beneficiary developing country if—

"(A) that article is imported directly from a beneficiary developing country into the customs territory of the United States; and

"(B) the sum of (i) the cost or value of the materials produced in the beneficiary developing country or any 2 or more countries which are members of the same association of countries which is treated as one country under section 502(a)(3), plus (ii) the direct costs of processing operations performed in such beneficiary developing country or such member countries is not less than 35 percent of the appraised value of such article at the time of its entry into the customs territory of the United States.

Regulations

"(2) The Secretary of the Treasury, after consulting with the United States Trade Representative, shall prescribe such regulations as may be necessary to carry out this subsection, including, but not limited to, regulations providing that, in order to be eligible for duty-free treatment under this title, an article must be wholly the growth, product, or manufacture of a beneficiary developing country, or must be a new or different article of commerce which has been grown, produced, or manufactured in the beneficiary developing country; but no article or material of a beneficiary developing country shall be eligible for such treatment by virtue of having merely undergone—

"(A) simple combining or packaging operations, or

"(B) mere dilution with water or mere dilution with another substance that does not materially alter the characteristics of the article.".

SEC. 227. REQUIREMENT FOR INVESTMENT OF SECTION 936 FUNDS IN CARIBBEAN BASIN COUNTRIES.

(a) GENERAL RULE.—Paragraph (4) of section 936(d) of the Internal Revenue Code of 1986 (relating to investment in Caribbean Basin countries) is amended by adding at the end thereof the following new subparagraph: 26 USC 936.

"(D) REQUIREMENT FOR INVESTMENT IN CARIBBEAN BASIN COUNTRIES.—

"(i) IN GENERAL.—For each calendar year, the government of Puerto Rico shall take such steps as may be necessary to ensure that at least $100,000,000 of qualified Caribbean Basin country investments are made during such calendar year. Puerto Rico.

"(ii) QUALIFIED CARIBBEAN BASIN COUNTRY INVESTMENT.—For purposes of clause (i), the term 'qualified Caribbean Basin country investment' means any investment if—

"(I) the income from such investment is treated as qualified possession source investment income by reason of subparagraph (A), and

"(II) such investment is not (directly or indirectly) a refinancing of a prior investment (whether or not such prior investment was a qualified Caribbean Basin country investment)."

(b) EFFECTIVE DATE.—The amendment made by subsection (a) shall apply to calendar years after 1989. 26 USC 936 note

Subtitle C—Scholarship Assistance and Tourism Promotion

State and local governments. Schools and colleges.

SEC. 231. COOPERATIVE PUBLIC AND PRIVATE SECTOR PROGRAM FOR PROVIDING SCHOLARSHIPS TO STUDENTS FROM THE CARIBBEAN AND CENTRAL AMERICA. 20 USC 226.

(a) STATEMENT OF PURPOSE.—It is the purpose of this section to encourage the establishment of partnerships between State governments, universities, community colleges, and businesses to support scholarships for talented socially and economically disadvantaged students from eligible countries in the Caribbean and Central America to study in the United States in order to—

(1) improve the diversity and quality of educational opportunities for such students;

(2) assist the development efforts of eligible countries by providing training and educational assistance to persons who can help address the social and economic needs of these countries;

(3) expand opportunities for cross-cultural studies and exchanges and improve the exchange of understanding and principles of democracy;

(4) promote positive and productive relationships between the United States and its neighbor countries in the Caribbean and Central American regions;

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(5) give added visibility and focus to the "scholarship diplomacy" efforts of the United States Government by leveraging the monies available for this purpose through the development of partnerships among Federal, State, and local governments and the business and academic communities; and

(6) promote community involvement with the scholarship program as a tool for broadening and strengthening the "American experience" for foreign students.

(b) ESTABLISHMENT OF SCHOLARSHIP PROGRAM.—The Administrator of the Agency for International Development shall establish and administer a program of scholarship assistance, in cooperation with State governments, universities, community colleges, and businesses, to provide scholarships to enable socially and economically disadvantaged students from eligible countries in the Caribbean and Central America to study in the United States.

(c) GRANTS TO STATES.—In carrying out this section, the Administrator may make grants to States to provide scholarship assistance for undergraduate degree programs and for training programs of one year or longer in study areas related to the critical development needs of the students' respective countries.

(d) AGREEMENT WITH STATES.—The Administrator and each participating State shall agree on a program regarding the educational opportunities available within the State, the selection and assignment of scholarship recipients, and related issues. To the maximum extent practicable, each State shall be given flexibility in designing its program.

(e) FEDERAL SHARE.—The Federal share for each year for which a State receives payments under this section shall be not less than 50 percent.

(f) NON-FEDERAL SHARE.—The non-Federal share of payments under this section may be in cash, including the waiver of tuition or the offering of in-State tuition or housing waivers or subsidies, or in-kind fairly evaluated, including the provision of books or supplies.

(g) FORGIVENESS OF SCHOLARSHIP ASSISTANCE.—The obligation of any recipient to reimburse any entity for any or all scholarship assistance provided under this section shall be forgiven upon the recipient's prompt return to his or her country of domicile for a period which is at least one year longer than the period spent studying in the United States with scholarship assistance.

(h) PRIVATE SECTOR PARTICIPATION.—To the maximum extent practicable, each participating State shall enlist the assistance of the private sector to enable the State to meet the non-Federal share of payments under this section. Wherever appropriate, each participating State shall encourage the private sector to offer internships or other opportunities consistent with the purposes of this section to students receiving scholarships under this section.

(i) FUNDING.—Any funds used in carrying out this section shall be derived from funds allocated for Latin American and Caribbean regional programs under chapter 4 of part II of the Foreign Assistance Act of 1961 (22 U.S.C. 2346 and following; relating to the economic support fund).

(j) DEFINITIONS.—As used in this section—

(1) The term "eligible country" means any country—

(A) which is receiving assistance under chapter 1 of part I of the Foreign Assistance Act of 1961 (22 U.S.C. 2151 and following; relating to development assistance) or chapter 4

of part II of that Act (22 U.S.C. 2346 and following; relating to the economic support fund); and

(B) which is designated by the President as a beneficiary country pursuant to the Caribbean Basin Economic Recovery Act.

(2) The term "State" means each of the several States, the District of Columbia, the Commonwealth of Puerto Rico, Guam, American Samoa, the Virgin Islands, the Trust Territory of the Pacific Islands, and the Commonwealth of the Northern Mariana Islands.

SEC. 232. PROMOTION OF TOURISM.

(a) CONGRESSIONAL FINDING.—The Congress finds that the tourism industry must be recognized as a central element in the economic development and political stability of the Caribbean Basin region because of the potential that the industry has for increasing employment and foreign exchange earnings, establishing important linkages with other related sectors, and having a positive complementary effect on trade with the United States.

(b) FEDERAL AGENCY PRIORITY.—It is the sense of the Congress that increased tourism and related activities should be developed in the Caribbean Basin region as a central part of the Caribbean Basin Initiative program and, to that end, the appropriate agencies of the United States Government should assign a high priority to projects that promote the tourism industry in the Caribbean Basin.

(c) STUDY.—The Secretary of Commerce shall complete the study begun in 1986 regarding tourism development strategies for the Caribbean Basin region. The study shall include—

(1) information on the mutual benefits received by the United States and the Caribbean Basin economies as a result of tourist activity in the area; and

(2) proposals for developing increased linkages between the tourism industry and local industries in the region such as the agrobusiness.

SEC. 233. PILOT PRECLEARANCE PROGRAM. 19 USC 2071 note

(a) ESTABLISHMENT OF PROGRAM.—Subject to subsection (b), the Commissioner of Customs shall carry out, during fiscal years 1991 and 1992, preclearance operations at a facility of the United States Customs Service in a country within the Caribbean Basin which the Commissioner of Customs considers appropriate for testing the extent to which the availability of preclearance operations can assist in the development of tourism.

(b) RESTRICTIONS REGARDING PROGRAM.—

(1) The Commissioner of Customs may not consider a country within the Caribbean Basin to be appropriate for the testing referred to in subsection (a) if preclearance operations are currently carried out by the United States Customs Service in that country.

(2) Preclearance operations may not be commenced in the country selected for testing under subsection (a) unless the Commissioner of Customs and the Commissioner of Immigration and Naturalization jointly certify that—

(A) there exists a bilateral agreement between the United States Government and the government of such country which protects the interests of the United States and af-

fords diplomatic protection to United States employees working at the preclearance location;

(B) the facilities at the preclearance location conform to Federal Inspection Services standards and are suitable for the duties to be performed therein;

(C) there is adequate security around the structure used for the reception of international arrivals;

(D) the government of such country grants the United States Customs Service and the United States Immigration and Naturalization Service appropriate search, seizure, and arrest authority; and

(E) United States employees and their families will not be subject to fear of reprisal, acts of terrorism, and threats of intimidation.

Aruba
Jamaica.

(3) In determining the country in which to establish the operation described in paragraph (1), the Commissioner of Customs and the Commissioner of Immigration and Naturalization shall first determine the viability of establishing such operations in either Aruba or Jamaica. If the Commissioners determine, after full consultation with the governments of such countries, that it is not viable to establish pre-clearance operations in either Aruba or Jamaica, they shall so report to the Committee on Finance of the Senate and the Committee on Ways and Means of the House of Representatives, including an explanation of how this determination was reached. Such report shall be submitted to those Committees within six months after the date of the enactment of this Act. Following the submission of such a report, the Commissioners shall take all necessary steps, consistent with the requirements of this section, to establish such operations in another country.

Reports

(c) REPORT.—As soon as practicable after September 30, 1992, the Commissioner of Customs shall submit to the Congress a report regarding the preclearance operations program carried out under subsection (a). The report shall include—

(1) a summary of the preclearance operations, including the number of individuals processed, any administrative problems encountered, and cost of the operations;

(2) an evaluation of the extent to which the preclearance operations contributed to—

(A) the stimulation of the tourism industry of the country concerned, and

(B) expedited customs processing at United States ports of entry;

(3) the opinion of the Commissioner of Customs regarding the efficacy of extending preclearance operations to other countries within the Caribbean Basin that are developing tourism industries, and if the opinion is affirmative, the identity of those countries to which such operations should be extended and the estimated costs and results of such extensions; and

(4) such other matters that the Commissioner of Customs considers relevant

Subtitle D—Miscellaneous Provisions

SEC. 241. TRADE BENEFITS FOR NICARAGUA.

Notwithstanding any other provision of law, the President is authorized to designate Nicaragua as a beneficiary developing country for the purposes of title V of the Trade Act of 1974, as amended, and as a beneficiary country under the Caribbean Basin Economic Recovery Act, and any such designation may remain effective for the duration of the calendar year 1990. President of U.S.

SEC. 242. AGRICULTURAL INFRASTRUCTURE SUPPORT.

It is the sense of Congress that in order to facilitate trade with, and the economic development of, the countries designated as beneficiary countries under the Caribbean Basin Economic Recovery Act, the Secretary of Agriculture should, in consultation with the Agribusiness Promotion Council, coordinate with the Agency for International Development the development of programs to encourage improvements in the transportation and cargo handling infrastructure in these countries for the purpose of improving agricultural trade between these countries and the United States. Such programs should focus on improving distribution of agricultural commodities and products in these countries, and the phytosanitary institutions, quarantine capabilities, and pesticide regulations of these countries regarding agricultural commodities and products.

SEC. 243. EXTENSION OF TRADE BENEFITS TO THE ANDEAN REGION.

(a) FINDINGS.—The Congress finds that:

(1) United States antinarcotics policy places a high priority on assisting the nations of the Andean region of South America, the source of 100 percent of the world's supply of cocaine.

(2) The President and Congress have recognized that United States trade and economic policies play an important role in the overall United States antidrug strategy in the Andes.

(3) The extension of special trade preferences for articles from the Andean region would help revitalize the national economies of the Andes and further United States antinarcotics policy in the region.

(b) SENSE OF CONGRESS.—The Congress urges the President to—

(1) review the merits of extending the benefits provided under the Caribbean Basin Economic Recovery Act to the Andean region; and

(2) continue to explore additional mechanisms to expand trade opportunities for the Andean region, and report to Congress in a regular and timely fashion on the result of this review.

III. Trends in CBI Agricultural Exports

During the first 7 years of the Caribbean Basin Initiative (CBI), a few exporters in Caribbean and Central American countries took advantage of the duty-free treatment options of the Caribbean Basin Economic Recovery Act (CBERA) enacted August 5, 1983. Under this act (Title II, P.L. 98-67), products exported from designated CBI countries were granted 12 years of duty-free access to U.S. markets, with some notable exceptions. But the flood of nontraditional exports predicted by some protectionists did not materialize.

U.S. imports of a few commodities have increased significantly since the inception of the duty-free option on January 1, 1984, but imports of others have also declined, negating any increases in dollar volume of some items exported to the United States during the first 7 years (1984-1988) of the program. Nevertheless, the CBI has generated considerable new interest in business activities in the region,and nontraditional exports have increased slowly but steadily.

Although the process of increasing the flow of nontraditional products to the United States and other markets of the world has been slow but steady, a great deal of experience and knowledge has been acquired which should speedup economic development in the next 5 to 10 years, particularly with the extension of the CBERA in 1990. But most experienced traders know it takes a lot of time and money to develop new, self-sustaining, off-shore economic activities, and tariffs alone are not the only barriers to trade for developing countries.

Attempts to measure changing flows of traditional and nontraditional products from CBI countries have also been troublesome. By definition, "traditional" products include seven commodity groups, which still account for more than 80 percent of the CBI agricultural imports from CBI countries. The seven traditional commodity groups are: bananas, coffee, sugar, beef, cocoa, molasses, and tobacco. Cotton and rice, among others, could be added to the traditional list, but the volume exported to the United States is insignificant.

For purposes of this analysis, "nontraditional" products are all other agricultural commodities not specifically listed as traditional. According to current U.S. trade statistics, the nontraditional group contains approximately 450 tariff categories regularly imported by the United States from the CBI region.

A 12 year summary of both traditional and nontraditional agricultural imports from CBI countries is shown in the accompanying tables. During this period, fluctuations in world prices for a few commodities such as coffee, sugar and bananas have clearly had more impact on trade flows than passage of the CBI.

During the 1980-90 period, U.S. imports of nontraditional products from the CBI countries increased steadily, after stagnating at about $100 million annually in the late 1970's. Prior to the CBI, U.S. imports of total agricultural products from the designated CBI countries peaked about 1980, after more than 10 years of little growth. Total U.S. imports of agricultural products from the designated countries declined about $300 million while the flow of nontraditional agricultural products increased by approximately $225 million.

The world recession of the 1982-84 period depressed prices of key exports and generated a temporary slump in the dollar value of CBI exports. Although the slump appeared to be over in 1986, the summary data are misleading, because the world price of coffee temporarily spiked in 1986, and the downward trend in total value of agricultural exports to the U.S. reappeared in 1987 and 1988. However, continuing improvements in nontraditional sales since 1981 strongly suggest the CBERA is working, and that an upward trend in total agricultural exports to the U.S. may reappear in the 1990's.

The magnitude of the gains to date has been small, but positive and persistent. The 30-percent increase in nontraditional agricultural product sales to the United States reported for the first year of the CBI, however, could not be sustained indefinitely. The annual increase has now diminished to about 10-12 percent, which is still impressive.

CBI exports of nontraditional agricultural products to the United States are currently increasing about $20 to $40 million annually. In 1980 these products accounted for 5 percent of the total value of U.S. agricultural imports from CBI countries. By 1990, these products accounted for nearly 20-percent of CBI agricultural exports to the U.S. grown from about $100 million in 1980 to $250 million in 1988.

During the 1980's, the United States was the primary agricultural trading partner of the CBI countries, which, for practical purposes includes all the Caribbean and Central American countries except Cuba. During this period, the United States bought 40 to 45 percent of CBI agricultural exports and supplied the CBI group with 45 percent of its agricultural imports. Although final CBI trade data for 1989 and 1990 are not yet available, preliminary estimates indicate that a growing percentage of CBI agricultural exports may go to countries other than the United States in the 1990's, particularly with market changes currently occurring in Europe and the Pacific. At least this is worth monitoring.

For a look at the market performance of 15 fresh and 2 frozen products over a 12-year period see Statistical Bulletin 821 "U.S. Markets for Caribbean Basin Fruits and Vegetables: 17 Fresh and Frozen Imports, 1975-87."

In conclusion, it appears that nontraditional agricultural exports of the CBI countries will continue to capture an increasing share of CBI agricultural exports to the United States in the early 1990's. Furthermore, it appears that the main competitors of Caribbean and Central American growers, will remain in Mexico, Chile and other countries of the Western Hemisphere, rather than in California, Texas, Florida or in some other region of the world. The new efforts to establish an Andean Trade Initiative may also be a factor.

Table 1--U.S. imports of traditional and nontraditional agricultural products from Central America and the Caribbean, calendar years 1979-90

Commodity group	1979-81 Average	1982	1983	1984	1985	1986	1987	1988	1989	1990
					Million U.S. dollars					
Total Ag. 1/	2,030	1,535	1,755	1,918	1,814	2,131	1,688	1,527	1,617	1,698
Traditional	1,925	1,418	1,617	1,739	1,617	1,914	1,454	1,277	1,324	1,372
Coffee	688	506	524	599	645	1,005	602	388	409	413
Bananas	307	363	392	400	451	419	483	482	490	454
Sugar	543	264	425	429	265	220	114	150	177	230
Beef & Veal	240	165	133	100	118	131	126	134	138	157
Molasses	37	23	29	40	18	24	21	18	23	31
Cocoa	89	68	65	99	84	86	88	82	57	57
Tobacco	21	29	49	72	36	29	20	23	30	30
Nontraditional 2/ (all other)	105	117	138	179	197	217	234	250	293	326
As percent of:										
Previous year	...	-3	+18	+30	+10	+10	+8	+7	+17	+11
Total Ag.	+5	+8	+8	+9	+11	+10	+14	+16	+18	+19

Source: ERS-USDA, "Foreign Agricultural Trade of the United States (FATUS)," various calendar year issues.

1/ A simple summation of official U.S. agricultural imports from the Caribbean and Central American regions provides a very close approximation of U.S. agricultural imports from CBI designated countries. (Table updated July 25, 1989 and revised Dec. 11, 1989, Feb. 27, 1991.)

2/ Includes approximately 450 different Tariff Schedule items.

Table 2-- U.S. share of Caribbean and Central American Agricultural trade, calendar years 1982-88.

Partners		1982	1983	1984	1985	1986	1987	1988
CBI Agricultural Exports to:								
World 1/	$Bil.	3.9	4.0	4.2	4.1	4.4	4.0	4.3
USA 2/	$Bil.	1.5	1.8	1.9	1.8	2.1	1.7	1.5
US share	Percent	40	45	45	44	48	42	35
CBI Agricultural Imports from:								
World 1/	$Bil.	2.5	2.5	2.6	2.4	2.5	2.7	3.0
USA 2/	$Bil.	1.1	1.1	1.2	1.1	1.1	1.2	1.3
US share	Percent	44	44	46	46	44	45	43

1/ FAO, Trade Yearbooks, 1987 and 1988.
2/ A simple summation of official U.S. agricultural trade with the Caribbean and Central American regions provides a very close approximation of U.S. agricultural trade with designated CBI countries. Source: ERS-USDA, "Foreign Agricultural Trade of the United States (FATUS)," various calendar year issues.

IV. U.S. Agricultural Import Policy

The United States is a founding member of the General Agreement on Tariffs and Trade (GATT) and subscribes to its underlying principle of most-favored-nation (MFN) or equal market access for virtually all countries. Imports are generally subject only to relatively low and transparent import duties; quality and grade standards on certain fresh horticultural products; and to those restrictions necessary to protect human, animal, and plant health. There are a handful of exceptions involving agricultural products where the United States has found it necessary to limit the quantity imported in order to support domestic prices. Under a GATT waiver, quantitative restrictions are usually based on historic trade patterns. Most important to the Caribbean Basin countries is the quota on sugar. Quantitative restrictions also exist for dairy products, cotton, peanuts, and, at times, beef.

An exception to the general U.S. policy of equal access is the preferential treatment given to developing countries. This is not a recent addition to U.S. trade policy. First, GATT has encouraged trade with less developed nations. Second, since 1974 the United States has maintained the Generalized System of Preferences (GSP) program. GSP permits specific products of developing countries to enter the United States free of duty, until they achieve a certain level of competitiveness (measured by value or market share).

The duty-free treatment offered to beneficiary countries under the Caribbean Basin Economic Recovery Act of 1983 offers significant advantages beyond those of the GSP. All agricultural products from the designated countries will be allowed duty-free entry, and there will be no quantitative limitation on the duty-free treatment itself. (Existing quotas on total imports will continue to apply.) The United States has received a GATT waiver for the preferential treatment of Caribbean Basin imports.

The U.S. industry does have the right to request relief from import competition if unfair foreign trade practices are involved or if imports under the Caribbean Basin Economic Recovery Act are causing material injury to the U.S. market. The U.S. Government can apply countervailing duties to offset subsidies on foreign exports to the United States, or anti-dumping duties if the foreign product is being sold at less than fair value. In addition, the U.S. industry can request import relief from increased quantities of injurious imports. The relief can take many forms, from

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tariff increases to retraining of industry employees. In the case of duty-free perishable products from the Caribbean Basin beneficiary countries, emergency import relief within 21 days can also be requested. The emergency relief, if granted, would result in the suspension of duty-free treatment for the perishable products involved.

V. U.S. Regulatory Authorities and Activities

Some of the key regulatory Federal agencies and their activities included in this chapter are the:

- U.S. Department of Agriculture (USDA)
- U.S. Department of Commerce (DOC)
- Environmental Protection Agency (EPA)
- Food and Drug Administration (FDA)
- U.S. Customs Service (USCS)

USDA's regulatory activities are primarily enforced by the Agricultural Marketing Service (AMS), the Animal and Plant Health Inspection Service (APHIS), the Food Safety and Inspection Service (FSIS), and the Forest Service (FS). In addition, the U.S. Customs Service participates in this effort by detaining of imports when USDA requirements have not been met.

AMS carries out a wide array of programs aimed at facilitating the marketing of agricultural products, assuring consumers of a quality food supply, and ensuring fair trading practices. AMS administers programs to make the U.S. marketing process efficient, dependable, economical, and equitable. APHIS issues regulations and conducts control programs to protect and improve animal and plant health for the benefit of people and their environment. In cooperation with State governments, APHIS administers Federal laws and regulations pertaining to animal and plant health and quarantine, humane treatment of animals, and the control and eradication of pests and diseases. FSIS is responsible for ensuring that meat and poultry products moving in interstate and foreign commerce are safe, wholesome for consumption, and accurately labeled.

The U.S. Department of Commerce (DOC) serves, encourages, and promotes the nation's international trade, economic growth, and technological advancement. Through a wide variety of programs DOC seeks to promote the national interest through the encouragement of a competitive free enterprise system.

The Environmental Protection Agency's (EPA) mission is to protect and enhance the environment today and to preserve it for future generations. EPA coordinates governmental action on behalf of the environment through integrating

research, monitoring, standard setting, and enforcement activities.

The Food and Drug Administration (FDA) is an agency of the U.S. Department of Health and Human Services. FDA's activities are directed toward protecting the health of the Nation against impure, unsafe, and fraudulently labeled foods, drugs, medical devices, cosmetics, and potential hazards from radiation-emitting equipment.

The U.S. Customs Service is an agency of the U.S. Department of the Treasury responsible for the assessment and collection of import duties and taxes and the control of carriers, persons, and articles entering or departing the United States. The U.S. Customs Service also ensures compliance with laws and regulations and enforces all statutes, regulations, and rulings governing the admission of articles into the United States.

VI. U.S. Department of Agriculture

A. AGRICULTURAL MARKETING SERVICE

1. Fruit and Vegetable Division

Importing certain fruits, vegetables, and nuts into the United States is subject to provisions of the Agricultural Marketing Agreement Act of 1937. Section 8e of the act requires that whenever the Secretary of Agriculture issues grade, size, quality, or maturity regulations under a domestic marketing order for a particular commodity, the same or comparable regulations on imports of that commodity must be issued.

Currently, the following commodities are regulated and thus are subject to import regulations: avocados, dates, filberts, grapefruit, table grapes, kiwifruit, limes, olives, onions, oranges, Irish potatoes, prunes, raisins, tomatoes, and walnuts. Imports of nectarines and plums will not be regulated until regulations are issued by the Department. Import regulations are amended from time to time to conform with changes in domestic marketing order regulations. Import regulations apply only during those periods when domestic marketing order regulations are in effect.

Additional information regarding requirements for any of the above specific commodities may be obtained from:

USDA/OICD/Trade and Investment Program
14th & Independence Avenue, SW
Room 3250
Washington, DC 20250-4300, U.S.A.
TEL (202) 690-2981
FAX (202) 690-0349

a. Fruit and Vegetable Standards

Voluntary U.S. grade standards are issued under the authority of the Agricultural Marketing Act of 1946. It is the only activity authorized to develop and approve the designation of U.S. grades, and to designate different levels of quality. Grade standards assist growers, shippers, processors, exporters, importers, receivers, retailers, and consumers in the orderly and efficient marketing of fresh and processed fruits, vegetables, and related products by establishing a common trading language

for selling and buying. Standards are established for products based on factors such as size, color, maturity, taste, sugar and acid content, defects, etc. These standards also serve as a basis for the inspection and grading of commodities by the USDA. There are over 300 standards for approximately 160 fresh, canned, frozen, and dehydrated fruits, vegetables, nuts, and specialty commodities. (See Annexes F-1, F-2)

b. Inspection Service

USDA offers a voluntary grading service to provide the industry with an impartial, third-party certification of the quality and condition of any product. This certification can help to provide a basis for assuring a quality product, verify compliance with contract terms as an aid in selling, and/or help settle claims for damage incurred in transit or storage. The grading service is available on a fee-for-service basis in the United States and Puerto Rico. Certification may be based on U.S. grades or other contract specifications.

Official USDA inspection includes: sampling of the product according to statistically valid plans; determining the product's essential characteristics, class, quality, and condition; and issuing an official USDA certificate of quality and condition, or certificate of loading which will be recognized as *prima facie* evidence in all U.S. and State courts.

Inspection services for fresh fruits and vegetables are available at 75 of the country's largest terminal markets. Inspection points for shipments originating outside the United States are available at ports of entry into the United States. Grading is voluntary except for those commodities which are subject to regulations under domestic marketing orders, or export or import requirements.

Inspection of processed fruits, vegetables, and related products is available continuously, in-plant, by pack, or by lot. USDA inspectors will also perform other related services such as observation of preparation, packing, and plant sanitation. The type of inspection conducted and the grade of a product determine the type of USDA shield, mark, or other approved identification that can be used.

For more information contact:

Fresh Products Branch, Room 2056-S
Fruit and Vegetable Division
AMS/USDA
P.O. Box 96456

Washington, DC 20090-6456
(202) 720-5870

Processed Products Branch, Room 0709-S
Fruit and Vegetable Division
AMS/USDA
P.O. Box 96456
Washington, DC 20090-6456
(202) 720-7693

c. **Market News**

"Market News" is an exchange of information among growers, shippers, wholesalers, buyers, and others through the voluntary cooperation of trade contacts on supplies, demand, and prices. The reports are helpful in making marketing decisions. The Market News information is gathered daily by skilled market reporters -- the eyes and ears of the produce industry -- employed by the U.S. Department of Agriculture and cooperating State agencies. The news reports are flashed throughout the Nation by a satellite communication system and is quickly released through telephone recorders, fax, newspapers, radio, television, and printed reports. Also, firms or individuals may make arrangements through the satellite communication company for a direct connection to the Market News Network. They pay for the satellite communication company service only. USDA does not provide this service nor assess a fee for such a connection. Prices and other information obtained from sellers are cross-checked for verification by buyers. Market News reports the most current supply and demand, one of the main factors that affects the current price of produce, and what prices are being paid at various market places. Market News helps to decide whether the pricing of agricultural products is right.

- Types of Market News Reports

  - **Terminal market** reports are issued on fruits and vegetables and ornamental crops. The fruit and vegetable reports cover trading in 19 of the largest U.S. cities and show both rail and truck receipts for the entire metropolitan area in each city. Prices reported in terminal markets are those received by wholesalers for sales of less than a carload or truckload.

- **Ornamental** reports cover selected important wholesale markets. Prices reported are those paid by retailers per unit (per bunch, flower, dozen, etc.). The New York City office reports the volume of arrivals of ornamentals as received by wholesalers but does not include the volume received directly by retailers. Volume is not reported at other terminals.

- **Shipping point** reports are issued on fruits and vegetables from the major commercial production areas in the United States, in addition to a large volume of imports from Mexico entering the country at Nogales, Arizona, and Texas border points. The Miami and Winter Park offices report the market for commodities arriving by ship and distributed by importers located at various points in the United States.

- **Ornamental crops shipping point** market reports are limited to California, Colorado, and Florida production areas in addition to imports from the Caribbean Basin and South America entering the country through facilities at the Miami Airport. The volume of imports is collected at most major city airports where the data are significant.

- **National Shipping Point Trends** is a report mailed each Wednesday from Philadelphia and Los Angeles terminal Market News offices. The weekly report gives background information on the various shipping points covering shipments, prices, trading during the past week, crop conditions, harvesting progress, and volume outlook for the next 2 weeks.

- **Ornamental Crops National Market Trends** is a similar report published each Friday by the San Francisco terminal Market News office. In addition to the kinds of information described above for the National Shipping Point Trends report, it includes observations of reporters covering terminal wholesale flower markets.

- **A marketing summary** or review is prepared after the shipping season for each shipping point production area. These summaries include data on production, supply, prices at both shipping point and selected terminal markets, and related information. A summary of fruit, vegetable, and ornamental prices is published annually for each terminal market reporting those commodities. The annual summaries

show weekly prices for the most representative trading day in each city. Major commodities are reported by grade, container, and place of origin.

- **Reports issued from Washington, D.C.,** include weekly and annual transportation reports (rail, truck, and air movement for fruit, vegetable, and ornamental crops) and an annual summary of average monthly produce prices in principal areas. A national peanut report is issued weekly at Thomasville, Georgia, which also issues a semi-weekly pecan report during the harvesting season. A national fruit and vegetable truck rate report is issued weekly from New York City and San Francisco and includes a truck cost report once a month. A national honey report is issued monthly from Yakima, Washington.

- **Fruit and vegetable reports** cover the major growing areas and show both rail and truck shipments. Prices are reported by type of sale and show what the grower or shipper receives freight on board (f.o.b.) shipping point per crate, carton, sack, etc., for the produce in carload or truckload quantities, including mixed loads.

- **Ornamental reports** cover several major production areas and imports entering through Miami. Shipping point prices are reported by type of sale and show what the grower or shipper receives per unit.

- **The volume of imported cut flowers and decorative greens** is released weekly from Washington, D.C., and is printed in the national trends report. The volume of domestic shipments is reported for major cut flowers grown in California and Florida and issued from offices in those states. (For market news terminology see Annex E.)

- **Printed market news reports** and fax releases are available by paid subscription from:

  Fruit and Vegetable Market News
  Room 2503-South
  AMS/USDA
  Washington, DC 20090-6456
  TEL (202) 720-2745

d. Marketing Agreements and Orders

- Legal Authority

Marketing agreements and orders are authorized under the Agricultural Marketing Agreement Act of 1937. The act specifies the commodities that may be issued, guidelines for administering the programs, and privileges and limitations granted by Congress.

Marketing agreements and orders are designed to improve returns to growers through orderly marketing. Through these agreements, fruit and vegetable growers can work together to solve marketing problems that are difficult to solve or cannot be solved individually. Historically, collective efforts by producers to improve the quality of their products and balance shipments with market demand often failed, because it was too difficult to get the entire industry to cooperate.

Large fluctuations in supply and subsequent change in commodity price often destabilized the market to the disadvantage of producers and consumers. In the 1930's, producers asked the Federal Government to give them the means to overcome the vulnerability of the agricultural market. Congress enacted and passed into law the present Agricultural Marketing Agreement Act of 1937. Since then, producers have had more control over the agricultural market through agreements and marketing orders.

The act also helps to prevent fruits and vegetables of poor quality from entering the market which could depress price levels. Marketing agreements and orders can also help prevent deceptive packaging by specifying quality and packing requirements and establishing standardized containers.

Under a marketing agreement or an order, an industry can monitor the flow of a commodity to market or permit only a certain portion of the crop to move in specified outlets. This can prevent glutting and add stability to the market. Production and marketing research and development projects can also be instituted, and some industries can set up advertising and promotion programs.

- Role of Producer or Producer Groups

Producers are usually the motivating force behind a proposed marketing order. They are prominent in developing its provisions and testifying in favor or against a program

at congressional hearings. They decide in referendum whether an order should be issued. Producers are also prominent in marketing order administration and play an integral part in determining whether an order should be continued or terminated.

- Role of Government

Under the Agricultural Marketing Agreement Act, the Secretary of Agriculture is responsible for administering agreements and orders and has the authority to issue regulations. Actions taken under an order's provisions are ordinarily initiated through recommendations made to USDA by an industry administrative committee appointed by the Secretary. The USDA works closely with industry, providing technical guidance and enforcing order provisions.

- Difference Between Marketing Agreements and Orders

Marketing agreements and orders generally are spoken of synonymously. Rarely is a marketing agreement established without a marketing order, or an order established without an agreement. When the terms "marketing agreement" or "marketing order" are used, the regulatory terms are identical.

A marketing agreement is issued in conjunction with a marketing order when handlers of 50 percent or more of the commodity covered have signed an agreement with the Secretary. However, the Secretary can issue a marketing order independently if the order has received the required grower approval and the Secretary finds that is the only practical means of advancing growers' interests.

A marketing order, with or without handler approval, is binding to all handlers in the industry. A marketing agreement without a companion marketing order is binding only to those handlers who sign it.

The commodities which may be regulated through marketing orders and the ways in which they may be regulated are prescribed in the Agricultural Marketing Agreement Act. No statutory limitations of this type are prescribed for marketing agreements. Principal types of activities authorized under marketing orders are:

Standards of Quality: Controlling the quality required for commodity shipment helps keep inferior grades of a commodity from depressing the market for an entire crop. It also assures consumers that only the more acceptable grades and sizes are marketed. This is accomplished by establishing minimum grade, size, or maturity requirements

for commodities to be shipped in regulated trade channels. Because weather has a large influence on crop production, requirements may change from season to season, or within a season, as supply and demand change.

Quantity Control: Controlling the quantity of a commodity marketed tends to stabilize the market, and consumers receive a steady supply without wide fluctuations in price. There are three general methods used to control commodity quantities reaching the market:

- controlling the short-term rate of flow,
- allocating supplies between primary and other markets for the season,
- allotting market shares among producers based upon sales during a base period.

Flow regulations are designed to avoid market gluts by stabilizing the volume of shipments moving to market on a week-by-week basis during the normal marketing season. One method is through handler allotments, which restrict the amount of a commodity handlers may ship during a given period. These allotments are usually based on the amount of a commodity currently available, or on the amount shipped in a previous period, or a combination of the two.

Another method used to regulate quantity is by allocating the total supply between primary and secondary markets. The "surplus" or "reserve" percentages require each handler to withhold from the primary market a uniform percentage of the handler's supply. This "surplus" or "reserve" may be marketed in secondary outlets, the most important usually being export. Generally, this type of regulation works best with a commodity which is storable for a substantial period of time. The availability of good alternative markets is also important in this type of program.

When alternative markets are limited or nonexistent for a commodity, another method is used. A share of the total quantity marketed each year is allotted to each grower holding a base allotment. Base allotments are determined by the quantity a grower sold (or had available for sale) during a representative base period. These programs provide an additional base allotment for growers who may want to start producing the regulated commodity.

Standardization of Containers or Packs: Some marketing orders permit control of the size, capacity, weight, dimensions, packing, or marking of the containers used by the industry. This enables an industry to standardize

containers and packs and, therefore, to eliminate deceptive containers.

Research and Development Projects: This provision allows industry to use marketing order funds to engage in production research, marketing research, and development projects in order to improve production, marketing, distribution, and consumption of a commodity.

Unfair Trade Practices: The terms of a marketing order may specify and prohibit unfair methods of competition and unfair trade practices. Authority for marketing promotion, including paid advertising, may be included in orders for certain commodities specified in the Agricultural Marketing Agreement Act.

Price Posting: Handlers may be required to file selling prices and give advance notice before changing them. It (marketing order) does not permit setting a range between minimum and maximum prices.

- Marketing Information

Shipping information and detailed statistics are needed to operate a marketing order program effectively. This information is also useful to individual growers and handlers making marketing decisions. Administrative committees are authorized to collect and summarize information for the industry's use.

- Commodities Covered

Marketing orders for fruits, vegetables, and specialty crops may be issued with the following limitations:

- Orders on apples are limited to those grown in Washington, Oregon, Idaho, New York, Michigan, Maryland, New Jersey, Indiana, California, Maine, Vermont, New Hampshire, Rhode Island, Massachusetts, Connecticut, Colorado, Utah, New Mexico, Illinois, and Ohio. Orders cannot be issued for apples for canning and freezing grown in Washington, Oregon, and Idaho.

- Other than for apples as indicated above, orders for fruits and vegetables for canning and freezing are limited to asparagus, olives, grapefruit, cherries, pears, and cranberries.

- A marketing order cannot apply to potatoes for canning, freezing, or other processing.

- Steps in Developing a Marketing Order

Developing a "marketing agreement" and/or "marketing order" program takes considerable time and effort on the part of growers, handlers, and others in the industry. The following steps are necessary before a program can be established:

- The preliminary proposal for a marketing order program is drafted by growers and handlers after they have analyzed marketing problems and concluded that a marketing order would be of beneficial. There must be solid support for a marketing program within the industry, and general agreement should be reached on the types of regulatory activities to be proposed. The USDA provides information and technical assistance to industry in preparing the preliminary proposal.

- The proposal is submitted to the Administrator of the Agricultural Marketing Service, along with a request for a public hearing. The request for a public hearing should be signed by individuals or organizations representing a majority of the industry, and includes a detailed justification for the program. Upon receipt, the Agricultural Marketing Service analyzes the proposal and determines whether it has merit and would apply to the policy of the Agricultural Marketing Agreement Act of 1937.

- If the proposal is approved, a public hearing on the proposed marketing order is held, usually in the production area covered by the proposed program. The hearing is presided over by an administrative law judge. Evidence and testimony, taken under oath and cross-examination, are permitted. Proponents and opponents are free to present evidence in support of their positions. The hearing is an important step in the development of a marketing order program and must be given a great deal of attention. Complete and detailed preparation for the hearing is necessary. Any order issued must be supported by substantial and reliable evidence contained in the hearing record. It must state an explanation of how the proposed marketing order will fit and benefit the particular conditions in the industry and how it will help to solve the industry's marketing problems. At the close of the hearing, a period of time is allowed for filing written briefs or arguments.

- USDA issues a "recommended decision" on the proposed marketing order based on the evidence presented at the public hearing. The decision outlines the issues discussed and the ways in which they may be resolved, the provisions of the recommended marketing order, and the recommended marketing order. If the hearing evidence does not support the issuance of an order, the recommended decision will state that, and no marketing order will be issued. A period of time is permitted for interested parties to study the recommended decision and submit relevant comments or exceptions.

- After reconsidering any comments or exceptions submitted, the USDA issues its final decision, denying or approving the order.

- If the decision favors the proposed order, USDA conducts a producer referendum. At the same time, a marketing agreement, with the same regulatory provisions, is submitted to handlers for their signatures. For commodities requiring a processor referendum, votes are taken by number of processors and by volume of production represented. If two-thirds of the producers who vote approve the program, and if handlers of a majority crop to be regulated sign the agreement, the Secretary issues a marketing agreement and order program effective for the entire industry. Other requirements may be necessary when establishing orders which apply to California citrus fruit or when establishing marketing orders requiring processor approval.

- Operating a Marketing Order Program

Administrative Committees: Marketing order programs for fruits, vegetables, and specialty crops have local administrative committees that work with USDA to carry out the programs. The committees meet throughout the year to decide marketing policies for a particular program. Such meetings are open to the public. Committee membership may be limited to growers, or growers and handlers, although some programs have established a seat for a public member.

Grower and handler members are nominated by the industry and appointed by the Secretary of Agriculture. Public members are nominated by other committee members and appointed by the Secretary. Terms of office, power allowed, and duties and responsibilities of all members are stated in the individual marketing order.

Financing a Marketing Order Program: The money for local administration of a marketing order program comes from assessments paid by handlers. Each year, an administrative committee recommends a budget and a proposed rate of assessment to the Secretary of Agriculture, who is responsible for approving the amount the committee may spend and the assessment rate. The assessment rate is in terms of so much per box, ton, car, or other unit of commodity handled. The committee is responsible for all expenditures, and is required to keep accurate records. An annual audit of the financial records of each committee is required.

Issuing Regulations: The effectiveness of a marketing order depends a great deal on the development of appropriate regulations. Each marketing order specifies the type of regulations that can be issued. Marketing orders may also include specified minimum standards of quality and maturity to be used.

Initiating marketing order regulations is a responsibility of the administrative committee. The committee analyzes crop and market conditions before making recommendations to the Secretary. If the Secretary approves a committee recommendation, a regulation covering the recommendation is issued by USDA.

Inspection Requirements: Inspection is usually required under a marketing order to ensure that shipments meet the quality and other requirements stated in the order. In almost all cases, the inspection is performed by the Federal or Federal-State Inspection Service.

Enforcement: Marketing order enforcement is primarily the responsibility of the Federal Government, but the administrative committee is charged with the duty of investigating and reporting complaints of violations. Violations are analyzed by USDA and then, except in the case of civil penalties, referred to the U.S. Department of Justice for civil or criminal prosecution.

- Civil action may be brought to obtain an injunction. This forbids the handler from further violating the order, and makes the handler liable to contempt of court proceedings.

- Criminal action may be brought, and convicted persons may be fined not less than $50 and not more than $5,000 for each violation.

- Under programs limiting volume, a civil suit may be instituted for damages. A handler may be required to pay a sum equal to the value of the product

shipped in violation of the quota or allotment provisions of an order.

- A civil penalty, not to exceed $1,000 for each violation, may be assessed by the Secretary.

- Regulation of Imports

The Agricultural Marketing Agreement Act provides that whenever grade, size, quality, or maturity regulations are in effect under a marketing order for specified commodities, the same or comparable regulations must be imposed on imports of the commodity. As of December 1, 1990, the specified commodities are: tomatoes, avocados, mangoes, limes, grapefruit, green peppers, Irish potatoes, cucumbers, oranges, onions, walnuts, dates (other than dates for processing), eggplants, table grapes, raisins, olives (other than Spanish-style green olives), prunes, plums, kiwifruit, pistachios, apples, nectarines, and filberts.

Import regulations apply during the same period that marketing order regulations are in effect for the domestic commodity. When two or more orders are in effect for the same commodity produced in different areas, the Secretary of Agriculture must determine which order is more directly affected by competition from the imports and apply that order's regulation to the imports.

- Terminating an Order

The Secretary of Agriculture has authority to terminate a marketing order whenever he finds that a majority of the growers, who produce more than half of the crop, favor termination. The Secretary also must terminate or suspend a marketing order program if he determines that the order no longer carries out the declared policy of the enabling act.

For further information or assistance on fruit and vegetable marketing agreements and orders, contact one of the following USDA marketing field offices:

California

California Marketing Field Office
Fruit and Vegetable Division, AMS
U.S. Department of Agriculture
2202 Monterey Street, Suite 102B
Fresno, CA 93721
(209) 487-5901

Southeastern States
Southeastern Marketing Field Office
Fruit and Vegetable Division, AMS
U.S. Department of Agriculture
Florida Citrus Building
500 Third Street, NW
P. O. Box 2276
Winter Haven, FL 33883-2276
(813) 299-4770

Midwest, Middle Atlantic, and New England States
Marketing Order and Administration Branch
Room 2523-S
Fruit and Vegetable Division
AMS/USDA
P.O. Box 96456
Washington, DC 20090-6456
(202) 720-2491

Pacific Northwest
Northwest Marketing Field Office
Fruit and Vegetable Division, AMS
U.S. Department of Agriculture
Green-Wyatt Federal Building
1220 S.W. Third Avenue, Room 369
Portland, OR 97204
(503) 326-2724

Texas, New Mexico, and Louisiana
McAllen Marketing Field Office
Fruit and Vegetable Division, AMS
U.S. Department of Agriculture
1313 E. Hackberry
McAllen, TX 78501
(512) 682-2833

e. Perishable Agricultural Commodities Act

The Perishable Agricultural Commodities Act (PACA), enacted in 1930, establishes a code of fair trading in the fresh and frozen fruit and vegetable industry under which firms can trade with confidence. The PACA prohibits unfair and fraudulent practices in the industry and provides a means of enforcing contracts for these commodities in interstate and foreign commerce. The seller must provide the specified quantity and quality, and the buyer must accept deliveries which are made in accordance with the contract terms. The law provides for informal and formal handling of disputes which allege damages in transactions involving fresh and frozen fruits and vegetables.

All U.S. commission merchants, brokers, and dealers who buy or sell fresh or frozen fruits and vegetables in wholesale or jobbing quantities in interstate or foreign commerce must be licensed. Certain categories of companies are exempt from PACA licensing requirements. Most notably, these are growers marketing only their own production, custom packers, restaurants, and retailers if the invoice cost of their purchases of fresh and frozen fruits and vegetables exceeds $230,000 in a calendar year. Licensees must pay an annual license fee to maintain their licenses. Licenses can be suspended or revoked by the USDA for violations of the PACA.

The PACA also allows non-residents of the United States to file formal complaints against a licensee. Before a formal complaint will be accepted by USDA from a non-resident, a bond in double the amount of the alleged damages must be posted. The bond would cover payment of any costs, reasonable attorney fees, and any reparation awards issued by the Secretary of Agriculture against a foreign complainant based on a counterclaim by the respondent.

PACA Branch, Room 2095-S
Fruit and Vegetable Division
AMS/USDA
P.O. Box 96456
Washington, DC 20090-6456
(202) 720-2272

2. TRANSPORTATION AND MARKETING DIVISION

- Transportation of Perishable Agricultural Products

Transportation is a very important part of an integral system of maintaining product quality from the field to the consumer. USDA's Transportation and Marketing Division is a source of technical advice and publications concerning the successful transportation of agricultural products.

Planning, grading, packaging, and precooling are particularly important for agricultural products shipped long distances from areas with tropical and subtropical climates. Choosing the correct mode of transportation, checking that the transport equipment is in proper order before loading, using proper loading practices, and following recommended in-transit and storage procedures are critical to the success of agricultural transportation.

(1) Plan Ahead Before Growing and Shipping

Agriculture is a very competitive and risky business. To minimize risk, growers and shippers must plan ahead and

obtain as much information as possible. Communication with government authorities, importers, and carriers is necessary before growing fruits and vegetables, plants, and cut flowers for exportation. The grower and shipper must determine in advance the necessary steps to follow for their product.

a. Is the product permitted to enter the country, region, or state of destination?

b. What customs laws and regulations must be met?

c. Is there a market for the product?

d. What are the requirements for quantity, quality, packaging, documentation, and frequency of shipments?

e. Will the projected price received cover production, packaging, transportation, insurance, and marketing costs, and allow a profit?

f. Will the right kind of transportation equipment be available when the product is ready for shipping?

Air and ocean carriers request that shippers consult with them well in advance to ensure that the necessary equipment will be available at the right time, with freight rates at a level the product can support. Most carriers work with shippers to accommodate their shipments at the best possible time. Shippers can form associations to negotiate time and volume rates with ocean carriers. Port authorities and trade publications of origin and destination countries are the best sources of information on service provided by competing air and ocean carriers.

(2) **Transport Only Top-Quality Products**

Under the best circumstances, the quality of fruits, vegetables, plants, and cut flowers can only be maintained, not improved, during transportation. Most of these products are of high value and very perishable; therefore, product quality should be the highest possible to be shipped successfully. Products in top-quality condition:

a. have a longer shelf life;
b. allow more time for transportation, storage, and marketing;
c. satisfy importers, brokers, and consumers;
d. increase sales and profits; and
e. help expand markets.

Bruised, decaying, or over-ripe products can ruin an entire shipment and reduce importers' confidence in the grower and shipper. Products in this condition:

a. spread decay to other products in the load;
b. produce more heat (respiration) and more ethylene gas which causes further ripening and decay;
c. lose more water which results in shriveling and wilting; and
d. discourage repeat sales and reduce profits.

During transportation, storage, and marketing, product may be exposed to:

a. rough handling during loading and unloading;
b. compression from the overhead weight of other containers or products;
c. impact and vibration during transportation;
d. loss of moisture to the surrounding air;
e. higher than recommended temperatures;
f. lower than recommended temperatures;
g. ethylene gas from vehicle exhaust or product ripening; and
h. odors from other products or residues.

By selecting and packing only top-quality products, shippers can help ensure good arrival condition of fruits and vegetables, plants, and cut flowers transported over long distances. Therefore, grading, good packaging, precooling, and proper transportation equipment are essential to maintaining product quality from the field to the consumer.

(3) Ensure Quality Control With Grading

Importers and consumers of fruits and vegetables, plants, and cut flowers demand high-quality fresh products in return for the prices they pay. Growers and shippers should use the buyer's specifications for grading and monitoring quality, condition, size, and maturity. While not all products have official grade standards, the best recommended techniques must be used to ensure the packing and transportation of only high-quality items.

Since many tropical products are essentially new in some markets, uniform high quality in appearance and taste is very important to increase importers' and consumers' willingness to try the products and buy them again. Selling poor-quality products wastes time, money, and materials.

(4) Maintain Quality With Effective Packaging

Proper packaging of fruits, vegetables, plants, and cut flowers is essential to maintain product quality during transportation and marketing. Packaging in the form of shipping containers serves to enclose and protect the product and facilitate handling. It would be detrimental to ship high-quality and valuable perishable products in poor-quality packaging, which would cause damage, and decay. The buyer would pay low prices, or outright reject the products. Packaging must withstand:

a. rough handling during loading and unloading,
b. compression from the overhead weight of other containers,
c. impact and vibration during transportation, and
d. high humidity during precooling, transit, and storage.

Packaging materials should be chosen on the basis of needs of the product, packing method, precooling method, strength, cost, availability, buyer specifications, and freight rates. Importers, buyers, and packaging manufacturers provide valuable recommendations. A minimum 1,896 kPa(275 lb/in^2) bursting test strength fiberboard is recommended for boxes intended for export. The strength is needed to withstand handling, transport conditions, and the high humidity the boxes must endure.

Due to the large variety of container sizes available, box standards have been developed by the fruit, vegetable, and floral industries. Standardized containers:

a. reduce container inventory for manufacturers and growers;
b. utilize, with other containers, 90 to 100 percent of the surface of the widely used 1,219 mm x 1,016 mm (48 x 40 in) standard pallet, with no overhang and little underhang;
c. provide unit loads and more stable mixed pallet loads; and
d. reduce transportation and marketing costs.

A large number of shippers and receivers have switched from handling individual shipping containers to unit loads on pallets. Most distribution centers are set up to store palletized loads in three-tier racks. Unit loads provide for:

a. reduced handling of individual shipping containers,

b. less damage to the containers and the products inside,
c. faster loading and unloading of transportation equipment,
d. more efficient distribution center operations, and
e. reduced pilferage of products.

(5) **Precool Produce To Ensure Quality**

Removal of field heat by precooling to a recommended storage temperature and relative humidity is absolutely necessary to maintain, from field to market, the quality of fruits, vegetables, plants, and cut flowers. The quality of most products will rapidly deteriorate if field heat is not removed before loading into transportation equipment. The rate of respiration and ripening increases two to three times for every 10°C (18°F) above the recommended storage temperature. (Recommended storage temperatures are given in Annex H.)

Refrigerated transportation equipment is designed to maintain temperature, but usually is not capable of removing field heat from products packed in shipping containers. The equipment also is not capable of increasing relative humidity.

Shippers should keep in mind that most fruits and vegetables have a water content between 80 and 95 percent. The process of refrigeration extracts some of this moisture as the air is circulated around the products and through the refrigeration unit evaporator coil. A great difference in temperature between the coil and the product will increase the loss of product moisture. This will cause the evaporator to frost and the products to shrivel or wilt and weigh much less. Precooling extends product life by reducing:

a. field heat,
b. the rate of respiration (heat generated by the product),
c. the rate of ripening,
d. the loss of moisture (shriveling and wilting),
e. the production of ethylene (ripening gas generated by the product), and
f. the spread of decay.

Precooling should occur as soon as possible after harvest. Harvesting should be done in early morning hours to minimize field heat and the refrigeration load on precooling equipment. Harvested products should be protected from the sun with a covering until they are placed in the precooling facility.

The loading method, condition of the transport equipment, and intransit and storage procedures affect the success of precooling. If the recommended temperature and relative humidity are not maintained after precooling, product quality will deteriorate.

(6) Choose the Best Mode of Transportation

After precooling, the products must be properly loaded and transported at or near the recommended storage temperature and relative humidity to maintain quality. The design and condition of the transport equipment, and the loading method used, are critical to maintaining product quality. The mode of transportation and the carrier should be chosen carefully.

The mode of transportation and type of equipment used should be based on:

a. destination,
b. value of the product,
c. degree of product perishability,
d. amount of product to be transported,
e. recommended storage temperature and relative humidity,
f. outside temperature conditions at origin and destination points,
g. time in transit to reach destination by air, land, or ocean transport,
h. freight rates negotiated with the carriers, and
i. quality of transportation service.

Reliability and quality of transportation service provided by different carriers must be carefully considered along with the rates charged. Services and schedules are established or modified weekly. Sometimes service is abruptly withdrawn. Shippers should contact air and ocean port authorities at their origin and destination locations to receive the most current information on available services. Local trade publications also are excellent sources of information, as many carriers and their agents advertise their schedules and destinations.

Refrigerated trailers and van containers are recommended for most high-volume products with transit and storage lives of a week or more. After transit, there must be enough remaining product life for marketing. Carriers utilizing trailers and containers can offer a door-to-door service. This reduces handling, exposure, damage, and theft of the products.

Air cargo containers also can be used to provide a door-to-door service. Products transported by air are generally of high value and are highly perishable. Freight costs are higher by air. Transit times, however, are in terms of hours instead of days.

Some products are shipped in unrefrigerated air containers or on air cargo pallets. This requires close coordination at the origin and destination airports to protect the products when flights are delayed. Cold storage facilities at airports are needed to ensure product quality. Refrigerated air containers are available and should be used when possible.

The capacities and dimensions of air cargo containers, air cargo pallets, refrigerated trailers, and refrigerated van containers vary from carrier to carrier due to differences in equipment design and manufacture. Carriers should be consulted well in advance of shipping for specifications, availability, and rates. Many carriers provide valuable assistance and information on loading and operating their equipment.

Room for air circulation must be provided in transport equipment loaded with agricultural products. The nature of the product, type of packaging, and loading method affect air circulation as well as the total weight and the volume occupied by the load.

Maximum cargo weights are limited by carriers to comply with restrictions on particular transport and handling equipment or limits enforced by Government agencies to protect roads and bridges. Due to light product density or load limits, many loads do not utilize the maximum rated weight capacity of the transport equipment.

Regardless of the method of transportation and refrigeration chosen, shippers should purchase trip insurance for each load to reduce their risk of loss. The liability of carriers, importers, brokers, and receivers is often limited. It is difficult to prove negligence when the products are handled by so many different parties from the field to the consumer.

In addition to trip insurance, all loads should have a small air temperature recorder placed between packages in the area where the warmest temperatures occur. Recorder companies recommend placement of the recorder on top of the load, near a side wall, one-third of the way in from the rear doors, and away from any direct discharge of refrigerated air.

(7) Check the Transport Equipment Before Loading

Most carriers check their transport equipment before presenting it to the shipper for loading. The condition of the equipment is critical to maintaining the quality of the products. Therefore, the shipper also should check the equipment to ensure it is in good working order and meets the needs of the product. Carriers provide guidance on checking and operating the refrigeration systems.

All transportation equipment should be checked for:

a. cleanliness--the load compartment should be regularly steam-cleaned;

b. damage--walls, floors, doors, and ceilings should be in good condition; and

c. temperature control--refrigerated units should be recently calibrated and supply continuous air circulation for uniform product temperatures.

Shippers should insist on clean equipment. A load of products can be ruined by:

a. odors from previous shipments,
b. toxic chemical residues,
c. insects nesting in the equipment,
d. decaying remains of agricultural products, and
e. debris blocking drain openings or air circulation along the floor.

Shippers should insist on well-maintained equipment and should check for the following:

a. damage to walls, ceilings, or floors which can let in the outside heat, cold, moisture, dirt, and insects;
b. operation and condition of doors, ventilation openings, and seals; and
c. provisions for load locking and bracing.

For refrigerated trailers and van containers, the following additional checks are important:

a. With the doors closed, have someone inside the cargo area check for light--door gaskets must seal. A smoke generator also can be used to detect leaks.
b. The refrigeration unit should cycle from high to low speed when the desired temperature is reached and then back to high speed.

c. Determine the location of the sensing element which controls the discharge air temperature. If it measures return air temperature, the thermostat may have to be set higher to avoid chilling injury or freezing injury of the products.
d. A solid return air bulkhead should be installed at the front of the trailer.
e. A heating device should be available for transportation in areas with extreme cold weather.
f. Equipment with a top air delivery system must have a fabric air chute or metal ceiling plenum in good condition.

(8) Use Proper Loading Practices

Products requiring refrigeration should be thoroughly precooled prior to loading into transportation equipment. Product temperatures should be taken with an electronic probe thermometer and recorded on the bill of lading for future reference. The load compartment in the equipment also should be precooled to the recommended transport or storage temperature for the product. Ideally, the loading area should be enclosed and refrigerated with dock seals at the trailer or container doors.

Proper loading practices are critical to maintaining temperature and relative humidity, protecting the products from impact and vibration forces in transit, and preventing insects from entering the load. Special care must be taken when shipping mixed loads. The products must be compatible.

Inadequate provisions for air circulation will ruin a load, even in well-designed transportation equipment. When possible, shipping containers should be kept off shallow floors and away from flat sidewalls by using pallets, racks, and dunnage. Room for air circulation must be provided under, around, and through the load to protect the products from:

a. heat gain from the outside air during hot weather,
b. heat generated by the produce through respiration,
c. concentrations of ethylene from ripening of the products,
d. heat loss to the outside air during extreme cold weather, and
e. chilling injury or freezing injury during operation of the refrigeration unit.

Shippers using refrigerated transport equipment should follow the carrier's recommendations on loading and setting the temperature of the equipment's load compartment to avoid chilling injury or freezing injury to the products.

Discharge air may be colder than the set-point temperature if the refrigeration system operates on return air temperature sensing.

Loads should be secured with some of the following materials to prevent vibration and impact damage in transit:

a. load lock bars
b. fiberboard fillers
c. woodblocking and nailing strips
d. inflatable air bags
e. cargo nets and straps
f. load gates

The loading area should be enclosed to prevent insects from reinfesting treated and packaged products. Shippers should avoid loading at night. Insects attracted by light can enter the load and cause problems upon inspection at destination.

Air cargo containers are loaded by hand or with forklifts when using fiberboard LD-3 container inserts. Polystyrene foam triangular inserts, woodblocking, and fiberboard dunnage are recommended to brace shipping containers and provide a level platform on the sloped surface of LD-3 containers. Refrigerated air cargo containers should be used when available.

Air cargo pallets are loaded by hand or with forklifts. The loads should be unitized with straps, tape, or by cross-stacking the shipping containers. A weatherproof cover can be placed over the load along with the required cargo netting, provided the pallet load is protected from sunlight.

For refrigerated trailers and van containers, the following loading practices are recommended:

a. Precool the trailer or container to the recommended transport or storage temperature. Turn off the refrigeration unit during loading if the loading area is not refrigerated. Otherwise the evaporator will frost over due to the warm air drawn in by the unit.
b. Unit loads must be thoroughly precooled as air circulation to some of the shipping containers may be limited. The containers should have openings for cooling and ventilation of product heat.
c. Avoid loading tightly against flat sidewalls; use center-line loading for unitized loads.
d. Secure unitized loads with dunnage between the walls and the loads.

e. Do not block air circulation at the rear door.
f. Secure the rear of both hand-stacked and unitized loads with straps, load gates, or load lock bars to prevent the loads from shifting against the rear doors. (Figures 1, 2, and 3 illustrate unit-loading patterns. Figures 4 and 5 illustrate hand-loading patterns.)

For refrigerated trailers and van containers with top air delivery, these additional practices are necessary to maintain product quality:

a. Hand-stacked loads should be arranged with lengthwise airflow channels, evenly spaced, on every other layer, to ventilate product heat (respiration). (This is illustrated in figure 4.)
b. Header stacks must be provided at the front bulkhead of the trailer or van container in hand-stacked loads to connect all the lengthwise channels and allow the air to return to the evaporator.
c. Fiberboard boxes must be strong enough to support the offset shipping containers stacked above.
d. Pallets should be used with hand-stacked loads to provide adequate air circulation in equipment with flat or shallow-grooved floors.
e. The load should not block the ceiling air chute or plenum.

For refrigerated trailers and van containers with bottom air delivery, these additional practices are necessary to maintain product quality:

a. Hand-stacked loads of shipping containers should have bottom to top ventilation slots which align in the stacks. Otherwise there should at least be small vertical airflow channels between containers as a result of the slight bulge in the sides of the containers.
b. At least 13 mm (5 in) of space should be provided at the ceiling for return air circulation.
c. The load should cover most of the floor surface to force more air through the load. The floor channels at the rear of the load should be blocked for this purpose.

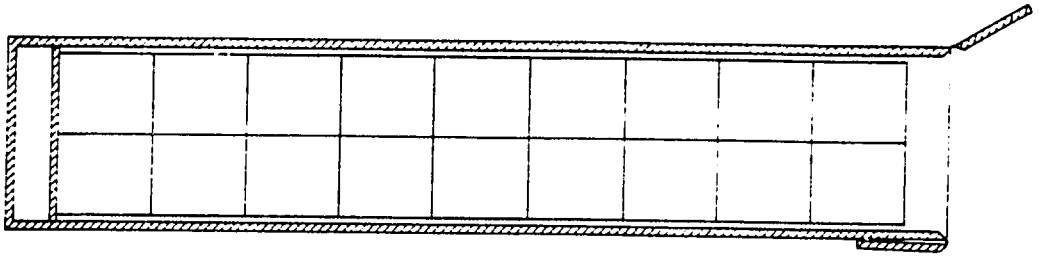


Figure 1. Top view of pattern for straight in loading of palletized unit loads. Centerline loading of the pallets is recommended in equipment with flat sidewalls.

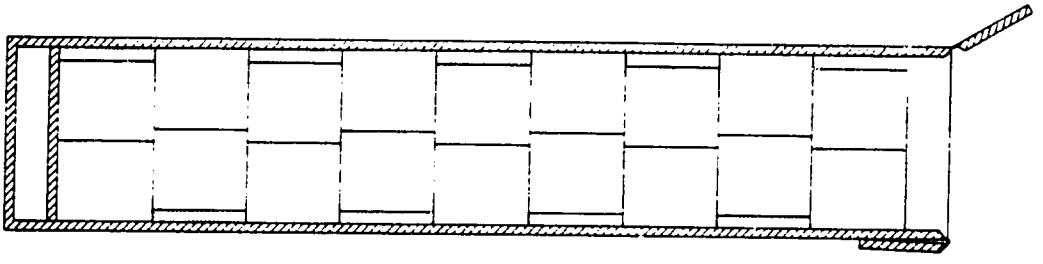


Figure 2. Top view of an offset loading pattern for straight in loading of palletized unit loads to reduce wall contact in equipment with flat sidewalls. Center-line loading is preferred.

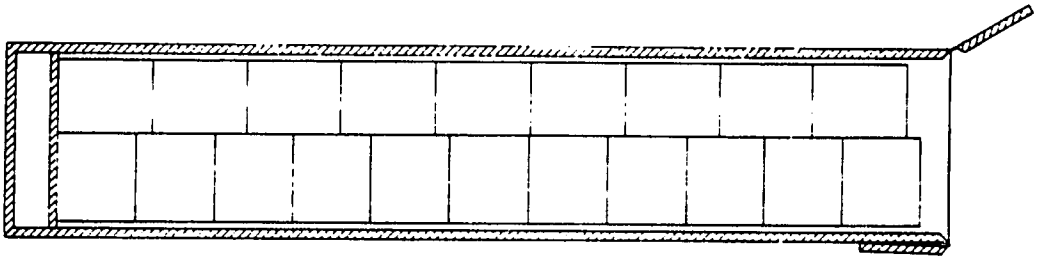
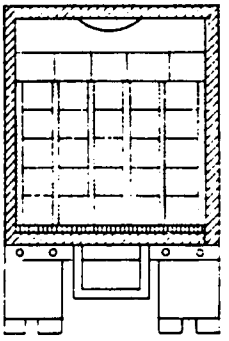


Figure 3. Top view of pattern for alternate loading of pallets used to increase the number of pallet loads when the weight of the product permits. In equipment with top air delivery and shallow floors, it is necessary that the pallets have adequate openings along all four sides for air circulation and forklift and pallet jack entry. Double-faced block pallets should be used for this type of loading.



Header stack at front of trailer.

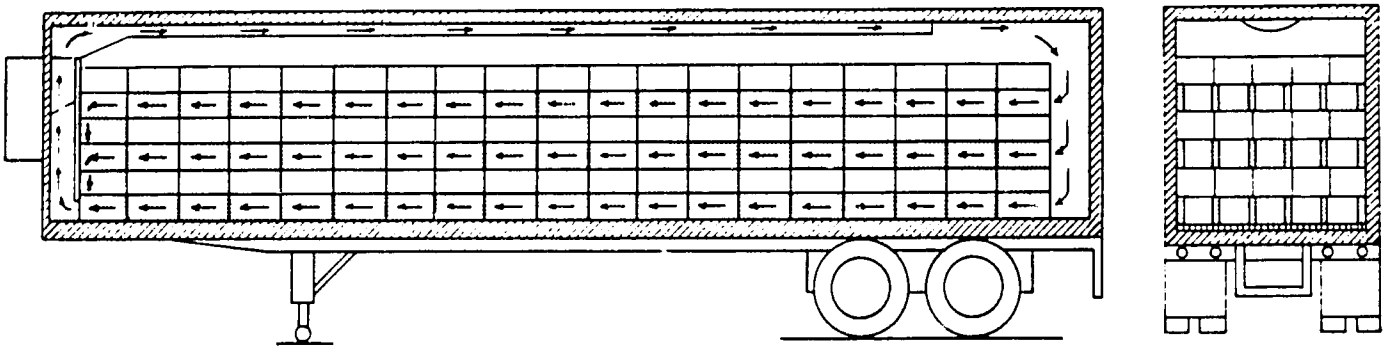


Figure 4. Side, end, and detail views of the recommended airflow, and hand-loading pattern for trailers or containers with top-air delivery. The boxes must be strong enough to permit offset stacking without crushing. A solid return air bulkhead must be installed at the front to prevent air from bypassing the load. A header stack is needed at the front of the trailer or container to connect the horizontal air channels and allow the air to return to the evaporator. Pallets should be used in equipment with shallow-grooved floors.

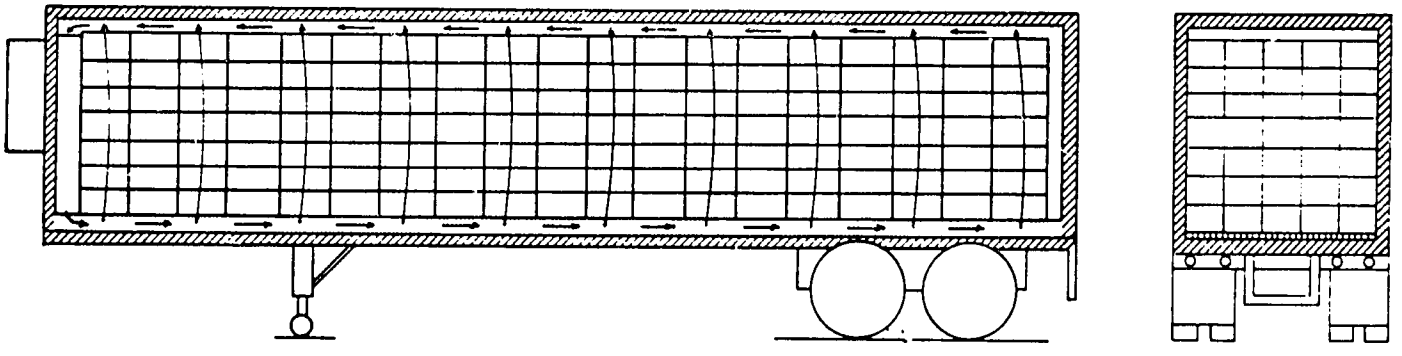


Figure 5. Side and end view of the recommended vertical airflow, hand-loading pattern for bottom air delivery trailers and containers. A solid return air bulkhead is a necessary feature of this system. The floor channels at the rear of the load must be blocked to force air through the load. Many researchers, shippers, and carriers feel that the bottom air delivery system provides for easier loading and more even product temperatures.

Top-ice is used for certain products to supplement mechanical refrigeration and help maintain a high humidity. The top-ice should be applied in rows instead of a solid mass to allow air circulation.

Many products are often transported in mixed loads or stored with other products. They must be compatible in terms of:

a. recommended temperature,
b. recommended relative humidity,
c. production of ethylene,
d. sensitivity to ethylene,
e. production of odors, and
f. absorption of odors.

Tables have been developed to assist shippers and receivers in handling mixed loads. (This information is available in the four handbooks cited in the References section.)

Similar-sized shipping containers should be loaded together in mixed loads for increased stability. Heavier shipping containers of products should be loaded first and distributed evenly across the floor of the trailer or container. Lighter shipping containers can then be placed against or on top of the heavier products. Load lock bars, load gates, and pallets placed in a vertical position can be used to separate and secure stacks of different-sized shipping containers. To facilitate inspection of mixed loads at ports of entry, a representative sample of each commodity should be available near the door. This can minimize the unloading of cargo for examination.

Never load fruit, vegetables, or other food products with non-food cargos that provide any risk of contamination through transfer of odor or toxic chemical residues.

The longer the transit time, the higher the risks in transporting mixed loads of agricultural products. Therefore, it is essential that guidelines be followed as much as possible to maintain quality in distant markets.

9. Use Recommended In-Transit Procedures

During transportation of loads of one product, the temperature and relative humidity should be as close as possible to the recommended levels to achieve the maximum product life. When transporting mixed loads the temperature setting should be a compromise based on the more valuable or sensitive products in the load.

The operation of the refrigeration unit and temperature of the load compartment should be checked intransit by the carrier. Gauges are provided for this purpose on most equipment. Many van containers also are provided with an exterior electronic or mechanical temperature recorder.

Ideally the carrier should take the most direct route with a minimum of delays, transshipment, or unloading and reloading of the products. Door openings for load consolidation, inspections, and deliveries also should be kept to a minimum.

Harvesting and packaging of most products should be closely coordinated with transportation to minimize time in transit and storage and maximize product freshness in the hands of consumers. Some products, however, can be consolidated in storage before or after transportation to obtain lower freight rates or higher prices.

(10) Use Recommended Storage Procedures

Before completely unloading a shipment for storage, receivers should check the load to determine if it meets specifications for quality, grade, and packaging. The receiver also should note whether the load was adequately braced and the correct temperature was maintained.

Product temperatures in sample shipping containers in the load should be taken and recorded, using an electronic probe thermometer. The air temperature recorder should be read if one was placed in the load. Shippers and carriers should be notified of any problems with the product, packaging, loading method, or transportation equipment, so corrective action can be taken. If there is a problem with the load, the receiver, carrier, or shipper can request an inspection by a licensed Federal or Federal/State inspector.

Unloaded products need to be protected from direct sun, condensation, ethylene produced by equipment exhaust and other products, and contamination. Products needing refrigeration or protection from hot or cold temperatures should be placed in the recommended storage conditions as soon as possible. Otherwise, the efforts of growers, shippers, and carriers to maintain product quality will have been in vain.

Most products are stored with other commodities. As discussed earlier, they must be compatible in terms of temperature, relative humidity, sensitivity to ethylene, and sensitivity to odors.

Uniform air circulation in the storage room at the proper temperature and relative humidity is necessary to remove product heat from respiration and outside heat entering through door openings and building surfaces. Doors to refrigerated storage areas should be protected with plastic strip curtains to reduce heat gain during operations. Warm air will quickly reduce relative humidity in cold storage areas.

References

Further information on transportation and handling of agricultural products, including individual product guidelines, is available in the following handbooks:

McGregor, Brian M. 1987. Tropical Products Transport Handbook. U.S. Department of Agriculture, Agriculture Handbook 668. 148p.

Hardenburg, Robert E., Alley E. Watada, and Chien Yi Wang. 1986. The Commercial Storage of Fruits, Vegetables, and Florist and Nursery Stocks. U.S. Department of Agriculture, Agriculture Handbook No. 66 (revised), 136p.

Ashby, B. Hunt, R. Tom Hinsch, Lawrence A. Risse, William G. Kindya, William L. Craig, and Mark T. Turczyn. 1987. Protecting Perishable Foods During Transport by Truck. U.S. Department of Agriculture, Agriculture Handbook 669. 141p.

Nicholas, C.J. 1985. Export Handbook for U.S. Agricultural Products. U.S. Department of Agriculture, Agriculture Handbook No. 593 (revised), 154p.

These references and additional information may be obtained from:

USDA-AMS
Transportation and Marketing Division
Room 1226 South Building
Washington, DC 20250 U.S.A.
TEL (202) 690-1319
FAX (202) 690-1340

(See Annex H on Recommendations for Commercial Storage of Fruits, Vegetables, Florist and Nursery Stock.)

B. ANIMAL AND PLANT HEALTH INSPECTION SERVICE (APHIS)

The Animal and Plant Health Inspection Service (APHIS) of the U.S. Department of Agriculture, through its domestic and international programs and activities, is responsible for the protection of American agriculture from foreign plant and animal pests, including diseases.

Within APHIS, the Plant Protection and Quarantine (PPQ) Division conducts programs and activities at the various ports of entry and internally to prevent the introduction and spread of foreign pests. At the ports of entry APHIS/PPQ officers inspect commercial agricultural shipments, means of conveyance, passengers, and baggage to detect the presence of harmful agricultural pests. PPQ officers staff various preclearance programs at locations around the world. Preclearance is designed to detect and eliminate pests from shipments at the point of origin, rather than after arrival at a U.S. port of entry.

Veterinary Services (VS) has responsibility for protecting the health of the Nation's livestock, poultry, and other animals. This team of trained veterinarians, animal health technicians, and other professionals has four primary tasks:

(1) keeping foreign diseases out of this country;
(2) eradicating foreign disease outbreaks that get past our border defenses;
(3) fighting domestic animal diseases of economic significance; and
(4) preventing interstate spread of diseases.

International Services (IS) is the organization within APHIS that conducts activities outside the United States to protect U.S. agriculture and enhance U.S. agricultural exports. IS officers and specialists are stationed in certain foreign countries and have direct contact with plant health officials and exporters within their host countries/regions. IS personnel assist foreign plant health organizations to establish and modernize their plant health programs, provide information on U.S. import requirements to exporters, and coordinate the development and operation of preclearance programs.

Containerized cargo use is increasing in international commerce, and it presents special challenges. Containerized cargo is usually opened and inspected at the first port of entry. It may have to be shipped under Customs bond from point of entry to destination. When feasible and volume warrants, arrangements are made for preclearance inspection

and or treatment to prevent delays and backlogs at U.S. ports. Preclearance ensures that foreign pests remain outside the United States. For example, preclearance arrangements have been in place with shippers of tulips and other flower bulbs from the Netherlands and Belgium for more than 30 years and more recently with fruit and vegetable shippers in a number of countries.

An outline of general requirements to obtain the services of a United States APHIS officer in a foreign country is provided below. The requirements apply whether the purpose is to provide preshipment inspection of agricultural products, or inspection and approval of treatment facilities. The requirements also apply to procedures or supervision of the treatment and safeguarding of commodities to meet U.S. agricultural quarantine entry requirements.

Requirements:

1. The government of the country concerned must extend an invitation to APHIS to perform work in that country. It is the responsibility of the interested parties, shippers, and/or importers to secure this invitation from their governments.

2. Evidence must be presented by the interested party that a sufficient volume of produce will be available for inspection or treatment and export to justify the requirement for the service. An estimated schedule should include the beginning date and duration of the work to be performed.

   If applicable, information should be provided on the location of the treatment facility or inspection point, how the produce will be transported from the treatment or inspection site to the airport or seaport for shipment to the United States, location of exit ports in the country of origin and destination ports of entry, and the expected frequency of shipments. Air shipments must proceed directly to the United States. This information is necessary to determine safeguard procedures to be applied during transit to prevent reinfestation of agricultural products before they enter the United States.

3. APHIS evaluates the request and outline of work to be done, and determines if the justification is sufficient, and whether APHIS officers will be available at the required time.

4. A proposed trust cooperative agreement and cost estimate is prepared by APHIS and forwarded to the requestor for signature. All costs are borne by the requestor. They include personnel salaries, travel, per diem allowances, holiday and overtime pay, an administrative overhead, and reserves.

5. The approved and signed agreement and a check or bank draft in the amount required, payable to USDA - Animal and Plant Health Inspection Service, should be returned by the requestor to APHIS. The funds obligated for the service are deposited in a special APHIS/PPQ trust fund account. The original of the signed agreement is retained by APHIS and a copy is sent to the requestor.

6. At the conclusion of step 5, the request for clearance and authorization for travel of APHIS officers may be approved, and the service requested can begin. Since it generally takes 60 to 90 days for the request process to be completed, it is extremely important that planning and preliminary steps be taken well in advance of the projected beginning of shipments.

7. At the conclusion of operations and after all expenses have been covered by the trust fund account, the requestor shall receive a refund of any unobligated balance. If the operation is ongoing, the balance will remain in the trust fund account, with the requestor adding deposits as required. Trust fund cooperative agreements may remain in effect indefinitely until the agreement is terminated or amended by either party. In view of the rather strict requirements, it is suggested that firm commitments to construct facilities or to contract for products to be treated as a condition of entry to U.S. markets be deferred until at least the feasibility study (steps 1 through 4) has been completed. Annex G contains a sample list of admissible fruits and vegetables from an eligible CBI country. For additional information on other CBI and non-CBI exporting countries, contact the nearest APHIS/PPQ office, or the Hyattsville, Maryland, office listed on page 55. Note that the fruits and vegetables on the lists are the only fresh fruits and vegetables allowed entry from each country.

Quarantine Regulations

All agricultural products are subject to strict quarantine regulations prior to entering U.S. markets. Title 7 CFR 319.56, Fruits and Vegetables Quarantine, states that fresh fruits and vegetables may enter the United States from any country under permit, on presentation of evidence satisfactory to USDA that: (1) the fruits and vegetables are not infested in the country of origin by fruit flies or any other injurious insects, or (2) importation of fresh produce from definite areas under approved safeguards prescribed in the permit can be authorized without risk, or (3) they have been treated, or are to be treated, in accordance with prescribed conditions and procedures under supervision of an APHIS inspector.

Entry of many fruits and vegetables to U.S. markets is prohibited, or they require pre-treatment because exotic fruit flies occur in the country of origin. Fruit flies lay eggs in the fruit that hatch into creamy-white maggots, often visible when the fruit is opened. The presence of fruit flies inhibits marketing of fresh fruits and vegetables in both domestic and international commerce. Fruits and vegetables that are infested with insect pests and diseases for which there are no acceptable treatments are prohibited entry into the U.S. market. For example, avocados from Central America cannot enter the United States because of various seed weevils and the avocado seed moth, pests not present in the United States. Bell peppers are prohibited entry from all countries where the Mediterranean fruit fly occurs because there is no acceptable treatment for this pest. Mangoes are prohibited from Barbados, Dominica, Guadeloupe, French Guiana, St. Lucia, and Martinique because of a mango seed weevil.

There are relatively few treatments for fresh fruits and vegetables since difficult criteria must be met before a treatment can be approved. The treatment must be totally effective in eliminating the pests because any remaining live insects can result in the introduction of a new exotic pest(s) into the United States. Treatment must not produce injury to the fruits and vegetables which reduces marketability. Many effective treatments are not approved because they damage the commodity. In addition, if a commodity is treated with a pesticide, the produce must not contain unacceptable levels of pesticide residues, nor may it have any trace of chemicals not specifically registered for use on that commodity. Residue levels are routinely checked by the Food and Drug Administration (FDA).

Because of Environmental Protection Agency (EPA) regulations, very few treatments are available for quarantine treatment of imported fruits and vegetables. Hot water dip treatment for mangoes and methyl bromide fumigation for other fruits and vegetables are the primary treatments now in use. Entry will be permitted on a case-by-case basis as other treatments are approved or registered.

Different pests occur in different countries: therefore, treatment requirements vary according to country of origin. Treatments can be applied by an approved commercial fumigator at the U.S. port of entry, at the expense of the importer. Treatments are required for mangoes, okra, and yams from most Caribbean Basin countries and for citrus from some of those countries. Treatment for yams can be applied at any port of entry where commercial fumigation facilities are available. Fruit fly host material may enter at northern ports for treatment. However, APHIS does not allow fruit fly host produce to enter southern ports, even for treatment. The commodity must be treated prior to its arrival at southern ports. The reason is that fruit flies can escape from infested produce, and the chance of establishment and propagation is greater in the Southern States where the climate and flora are more suitable.

Treatment of fresh fruits and vegetables must be supervised by an APHIS officer. There are provisions for cold treatment on approved ships en route from the country of origin. However, these treatments vary in duration from 10 to 22 days. Since the Caribbean Basin countries are relatively close to the United States, cold treatment on-board ship is not practical in most instances. Cold treatment is not applicable to many tropical fruits and vegetables since they are generally not tolerant to cold temperatures. Hot water dip, the most widely used procedure for treatment of certain fruit, now takes place in the country of origin before shipment.

In April 1986, the U.S. Food and Drug Administration approved low levels of irradiation as an alternative treatment for fruits and vegetables. This treatment has not been approved by USDA for fruits and vegetables from the Caribbean Basin. (The only present approval for using irradiation is for the treatment of papayas in Hawaii.) Entry of fruits and vegetables treated with irradiation will be granted only after the process has been tested against pests known to exist in each country and has been proved to be effective. The procedure for developing an acceptable irradiation treatment is slow. The cost of facilities and a lack of consumer acceptance for irradiated goods are principal factors for the delay. Food irradiation has been

researched and tested more than most other food processes. In addition to the U.S. Food and Drug Administration, many other scientific organizations, including the American Medical Association, have concluded that changes in the food are similar, if not identical, to changes caused by cooking or broiling. These changes are too small to affect the safety of the food.

Food irradiation offers a number of benefits including keeping food fresher and killing or sterilizing damaging insects. The food industry looks for ways such as heat, refrigeration, pesticides, and irradiation to kill unwanted insects. No single method works on all foods. Food irradiation has been shown to be effective for killing insects in a number of fruits and vegetables. Technical background information on irradiation treatment is available from:

National Agricultural Library
Food Irradiation Information
U.S. Department of Agriculture
Beltsville, MD 20705
(301) 344-4368

Coalition for Food Irradiation
605 14th Street, NW Suite 900
Washington, DC 20005

APHIS/Science and Technology
Room 228 Federal Building
6505 Belcrest Road
Hyattsville, MD 20782
(301) 43[illegible]-6472

For information regarding treatment procedures that APHIS follows in a foreign country contact:

(1) In Central America:

Area Director of the APHIS IS Office
c/o American Embassy in Guatemala City

(2) for Caribbean Basin countries:

Area Director of the APHIS IS Office
c/o American Embassy
Santo Domingo, Dominican Republic

(3) in the United States:

USDA, APHIS, PPQ
Port Operations Support Staff
6505 Belcrest Road
Hyattsville, MD 20782, U.S.A.
TEL (301) 436-8646

Another agricultural product which often carries exotic plant pests is fresh cut flowers. They are inspected upon arrival in the United States. Exotic plant pests are found in many shipments. These require treatment before flowers are permitted to reach the market. Pests may be identified as exotic species or they may be found to belong to a group of insects known to contain exotic pest species. In either case, the shipments must be treated. Since many flowers may be damaged when treated, it is very important to ship only pest-free cut flowers.

All agricultural products intended for propagation can also carry destructive pests. Foreign plant diseases that have invaded U.S. agricultural commodities have caused serious destruction. Diseases include Dutch elm disease, white pine blister rust, and black stem rust of wheat. There are other diseases which have not yet entered the United States but are known to attack and cause serious damage to forest trees, apples, pears, oranges, potatoes, wheat, corn, rice, soybeans, and many other important crops. Therefore, strict requirements are imposed on importations of plants, roots, cuttings, and seeds. Most importations must be made under permit issued in advance to an importer in the United States.

Most plant material for propagation must enter the United States through plant inspection stations located at 14 ports around the country. The plants must be free of soil, plant pests and diseases, and any other damaging matter. If pests are found, treatment will be required prior to releasing the plants to the importer or his/her agent. Certain plants are prohibited entry, and others are subject to post-entry quarantine growing regulations. Post-entry quarantine requires the plants to be grown on the premises of the importer for a specified time and be inspected periodically for evidence of certain diseases which could not be detected at the time of entry.

PPQ is also responsible for the enforcement of the endangered species regulations as they apply to plants and plant products.

Quarantine restrictions apply to other kinds of plant materials as well. Therefore, before any agricultural

products are shipped to the United States, information should be obtained as to the quarantine entry status and regulations for the particular product to be shipped. Inquiries should be directed to:

Permit Unit, PPQ, APHIS/USDA
Room 638 Federal Building
Hyattsville, MD 20782 U.S.A.

To obtain a list of admissible fruits and vegetables from each country, or if you have any other questions concerning agricultural shipments to the United States, please contact:

OICD/Trade and Investment Program
U.S. Department of Agriculture
14th & Independence Avenue, SW
Room 3520
Washington, DC 20250-4300, U.S.A.
TEL (202) 690-2981
FAX (202) 690-0349

For additional information on importation of meat or meat products, or of live animals, birds, and hatching eggs see the following sections on the Food Safety and Inspection Service and APHIS Veterinary Services.

C. FOOD SAFETY AND INSPECTION SERVICE (FSIS)

- Exporting Meat and Poultry to the United States

Under the Federal Meat Inspection Act (FMIA) and the Poultry Products Inspection Act (PPIA), the USDA inspects all meat and poultry products that are intended for human consumption whether shipped in interstate or foreign commerce to assure they are safe, wholesome, and accurately labeled. The FMIA covers products that contain more than 3 percent raw meat derived from cattle, swine, sheep, goats, horses, or other equines. The PPIA applies to poultry products that contain 2 percent or more cooked poultry derived from domesticated chickens, turkeys, ducks, geese, or guineas. Under these laws, meat and poultry products may be imported only from countries with inspection systems at least equal to that of the United States. Requirements for importing meat and poultry products to the United States are described in part 327 (9 CFR.327) of the meat inspection regulations and part 381.195-.209 (9 CFR.381) of the poultry inspection regulations.

- Products Under the Jurisdiction of the U.S. Food and Drug Administration

Fish, buffalo, rabbits, deer (venison), other wild game, and food products not covered by the FMIA or the PPIA are under the jurisdiction of the Food and Drug Administration (FDA), U.S. Department of Health and Human Services. FDA offices are located in major U.S. cities and are listed in local telephone directories under "U.S. Government." The FDA headquarters office can be contacted by writing to:

U.S. Food and Drug Administration
Import Operations Unit
5600 Fishers Lane
Rockville, MD 20847, U.S.A.
TEL (301) 443-6553.

- Food Safety and Inspection Service Responsibilities

The U.S. Department of Agriculture's Food Safety and Inspection Service (FSIS) is responsible for ensuring that meat and poultry products are safe, wholesome, and accurately labeled. FSIS enforces the FMIA and PPIA, which require Federal inspection of meat and poultry products prepared for distribution in commerce as human food. Under these laws, foreign countries that export meat and poultry products to the United States are required to establish and maintain inspection standards, including plant

certification, that are equal to those of the United States.

The determination of eligibility of a country to export meat and poultry products follows procedures established by FSIS which are initiated upon receipt of an official application from the interested country. The country is required to respond to a set of five questionnaires, and to cite the pertinent laws and regulations governing its response to each question. A copy of these laws and regulations must also be submitted. The questionnaires are designed to obtain background information about the inspection system of the foreign country in the risk areas of contamination, prevention of diseased meat, processing, compliance/economic fraud, and residue control. When these documents have been reviewed and found satisfactory, a multi-disciplinary team from FSIS conducts an on-site review to evaluate all aspects of the country's inspection program.

When this review has been satisfactorily concluded, FSIS publishes a proposed rule in the Federal Register to add the country to the list of eligible exporting countries. This proposal provides for a public comment period of at least 30 days. After expiration of the comment period, and evaluation of the comments, a final rule is published in the Federal Register and the country is certified in the Code of Federal Regulations.

Once the country gains eligibility to export meat and/or poultry products to the United States, its inspection officials may certify individual plants as meeting U.S. standards. Only after such certification is received by FSIS may plants that have been certified export products to the United States.

In addition to the requirements of FSIS, there may be restrictions imposed by the USDA's Animal and Plant Health Inspection Service (APHIS), depending on animal diseases present in the country.

To become eligible to export meat and poultry products to the United States, the chief official of a foreign inspection system should address a letter, through the American Embassy, requesting information about the procedures to:

International Programs
Food Safety and Inspection Service
U.S. Department of Agriculture
Washington, DC 20250, U.S.A.

- **Restricted Imports**

To protect the health of U.S. livestock, the U.S. Department of Agriculture's Animal and Plant Health Inspection Service restricts some meat products from entering the United States. The importation of fresh, chilled, or frozen meat obtained from cattle, sheep, goats, or swine from countries affected with foot-and-mouth disease and rinderpest into the United States is prohibited. These same restrictions apply to meat obtained from swine in countries affected with hog cholera, African swine fever, or swine vesicular disease. The importation of uncooked poultry meat from countries affected with velogenic viscerotropic Newcastle disease (VVND) is also restricted. The importation of non-hatching eggs is also restricted from countries affected with VVND and Salmonella enteritidis. For more information on specific requirements related to the importation of animal products write to:

Import/Export Products Staff
Veterinary Services
Animal and Plant Health Inspection Service
U.S. Department of Agriculture
Federal Building Room 756-A
Hyattsville, MD 20782 U.S.A.
TEL (301) 436-7885

The import and export of live animals, birds, and hatching eggs are also regulated. For more information on specific restrictions, write to:

Import/Export Animals Staff
Veterinary Services
Animal and Plant Health Inspection Service
U.S. Department of Agriculture
Federal Building, Room 764
Hyattsville, MD 20782 U.S.A.
TEL (301) 436-8590

D. FOREST SERVICE

- Lumber Grades and Standards

The USDA Forest Service has developed lumber grades and standards to establish the comparable value of boards and to provide users and manufacturers with a standard for purchasing or selling lumber. Grading rules for southern pine apply generally to all species in the category, and hardwood rules can be applied to all hardwood species, with certain exceptions. The rules and regulations are the result of careful study by lumber manufacturers and users. They are designed to provide the best available products and a common language of terms and specifications while at the same time conserving timber. Grades and standards can be used universally with confidence.

Currently there are no sanctioned international rules governing lumber grades and standards. Therefore, it is important for potential Caribbean lumber trade partners to have knowledge of U.S. official rules and regulations used by buyers and sellers of lumber products in the United States.

Sources of information on grades and standards for southern pine and eastern hardwood products marketed in the United States are as follows:

The Southern Pine Inspection Bureau (SPIB) formulates and publishes standard grading rules for southern pine lumber. The bureau provides the services of competent staff to assist buyers and sellers of southern pine with certification and inspection of grades, and settlement of grade complaints.

Southern pine grading rules provide for:

- -- General grading provisions, measurement, tally, length, moisture content, and sizes of rough and dressed lumber.
- -- Panel products, surface finish, siding, boards, moldings, casing, jambs, steps, and bases.
- -- National grading rules for framing lumber 2 by 4 inch thick. Specifications for structural lumber, timbers, heavy decking, industrial lumber, ladder stock, scaffold lumber, and stadium plank.
- -- Lumber standards for freight-car lumber.

The SPIB has developed export grading rules for southern pine lumber. Effective January 1, 1982, the rules superseded the Gulf Coast Classifications used traditionally by exporters and importers of southern pine lumber and timber since 1923.

Rules for grading southern pine are found in two publications entitled "GRADING RULES," and "EXPORT GRADING RULES."

For inquiries write to:

Southern Pine Inspection Bureau
4709 Scenic Highway
Pensacola, FL 32594 U.S.A.
TEL (904) 434-2611

Grades and standards for hardwood lumber products are developed by the National Hardwood Lumber Association (NHLA). The rules establish the comparable value of hardwood lumber to provide the user with a standard on which to base purchase of hardwood lumber for a particular use. The rules apply to all hardwood species with certain exceptions. Other rules exist for particular end use products, but general classifications are contained in the NHLA rules. The NHLA provides training and certification for hardwood lumber inspectors. The grades of hardwood lumber are determined primarily on the boards' dimensions, soundness, and amount of clear, defect-free cuttings.

Hardwood grades and specifications are contained in the publication "RULES FOR THE MEASUREMENT AND INSPECTION OF HARDWOOD AND CYPRESS."

National Hardwood Lumber Association
P.O. Box 34518
Memphis, TN 38134 U.S.A.
TEL (901) 377-1818

At present, there are no universally accepted international rules for grading lumber products. Each importing country either has its own specifications, to be followed by those who wish to export products into the country, or accepts the grades and standards of the exporting country. The establishment and acceptance of international grades and standards would bolster international trade.

- **U.S. Import Regulations for Forest Products**

Lumber and logs imported into the United States are subject to inspection and possible quarantine by the USDA

Animal and Plant Health Inspection Service (APHIS) before unloading at U.S. ports. Import regulations vary according to product and point of origin. Before agricultural products are shipped to the United States, information on entry quarantine status should be obtained from:

Permit Unit, PPQ, APHIS, USDA
Room 638 Federal Building,
Hyattsville, MD 20782 U.S.A.

Undried lumber and logs with bark attached are of primary concern in preventing the entry of destructive diseases and insects into the United States from imported foreign products. Some lumber is regulated as endangered species. The International Services Unit of APHIS in foreign countries provides information on U.S. import requirements and coordinates preclearance activities.

VII. Department of Commerce

The U.S. Department of Commerce is the U.S. Government agency responsible for promoting U.S. exports and strengthening the United States position in international trading. To support the Caribbean Basin Initiative, the Department of Commerce has established two offices, the Latin America/Caribbean Business Development Center (LA/CBDC) and the Caribbean Basin Division (CBD). The LA/CBDC focuses on assisting U.S. companies to take advantage of investment and trade (especially import) opportunities in the region. The Caribbean Basin Division monitors economic conditions and commercial policy issues which affect U.S. exports. CBD offices can also be of great assistance to new-to-market U.S. exporters.

A. LATIN AMERICA/CARIBBEAN BUSINESS DEVELOPMENT CENTER

The International Economic Policy bureau, in cooperation with the Agency for International Development (A.I.D.), has established the Latin America/Caribbean Business Development Center (LA/CBDC) to support U.S. commitment to regional economic prosperity through greater private sector activity. The LA/CBDC is designed to assist both U.S. and Latin American/Caribbean companies in taking advantage of opportunities created by the Caribbean Basin Initiative, the Enterprise for the Americas Initiative, and the proposed Andean Trade Initiative. For more information contact:

Latin America/Caribbean
Business Development Center
U.S. Department of Commerce
Room H-3202
Washington, DC 20230 U.S.A.
TEL (202) 377-0703
FAX (202) 377-2218

Companies located in the Caribbean and Central America can take advantage of the close working relationship of the International Economic Policy bureau and the Agency for International Development by contacting the private sector officer(s) at the A.I.D. mission in the country. There are A.I.D. missions in Barbados (for the Eastern Caribbean and Guyana), Belize, Costa Rica, the Dominican Republic, El Salvador, Grenada, Guatemala, Haiti, Honduras, Jamaica, Nicaragua, and Panama. Caribbean Basin companies can also contact the LA/C Center directly, and can list private trade and investment opportunities in the LA/CBDC's monthly "Business Bulletin."

LA/CBDC also has programs to assist Caribbean Basin companies with the process of exporting products to the United States or promoting investment. They include the following:

U.S. Regional Seminars: These seminars are held throughout the United States to inform the U.S. private sector on trade and investment opportunities.

Business Development Missions: Missions to the region and reciprocal missions to the United States are organized to assist Caribbean Basin companies in doing business with the United States and in locating U.S. buyers and investors.

"LA/C Business Bulletin:" This monthly publication has supplanted the previously published "CBI Business Bulletin." Former "CBI Business Bulletin" subscribers automatically receive the new publication. Caribbean Basin companies are encouraged to list their company and available trade and/or investment opportunities in the Bulletin.

Business Counseling: LA/CBDC specialists help Caribbean Basin companies identify markets and find programs tailored to their needs.

B. CARIBBEAN BASIN DIVISION

Apart from promoting U.S. exports to and imports from the Caribbean Basin, the Caribbean Basin Division focuses on specific issues and problems of doing business in the region. In conjunction with its primary role of supporting U.S. export programs, the CBD focuses on policy-related issues between the United States and Caribbean and Central American countries. For more information contact:

Caribbean Basin Division
U.S. Department of Commerce
Room 3025
Washington, DC 20230
TEL (202) 377-2527
FAX (202) 377-2218

Business Counseling: Country desk officers handle inquiries from U.S. and Caribbean Basin business people, and provide detailed information on the export and import process and investing in Caribbean Basin countries. These officers assist government officials and private sector promotion organizations in their effort to promote exports and attract foreign investment to the Caribbean Basin.

Policy Issues and Problems: The CBD is responsible for identifying, tracking, and analyzing policy issues related

to Central America and the Caribbean. For example, U.S. policies regarding sugar, coffee, ethanol, textiles, and electronics would be of interest to CBI countries. The CBD provides information on congressional actions which could affect Caribbean Basin countries.

Infrastructure/Sectoral Projects: The CBD develops long-term projects addressing obstacles to CBI implementation. Examples include investor attitude studies, government procurement, defense, industrial cooperation, and trade data dissemination. These and other projects enhance the business climate by improving infrastructure and disseminating relevant information on specific sectors.

Of particular relevance to agriculture, in 1987, the CBD completed a profile of the processed fruit and vegetable industry in Central America. The profile examined over 40 companies in the region producing a range of products, from fresh frozen fruits and vegetables to concentrates, pulps, juices, nectars, sauces, jams, and jellies. The study outlines U.S. business opportunities in marketing arrangements, technology transfer, and equity participation in existing firms with considerable excess capacity and export potential. To request a copy of the study, contact: Caribbean/Latin American Action, (202) 466-7464.

C. NATIONAL MARINE FISHERIES SERVICE

Between 15 and 20 percent of the world's traditionally harvested fish are found within 200 miles of the U.S. coast. The American fishing industry produces food and industrial goods valued at $7 billion annually, creating direct employment for more than 300,000 workers. The National Marine Fisheries Services (NMFS) assists this industry through wise management practices. NMFS administers the Magnuson Fishery Conservation and Management Act (MFCMA) of 1976 -- a unique law designed to ensure that fishing stays within sound biological and economical limitations, and that U.S. commercial and recreational fishermen have the opportunity to harvest all the fishery resources within these limitations. The law authorizes the Federal Government -- in cooperation with fishermen and other interested citizens -- to manage most fishing within a conservation zone between 3 and 200 miles off our coasts. The coastal States continue to be responsible for resource management within the 3-mile limit.

Further support of the fishing industry is provided as NMFS negotiates lower tariffs, quotas, and other barriers to U.S. fishery exports. It assists the industry's access to private financing to build and repair fishing vessels and gear, and provides information on domestic and foreign

market conditions. Also, it works to reduce Federal regulations on fishing enterprises and conducts research to provide better information on the safety, quality, identity, and nutritional value of seafood.

Information on stock abundance, composition, location, and conditions is necessary to fishery management. NMFS's nationwide system of fishery laboratories performs a wide variety of tasks including resource assessment, ecosystems analysis, experimental biology, pathology, fisheries engineering, technology development, food research, basic science, conservation engineering, and aquaculture research.

- **Inspection and Grading**

There are two distinct but related parts of the Federal inspection program -- inspection and grading. Inspection is the examination of fishery products by inspectors to make certain the products are safe, wholesome, and properly labeled. The plant, equipment, and food-handling personnel must also meet adequate and appropriate hygienic standards. Products that pass inspection may bear the Federal inspection mark or statement "Packed Under Federal Inspection" on the brand labels.

Grading is an added step in which the quality level of certain products is determined and certified by the inspection. Graded products may bear a U.S. grade shield which shows their quality level.

- **Agency Cooperation**

Department of Commerce fishery products inspection is a **voluntary - fee service** designed to assist processors in preparing better quality products. The safety of seafood products is the responsibility of the Food and Drug Administration (FDA). The FDA is a regulatory agency charged with enforcement of the Federal Food, Drug, and Cosmetic Act. Representatives of the two agencies strive for a common understanding and cooperation in areas of food-plant sanitation and product wholesomeness. Commerce and FDA are in the process of developing a jointly administered voluntary inspection program which incorporates Hazard Analysis Critical Control Point (HACCP) principles - an inspection technique which is being recommended by internationally recognized experts in food inspection and control. Products produced under this program will be allowed to bear an inspection mark, and the program will be available to foreign processors.

- **Fishery Product Inspection Program**

Fish and shellfish are naturally nutritious, wholesome, appetizing, and varied. These products retain their natural goodness and quality only if they are properly handled during processing and distribution. Bringing the harvest of the seas to consumers is often a complex operation. To help the fishery industry maintain the quality of its products, the National Marine Fisheries Service provides inspection programs to meet various needs. It offers impartial inspection for processed fishery products -- fresh, frozen, canned, and cured. Federal inspectors check production sites, procedures, and the final product. The service, paid for by the producer, is part of the National Oceanic and Atmospheric Administration, an agency of the U.S. Department of Commerce. The inspectors issue a certificate stating the quality, quantity, and condition of the product.

Fishery product inspection is designed to protect consumers and to foster confidence in products which bear the inspection mark and grade shield. Inspection offers many commercial, technical, and marketing advantages to the participating industry. For more information contact:

National Marine Fisheries Service
Office of International Affairs
NMFS/NOAA/DOC
1335 East West Highway
Silver Spring, Maryland 20910
TEL (301) 427-2283

VIII. The Environmental Protection Agency (EPA)

The Environmental Protection Agency (EPA) establishes standards of tolerances for pesticides, herbicides, and fungicides used in fumigation of agricultural products. Tolerance levels regulations are applied to all chemically treated products intended for human and animal consumption entering the United States. As a reaction to the American publics' concern for human and environmental safety, in 1987 the EPA banned ethylene dibromide (EDB), a popular and effective fumigant against Mediterranean and other fruit fly species. In further response to public concern, the 1988 ammendments to the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA), requires the reregistration of all old chemicals and imposes fees to maintain registration with EPA. This reregistration process involves a series of laboratory and field tests by the manufacturer to prove the safety of all chemical ingredients used in pesticides, fungicides and rodenticides applied to food for human consumption and environmental protection.

It is imperative that producers use only those chemicals which are registered for use on a specific commodity or group of specifically indicated commodities and only according to the directions on the package. Even if a product is from the United States, it may have been prohibited since production, and if residue levels are detected, the commodity will be refused entry.

For more information contact:

Registration Division
Office of Pesticide Programs
Environmental Protection Agency
401 M Street, SW
Washington, DC 20460, U.S.A.
TEL (202) 557-7760

Additional information relevant to the use of pesticides, herbicides, fungicides and fertilizers is available from the Center for Produce Quality, a foundation established to provide the produce industry with up-to-the-minute facts regarding EPA findings. Write to:

Center For Produce Quality
P.O. Box 1417 C35
Alexandria, VA 22313
TEL (703) 337-2308 or
1-800-237-4458

IX. The U.S. Food and Drug Administration (FDA)

The Food and Drug Administration (FDA) is a component of the Public Health Service (PHS) within the U.S. Department of Health and Human Services (HHS). The FDA acts in the public interest to ensure that consumers get safe, sanitary, and properly labeled foods, drugs, medical devices, and cosmetics, and warning of potential hazards from radiation-emitting equipment.

The Food and Drug Administration (FDA) is responsible for enforcing laws enacted by the U.S. Congress. Of these, two are of particular interest: The Federal Food, Drug, and Cosmetic Act (FD&C Act) and the Fair Packaging and Labeling Act (FPLA). The regulations promulgated by FDA assure the consumer that:

- foods are pure and wholesome, safe to eat, and produced under sanitary conditions;
- drugs (both human and veterinary), medical devices, and biological products (vaccines and blood for transfusion) are safe for their intended uses;
- cosmetics are safe and made from appropriate ingredients; and
- all product labeling and packaging is truthful, informative, and not deceptive.

The FDA monitors the marketplace constantly, including ports of entry, in order to provide the consumer with the best possible assurance that the industry is meeting its responsibilities. The statutes provide FDA the authority to inspect establishments, collect and examine samples, and conduct investigations to see that the product quality standards are being met at every stage of the commercial system, be it research and development, production, storage, and/or distribution.

Imported products under FDA jurisdiction are subject to Section 108 of the FD&C Act, to ensure that goods entering the U.S. market conform to the same standards of safety, quality, purity, and efficacy as domestic goods. The legal requirements imposed by FDA for imported goods are the same as for domestic goods. However, imported goods are subject to an inspection process at the time of entry to ensure that the products meet the standards established by the United States. Shipments must comply with U.S. Customs regulations. For example, there are strict registration and

thermal process filing requirements for all low-acid canned foods before such products are allowed entry. Premarket approval is required for all additives (including packaging materials) used in foods and cosmetics. Additives must be identified on the label.

Registration is required for all drugs, whether produced domestically or imported. Drugs produced, tested, and regarded as safe in another country are not necessarily accepted for consumption in the United States and may be regarded as a new drug, and subject to testing and approval. A new drug may be admitted only if the FDA approves the application of entry. Drugs requesting entry that do not comply with FDA's laws and regulations are subject to being returned, detained at the port of entry, or destroyed.

Following are a few recommendations to the exporter to facilitate the entry of products into the United States:

- Find out in advance about FDA's import laws, regulations, and procedures for a particular product.
- Before shipment determine whether the product to be imported is legal and complies with regulations.
- Upon arrival of shipment to port, file Customs' entry application. The FDA cannot ordinarily act on an import cargo until an entry request has been filed and the U.S. Customs Service has notified the local FDA office.
- Properly label packaged goods in English.
- Request assistance from FDA's International Affairs staff and/or FDA's District Office to properly prepare goods for shipment.

For more information contact:

U.S. Food and Drug Administration
International Affairs Staff
Americas Desk Officer
5600 Fishers Lane, Room 11-47
Rockville, MD 20856, U.S.A.
TEL (301) 443-4480.

X. The U.S. Customs Service (USCS)

The USCS is an agency under the Department of the Treasury, with headquarters in Washington, D.C., and is headed by a Commissioner of Customs. The field organization consists of seven geographical regions divided into districts with ports of entry within each district. Organizational elements are headed respectively by regional commissioners, district directors or area directors (as in the case of the New York region), and port directors.

The Customs Service administers and enforces the import laws and regulations as they are stipulated in the Tariff Act of 1930, as amended. The USCS assesses and collects duties, taxes, and fees on imports. It administers certain navigation laws and treaties. As a major Federal enforcement agency, the Customs Service also enforces the regulations of numerous other Federal agencies at ports of entry and along the land and sea borders of the United States. It combats and prevents smuggling and fraud at any point of entry to the 50 States, the District of Columbia, Puerto Rico, and the Virgin Islands.

A. IMPORT PROCEDURES

The extensive volume and variety, as well as the complexity of U.S. import regulations, require strict procedures to be followed. For a successful import/export transaction, importers in the United States must have the full cooperation of the CBI exporters and follow established procedures, such as proper preparation of invoices by the exporter. The entry of merchandise at U.S. ports is a two-step procedure: 1) filing the necessary documents that will determine if the product meets entry requirements and can be released from the custody of Customs, and 2) filing the required documents with the necessary information for duty assessment and statistical purposes. Documents must be approved by Customs in order to release the goods.

Part of the process for the release of goods at port of entry is the examination by Customs of the product under conditions properly safeguarding the goods. Examination is necessary to determine:

1. The value of the goods for Customs purposes and their dutiable status;

2. Whether it is necessary to mark the goods with the name of the country of origin, if they are marked in the required manner, or require special marking or labeling;

3. If the shipment contains prohibited or restricted articles; and

4. Whether the goods are correctly invoiced or are in excess or short of what is indicated in the invoice.

A commercial invoice, signed by the exporter or an agent, is acceptable if it is prepared in accordance with Section 141.86 of Customs regulations, and in the manner customary for a commercial transaction involving goods of the kind covered by the invoice. The invoice must provide the information required by the Tariff Act. (For further information consult the U.S. Customs Service booklet, "Importing into the United States," available from the U.S. Government Printing Office, Washington, DC 20402.)

All goods imported into the United States are subject to duty or duty-free entry according to classification under the applicable items in the Harmonized Tariff Schedule of the United States. (An annotated, looseleaf edition of the Harmonized System may be purchased from the U.S. Government Printing Office, Washington, DC 20402. The Harmonized Tariff Schedule is also found in volume 19 of the United States Code of Federal Regulations, section 1202.)

The Harmonized Commodity Description and Coding System, generally referred to as the Harmonized System, is a uniform method of describing and tracking commodities in international trade. The system simplifies trading terms used for customs tariffs, import and export statistics, and transport documentation. Most of the world's industrialized nations adopted the Harmonized System in 1988. The United States began participation on January 1, 1989.

Because the Harmonized System is internationally recognized, the codes provide carriers and shippers in different countries with a common language. Uniformity in worldwide tariff classification makes it easier for exporters to determine an importing country's tariff rates. It also provides a common trade language to negotiate, implement, and interpret trade agreements. In addition, world trade data used in economic forecasting and international trade negotiations will be more precise. From an economic standpoint, the system will lower the cost of exporting by reducing the expense of reclassifying and recording goods as they move through international trade.

The Generalized System of Preferences (GSP) is a program providing duty-free treatment for merchandise from beneficiary developing, independent and dependent countries, and territories to encourage their economic growth. This program, enacted by the United States in the Trade Act of 1974, became effective on January 1, 1976, and has been recently extended by statute until July 4, 199 .

U.S. Customs officers are required to determine the value of imported merchandise. The valuation provisions of the Tariff Act of 1930 are found in section 402, as amended by the Trade Agreements Act of 1979.

Section 304 of the Tariff Act of 1930, as amended, generally requires that each imported article manufactured or produced abroad be legibly marked, in a conspicuous place, with the English name of the country of origin. Some of the exceptions to this rule are: (1) articles specifically exempted from marking requirements; (2) articles that are incapable of being marked; and (3) articles for which the marking of the containers will reasonably indicate the origin of the articles. Certain articles may also require special marking.

Importation of certain classes of merchandise may be prohibited or restricted to protect the economy and security of the United States, to safeguard consumer health and well-being, and to preserve domestic plant and animal life. Some commodities are also subject to an import quota or a restraint level under bilateral trade agreements and arrangements.

In addition to Customs entry regulations, products may be subject to the entry regulations of other U.S. Government agencies. For example, such regulations may prohibit or limit entry to and from certain ports; restrict routing, storage, or use; or require treatment, labeling, or processing as a condition for Customs clearance and permit to enter the United States. This applies to all types of importations, including those made by mail and those placed in foreign trade zones.

Importation of food, beverages, drugs or medical devices, and cosmetics is governed by the provisions of the Federal Food, Drug, and Cosmetic Act which is administered by the Food and Drug Administration of the U.S. Department of Health and Human Services. The act prohibits the importation of adulterated articles, misbranded articles, defective or unsafe products, unclean products, or those produced under unsanitary conditions. The term "misbranded" includes statements, designs, or pictures on labels that are

false or misleading and fail to provide the required labeling information.

Imported products regulated by the Food and Drug Administration may be subject to inspection at the time of entry. Products include confectionery, dairy products, poultry, eggs and egg products, meats, fruits, nuts, and vegetables. Fish and seafood are also subject to regulations of the National Marine Fisheries Service of the U.S. Department of Commerce.

Shipments found not in compliance with the laws and regulations are subject to detention. They must be brought into compliance, destroyed, or re-exported. At the discretion of the Food and Drug Administration, an importer may be permitted to bring a nonconforming importation into compliance if it is possible to do so. Any sorting, reprocessing, or relabeling must be supervised by the Food and Drug Administration at the expense of the importer.

Section 1592 of the Tariff Act of 1930, as amended, found in Volume 19, U.S. Code of Federal Regulations, generally provides that any person who by fraud, negligence, or gross negligence, enters, introduces, or attempts to introduce merchandise into commerce of the United States markets by means of false written or oral statement, document or act, or by any omission which is material, will be subject to a monetary penalty. The merchandise may be seized, in certain circumstances, to ensure payment of the penalty and forfeited if the penalty is not paid.

B. SUGGESTIONS TO EXPORTERS FOR FASTER CUSTOMS CLEARANCE

1. Include all information required on Customs invoices, and make sure that includes the same information shown on the packing list.

2. Prepare invoices carefully and type clearly. Allow sufficient space between items. Keep the data within each column.

3. Clearly mark and number each package so that it can be easily identified with the corresponding invoice.

4. Show detailed description on the invoice of each item of goods contained in each individual package.

5. Mark goods legibly and prominently with the English name of the country of origin and with any other necessary markings, unless goods are specifically exempted from marking requirements by the laws of the United States. Exemptions and general marking

requirements are detailed in Chapter 23 of the U.S. Customs booklet "Importing into the United States," available from:

U.S. Government Printing Office
Washington, DC 20402.

6. Before shipment be sure to comply with the provisions of any special laws and regulations of the United States which may apply to the goods, such as the laws relating to foods, drugs, cosmetics, alcoholic beverages, and radioactive materials.

7. Observe closely the instructions given in the preparation of invoices, packaging, marking, labeling, etc., provided by your customer in the United States or by the U.S. Government officials. Your customer should have made a careful check of the requirements to permit entry to the United States when the goods arrive.

To obtain information on a particular Customs question: (1) consult the nearest U.S. Customs attache or representative or the nearest American consulate; (2) ask a customer representative in the United States to get an official answer from U.S. Customs; or (3) write to the District Director of Customs at any district port in the United States or to the Commissioner of Customs.

C. SUGGESTIONS FOR RECEIVERS - ENTRY PROCESS

1. When a shipment reaches the United States, the consignee will file entry documents for the goods with the district or port director at the port of entry. Imported goods are not completely entered until after the shipment has arrived within the port of entry, estimated duties have been paid, and delivery of the merchandise has been authorized by Customs. It is the responsibility of the importer or his/her agents to arrange for examination and release of the goods.

2. Goods may be entered for immediate consumption, for warehouse storage at the port of arrival, or they may be transported in-bond to another port of entry and entered there under the same conditions as at the port of arrival. Arrangements for transporting goods in-bond, to an interior port, may be made by the consignee, by a customhouse broker, or by any other interested party. Unless the shipment arrives directly at the intended port of entry, the shipment

will incur additional costs to be transported to the proper port of entry.

3. Goods imported into the United States, but placed in a foreign-trade zone are not entered at the customhouse. When subsequently withdrawn from the zone, they are either entered or imported.

4. Goods may be entered by the consignee named in the bill of lading, or by the holder of a bill of lading properly endorsed to him or her by the consignee. When the goods are consigned "to order," they may be entered by the holder of the bill of lading properly endorsed by the consignor. An airway bill may be used for merchandise arriving by air.

5. In most instances, entry is made by a person or firm certified by the carrier bringing the goods to the port of entry. Entry of goods must be in the name of the owner or purchaser of the goods, or a licensed customs broker. The document issued by the carrier is known as a "Carrier's Certificate." In certain circumstances, entry may be made by means of a duplicate bill of lading or a shipping receipt. When goods are not imported by a common carrier, possession of the goods at the time of arrival in the United States is sufficient evidence of the right to make entry.

6. Entry documents must be filed at a location specified by the district or area director, within 5 working days of the date of arrival of a shipment at a U.S. port of entry, unless an extension is requested and granted. The documents consist of:

   a. Entry Manifest, Customs Form 7533; or Application and Special Permit for Immediate Delivery, Customs Form 3461; or Customs Form 3461 ALT.

   b. Evidence of right to make entry, if appropriate.

   c. Commercial invoice or a pro forma invoice when the commercial invoice cannot be produced.

   d. Packing lists, if appropriate.

   e. Other documents necessary to determine merchandise admissibility. If the goods are to be released from Customs on entry documents, an entry summary for consumption must be filed and estimated duties deposited at the port of entry

within 10 working days from the time the goods are released. The entry must be accompanied by evidence that surety has been obtained to cover any potential duties, taxes, and penalties that may accrue. Surety usually takes the form of a bond secured by a resident U.S. surety company, but may be posted in the form of cash or certain U.S. Government obligations. In the event that a customhouse broker is employed for the purpose of making entry, the broker may permit the use of his/her bond to provide the required coverage.

7. Following acceptance of entry documentation, the shipment is examined and released, provided no legal or regulatory violations have occurred. Entry summary documentation is filed and estimated duties are deposited within 10 working days at a designated customhouse after release of the merchandise. Entry summary documentation consists of:

   a. The entry package returned to the importer, broker, or their authorized agent after merchandise is permitted release.

   b. Entry summary, Customs Form 7501.

   c. Other invoices and documents necessary for the assessment of duties, collection of statistics, or to determine that all import requirements have been satisfied.

NOTE: The only persons authorized by the tariff laws of the United States to act as agents for importers in the transaction of Customs business are customhouse brokers, licensed by the Customs Service. Customhouse brokers prepare and file the necessary entry documents, arrange for payment of duties found due, and take the necessary steps to have the shipment released from the custody of Customs at ports of entry. Brokers represent importers in Customs matters. The fees charged for these services may vary according to the customhouse broker and the extent of services performed. The U.S. Customs Service does not regulate fees charged by brokers.

XI. U.S. Peace Corps

The U.S. Peace Corp has small business development and agricultural projects throughout the Caribbean Basin. Specially trained volunteers assist farmers with training and technical assistance in production, feasibility assessment, financial analysis, marketing, and agribusiness management for small- and medium-scale agribusiness projects.

Peace Corps volunteers (PCV) are assigned at the request of host-country governments to work in conjunction with public, non-governmental, and private sector development organizations. Volunteers work with entrepreneurs, farmers, and institutions to promote small business/agribusiness development.

Examples of these projects are:

Honduras: A cocoa processing facility has been started with the assistance of a PCV trained in chocolate manufacture at Penn State University. Honduras Peace Corps collaborates with A.I.D.'s Microenterprise Development Program through a Participating Agency Services Agreement.

Dominican Republic: Peace Corps volunteers work directly with credit agencies providing technical assistance to the agency and the small business clients. They are also working with U.S.A.I.D. on the Microenterprise Development Program. Volunteers are working to improve small animal production, including feed sources, animal husbandry, and group skills for organization and project planning. Agroforestry is another major emphasis.

Costa Rica: PCV's are actively involved in microenterprise development with A.I.D.. All volunteers have been trained in small business development.

Dominica: Volunteers are mostly involved in agricultural education programs through the schools.

Belize: PCV's are engaged in agricultural diversification for local and export markets, and have also established a post-primary school of agriculture, teaching basic agriculture, forestry, math and bookkeeping, mechanics, and health.

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Jamaica: Volunteers are collaborating with the Inter-American Institute for Cooperation in Agriculture (IICA), the Clarendon Group for the Disabled, and the National Union of Cooperative Societies (NUCS).

Peace Corps offices and telephone numbers in CBI countries

Country	Office Location	Telephone
Belize	Belize City	(501) (2) 44096
Costa Rica	San Jose	(506) 31-41-22
Dominican Republic	Santo Domingo	(809) 685-4102
Guatemala	Guatemala City	(502) 283476
Haiti	Port-au-Prince	(509) 45 3294
Honduras	Tegucigalpa	(504) 32-8517
Jamaica	Kingston	(809) 929-0495
Bolivia	La Paz	(591) (2) 782858
Ecuador	Quito	(593-2) 561-224
Panama	Pattilla	(507) 692-100
Paraguay	Asuncion	(595-21) 600-155
Eastern Caribbean Sub Regional Office	Castries	(809) 452-6282

For additional information contact:

U.S. Peace Corps
Regional Director
Inter America Operations
1990 K Street, NW
Washington, DC 20526
(202) 606-3714

XII. U.S. Agency for International Development

The U.S. Agency for International Development (A.I.D.)* has active economic assistance programs in the following CBI-designated countries:

Caribbean: Dominican Republic, Haiti, Jamaica, and Eastern Caribbean, i.e., Dominica, St. Lucia, Grenada, St. Kitts and Nevis, St. Vincent and the Grenadines, Antigua and Barbuda, and Montserrat.

Central America: Guatemala, Belize, El Salvador, Honduras, Costa Rica, Panama, and starting up in Nicaragua.

The USAID programs vary in each country, but all consist of a mix of accelerating economic growth, private sector investment, exports, democratic initiatives, and social programs (health, population, etc.). Of particular importance to the CBI are the export and investment promotion projects which USAID is supporting to attract foreign investment to the region and to increase two-way trade with the United States. USAID is also directly engaged in all of these countries' macroeconomic and sector-level policy dialogues aimed at creating favorable environments for private sector-led economic growth.

A.I.D. and the U.S. Department of Agriculture have been long-term partners in developing the agricultural sector of the developing economies of the world.

A.I.D. supports financially, and coordinates with the Department of Commerce, the operations of the Latin America Caribbean Basin Business Development Center.

A.I.D. has issued a special policy to its field missions in the CBI countries providing guidelines on future tourism development activities. This has only recently been formally recognized as an important economic sector in many of the CBI programs, and the policy serves to allow A.I.D. support for tourism development.

For more information on A.I.D. programs contact:

A.I.D./LAC Bureau
United States Department of State
Washington, DC 20520

*In the United States, refer to the Agency for International Development as A.I.D., but for the foreign missions use USAID.

ANNEX A

SELECTED CONTACTS
U.S. Government

U.S. Department of Agriculture
Trade and Investment Program
OICD/Food Industries Division
14th & Independence Avenue, NW
Washington, DC 20250-4300 U.S.A.
(202) 245-5985

U.S. Department of Commerce
Caribbean/Latin America Business Development
Information Center - Room H-3203
Washington, DC 20230 U.S.A.
(202) 377-0703

U.S. Department of Commerce
Caribbean Basin Division
(country) Desk Officer
Room H-3314
Washington, DC 20230
(202) 377-2527

U.S. Department of Commerce
National Oceanic and Atmospheric Administration
International Programs
NOAA/LA4 Room 5811 HCHB
Washington, DC 20230
(202) 377-8196

United States Customs Service
Office of Trade Operations
International Agreements Branch
1301 Constitution Avenue, NW
Washington, DC 20229 U.S.A.
(202) 566-2597

Environmental Protection Agency
401 M Street
Washington, DC 20460 U.S.A.
(202) 382-2090

Food and Drug Administration
Americas Desk Officer
5600 Fishers Lane
Rockville, Maryland 20857
(301) 443-4481

U.S. Information Agency
Office of American Republics
Room 750
301 4th Street, SW
Washington, DC 20547
(202) 485-7864

Overseas Private Investment Corporation
Business Development Officer
Caribbean Region Finance Program
1615 M Street, NW
Washington, DC 20527 U.S.A.
(202) 457-7114 (Central & South America)
(202) 457-7067 (Caribbean & West Europe)

U.S. Peace Corps
CBI Coordinator
Inter-American Operations
1990 K Street, NW
Washington, DC 20526
TEL (202) 606-3714

U.S. Department of State
U.S. Agency for International Development
Bureau for Latin America and the Caribbean
Washington, DC 20523

Specific A.I.D. and related offices:

1. Trade and Investment Office, LAC
   Room 03253 N.S.
   U.S. Agency for International Development
   U.S. Department of State
   Washington, DC 20523
   TEL (202) 647-9100

2. Office of Development Resources
   Rural Development Division/LAC
   Room 2242 N.S.
   Washington, DC 20523
   TEL (202) 647-8126

3. Private Enterprise Bureau
   Office of Investment
   Room 3208 N.S.
   U.S. Department of State
   Washington, DC 20523-0018
   TEL (202) 647-9842

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4. Trade & Development Program
Room 309 SA-16
U.S Department of State
Washington, DC 20523-1602

For special delivery mail; i.e. UPS, FEDERAL EXPRESS, use:
1621 N. Kent Street
Rosslyn, VA 22209
TEL (703) 875-4357

U.S. Department of Transportation
Office of International Transportation and Trade, Room 10302
400 7th Street, SW
Washington, DC 20590
(202) 366-9543
Latin America Specialist (202) 366-9514
Caribbean Specialist (202) 366-9521

USDA Officers in Caribbean Basin Countries

BAHAMAS

International Services/Animal & Plant Health Inspection Service
Freeport International Airport
P.O. Box F-2625
Freeport, Bahamas, BWI
1-809-352-9225

U.S. origin mail use:

c/o U.S. Customs Freeport, Suite H
7415 Northwest 19th Street
Miami, FL 33126

IS-APHIS-USDA
American Embassy
P.O. Box N-8197
Nassau, Bahamas BWI
Tel: 1-809-327-7127 or 7126 or 8461, 62, 63

BELIZE

IS-APHIS-USDA
Screwworm Eradication Program
P.O. Box 183
National Agricultural Grounds
Belmopan Belize, C.A.
FAX (501) 23106

TEL (501) 23084, 23085

BERMUDA

IS-APHIS-USDA
Bermuda Air Terminal
2 Kindley Field Road
St. Georges GECX, Bermuda

U.S. origin mail:

IS-APHIS-USDA
St. Georges Civil Air Terminal
Ferry Beach
CMR Box 3041
FPO New York 09560
TEL (1-809) 293-2752

COSTA RICA AND PANAMA

Agricultural Attache
American Embassy
Frente Al Centro Comercial De Pavas
San Jose, Costa Rica
TEL (506) 20-3939
FAX (506) 32-7709

U.S. origin mail use:
American Embassy, San Jose
APO Miami 34020

IS-APHIS-USDA
American Embassy
Frente Al Centro Comercial De Pavas
San Jose, Costa Rica
TEL (506) 37-9927
FAX (506) 32-7709
TELEMAIL IS.COSTARICA

DOMINICAN REPUBLIC, HAITI, AND JAMAICA

Agricultural Attache
American Embassy
Corner of Calle Cesar Nicolas Penson
and Calle Leopoldo Navarro
Santo Domingo, Dominican Republic
TEL (809) 682-2171
FAX (809) 685-4743

U.S. origin mail use:
American Embassy, Santo Domingo

APO Miami 34041

IS-APHIS-USDA
Area Director (Entire Caribbean)
TEL (809) 685-9780/688-3184
FAX (809) 686-0979
TELEMAIL IS.DOMINGO

GUATEMALA, EL SALVADOR, HONDURAS, NICARAGUA, AND BELIZE

Agricultural Attache
American Embassy
Avenida La Reforma 7-01 Zona 10
Guatemala City, Guatemala
TEL (502-2) 31-15-41
FAX (502-2) 31-82-93

U.S. origin mail use:
American Embassy, Guatemala
APO Miami 34024

IS-APHIS-USDA
American Embassy
Avenida La Reforma 7-01 Zona 10
Guatemala City, Guatemala
TEL (502-2) 31-31-86
FAX (502-2) 31-21-50
TELEMAIL IS.GUATEMALA

NOTE: Guatemala City is the major area office for IS-APHIS in Central America, covering Guatemala, Honduras, Costa Rica, El Salvador, Nicaragua, Belize, and Panama. Stationed in Guatemala are an area director, assistant area director, budget analyst, public affairs specialist, station supervisor for Methods Development Laboratory, and veterinary services.

HAITI

IS-APHIS-USDA
American Embassy
Harry Truman Boulevard
Port-au-Prince, Haiti
TEL (509-2) 31-477
FAX (509-2) 39-007

U.S. origin mail use:
American Embassy, Haiti
USDA/FAS
Washington, DC 20250-6000

HONDURAS

IS-APHIS-USDA
American Embassy
Avenida la Paz
Tegucigalpa, Honduras

TEL (504) 31-2649
Telemail IS.HONDURAS
FAX (504) 32-0027 (Embassy Fax)

U.S. origin mail use:
American Embassy, Tegucigalpa
APO Miami, 34022

JAMAICA (also see Dominican Republic)

IS-APHIS-USDA
c/o USAID - ARDO
U.S. Embassy
Jamaican Mutual Life Center
6B Oxford Road
Kingston 5, Jamaica
TEL (809) 926-3781, 82, 83
FAX (809) 929-3752, 3750

U.S. origin mail use:

IS-APHIS-USDA
Kingston, USAID-ARDO
Department of State
Washington, DC 20520-3210

Agricultural Specialist (Special assistant to Attache)
American Embassy, Kingston
U.S. Department of Agriculture, FAS
Washington, DC 20250-6000
TEL (809) 929-4850
FAX (809) 929-3637 or 929-6743

PANAMA

IS-APHIS-USDA
Edificio Torre Miramar
6th Floor
Balboa Avenue
Panama City, Panama
TEL (507) 271-777 Ext. 2360 or 89
FAX (507) 257-564

U.S. origin mail use:

Panama-U.S. Commission for the
  Prevention of FMD
U.S. Embassy-AGRI
P.O. Box E
APO Miami 34002-0008

ARUBA, BARBADOS, GRENADA, GUADELOUPE, GUYANA, MARTINIQUE, NETHERLANDS ANTILLES, ST. VINCENT, ST. LUCIA, SURINAME, TRINIDAD AND TOBAGO
Agricultural Counselor
Avenida Principal de la Floresta
Caracas, 1060-A, Venezuela
TEL (582) 285-2222, 3111
TELEX 25501 AMEMB VE
FAX (582) 285-0336

Agricultural Trade Officer
Centro Plaza, Torre C, Piso 18
Los Palos Grandes Avenida Francisco de Miranda
Caracas 1062, Venezuela
TEL (582) 283-2353
FAX (582) 284-5412
TELEX 29119 USATO VC

IS-APHIS-USDA
American Embassy Caracas
Centro Plaza
Torre C, Piso 18
Avenida Francisco De Miranda
Los Palos Grandes
Caracas, 1062 Venezuela
TEL (582) 28-33487/28-34713
FAX (582) 28-45412
TELEMAIL IS.CARACAS

U.S. origin mail for all offices covered by Caracas-based officials:
American Embassy Caracas
APO Miami 34037-5000

Organizations Involved in CBI Programs

Caribbean Basin Development Program
Economic Development Administration
Puerto Rico (FOMENTO)
355 Roosevelt Avenue
Hato Rey, Puerto Rico 00918
(809) 7758-4747

Other Fomento offices:

2635 Century Parkway
Atlanta, GA 30345 Tel (404) 321-5284

545 Boylston Street
Boston, MA 02116 Tel (617) 262-1310

233 North Michigan Avenue
Chicago, IL 60601 Tel (312) 565-0910

2997 LBJ Freeway
Dallas, TX 75234 Tel (214) 620-1770

10100 Santa Monica Boulevard
Los Angeles, CA 90067 Tel (213) 553-6393

1290 Avenue of the Americas
New York, NY 10104 Tel (212) 245-1200

1331 Pennsylvania Avenue, NW
Washington, DC 20004 Tel (202) 662-8977

New Orleans Chamber of Commerce
P. O. Box 30240
New Orleans, LA 70190
TEL (504) 527-6900

Chicago Association of Industry and Commerce
200 N. LaSalle
Chicago, IL 60601
TEL (312) 580-6900

Caribbean/Latin American Action
(C/LAA), 1211 Connecticut Avenue, N W
Suite 1010
Washington, DC 20036
TEL (202) 466-7464

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Association of American Chambers of
Commerce of Latin America (AACCLA)
1615 H Street NW
Washington, DC 20062
TEL (202) 463-5485
FAX (202) 463-3126

Ibero-American Chamber of Commerce
733 15th Street NW
Washington, DC 20005
TEL (202) 296-0335

State of Florida Department of Commerce
Office for Latin American Trade
2701 LeJeune Road - Suite 330
Coral Gables, FL 33134
TEL (305) 446-8106
FAX (305) 446-1524

Florida Association of Voluntary Agencies
for Caribbean Action (FAVA/CA)
Florida International Volunteer Corps
1311 Executive Drive - Suite 202
Tallahassee, FL 32301
TEL (904) 877-4705
FAX (904) 656-7944

Other United States and Caribbean Basin Contacts

FAO Liaison Office for North America
Suite 300
1001 22nd Street NW
Washington, DC 20437
TEL (202) 653-2402
Cable: FOODAGRIWASHINGTON
Telex: 64255 WASHINGTON

Inter-American Institute for
Cooperation on Agriculture (IICA)
1889 F Street, NW
Washington, DC 20006
TEL (202) 458-6215
FAX (202) 458-6335

IICA Headquarters
Apdo. 55
2200 Coronado
San Jose, Costa Rica
TEL (506) 29-02-22
FAX (506) 29-26-59

The Eastern Caribbean Investment Promotion Service (ECIPS)
1730 M Street, NW Suite 901
Washington, DC 20036
TEL (202) 659-8689

Belize Chamber of Commerce and Industry
Belize Export and Investment Promotion Unit (BEIPU)
P.O. Box 291, 63 Regent Street
Belize City, Belize
TEL (501) 2 75108/75109
FAX (501) (2) 74984

The Costa Rican Coalition of Development Initiatives (CINDE)

United States
CINDE/Northeast
Suite A-1
36 Hunting Lane
Stamford, CT 06905
TEL (203) 968-1448
Telex 5106001835

Costa Rica
CINDE
P.O. Box 7170
San Jose 1000, Costa Rica
Central America
TEL (506) 20 00 36
FAX (506) 20 47 54

CINDE/Southeast
7200 NW 19th Street, Suite 203
Miami, Florida 33126
TEL (305) 594-7446 FAX (305) 599-1343

CINDE/Midwest
221 North La Salle Street, Suite 1808
Chicago, Illinois 60601
TEL (312) 346-0626 FAX (312) 346-0623

CINDE/West Coast
635 Sandborn Place, Suite 24
Salinas, CA 93901
TEL (408) 758-1044 FAX (408) 758-0233

<u>Dominican Republic</u>
Joint Agribusiness Coinvestment Council, Inc. (JACC)
Alberto Larancuent No. 16, Ensanche Naco
P.O. Box 388-9
Snato Domingo, Dominican Republic
TEL (809) 541-6644
FAX (809) 541-4565 TELEX ITT 3462248

Investment Promotion Council
for the Dominican Republic
P.O. Box 25438
Washington, DC 20007

EL Salvador - FUSADES

FUSADES PRIDEX
Inter-American Center
World Trade Center
Suite 602
Coral Gables, FL 33130
TEL (305) 529-2233
FAX (305) 529-9449

FUSADES
Edificio Omnimotores
3er Piso
Apdo. Postal 01-278
San Salvador, El Salvador
Centro America
TEL (503) 98-03-89
FAX (503) 98-03-90
Telex 20438 FUSADES

GREMIAL - Guatemala
GREMIAL de Exportadores de Productos no Tradicionales
(The Export Guild of Non-Traditional Products)

Ruta 6 9-1 Zona 4
Edificio Camara de Industria
12 Nivel
Ciudad de Guatemala, Guatemala
Centro America
TEL (502-2) 346872,318525,315947
Telex 5402 CAMIND - GU
FAX (502-2) 32-3590

Federation of Agricultural & Agroindustrial Producers and Exporters of Honduras (FPX)

FPX
P.O. Box 1442
San Pedro Sula
Honduras, Centro America
TEL (504) 52-6794/95 or 52-7851 57-3281
Telex 5768 FEPRO HO
FAX (504) 52-7852

FPX
Department 534
P.O. Box 52-3900
Miami, FL 33152-3900

Jamaica Promotion, Ltd., (JAMPRO)

35 Trafalgar Road
Kingston 10
Jamaica, W.I.
TEL (809) 929-7190
Telex 2222 JANIPRO
FAX (809) 924-9650

JAMPRO Limited, 5th Floor, Mutual Life Building, 30 Market Street, Montego Bay, St. James, JAMAICA, W.I.
TEL (809) 952-3420
Telex 2222 JANIPRO
FAX (809) 952-1384

7 Caledonia Road, Mandeville, Manchester, JAMAICA, W.I.
TEL (809) 962-0734

866 Second Avenue, New York, New York, 10017 USA
TEL (212) 371-4800; Telex 661948 JAMPRO;
FAX (212) 751-5819

810 Ingraham Building
25 South East 2nd Avenue, Miami, Florida 33131 USA
TEL (305) 371-4405; Telex 25-519532
FAX (305) 371-8599

NOTE: For additional information on the above Caribbean organizations, see ANNEX J.

ANNEX B

PUERTO RICO and Section 936, U.S. Internal Revenue Code

BACKGROUND: Under Section 936 of the U.S. Internal Revenue Code, U.S. companies can obtain a 100-percent offsetting tax credit for Puerto Rico source income earned in a 936 subsidiary in Puerto Rico. The law, as amended in 1986, states that at least 75 percent of this income must be derived from "the active conduct of a trade or business within a possession of the United States." Therefore, up to 25 percent of the corporation's income can be derived from specific passive investments, e.g., eligible bank deposits, notes, bonds, etc. This passive income is eligible for the 936 credit so long as it can be considered to be "Qualified Possession Source Investment Income" (QPSII).

The objective of this provision is to encourage re-investment of profits from active businesses in the further economic development of the possessions. These passive investments are eligible for the 936 tax credit only when they are loaned or invested for activities that generate economic activity within the possessions.

The Commonwealth of Puerto Rico is authorized by Federal law to regulate this "936 funds" market on the island. In 1986, Section 936 was amended to allow the QPSII provisions for passive income to include funding for "active business assets and economic development projects" in beneficiary countries and territories of the Caribbean Basin Economic Recovery Act, provided that the beneficiary had ratified a "Tax Information Exchange Agreement" (TIEA) with the U.S. Treasury.

To date, Barbados, Dominica, Grenada, Jamaica, and the Dominican Republic have ratified such agreements, and several other governments have agreements in various stages which may lead to ratification.

Companies with tax grants from the Commonwealth of Puerto Rico pursuant to Puerto Rico's Tax Incentives Act of 1987 are allowed a 90-percent exemption from income and property taxes on active business income and a 100-percent tax exemption on income from passive investments in "eligible assets." These assets are defined by Commonwealth regulations in a manner that makes them consistent with the Federal QPSII requirements under 936. When profits are distributed off the island as dividends, they are subject to a 10-percent withholding of "tollgate" tax. Various re-investment alternatives are available in eligible assets as defined by Commonwealth regulations which will allow

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firms to re-invest part of their earnings for a specified number of years and be allowed to repatriate their profits at a lower (sometimes even a zero) tollgate tax rate. For example, if a firm makes an investment of its income for a fixed term between 5 and 10 years, the investment will receive a credit equal to 10-percent of the tax for each year the investment is maintained. These various tollgate tax credits for re-investment and the 100-percent exemption on income earned by the investments are responsible for the low interest rates available within the 936 market.

It should be kept in mind that while these 936 funds are available at rates of interest below those in the Eurodollar market due to the existence of U.S. and Puerto Rican tax exemptions, the funds are under the pressure of competitive market forces and cannot be expected to finance projects which do not appear to the lenders to be commercially viable.

Section 936 financing can be expected to grow significantly now that the institutional structure is coming on line. The stability of Section 936 since 1985 has been a key element in Puerto Rico's strong economic recovery. It has also resulted in the creation of thousands of jobs in CBI countries through complementary projects with 936 companies in Puerto Rico.

For the establishment of the Puerto Rican component of these operations, the tax exemptions under Puerto Rican law and under Section 936 for the Puerto Rican side of these projects have been crucial for U.S. investors.

Puerto Rico has vigorously made a good faith effort to promote regional economic development in the Caribbean, and to make 936 financing available to eligible CBI countries. Puerto Rico's initial discussions with the U.S. Government with respect to Puerto Rico's commitment to promote investment in the Caribbean region did not contemplate any limitation as to the countries in which Section 936 funds could be utilized. Subsequently, the U.S. House of Representatives, as well as the Senate Finance Committee's version of Section 936, conditioned the use of 936 funds to the Caribbean Basin countries that enter into a tax information exchange agreement with the U.S. Treasury. This provision has significantly restricted Puerto Rico's ability to utilize 936 funds for CBI projects, particularly when we consider that upon enactment of the Tax Reform Act of 1986, only Barbados had signed such an agreement. Grenada signed a TIEA in 1986, Jamaica in 1987, Dominica in 1988, and the Dominican Republic in 1989.

The legal and institutional restructuring necessary to expand the use of 936 funds to the Caribbean has necessarily taken time. A large number of projects are in the process of being evaluated and approved. The Government of Puerto Rico believes Congress and the Administration should continue to support the maintenance of section 936 in its present form in order to maintain the stable investment environment necessary for business investor confidence. U.S. tax authorities and financial regulatory authorities should coordinate their activities toward the implementation of a responsive, flexible regulatory environment which will enable investors to establish projects in the region consistent with host-country and U.S. goals for economic development of the Caribbean Basin.

U.S. agencies concerned with development assistance for CBI countries should work closely with other relevant U.S. and international entities and with the Commonwealth of Puerto Rico to ensure coordinated support for Section 936 financing through such mechanisms as loan guarantees and matching funds.

PROJECT ELIGIBILITY: Under Section 936(d)(4), 936 funds (QPSII) may be used by an eligible Puerto Rico financial institution:

1. for investment, consistent with the goals and purposes of the Caribbean Basin Economic Recovery Act (CBI), in active business assets and/or development projects, in a qualified Caribbean Basin country, and

2. in accordance with a specific authorization by the Government Development Bank for Puerto Rico (GDB), pursuant to regulations issued by the Secretary of the Treasury of Puerto Rico.

For purposes of Section 936(d)(4), a "Qualified Caribbean Basin country" means any beneficiary country of the CBI that has a **Tax Information Exchange with the U.S. Government.** Eligible projects include both complementary operations with Puerto Rico, and stand-alone projects in any qualified CBI-beneficiary country. Eligible complementary projects may be financed by both private financial institutions and the GDB, while stand-alone projects may be financed only by eligible private financial institutions. Because of its mandate to foster the economic development of Puerto Rico, the charter of the GDB allows it to finance only complementary CBI projects, provided they demonstrate a positive, material impact (e.g., the creation or retention of jobs) in Puerto Rico as well as the region.

CRITERIA FOR ENDORSEMENT: Because Puerto Rico grants a tax exemption to 936 funds deposited in Puerto Rico, Fomento (the Puerto Rican development agency) has the responsibility of ensuring that the projects it endorses for financing do not adversely affect the economy of Puerto Rico. Therefore, Fomento will conduct an economic impact assessment of all proposed projects to ensure that there is no such adverse impact. Fomento has established the following guidelines for the evaluating eligible CBI projects:

1. Projects in the CBI region will, in general, receive a full endorsement from Fomento if they (a) have positive inter-industry linkages or complementary production with Puerto Rico, (b) sell in product markets other than Puerto Rico, and (c) will not cause a net loss of jobs in Puerto Rico.

2. Fomento will be concerned with an adverse impact when there is a possibility of (a) a significant net loss of jobs, (b) a significant net reduction in income, and/or (c) a significant idling of plant, equipment, land, or other resources in an affected industry in Puerto Rico and/or industries with which it is technically linked.

3. Fomento will scrutinize projects which (a) extensively sell their product in Puerto Rican markets in direct competition with local Puerto Rico-based producers of similar products, and/or (b) compete with Puerto Rico-based producers of identical products, in markets outside Puerto Rico.

4. Only where measures 2 and 3 are significant will a project be unequivocally said to cause potential adverse impact. Where one or two of these impact measures are significant, the administrator of Fomento will make a determination of the overall effect of the project on the economy of Puerto Rico. There are many pressing social and economic needs in Puerto Rico which are financed through the use of 936 funds. Some examples are low-cost housing, hospitals, agricultural projects, manufacturing operations, and tourism projects. Thus local availability of these funds has a direct impact on our ability to fulfill the socioeconomic needs of our people. Fomento must therefore consider the outflow of these funds to the Caribbean based on the availability and cost of these funds in our local financial markets, so that this outflow does not adversely affect the economy of Puerto Rico.

PROCEDURES FOR ENDORSEMENT: The final intent of all procedures relating to the approval of Section 936 financing is to maximize both the number and dollar value of Section

936 loans to CBI eligible nations as part of Puerto Rico's ongoing mission to promote economic welfare in Puerto Rico and the Caribbean region. All requests for Section 936 loans in the Caribbean, whether for complementary or stand-alone projects, must be endorsed by Fomento and certified by the GDB. Fomento has adopted the following procedures for the submission of qualified CBI projects for evaluation and endorsement under the provision of Regulation 3582, and pursuant to the criteria described herein.

1. All applications for endorsement of a CBI project must be addressed in writing to the Caribbean Development Program at Fomento, and must include the following information and documentation:

(a) A description of the project to be financed, including a description of the production, conversion, or other business activities to be engaged by such project in Puerto Rico (if applicable), and in each qualified CBI country in which the operations or properties of such project are or will be located.

(b) A statement specifying each qualified CBI country in which the operations or properties of such project are or will be located.

(c) The employment to be retained or created by such project in each qualified CBI country in which the operations or properties of such project are or will be located, and the employment to be retained or created by such project in Puerto Rico, if applicable.

(d) The goods or services to be produced by such project (with their estimated annual value), and a description of the markets in which they will be sold.

(e) The total estimated cost of such project, and the portion of the total cost of such project to be financed, with a description of the specific expenditure.

(f) A description of any infrastructure required to be developed for such project, the sources for the financing thereof, and a description of any such infrastructure included in the total estimated cost of such project.

(g) A statement regarding the percentage participation and the identity of each person

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holding or proposing to hold a direct ownership interest, and a description of the management of such project.

(h) Such other information as Fomento may reasonably request.

2. After review of the information submitted by the applicant, Fomento will notify the applicant in writing whether or not the proposed CBI project complies with the requirements for endorsement.

THE CARIBBEAN DEVELOPMENT PROGRAM

The Commonwealth of Puerto Rico is working closely with countries in the Caribbean Basin to promote business ventures that will stimulate economic growth in the region. Under Puerto Rico's Caribbean Development Program, a company can reduce production costs by combining the comparative advantages of the Caribbean, particularly its attractive wage rates, with those of Puerto Rico, which include a highly skilled labor force, low-cost Section 936 financing, and a combination of Federal and local tax incentives that are unique in the world. The Caribbean Development Program was established within Fomento to provide free informational and promotional services relating to Puerto Rico's role within the Caribbean Basin. The office provides three main services:

- Identifies business and investment opportunities in Puerto Rico and the Caribbean through a continual analysis of industry trends, legislative action, tariff incentives, financing mechanisms, and tax considerations.

- Increases the exposure of the Caribbean's dynamic business environment. This extends to our regional offices worldwide, and has the support of the U.S. Department of Commerce and other Federal agencies.

- Assists individual investors in the establishment of specific projects in Puerto Rico and the Caribbean. If you would like more information on the Caribbean Development Program, or have a specific project that you would like to discuss, please write or call:

Caribbean Development Program
Puerto Rico Department of State
P.O. Box 3271
San Juan, PR 00904
TEL (809) 721-1751 FAX (809) 723-3305

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ANNEX C

FINANCE

Organizations Involved in Financing CBI Projects

For this portion we are indebted to the U.S. Department of Commerce, Caribbean Basin Division, International Trade Administration. At the end of this brief list is information on how to obtain a copy of **"Caribbean Basin Financing Opportunities: Guide to Financing Trade and Investment in Central America and the Caribbean."** The publication gives a detailed description of the institutions listed, and the names and addresses of most public, private, commercial, cooperative, and development banks and financial institutions serving the region. The list is in no way exhaustive.

Export-Import Bank of the United States
811 Vermont Avenue, NW
Washington, DC 20571
FAX (202) 566-7524
TELEX WUT 89461 [EXIMBANK WSH]
TRT 197681 [EXIM UT]

Country Desk:

Central America and Belize (202) 566-8724
Dominican Republic (202) 566-8931
Haiti (202) 566-8804
Jamaica (202) 566-8234
Eastern Caribbean, Guyana, Trinidad
(202) 566-8850

Foreign Credit Insurance Association
40 Rector Street, 11th Floor
New York, New York 10006
TEL (212) 306-5000

Caribbean Project Development Facility
International Finance Corporation
The World Bank
Washington, DC 20433
(202) 676-0482

Government Development Bank for Puerto Rico
(809) 722-2525

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Caribbean Development Program
Economic Development Administration
(FOMENTO)
G.P.O. Box 2350
San Juan, Puerto Rico 00936
TEL (809) 766-0629 FAX (809) 754-9645
TELEX 325678 PREFOM PT

U.S. Department of Treasury
Internal Revenue Service
Office of Associate Chief Counsel (International)
1111 Constitution Avenue, NW
Washington, DC 20224
TEL (202) 377-9493

Overseas Private Investment Corporation
1615 M Street N.W.
Washington, DC 20527
TEL (202) 457-7200

Private Enterprise Bureau
U.S. Agency for International Development
Washington, DC 20523
TEL (202) 647-8298

U.S. Trade and Development Program
Director, Latin America
U.S. Department of State
Washington, DC 20523
TEL (703) 875-4357

Canadian International Development Agency
Industrial Cooperation Program
Industrial Cooperation Division
200 Promenade du Portage
Hull, Quebec
KIA OG4
TEL (819) 997-7901
TELEX 053-4140

Commonwealth Development Corporation
One Bessborough Gardens
London, England SW1V 2JQ
TEL (441) 828-4488
TELEX (51) 21431 VELOP G
FAX (441) 828-6505

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European Investment Bank
100 Boulevard Konrad Adenauer
Luxembourg L-2950
TEL 352-43791
FAX 352-437704

German Finance Company for Investments in Development Countries
Latin America Department
Belvederestrasse 40
P.O. Box 45 03 40
D5000 Cologne 41
Federal Republic of Germany
TEL (02 21) 49 86-1
TELEX 8 881 949
FAX (02 21) 49 86-290

Industrialization Fund for Developing Countries
Latin America Operations
Bremerholm 4
P.O. Box 2155
DK-1069
Copenhagen, Denmark
TEL 45-33-14 25 75
TELEX 15493 IFU DK
FAX 45 33 32 25 24

Netherlands Development Finance Company
62 Bezuidenhoutseweg
P.O. Box 93060
2509 AB The Hague
Netherlands
TEL (31) (70) 419641
TELEX 33042
FAX (31) (70) 471733

Overseas Economic Cooperation Fund
2100 Pennsylvania Avenue, NW
Suite 535
Washington, DC 20037
TEL (202) 463-7492
FAX (202) 463-7496

Regional Institutions

Caribbean Development Bank
P.O. Box 408, Wildey
St. Michael, Barbados
TEL (809) 426-1152
FAX (809) 426-7269

Caribbean Project Development Facility
World Bank/International Finance Corporation
1818 H Street, NW
Washington, DC 20433
TEL (202) 473-0900
TELEX RCA 48856
FAX (202) 334-8855

Caribbean Regional Office
Caribbean Project Development Facility
Musson Building
Hincks Street
P.O. Box 259
Bridgetown, Barbados
TEL (809) 429-6298
FAX (809) 429-5809

Export Credit Guarantee Department
Eastern Caribbean Central Bank
P.O. Box 89
Basseterre, St. Kitts
TEL (809) 465-2537
FAX (809) 465-1051

Inter-American Development Bank
Inter-American Investment Corporation
1300 New York Avenue, NW
Washington, DC 20577
TEL (202) 623-3915 or 623-3923

International Finance Corporation
1818 H. Street, NW
Washington, DC 20433
TEL (202) 473-0701
FAX (202) 334-0354
TELEX RCA 248423

Multilateral Investment Guarantee Agency
1818 H. Street, NW
Washington, DC 20433
TEL (202) 473-6168
FAX (202) 334-0265
TELEX ITT 440098

United Nations Development Program
Chief, Investment Development Office
For Program Policy and Evaluation
United Nations Development Program
One U.N. Plaza
New York, NY 10017
TEL (212) 906-5060
FAX (212) 906-5365

International Executive Service Corporation
Joint Venture Feasibility Fund Planning Office
440 Middlesex Road
Darien, CT 06820
(203) 655-8613

Latin American Agribusiness Development Corporation, S.A. (LAAD)
306 Alcazar Avenue, Suite 3-A
Coral Gables, Florida 33134
TEL (305) 445-1341
FAX (305) 446-8447
TELEX 515648 LATDEVMIA

LAAD Caribe, S.A.
P.O.Box 2235
Santo Domingo, Dominican Republic
TEL (809) 567-1991
FAX (809) 686-2598
TELEX 3460667

LAAD de Centroamerica, S.A.
12 Calle 1-48, Zona 10, 4 Piso
Guatemala City, Guatemala
TEL (502) (2) 341441
FAX (502) (2) 317547

Latin American Export Bank (BLADEX)
Apartado 6-1497, El Dorado
Panama, Republic of Panama
TEL (507) 63-6766
FAX (507) 69-6333
TELEX INTEL 2356

IN-COUNTRY INSTITUTIONS

ARUBA

Aruba Investment Bank
P.O. Box 1011
Middenweg #20
Oranjestad, Aruba
TEL (297) (8) 27-327, 28027
FAX (297) (8) 27-461

BAHAMAS

Bahamas Development Bank
Managing Director
P.O. Box N3034
Nassau, Bahamas
TEL (809) 332-8721
TELEX DEVBANK NASSAU

BARBADOS

Caribbean Financial Services Corporation
(CFSC), Chapel Street
Bridgetown, Barbados
(809) 436-1960 FAX (809) 426-1869

Central Bank
Manager, Export Credit Insurance and
Guarantees Department
P.O. Box 1016
Church Village
Bridgetown, Barbados
TEL (809) 436-6870
FAX (809) 427-9559

Securities Exchange of Barbados
6th Floor, Central Bank Building
Church Village, St. Michael
Barbados
TEL (809) 436-9871
FAX (809) 429-8942

Barbados Development Bank
7th Floor, Central Bank Building
Cathedral Plaza
Bridgetown, Barbados
TEL (809) 436-8870
FAX (809) 429-2391

BELIZE

Credit Discount Fund
Central Bank of Belize
Public Building
Belize City, Belize
(501) (2) 7216

Development Finance Corporation
Bliss Parade
Belmopan, Belize
TEL (501) (8) 22360
Belize City (501) (2) 77041
FAX (501) (8) 23096

National Development Foundation of Belize
109 Cemetary Road & Lakeview Street
Belize City, Belize
TEL (501) (2) 72874 or 72139

BRITISH VIRGIN ISLANDS
Development Bank of the British Virgin Islands
P.O. Box 275
Wickham's Cay
Road Town, Tortola
British Virgin Islands
TEL (809) 437-3718

COSTA RICA

Private Investment Corporation
Apartado Postal 8609-1000
San Jose, Costa Rica
TEL (509) 33-64-22
FAX (509) 33-65-41

Corporation Costarricence de Financiamiento Industrial Internacional (COFISA)
Apartado 10507
1000 San Jose, Costa Rica
TEL (506) 21-2212
TELEX 2305 COFISA
FAX (506) 21-2212

Banco Central de Costa Rica
P. O. Box 10058
1000 San Jose, Costa Rica
TEL (506) 33-4233

Banco BANEX
Apartado 7983
1000 San Jose, Costa Rica
TEL (506) 33-4855
TELEX 3065 BANEX CR
FAX (506) 23-7192

DOMINICAN REPUBLIC

Banco Central de la Republica Dominicana
Ave. Pedro Henriquez Urena
Santo Domingo, Dominican Republic

INFRATUR	TEL (809) 688-2939
	FAX (809) 686-7488
FIDE	TEL (809) 685-6688, ext. 260
	FAX (809) 686-7488

EASTERN CARIBBEAN: Antigua and Barbuda , Dominica, Grenada, Montserrat, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines

High Impact Agricultural Marketing and Production Program
P.O. Box 1271
Bridgetown, Barbados
TEL (809) 435-8990
FAX (809) 435-8995

Antigua Development Bank
27 St. Mary's Street
Box 1279
St. Johns, Antigua
TEL (809) 462-0838

Dominica Agricultural and Industrial Development Bank
64 Hillsborough Street
Roseau, Dominica
TEL (809) 488-2853 or 488-4167
FAX (809) 448-3982

Grenada Development Bank
Halifax Street
St. Georges, Grenada
TEL (809) 440-3943
FAX (809) 440-4115

Development Bank of St. Kitts-Nevis
Church Street
Basseterre, St. Kitts
TEL (809) 465-2288
FAX (809) 465-4016

St. Lucia Development Bank
P.O. Box 368
Bridge Street
Castries. St. Lucia
TEL (809) 452-1493

St. Vincent Development Corporation
Halifax Street
Box 841
Kingstown, St. Vincent
TEL (809) 457-1358
FAX (809) 457-2838

EL SALVADOR

Agribusiness Development Project, FIDEX
or **FUSADES/PRIDEX** (Export Promotion)
or **Industrial Development**
Edificio Omnimotores, Tercer Piso
Carretera Santa Tecia
San Salvador, El Salvador
TEL (503) 98-0231, 98-0237
TELEX 20-438
FAX (503) 98-0390

GUATEMALA

Bank of Guatemala
7a Avenida 22-01 Zona 1
Guatemala City, Guatemala
TEL (502) (2) 534053
FAX (502) (2) 28509
TELEX 5231 Guaban Gu

Agricultural Development Bank
9a Calle 9-47 Zona 1
Guatemala City, Guatemala
TEL (502) (2) 22641

Banco de Exportacion
Avenida la Reforma 11-49, Zona 10
Guatemala City
Guatemala
TEL (502)(2) 373861/346919
TELEX 5896 BANEXGU
FAX (502) (2) 322879

Financiera Industrial Agropecuaria S.A.
(FIASA)
Avenida Reforma 1-00 Zona 9
Guatemala City, Guatemala
TEL (502) (2) 310303, 380401
FAX (502) (2) 318223

Financiera Guatemalteca
1a. Avenue 11-50 Zona 10
Guatemala City, Guatemala
TEL (502) (2) 316051, 316461
FAX (502) (2) 322879

Financiera Industrial S.A.
7A. Avenida 5-10 Zona 4
Torre II Centro Financiero
01004 Guatemala, C. A.
TEL (502) (2)-311161, 321750
FAX (502) (2) 318223

GUYANA

Guyana Co-operative Agricultural and Industrial Development Bank
126 Parade and Barrack Streets
Kingston, Georgetown, Guyana
TEL (592) (2) 58808

HAITI

Haitian Development Finance Corporation (SOFIHDES)
11 Harry Truman Blvd.
P.O. Box 1399
Port-au-Prince, Haiti
TEL (509) 2-8628
TELEX SOFID
FAX (509) 2-8997

Haitian Development Foundation
106 Ave. Christophe
Port-au-Prince, Haiti
TEL (509) 5-2206
TELEX 2030433

Industrial Development Fund
43 Rue des Miracles
B.P. 2597
Port-au-Prince, Haiti
TEL (509) 2-7852

HONDURAS

Ministry of Finance
Special Commission for External Debt Conversion (SCEDC)
Tegucigalpa, Honduras
TEL (504) 22-7160
FAX (504) 22-5271

Agribusiness Credit Project
Central Bank of Honduras
Edificio Amato
Tegucigalpa, Honduras
TEL (504) 22-7159. 22-4023
FAX (504) 37-1876

Honduran Pre-Investment Fund
1a Avenida, entre 9a y 10a Calles, 913
Comayaguela, Honduras
Apartado Postal 1327
Tegucigalpa, Honduras
TEL (504) 22-3154
FAX (504) 38-4953

National Agriculture Development Bank
P.O. Box 212
Tegucigalpa, Honduras
TEL (504) 37-5663
Fax (504) 37-5187

National Industrial Development Fund
Edificio Las Cumbres 3er piso
Avenida Cervantes, 3a Calle
Tegucigalpa, Honduras
TEL (504) 37-5205, 372963

National Agriculture Development Bank
4-5 Avenue 13-14 Calle
Comayaguela, Honduras
TEL (504) 22-2201

FIA Centro Comercial Centroamerica
Blvd. Miraflores
Tegucigalpa, Honduras
TEL (504) 32-9854

FIDE
P.O.Box 2029
Tegucigalpa, Honduras
TEL (504) 32-93-45

FPX
P. O. Box 1442
San Pedro Sula, Honduras
TEL (504) 52-6794/6795
52-7851, 57-3281

JAMAICA

Jamaica Stock Exchange
3rd Floor, Bank of Jamaica Building
Nethersole Place
Kingston, Jamaica
TEL (809) 92-20806
FAX (809) 92-26966
TELEX 1265, 21267, 2173, 2144

Bank of Jamaica
Debt Capitalization Unit
Nethersole Place
P.O. Box 621
Kingston, Jamaica
TEL (809) 92-20750
TELEX 2144

Agricultural Credit Bank of Jamaica, Ltd.
11A-15 Oxford Road
Kingston 5, Jamaica
TEL (809) 929-4010-3
FAX (809) 929-6055

Jamaica Agriculture Development Foundation
19 Dominica Drive
Kingston 5, Jamaica
TEL (809) 92-98090 - 2
FAX (809) 92-98093 - 2

Jamaica Pre-Investment Program
Planning Institute of Jamaica
39-41 Barbados Avenue
Kingston 5, Jamaica
TEL (809) 926-1480 - 8
FAX (809) 92-64670

National Development Bank of Jamaica, Ltd.
11a-15 Oxford Road
Kingston 5, Jamaica
TEL (809) 92-96124 - 8
FAX (809) 92-96996
TELEX NDBJAM KINGSTON

The National Export-Import Bank of Jamaica
48 Duke Street
Kingston, Jamaica
TEL (809) 92-29690 - 4

National Investment Bank of Jamaica, Ltd.
9th Floor, Scotia Bank Centre
Corner Duke & Port Royal Streets
P.O. Box 889
Kingston, Jamaica
TEL (809) 92-20915-9
FAX (809) 92-22282
TELEX 2487-JANICO

Trafalgar Development Bank, Ltd.
The Towers, 2nd Floor
P.O. Box 8927 CSO
25 Dominica Drive
Kingston 5, Jamaica
TEL (809) 929-4760/1
FAX (809) 92-96494

NETHERLANDS ANTILLES

Development Bank of the Netherlands Antilles
Salinta 206
Willemstad, Curacao
Netherlands Antilles
TEL (599) (9) 615551
FAX (599) (9) 612802

PANAMA

Panama Banking Association
15 Piso, Avenida Samuel Lewis
P.O. Box 4554
Panama 5, Panama
TEL (507) 63-7783
FAX (507) 637783
TELEX 2015 STORTEX PA

TRINIDAD AND TOBAGO

Trinidad and Tobago Stock Exchange
65 Independence Square
Port-of-Spain, Trinidad
TEL (809) 625-5107 - 9
FAX (809) 623-0089

Agricultural Development Bank
Duke and Frederick Streets
Port-of-Spain, Trinidad
TEL (809) 623-6262
FAX (809) 624-3087

Trinidad and Tobago Development Finance Co.
8-10 Cipriani Boulevard
P.O. Box 187
Port-of-Spain, Trinidad and Tobago
TEL (809) 623-4665 - 8
FAX (809) 624-3563

"Caribbean Basin Financing Opportunities: A Guide to Financing Trade and Investment in Central America and the Caribbean" (stock number 003-009-00573-6) is available for $5.50 prepaid from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. The author is Julie Rauner, U.S. Department of Commerce.

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A SELECTED LIST OF INTERNATIONAL "TRADE TERMS" AND CONDITIONS

ACCEPTANCE. The signing of a contract or agreement drawn by one party and accepted by a second party. By signing, the second party indicates that he/she confirms and agrees to the contract terms. When a drawee signs and dates a Bill of Exchange or draft, he/she accepts the instrument, indicating his/her obligation to pay the debt when due.

AD VALOREM. Latin, "according to the value," 1) An ad valorem duty is an import duty based on the value of an article as defined in the customs law of a particular country, rather than on weight or volume. A percentage of that value is charged, for example 5% ad valorem. 2) A freight rate set at a certain percentage of the value of an article is known as an ad valorem rate.

ADVANCE AGAINST DOCUMENTS. This form of lending is often used in lieu of an acceptance when, for example, the underlying documents do not satisfy Federal Reserve requirements for the creation of acceptances. Instead of creating an acceptance, therefore, an advance is made on the security of the document covering the shipment.

AFFREIGHTMENT, CONTRACT OF. An agreement by a steamship line to provide cargo space on a vessel at a specified time and for a specified price to accommodate an exporter or importer, who then becomes liable for payment even though he/she is later unable to make the shipment.

AFTER DATE. A term used on a draft, bill of exchange, or note. If an exporter draws a draft and stipulates payment "30 days after date," the draft is due 30 days after the date on which it was drawn. Therefore, the date of maturity is fixed and is not dependent on acceptance by the drawee.

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AFTER SIGHT. A term used on a draft or note to indicate that payment is due a stipulated number of days after presentation to the drawee or payor.

AIR WAYBILL. A non-negotiable contract of carriage for air transportation between an air carrier and a shipper, or an air carrier and an air freight forwarder. In the latter case the forwarder, as an indirect air carrier, issues his/her own air waybill to the shipper.

"ALL RISK" INSURANCE. A clause included in marine insurance policies to cover loss and damage from external causes such as fire, collision, pilferage, etc., but not against innate flaws in the goods, such as decay, germination, nor against faulty packaging or loss of market, nor against war, strike, riots and civil commotions.

ALONGSIDE. The side of the ship. Goods to be delivered alongside are to be placed on the dock or lighter within reach of the ship's tackle from which they can be loaded aboard the ship.

AUTHORITY TO PAY. A document used in the Far East, somewhat similar to a letter of credit. It is advice to an exporter by a foreign bank that a bank in the exporter's market has been authorized to pay his/her drafts upon compliance with conditions listed in the document. The Authority to Pay is a companion document to the Authority to Purchase, but differs from that document in that the exporter's drafts are drawn on the advising bank. Also, after the drafts have been paid, the beneficiary is no longer liable as drawer.

AUTHORITY TO PURCHASE. A document similar to a letter of credit, issued mainly by banks in the Far East to finance exports from other countries. The exporter draws his draft directly on the importer, or on the importer's bank, as stipulated in the Authority to Purchase, and funds are available at the exporter's own bank. Unless the authority specifies to the contrary, the draft will be negotiated with recourse to the exporter until it is paid by the drawee. (See Authority to Pay.)

BANK GUARANTY. A bank assumption of responsibility by a document which has several important uses: 1) Frequently shipping papers are late in arriving at a foreign port. To enable a consignee to enter the goods at customs, thereby avoiding charges for delayed entry, a bank may issue a guaranty assuming responsibility for later presentation of shipping papers by the consignee at customs. 2) An apparent consignee may wish to obtain possession of goods covered by a bill of lading drawn to the order of the shipper without being in possession of the bill of lading. A bank may issue

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a guaranty, holding the steamship company or customs, or both, harmless for any consequences of the premature delivery. 3) Banks in the United States engaged in medium-term financing usually will demand the guaranty of a bank in the buyer's city for a stipulated portion of the risk. 4) Sometimes a bank will issue a guaranty in lieu of a letter of credit, undertaking to honor the beneficiary's drafts on compliance with the stipulations of the guaranty. In practically every case, a bank guaranty of any kind is issued on the basis of a counter-guaranty of the person applying for the bank guaranty.

BERTH OR LINER TERMS. An expression covering assessment of ocean freight rates generally implying that loading and discharging expenses will be for shipowner's account, and usually apply from the end of ship's tackle in port of loading to the end of ship's tackle in port of discharge.

BILL OF LADING. A document, issued by a carrier to a shipper that serves as: 1) A receipt for the goods delivered to the carrier for shipment; 2) A definition of the contract of carriage of the goods from the port of shipment to the port of destination listed in the bill of lading. (See Affreightment.)

BOND, IN. Goods are held or transported "in bond" under Customs control either until import duties or other charges are paid, or in order to avoid paying such duties or charges. Example: Canadian goods are transported in bond through the United States for export to a third country to avoid paying U.S. Customs duties. Bonded warehouses are available at most ports for storing goods awaiting payment of import duty, or export.

BREAK-BULK CARGO. Cargo which is shipped as a unit (i.e., palletized cargo, boxed cargo, large machinery, trucks and pre-slung cargo).

BREAK-BULK VESSEL. Designed to handle palletized, pre-slung, boxed, and unitized cargo. Holds can be at the open bay or between deck type. Between deck means the hold can be converted from multilevel to open bay. This type of vessel is usually self-sustaining.

BUYING AGENT. A company or an individual residing in an exporting country who purchases goods produced or marketed in his/her country for a principal in another country. He/she receives a commission or a fixed annual fee for this service. It is common for customs laws to exempt the buying commission (up to a stipulated percentage) from the total invoice value before the duty is assessed.

CARRIER, COMMON. A public or privately owned firm or corporation that transports the goods of others over land, sea, or through the air, for a stated freight rate. By government regulation, a common carrier is required to carry all goods offered if accommodations are available and the established rate is paid.

CARTEL. An association of several independent national or international business organizations that regulates competition by controlling the prices, the production, or the marketing of a product or an industry.

CASH IN ADVANCE (C.I.A.). A method of payment for goods in which the buyer pays the seller in advance of the shipment of goods usually employed when the goods are built to order, such as specialized machinery.

CASH LETTER OF CREDIT. A letter addressed from one bank to one of its correspondents making available to the party named in the letter a fixed sum of money up to some future specific date. The sum indicated in the letter is equal to the amount deposited in the issuing bank by the party before the letter is issued--hence, a "cash letter of credit."

C & F (COST AND FREIGHT). A foreign trade term under which a seller quotes a price to a buyer that includes the cost of the goods and the freight to the named port of destination.

CFS (CONTAINER FREIGHT STATION). The term "CFS" at a loading port means the location designated by carriers for the receiving of cargo to be packed into containers by the carrier. At discharge ports, the term "CFS" means the location designated by carriers in the port area for unpacking and delivery of cargo.

C & F NAMED PORT. All costs of goods and freight charges are included in the price quoted. Buyer pays insurance while aboard ship up to overseas inland destination.

CFS/CFS (PIER TO PIER). Cargo delivered by break-bulk to carrier's CFS to be packed by carrier into containers and to be unpacked by carrier from the container at carrier's destination port CFS.

CFS CHARGE (CONTAINER FREIGHT CHARGE). The charge assessed for services performed at the loading or discharging port in packing or unpacking of cargo into or from containers at CFS.

CHARTER PARTY. The contract between the owner of a ship and the individual or company chartering it. Among other specifications, the contract usually stipulates the exact

obligations of the shipowner (loading the goods, carrying the goods to a certain point, returning to the charterer with other goods, etc.); or it provides for an outright leasing of the vessel to the charterer, who then is responsible for his/her own loading and delivery. In either case, the charter party sets forth the exact conditions and requirements agreed upon by both sides.

C. & I. The seller quotes a price including the cost of the goods, the marine insurance, and all transportation charges except the ocean freight, to the named point of destination.

C.I.F. (COST, INSURANCE, FREIGHT). A foreign trade term under which a seller quotes a price to a buyer that includes the cost of the goods, the marine insurance, and the freight charges to the named port of destination; he/she passes the risk to the buyer upon shipping the goods and obtaining a bill of lading or an equivalent document as evidence thereof.

CONSIGNOR. A term used to describe any person who consigns goods to himself/herself or to another party in a bill of lading or equivalent document. A consignor might be the owner of the goods, or a freight forwarder who consigns goods on behalf of his/her principal.

CONSULAR DOCUMENTS. Bills of lading, certificates of origin or the special certificates, or invoice forms that bear the official signature of the consul of the country of destination.

CONSULAR INVOICE. A set of invoices (the number of copies and their format varies with the country importation) legalized by the importing country's consul. Required by many countries, mostly in Latin America, the invoice is usually made out in the language of the importing country.

COUNTERVAILING DUTY. An additional duty imposed by the Secretary of the Treasury in order to offset export grants, bounties, or subsidies paid to foreign suppliers in certain countries by the government of the country for the purpose of promoting export.

CREDIT RISK INSURANCE. A form of insurance which protects the seller against loss due to default on the part of the buyer.

CUBIC FOOT. conversion equivalents: 1,728 cubic inches; 60 pints; 8/10 bushel; 0.028 cubic meter; 28.32 liters

CUSTOMHOUSE BROKER. A person or firm licensed by the Treasury Department, to engage in entering and clearing goods through Customs. The duties of a broker include preparing the entry blank and filing it; advising the importer on duties to be paid; advancing duties and other costs; and arranging for delivery to his/her client, and trucking firm, or other carrier.

CY (CONTAINER YARD). The location designated by carrier in the port terminal area for receiving, assembling, holding, storing, and delivering containers and where containers may be picked up by shippers or redelivered by consignees. No CY shall be a shipper's, consignee's, non-vessel operating common carrier (NVOCC), or a forwarder's place of business, unless otherwise provided.

CY/CFS (HOUSE TO PIER). Containers packed by shipper off carrier's premises and delivered by shipper to carrier's CY, all at shipper's risk and expense and unpacked by carrier at the destination port CFS.

CY/CY. (HOUSE TO HOUSE). Containers packed by shipper off carrier's premises and delivered by shipper to carrier's CY and accepted by consignee at carrier's CY and unpacked by consignee off carrier's premises, all at the risk and expense of consignee.

DEFERRED REBATE. The return of a portion of the freight charges by a carrier or a conference to a shipper in exchange for the shipper giving all or most of his/her shipments to the carrier or conference over a specified period of time (usually 6 months). Payment of the rebate is deferred for a further similar period. During this time, shipper must continue to give all or most of his/her shipments to the rebating carrier or conference. The shipper thus earns a further rebate which will not, however, be paid without an additional period of exclusive or almost exclusive patronage with the carrier or conference. In this way, the shipper becomes tied to the rebating carrier or conference. Although the deferred rebate system is illegal in U.S. foreign commerce, it generally is accepted in the ocean trade between foreign countries.

DEMURRAGE. A penalty for exceeding free time allowed for loading or unloading at a pier or freight terminal. Also a charge for undue detention of transportation equipment or carriers in port while loading or unloading.

DOCUMENTS AGAINST ACCEPTANCE (D/A). Instructions that are given to a bank by an exporter. They state that the documents attached to a draft for collection are deliverable to the drawee only against his/her acceptance of the draft.

ECS CARNET. Sponsored by the International Chamber of Commerce, this is a document which permits samples of merchandise to be brought into the United States and a majority of the European countries duty free or with the payment of a minimum of customs duties. Carnets are issued by authorized chambers of commerce which, in addition, guarantee payment of full duties if the goods in question are not re-exported within a specified period of time.

EX-DOCK. An American foreign trade term, under which a seller quotes a price to a buyer that includes the cost of the goods and all additional costs (transportation, marine insurance, and other pertinent costs) necessary to place the goods on the dock at the named port of importation with required duty paid.

EX-FACTORY, EX-MINE, OR EX-WAREHOUSE. American foreign trade terms, under which a seller quotes a price to a buyer that applies only at the point of origin. The seller agrees to place the goods at the disposal of the buyer at the agreed place at the agreed time. The responsibility for the goods remains the seller's only until the goods are claimed by the buyer.

EXPORT CREDIT INSURANCE. Protection against commercial credit risks, such as insolvency and protracted default, and also against political risks such as exchange blocking, moratoriums, and other risks outside the commercial sphere. This insurance is available from underwriters in practically every large export market, sometimes from government insurers, as in the United States.

EXPORT DECLARATION. A form to be completed by the exporter or its authorized agent and filed in triplicate by a carrier with the U.S. collector of customs at the point of exit. It serves a two purposes: 1) Primarily, it is used by the U.S. Bureau of the Census for the compilation of export statistics on U.S. foreign trade (for this reason an export declaration is required for practically all shipments from the United States to foreign countries and U.S. possessions, except for mail shipments of small value, or for those of a noncommercial character); 2) The declaration also serves as an export control document because it must be presented, together with the export license, to the U.S. Customs at the port of export. If the goods may be exported under general export license, this fact must be stated on the export declaration.

EXPORT LICENSE. A document secured from a government authorizing an exporter to export a specific quantity of a particular commodity to a certain country. An export

license is often required if a government has placed embargoes or other restrictions upon exports.

EX. SHIP. Delivered out of ship.

F.A.S. Free Along Side; f.a.s. vessel (named port of shipment). Under this term, as explained by the American Foreign Trade Definitions, the price a seller quotes to a buyer of goods includes delivery of the goods (all costs and risks assumed) to the port of shipment, alongside the vessel named by the buyer.

F.A.S. VESSEL. The seller quotes a price including delivery of the goods alongside of overseas vessel and within reach of its loading tackle.

F.O.B. (f.o.b.). Free on board--Used in contract sale. Frequently the abbreviation F.O.B. will have appended to it the word "Origin" or the word "Destination." Where the word origin is used, it obligates the seller to deliver the goods to the carrier's receiving station at the point of origin. Where the word destination is used, the seller is obligated to assume the freight charges to the point of destination.

FORCE MAJEURE. The title of a standard clause found in marine contracts exempting the parties for nonfulfillment of their obligations by reasons of occurrences beyond their control, such as earthquakes, floods, or war.

FORWARDER, FREIGHT FORWARDER, FOREIGN FREIGHT FORWARDER. An independent business that dispatches shipments for exporters for a fee. The firm may ship by land, air or sea, or it may specialize. Usually it handles all the services connected with an export shipment; preparation of documents, booking cargo space, warehouse, pier delivery and export clearance.

F.P.A.A.C., F.P.A. (A.C.). Free of Particular Average, American Conditions - (Marine Insurance Term). The American form of clause commonly used, as distinguished from that used by the English underwriters. Under the American clause, the underwriter does not assume responsibility for partial losses unless caused by stranding, sinking, burning, or collision with another vessel, whereas under the English clause the underwriter assumes responsibility for partial losses if the vessel is stranded, sunk, burnt, or in collision even though such an event did not actually cause the damage suffered by the goods.

F.P.A. (f.p.a.) Free of Particular Average--(Marine Insurance Term). A term used in marine insurance policies to indicate that while the underwriter is unwilling to assume liability for ordinary partial losses due to the

peculiar qualities of the particular article, or its form of package, he/she is willing to bear partial losses, the direct result of stranding, sinking, burning, or collision.

FREE ALONGSIDE (F.A.S.) (or FREE ALONGSIDE STEAMER). The seller must deliver the goods to a pier and place them within reach of the ship's loading equipment. The buyer arranges ship space and informs the seller when and where the goods are to be placed.

FREE IN AND OUT (F.I.O.). Cost of loading and unloading a vessel is borne by the charterer.

FREE OF CAPTURE AND SEIZURE (F.C.& S.). An insurance clause providing that loss is not insured if due to capture, seizure, confiscation, and like actions, whether legal or not, or from such acts as piracy, civil war, rebellion, and civil strife.

FREE OF PARTICULAR AVERAGE (F.P.A.) A marine insurance clause providing that partial loss or damage is not insured. American conditions (F.P.A.A.C.)--partial loss not insured unless caused by the vessel being sunk, stranded, burnt, or in collision. English conditions (F.P.A.E.C.)--partial loss not insured unless a result of the vessel being sunk, stranded, burnt, or in collision.

FREE OUT (F.O.). Cost of unloading a vessel is borne by the charterer.

FREE PORT. A port which is a foreign trade zone open to all traders on equal terms; more specifically a port where merchandise may be stored duty-free, pending re-export or sale within that country.

G.A. (G./A.) General Average--(Marine Insurance Term). A loss or charge which falls upon the ship and cargo generally. All loss arising out of extraordinary sacrifices made or extraordinary expenses incurred for the preservation of ship and cargo comes within General Average and must be borne proportionately by all who benefit by the successful termination of the venture. A loss which is the result of a sacrifice voluntarily made, under fortuitous circumstances, of a portion of either ship or cargo, or the voluntary incurrence of expense for the sole purpose of preserving the common interest from an impending danger.

GATT. General Agreement on Tariffs and Trade. An international accord to foster growth of world trade. Agreement consists of tariff rates agreed to by member nations after many rounds of negotiation, and establishes

general rules for fair conduct of international trade. It provides a forum for multilateral tariff negotiations and, through semi-annual business meetings, a means for settling trade disputes. GATT reviews the policies of customs unions and free trade areas in light of the criteria specified in the agreement.

HARD CURRENCY. A currency which is sound enough to be accepted internationally and which is usually fully convertible.

HUNDREDWEIGHT. (cwt.) A short ton hundredweight = 100 pounds. Long ton hundredweight = 112 pounds.

IMPORT LICENSE. A certificate, issued by countries exercising import controls, that permits importation of the articles stated in the license. The issuance of such a permit frequently is connected with the release of foreign exchange needed to pay for the shipment for which the import license has been requested.

ISSUING BANK. A bank that has issued a letter of credit; also called opening bank.

KILOGRAM. Conversion equivalents:

2.2046 pounds
35.274 ounces
15,432.36 grains
0.0011 short ton
0.00098 long ton

LASH VESSEL. Designed to load internally barges specifically designed for the vessel. The concept is to quickly float the barges to the vessel (using tugs or ships wenches), load these barges through the rear of the vessel, and lash them to the vessel internally. The vessel then sails. Upon arrival at the foreign port the reverse happens--barges are quickly floated away from the vessel and another set of waiting barges is quickly loaded. Designed for quick vessel turn-around.

L/C (LETTER OF CREDIT). A letter of notification addressed by a banker to one or more of his/her correspondents certifying that the person named therein, upon proper identification, is entitled to draw on his/her credit up to a stipulated sum. An undertaking by a bank to substitute its credit standing for that of an unknown customer. The issuing bank assures the beneficiary (seller) that it will make payment provided all conditions contained in the Letter of Credit have been met by the seller.

L.C.L. Less than carload lot; less than carload.

LINER. Derived from the "line traffic" which denotes operation along definite routes on the basis of definite fixed schedules; thus a liner is a vessel that engages in this kind of transportation, which generally involves the haulage of general cargo as distinct from bulk cargo.

MARINE INSURANCE. An insurance which will compensate the owner of goods transported overseas in the event of loss which cannot be legally recovered from the carrier.

MEASUREMENT TON. (Also known as the cargo ton or freight ton.) A space measurement, usually 40 cubic feet or 1 cubic meter. The cargo is assessed a certain rate for every 40 cubic feet of space it occupies.

NET WEIGHT. (Actual net weight). Weight of goods alone without any immediate wrappings, e.g., the weight of the contents of a tin can without the weight of the can.

NON-VESSEL OPERATING COMMON CARRIER (NVOCC). A cargo consolidator of small shipments in ocean trade, generally soliciting business and arranging for or performing containerization functions at the port.

PAR VALUE. The official value given the currency of a nation or its relation to another currency as registered with the International Monetary Fund.

PERILS OF THE SEA. Most losses covered by a marine insurance policy come within the comprehensive expression "perils of the sea," which refers to damage caused by heavy weather, stranding, striking on rocks or on bottom, collision with other vessels, contacts with floating objects, etc.

PILFERAGE. As used in marine insurance policies, the term denotes petty thievery, the taking of small parts of a shipment, as opposed to the theft of a whole shipment or large unit. Many ordinary marine insurance policies do not cover against pilferage, and when this coverage is desired, it must be added to the policy.

PORT OF DISCHARGE. Port where vessel is off loaded and cargo discharged.

PORT OF ENTRY. A port at which foreign goods are admitted into the receiving country.

PREPAID FREIGHT. Generally speaking, freight charges both in ocean and air transport may be either prepaid in the currency of the country of export or they may be billed collect for payment by the consignee in his local currency.

However, on shipments to some countries, freight charges must be prepaid because of foreign exchange regulations of the country of import and/or rules of steamship companies or airlines.

PRIMA FACIE. Latin, "on first appearance." A term frequently encountered in foreign trade. When a steamship company issues a clean bill of lading, it acknowledges that the goods were received "in apparent good order and condition" and this is said by the courts to constitute prima facie evidence of the condition of the containers; that is if nothing to the contrary appears, it must be inferred that the cargo was in good condition when received by the carrier.

SHIPMENT. Freight tendered to a carrier by one consignor at one place at one time for delivery to one consignee at one place on one bill of lading.

SHIPPER'S EXPORT DECLARATION. A form required by the Treasury Department and completed by a shipper showing the value, weight, consignee, destination, etc., of export shipments as well as Schedule B identification number.

SHIPS MANIFEST. An instrument in writing containing a list of the shipments comprising the cargo of a vessel.

SIGHT DRAFT. Used when the seller wishes to retain control of the shipment, either for credit reasons or for the purpose of title retention. Money will be payable at sight of the completed documents.

STEAMSHIP LINE. A steamship line company is usually composed of the following departments: vessel operations, container operations, tariff department, booking, outbound rates, inward rates and sales. The company can maintain its own in-country U.S. offices to handle regional sales, operations and/or other matters or appoint steamship agents to represent them doing same. Some lines have line offices in several regions and have appointed agents in others.

TARIFF. A general term for any listing of rates, charges, etc. The tariffs most frequently encountered in foreign trade are: tariffs of the international transportation companies operating on sea, on land, and in the air; tariffs of the international cable, radio and telephone companies; and customs tariffs of the various countries, which list goods that are duty free and those subject to import duty, giving the rate of duty in each case. There are various classes of customs duties.

TEMPERATURE CONTROLLED CARGO. Any cargo requiring carriage under controlled temperature.

TIME DRAFT. A draft maturing either a specified number of days after sight (that is, after presentation to the drawee and acceptance by him/her) or a specified number of days after the date of the draft. Examples: "90 days sight," "120 days date."

TITLE, PASSING. The passing of title to exported goods is determined in large measure by the selling terms. For example, if an exporter sells goods c.i.f., he/she may be presumed to pass ownership of the goods at the time of ocean shipment and tender of documents. However, he/she may ship on a bill of lading drawn to his/her own order, to prevent the buyer from gaining possession of the goods until the draft is paid or accepted. In this case he/she retains a security title to the goods, that is, a title for security purposes only, until the financial arrangement is carried out. Caution: Depending on the laws of the buyer's country you may not be able to force passage of title without payment having been received, or the buyer having accepted delivery of the goods or a clear understanding by the buyer being understood and accepted.

WAREHOUSE RECEIPT. A receipt for commodities deposited in a warehouse, identifying the commodities deposited. It is non-negotiable if permitting delivery only to a specified person or firm, but is negotiable if made out to the order of a person or firm or to bearer. Endorsement (without endorsement, if made out to bearer) and delivery of a negotiable warehouse receipt serve to transfer the property covered by the receipt. Warehouse receipts are common documents in international banking.

WAR RISK INSURANCE. Insurance issued by marine underwriters against warlike operations specifically described in the policy. In former times, war risk insurance was taken out only in times of war, but currently many exporters cover most of their shipments with war risk insurance as a protection against losses from derelict torpedoes and floating mines placed during former wars, and also as a safeguard against unforeseen warlike developments. In the United States, war risk insurance is written in a separate policy from the ordinary marine insurance; it is desirable to take out both policies with the same underwriter in order to avoid the ill effects of a possible dispute between underwriters as to the cause (marine peril or war peril) of a given loss.

WEIGHT.

Gross - The weight of the goods including packing, wrappers or containers, internal and external. The total weight as shipped.

Net - The weight of the goods themselves without the inclusion of any wrapper.

Tare - The weight of the packaging or container.

Weight/Measurement Ton--In many cases, a rate is shown per weight/measurement ton, carrier's option. This means that the rate will be assessed on either a weight ton or measurement ton basis, whichever will yield the carrier the greater revenue. As examples, the rate may be quoted on the basis of 2240 pounds or 40 cubic feet or of 1 metric ton, or 1 cubic meter.

Weight Ton--There are three types: the short ton weighing 2,000 pounds; the long ton, 2,240 pounds; and the metric ton, 2,204.68 pounds. The last is frequently quoted for cargo being exported from Europe.

WHARFAGE. A charge assessed by a pier or dock owner against the cargo or a steamship company for use of the pier or dock.

WITHOUT RECOURSE. A phrase used on a negotiable instrument to indicate that the drawer or endorser is not liable to subsequent holders or the institution that has financed the instrument, if the instrument is not honored when due.

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A SELECTED LIST OF INTERNATIONAL "TRADE TERMS" AND CONDITIONS

ACCEPTANCE. The signing of a contract or agreement drawn by one party and accepted by a second party. By signing, the second party indicates that he/she confirms and agrees to the contract terms. When a drawee signs and dates a Bill of Exchange or draft, he/she accepts the instrument, indicating his/her obligation to pay the debt when due.

AD VALOREM. Latin, "according to the value," 1) An ad valorem duty is an import duty based on the value of an article as defined in the customs law of a particular country, rather than on weight or volume. A percentage of that value is charged, for example 5% ad valorem. 2) A freight rate set at a certain percentage of the value of an article is known as an ad valorem rate.

ADVANCE AGAINST DOCUMENTS. This form of lending is often used in lieu of an acceptance when, for example, the underlying documents do not satisfy Federal Reserve requirements for the creation of acceptances. Instead of creating an acceptance, therefore, an advance is made on the security of the document covering the shipment.

AFFREIGHTMENT, CONTRACT OF. An agreement by a steamship line to provide cargo space on a vessel at a specified time and for a specified price to accommodate an exporter or importer, who then becomes liable for payment even though he/she is later unable to make the shipment.

AFTER DATE. A term used on a draft, bill of exchange, or note. If an exporter draws a draft and stipulates payment "30 days after date," the draft is due 30 days after the date on which it was drawn. Therefore, the date of maturity is fixed and is not dependent on acceptance by the drawee.

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AFTER SIGHT. A term used on a draft or note to indicate that payment is due a stipulated number of days after presentation to the drawee or payor.

AIR WAYBILL. A non-negotiable contract of carriage for air transportation between an air carrier and a shipper, or an air carrier and an air freight forwarder. In the latter case the forwarder, as an indirect air carrier, issues his/her own air waybill to the shipper.

"ALL RISK" INSURANCE. A clause included in marine insurance policies to cover loss and damage from external causes such as fire, collision, pilferage, etc., but not against innate flaws in the goods, such as decay, germination, nor against faulty packaging or loss of market, nor against war, strike, riots and civil commotions.

ALONGSIDE. The side of the ship. Goods to be delivered alongside are to be placed on the dock or lighter within reach of the ship's tackle from which they can be loaded aboard the ship.

AUTHORITY TO PAY. A document used in the Far East, somewhat similar to a letter of credit. It is advice to an exporter by a foreign bank that a bank in the exporter's market has been authorized to pay his/her drafts upon compliance with conditions listed in the document. The Authority to Pay is a companion document to the Authority to Purchase, but differs from that document in that the exporter's drafts are drawn on the advising bank. Also, after the drafts have been paid, the beneficiary is no longer liable as drawer.

AUTHORITY TO PURCHASE. A document similar to a letter of credit, issued mainly by banks in the Far East to finance exports from other countries. The exporter draws his draft directly on the importer, or on the importer's bank, as stipulated in the Authority to Purchase, and funds are available at the exporter's own bank. Unless the authority specifies to the contrary, the draft will be negotiated with recourse to the exporter until it is paid by the drawee. (See Authority to Pay.)

BANK GUARANTY. A bank assumption of responsibility by a document which has several important uses: 1) Frequently shipping papers are late in arriving at a foreign port. To enable a consignee to enter the goods at customs, thereby avoiding charges for delayed entry, a bank may issue a guaranty assuming responsibility for later presentation of shipping papers by the consignee at customs. 2) An apparent consignee may wish to obtain possession of goods covered by a bill of lading drawn to the order of the shipper without being in possession of the bill of lading. A bank may issue

a guaranty, holding the steamship company or customs, or both, harmless for any consequences of the premature delivery. 3) Banks in the United States engaged in medium-term financing usually will demand the guaranty of a bank in the buyer's city for a stipulated portion of the risk. 4) Sometimes a bank will issue a guaranty in lieu of a letter of credit, undertaking to honor the beneficiary's drafts on compliance with the stipulations of the guaranty. In practically every case, a bank guaranty of any kind is issued on the basis of a counter-guaranty of the person applying for the bank guaranty.

BERTH OR LINER TERMS. An expression covering assessment of ocean freight rates generally implying that loading and discharging expenses will be for shipowner's account, and usually apply from the end of ship's tackle in port of loading to the end of ship's tackle in port of discharge.

BILL OF LADING. A document, issued by a carrier to a shipper, that serves as: 1) A receipt for the goods delivered to the carrier for shipment; 2) A definition of the contract of carriage of the goods from the port of shipment to the port of destination listed in the bill of lading. (See Affreightment.)

BOND, IN. Goods are held or transported "in bond" under Customs control either until import duties or other charges are paid, or in order to avoid paying such duties or charges. Example: Canadian goods are transported in bond through the United States for export to a third country to avoid paying U.S. Customs duties. Bonded warehouses are available at most ports for storing goods awaiting payment of import duty, or export.

BREAK-BULK CARGO. Cargo which is shipped as a unit (i.e., palletized cargo, boxed cargo, large machinery, trucks and pre-slung cargo).

BREAK-BULK VESSEL. Designed to handle palletized, pre-slung, boxed, and unitized cargo. Holds can be at the open bay or between deck type. Between deck means the hold can be converted from multilevel to open bay. This type of vessel is usually self-sustaining.

BUYING AGENT. A company or an individual residing in an exporting country who purchases goods produced or marketed in his/her country for a principal in another country. He/she receives a commission or a fixed annual fee for this service. It is common for customs laws to exempt the buying commission (up to a stipulated percentage) from the total invoice value before the duty is assessed.

CARRIER, COMMON. A public or privately owned firm or corporation that transports the goods of others over land, sea, or through the air, for a stated freight rate. By government regulation, a common carrier is required to carry all goods offered if accommodations are available and the established rate is paid.

CARTEL. An association of several independent national or international business organizations that regulates competition by controlling the prices, the production, or the marketing of a product or an industry.

CASH IN ADVANCE (C.I.A.). A method of payment for goods in which the buyer pays the seller in advance of the shipment of goods usually employed when the goods are built to order, such as specialized machinery.

CASH LETTER OF CREDIT. A letter addressed from one bank to one of its correspondents making available to the party named in the letter a fixed sum of money up to some future specific date. The sum indicated in the letter is equal to the amount deposited in the issuing bank by the party before the letter is issued--hence, a "cash letter of credit."

C & F (COST AND FREIGHT). A foreign trade term under which a seller quotes a price to a buyer that includes the cost of the goods and the freight to the named port of destination.

CFS (CONTAINER FREIGHT STATION). The term "CFS" at a loading port means the location designated by carriers for the receiving of cargo to be packed into containers by the carrier. At discharge ports, the term "CFS" means the location designated by carriers in the port area for unpacking and delivery of cargo.

C & F NAMED PORT. All costs of goods and freight charges are included in the price quoted. Buyer pays insurance while aboard ship up to overseas inland destination.

CFS/CFS (PIER TO PIER). Cargo delivered by break-bulk to carrier's CFS to be packed by carrier into containers and to be unpacked by carrier from the container at carrier's destination port CFS.

CFS CHARGE (CONTAINER FREIGHT CHARGE). The charge assessed for services performed at the loading or discharging port in packing or unpacking of cargo into or from containers at CFS.

CHARTER PARTY. The contract between the owner of a ship and the individual or company chartering it. Among other specifications, the contract usually stipulates the exact

obligations of the shipowner (loading the goods, carrying the goods to a certain point, returning to the charterer with other goods, etc.); or it provides for an outright leasing of the vessel to the charterer, who then is responsible for his/her own loading and delivery. In either case, the charter party sets forth the exact conditions and requirements agreed upon by both sides.

C. & I. The seller quotes a price including the cost of the goods, the marine insurance, and all transportation charges <u>except</u> the ocean freight, to the named point of destination.

C.I.F. (COST, INSURANCE, FREIGHT). A foreign trade term under which a seller quotes a price to a buyer that includes the cost of the goods, the marine insurance, and the freight charges to the named port of destination; he/she passes the risk to the buyer upon shipping the goods and obtaining a bill of lading or an equivalent document as evidence thereof.

CONSIGNOR. A term used to describe any person who consigns goods to himself/herself or to another party in a bill of lading or equivalent document. A consignor might be the owner of the goods, or a freight forwarder who consigns goods on behalf of his/her principal.

CONSULAR DOCUMENTS. Bills of lading, certificates of origin or the special certificates, or invoice forms that bear the official signature of the consul of the country of destination.

CONSULAR INVOICE. A set of invoices (the number of copies and their format varies with the country importation) legalized by the importing country's consul. Required by many countries, mostly in Latin America, the invoice is usually made out in the language of the importing country.

COUNTERVAILING DUTY. An additional duty imposed by the Secretary of the Treasury in order to offset export grants, bounties, or subsidies paid to foreign suppliers in certain countries by the government of the country for the purpose of promoting export.

CREDIT RISK INSURANCE. A form of insurance which protects the seller against loss due to default on the part of the buyer.

CUBIC FOOT. conversion equivalents: 1,728 cubic inches; 60 pints; 8/10 bushel; 0.028 cubic meter; 28.32 liters

CUSTOMHOUSE BROKER. A person or firm licensed by the Treasury Department to engage in entering and clearing goods through Customs. The duties of a broker include preparing the entry blank and filing it; advising the importer on duties to be paid; advancing duties and other costs; and arranging for delivery to his/her client, trucking firm, or other carrier.

CY (CONTAINER YARD). The location designated by carrier in the port terminal area for receiving, assembling, holding, storing, and delivering containers and where containers may be picked up by shippers or redelivered by consignees. No CY shall be a shipper's, consignee's, non-vessel operating common carrier (NVOCC), or a forwarder's place of business, unless otherwise provided.

CY/CFS (HOUSE TO PIER). Containers packed by shipper off carrier's premises and delivered by shipper to carrier's CY, all at shipper's risk and expense and unpacked by carrier at the destination port CFS.

CY/CY. (HOUSE TO HOUSE). Containers packed by shipper off carrier's premises and delivered by shipper to carrier's CY and accepted by consignee at carrier's CY and unpacked by consignee off carrier's premises, all at the risk and expense of consignee.

DEFERRED REBATE. The return of a portion of the freight charges by a carrier or a conference to a shipper in exchange for the shipper giving all or most of his/her shipments to the carrier or conference over a specified period of time (usually 6 months). Payment of the rebate is deferred for a further similar period. During this time, shipper must continue to give all or most of his/her shipments to the rebating carrier or conference. The shipper thus earns a further rebate which will not, however, be paid without an additional period of exclusive or almost exclusive patronage with the carrier or conference. In this way, the shipper becomes tied to the rebating carrier or conference. Although the deferred rebate system is illegal in U.S. foreign commerce, it generally is accepted in the ocean trade between foreign countries.

DEMURRAGE. A penalty for exceeding free time allowed for loading or unloading at a pier or freight terminal. Also a charge for undue detention of transportation equipment or carriers in port while loading or unloading.

DOCUMENTS AGAINST ACCEPTANCE (D/A). Instructions that are given to a bank by an exporter. They state that the documents attached to a draft for collection are deliverable to the drawee only against his/her acceptance of the draft.

ECS CARNET. Sponsored by the International Chamber of Commerce, this is a document which permits samples of merchandise to be brought into the United States and a majority of the European countries duty free or with the payment of a minimum of customs duties. Carnets are issued by authorized chambers of commerce which, in addition, guarantee payment of full duties if the goods in question are not re-exported within a specified period of time.

EX-DOCK. An American foreign trade term, under which a seller quotes a price to a buyer that includes the cost of the goods and all additional costs (transportation, marine insurance, and other pertinent costs) necessary to place the goods on the dock at the named port of importation with required duty paid.

EX-FACTORY, EX-MINE, OR EX-WAREHOUSE. American foreign trade terms, under which a seller quotes a price to a buyer that applies only at the point of origin. The seller agrees to place the goods at the disposal of the buyer at the agreed place at the agreed time. The responsibility for the goods remains the seller's only until the goods are claimed by the buyer.

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FREE ALONGSIDE (F.A.S.) (or FREE ALONGSIDE STEAMER). The seller must deliver the goods to a pier and place them within reach of the ship's loading equipment. The buyer arranges ship space and informs the seller when and where the goods are to be placed.

FREE IN AND OUT (F.I.O.). Cost of loading and unloading a vessel is borne by the charterer.

FREE OF CAPTURE AND SEIZURE (F.C.& S.). An insurance clause providing that loss is not insured if due to capture, seizure, confiscation, and like actions, whether legal or not, or from such acts as piracy, civil war, rebellion, and civil strife.

FREE OF PARTICULAR AVERAGE (F.P.A.) A marine insurance clause providing that partial loss or damage is not insured. American conditions (F.P.A.A.C.)--partial loss not insured unless caused by the vessel being sunk, stranded, burnt, or in collision. English conditions (F.P.A.E.C.)--partial loss not insured unless a result of the vessel being sunk, stranded, burnt, or in collision.

FREE OUT (F.O.). Cost of unloading a vessel is borne by the charterer.

FREE PORT. A port which is a foreign trade zone open to all traders on equal terms; more specifically a port where merchandise may be stored duty-free, pending re-export or sale within that country.

G.A. (G./A.) General Average--(Marine Insurance Term). A loss or charge which falls upon the ship and cargo generally. All loss arising out of extraordinary sacrifices made or extraordinary expenses incurred for the preservation of ship and cargo comes within General Average and must be borne proportionately by all who benefit by the successful termination of the venture. A loss which is the result of a sacrifice voluntarily made, under fortuitous circumstances, of a portion of either ship or cargo, or the voluntary incurrence of expense for the sole purpose of preserving the common interest from an impending danger.

GATT. General Agreement on Tariffs and Trade. An international accord to foster growth of world trade. Agreement consists of tariff rates agreed to by member nations after many rounds of negotiation, and establishes general rules for fair conduct of international trade. It

provides a forum for multilateral tariff negotiations and, through semi-annual business meetings, a means for settling trade disputes. GATT reviews the policies of customs unions and free trade areas in light of the criteria specified in the agreement.

HARD CURRENCY. A currency which is sound enough to be accepted internationally and which is usually fully convertible.

HUNDREDWEIGHT. (cwt.) A short ton hundredweight = 100 pounds. Long ton hundredweight = 112 pounds.

IMPORT LICENSE. A certificate, issued by countries exercising import controls, that permits importation of the articles stated in the license. The issuance of such a permit frequently is connected with the release of foreign exchange needed to pay for the shipment for which the import license has been requested.

ISSUING BANK. The bank that has issued a letter of credit; also called opening bank.

KILOGRAM. Conversion equivalents:

2.2046 pounds
35.274 ounces
15,432.36 grains
0.0011 short ton
0.00098 long ton

LASH VESSEL. Designed to load internally barges specifically designed for the vessel. The concept is to quickly float the barges to the vessel (using tugs or ships wenches), load these barges through the rear of the vessel, and lash them to the vessel internally. The vessel then sails. Upon arrival at the foreign port the reverse happens--barges are quickly floated away from the vessel and another set of waiting barges is quickly loaded. Designed for quick vessel turn-around.

L/C (LETTER OF CREDIT). A letter of notification addressed by a banker to one or more of his/her correspondents certifying that the person named therein, upon proper identification, is entitled to draw on his/her credit up to a stipulated sum. An undertaking by a bank to substitute its credit standing for that of an unknown customer. The issuing bank assures the beneficiary (seller) that it will make payment provided all conditions contained in the Letter of Credit have been met by the seller.

L.C.L. Less than carload lot; less than carload.

LINER. Derived from the "line traffic" which denotes operation along definite routes on the basis of definite fixed schedules; thus a liner is a vessel that engages in this kind of transportation, which generally involves the haulage of general cargo as distinct from bulk cargo.

MARINE INSURANCE. An insurance which will compensate the owner of goods transported overseas in the event of loss which cannot be legally recovered from the carrier.

MEASUREMENT TON. (Also known as the cargo ton or freight ton.) A space measurement, usually 40 cubic feet or 1 cubic meter. The cargo is assessed a certain rate for every 40 cubic feet of space it occupies.

NET WEIGHT. (Actual net weight). Weight of goods alone without any immediate wrappings, e.g., the weight of the contents of a tin can without the weight of the can.

NON-VESSEL OPERATING COMMON CARRIER (NVOCC). A cargo consolidator of small shipments in ocean trade, generally soliciting business and arranging for or performing containerization functions at the port.

PAR VALUE. The official value given the currency of a nation or its relation to another currency as registered with the International Monetary Fund.

PERILS OF THE SEA. Most losses covered by a marine insurance policy come within the comprehensive expression "perils of the sea," which refers to damage caused by heavy weather, stranding, striking on rocks or on bottom, collision with other vessels, contacts with floating objects, etc.

PILFERAGE. As used in marine insurance policies, the term denotes petty thievery, the taking of small parts of a shipment, as opposed to the theft of a whole shipment or large unit. Many ordinary marine insurance policies do not cover against pilferage, and when this coverage is desired, it must be added to the policy.

PORT OF DISCHARGE. Port where vessel is off loaded and cargo discharged.

PORT OF ENTRY. A port at which foreign goods are admitted into the receiving country.

PREPAID FREIGHT. Generally speaking, freight charges both in ocean and air transport may be either prepaid in the currency of the country of export or they may be billed collect for payment by the consignee in his local currency.

However, on shipments to some countries, freight charges must be prepaid because of foreign exchange regulations of the country of import and/or rules of steamship companies or airlines.

PRIMA FACIE. Latin, "on first appearance." A term frequently encountered in foreign trade. When a steamship company issues a clean bill of lading, it acknowledges that the goods were received "in apparent good order and condition" and this is said by the courts to constitute prima facie evidence of the condition of the containers; that is if nothing to the contrary appears, it must be inferred that the cargo was in good condition when received by the carrier.

SHIPMENT. Freight tendered to a carrier by one consignor at one place at one time for delivery to one consignee at one place on one bill of lading.

SHIPPER'S EXPORT DECLARATION. A form required by the Treasury Department and completed by a shipper showing the value, weight, consignee, destination, etc., of export shipments as well as Schedule B identification number.

SHIPS MANIFEST. An instrument in writing containing a list of the shipments comprising the cargo of a vessel.

SIGHT DRAFT. Used when the seller wishes to retain control of the shipment, either for credit reasons or for the purpose of title retention. Money will be payable at sight of the completed documents.

STEAMSHIP LINE. A steamship line company is usually composed of the following departments: vessel operations, container operations, tariff department, booking, outbound rates, inward rates and sales. The company can maintain its own in-country U.S. offices to handle regional sales, operations and/or other matters or appoint steamship agents to represent them doing same. Some lines have line offices in several regions and have appointed agents in others.

TARIFF. A general term for any listing of rates, charges, etc. The tariffs most frequently encountered in foreign trade are: tariffs of the international transportation companies operating on sea, on land, and in the air; tariffs of the international cable, radio and telephone companies; and customs tariffs of the various countries, which list goods that are duty free and those subject to import duty, giving the rate of duty in each case. There are various classes of customs duties.

TEMPERATURE CONTROLLED CARGO. Any cargo requiring carriage under controlled temperature.

TIME DRAFT. A draft maturing either a specified number of days after sight (that is, after presentation to the drawee and acceptance by him/her) or a specified number of days after the date of the draft. Examples: "90 days sight;" "120 days date."

TITLE, PASSING. The passing of title to exported goods is determined in large measure by the selling terms. For example, if an exporter sells goods c.i.f., he/she may be presumed to pass ownership of the goods at the time of ocean shipment and tender of documents. However, he/she may ship on a bill of lading drawn to his/her own order, to prevent the buyer from gaining possession of the goods until the draft is paid or accepted. In this case he/she retains a security title to the goods, that is, a title for security purposes only, until the financial arrangement is carried out. Caution: Depending on the laws of the buyer's country you may not be able to force passage of title without payment having been received, or the buyer having accepted delivery of the goods or a clear understanding by the buyer being understood and accepted.

WAREHOUSE RECEIPT. A receipt for commodities deposited in a warehouse, identifying the commodities deposited. It is non-negotiable if permitting delivery only to a specified person or firm, but is negotiable if made out to the order of a person or firm or to bearer. Endorsement (without endorsement, if made out to bearer) and delivery of a negotiable warehouse receipt serve to transfer the property covered by the receipt. Warehouse receipts are common documents in international banking.

WAR RISK INSURANCE. Insurance issued by marine underwriters against warlike operations specifically described in the policy. In former times, war risk insurance was taken out only in times of war, but currently many exporters cover most of their shipments with war risk insurance as a protection against losses from derelict torpedoes and floating mines placed during former wars, and also as a safeguard against unforeseen warlike developments. In the United States, war risk insurance is written in a separate policy from the ordinary marine insurance; it is desirable to take out both policies with the same underwriter in order to avoid the ill effects of a possible dispute between underwriters as to the cause (marine peril or war peril) of a given loss.

WEIGHT.

Gross - The weight of the goods including packing, wrappers or containers, internal and external. The total weight as shipped.

Net - The weight of the goods themselves without the inclusion of any wrapper.

Tare - The weight of the packaging or container.

Weight/Measurement Ton--In many cases, a rate is shown per weight/measurement ton, carrier's option. This means that the rate will be assessed on either a weight ton or measurement ton basis, whichever will yield the carrier the greater revenue. As examples, the rate may be quoted on the basis of 2240 pounds or 40 cubic feet or of 1 metric ton, or 1 cubic meter.

Weight Ton--There are three types: the short ton weighing 2,000 pounds; the long ton, 2,240 pounds; and the metric ton, 2,204.68 pounds. The last is frequently quoted for cargo being exported from Europe.

WHARFAGE. A charge assessed by a pier or dock owner against the cargo or a steamship company for use of the pier or dock.

WITHOUT RECOURSE. A phrase used on a negotiable instrument to indicate that the drawer or endorser is not liable to subsequent holders or the institution that has financed the instrument, if the instrument is not honored when due.

Compiled from the "Glossary of International Terms," International Trade Institute, Inc., Dayton, Ohio.
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MARKET NEWS TERMINOLOGY

Following are definitions of terminology of market news reports.

I. OFFERINGS AND SUPPLIES

A general statement concerning the volume of offerings or supplies is used whenever it can help explain the current market condition. It is used with qualifying terms: "light," "moderate," or "heavy." Light and heavy may be modified by "very" or "fairly."

A. Offerings: The volume voluntarily made available for sale.

B. Supplies: The volume over which no one has control. This term is applicable when production is heavy, when weather conditions, or some other factors, affect the volume moving to market. "Offerings" is used in all instances when the option is with the seller, such as commodities moving from storage.

II. DEMAND

Demand is shown regularly in shipping point market reports but may not be included in terminal market reports except in cases where it is necessary to explain an unusual market situation.

"Demand" represents the immediate or current desire for a commodity coupled with the ability and willingness of the buyer to pay for it. The following phrases refer to "effective demand," that is, the demand which results in current trading at the market prices quoted. Demand at any given time is considered in relationship to what might be regarded as normal for the season. In other words, a demand which would absorb one load a day of strawberries in January might be "good," while on the same market, demand which could clean up five loads a day in May might be only "fairly good." Likewise, with only one load of a product on a market, a light demand might clean up supplies in an hour while with 10 loads on the same market demand might have been extremely good and there would still be a considerable carryover when the market closed.

- Demand Terms

A. Demand Exceeds Supply or Offerings - When demand is substantially greater than available support or offerings.

B. Very Good - Demand is well above average for seasonally normal offerings.

C. Good - Demand is better than average and trading is more active than normal.

D. Moderate or Fairly Good - Average buyer interest and trading.

E. Fairly Light - Buyer interest and trading slightly below average.

F. Light - Demand is below average.

G. Very Light - Few buyers are interested in trading.

H. Practically No Demand - Indicates a stagnant condition on the market, with very little interest and very few or no sales.

III. MARKET TERMS

"Market," as used by Market News, represents the price level at which a commodity is traded. "Price trends" are used in our reports to indicate comparisons with conditions and prices which prevailed on the previous day, and in certain situations, conditions accepted on the following day, or both.

Price trends are shown for each commodity unless quotations are very limited. "Few Sales" or "Supplies (Offerings) Light" require no price trend.

Levels of prices in themselves are not factors in analyzing the price trend except when compared with previous prices or those expected in the future. For example, the market may be lower at a price level of $10 if this represents a price decline compared with the previous day, while the market on the same item may be higher at a price level of $2 provided this represents a price increase over the previous day.

Price trend comparisons are based on sales which represent stock of quality and condition similar to the

previous day and may be clarified with additional descriptive terms, e.g., "Steady - better quality offered" if prices are slightly higher but quality is considerably better.

A. Price Trends

1. Strong - When prices are measurably higher than the previous trading session, and it is the reporter's opinion that the trend toward higher prices has not yet reached its highest level.

2. Much Higher - When prices are substantially higher than the previous trading day.

3. Higher - When the majority of sales are at prices measurably higher than the previous trading session. Actual increase may be shown, e.g., 50 cents higher.

4. Slightly Higher - Represents a condition in which price advances are less definite and less general than when "higher" is used. The price range need not be higher, but it should show a greater volume of sales at the higher end of the range making a definite higher "mostly" price. Also, this term may be used if the price range is higher and a "mostly" price is either not appropriate or unchanged. When, in the reporter's judgment, the higher prices are insufficient to affect the market trend, the prices should not be included in the range but should be qualified by "occasional," "few," or some."

5. Firm - Prices are tending higher, but not measurably so, although a slightly higher undertone is prevailing.

6. Unsettled - Used only rarely to indicate a condition of market uncertainty with lack of agreement on the part of the trade as to whether prices tend to be lower or higher. It may also represent a waiting attitude pending the development or outcome of extraneous factors which might affect the market, such as storm damage, labor troubles, etc., and these factors may be mentioned, such as "market unsettled because of trucker's strike," etc.

7. Steady - Prices are unchanged from previous trading session.

8. About Steady - This is probably the most used term and justifiably so because very seldom does a market situation remain exactly the same two or more consecutive days without some change even though not significant.

9. Dull - Prices are about unchanged from the previous trading session, trading is inactive, and prices represent few sales.

10. Barely Steady - Indicates a condition of decreasing confidence on the part of most sellers because of decreased demand, supplies not cleaning up, heavier supplies in prospect, etc. Prices are holding at the level of the day before, but a weaker undertone prevails.

11. Slightly Lower - Represents a condition in which price declines are less definite and less general than when "lower" is used. The price range need not be lower, but it should show a greater volume of sales at the lower end of the range making a definite lower "mostly" price. Also, this term may be used if the price range is lower and a "mostly" price is either not appropriate or unchanged. When, in the reporter's judgment, the lower prices are insufficient to affect the market trend, the prices would not be included in the range, but may be qualified by "occasional," "few," or "some."

12. Lower - When prices for most sales are measurably lower than the previous trading session. Actual decrease may be shown, e.g., 25 percent lower.

13. Much Lower - When prices are substantially lower than the previous trading session.

14. Weak - Indicates a downward trend. Prices are measurably lower than the previous trading session and may be lower the following trading day.

15. Demoralized - This term is to be used only in very unusual cases. It describes a condition in which the market is oversupplied with perishable commodities which cannot be sold except at extremely low prices, in some cases at almost any price offered.

B. Undertone

Market sentiment indicating sense of direction of market prices for the following day or few days. This term may be used with any of the preceding terms to describe the analysis of expected price trends or to indicate market sentiment in which prices are not established, e.g., too few sales to establish market "slightly lower undertone" prevails.

C. Trading Activity

The pace at which sales are being made. These terms are used in the Shipping Point Trends report to indicate trading activity.

1. Very Active - Demand is much better than average and available supplies (offerings) are being sold rapidly.

2. Active - Available supplies (offerings) are readily clearing the market.

3. Fairly Active - Available supplies (offerings) clearing the market at a slightly faster rate than normal.

4. Moderate - Available supplies (offerings) are clearing the market at a reasonable rate.

5. Fairly Slow - Available supplies (offerings) are clearing the market at a slightly slower rate than normal.

6. Slow - Available supplies (offerings) are not readily clearing the market.

7. Very Slow - Available supplies (offerings) are not clearing the market. Large percentage of supplies are unsold.

8. Inactive - Sales are intermittent with few buyers and/or sellers.

IV. BASES OF SALE

A. Shipping Point

There is normally no price differential for different bases of sale at shipping point. When there is no difference in price, basis of sale on reports or wires is not identified. Shipping point reporters quote the price f.o.b. (free-on-board) at shipping point, excluding all charges for freight, protective, and extra services. Market quotes are identified as follows: "PRICES F.O.B. SHIPPING POINT BASIS." Import markets are identified "PRICES F.O.B." (Point of entry such as NOGALES, ARIZ, SOUTH TEXAS, etc.)

BASES

If a brokerage fee is paid by the shipper and included on the shipping manifest, this would be included in the price f.o.b. shipping point basis. If a brokerage fee is paid by the buyer and not included in the shipper's manifest, this fee would be excluded. Unusual situations may occur which result in different prices for one or more bases of sale. When there is a significant volume, those bases of sale would be quoted separately. For example, "600-650 MOSTLY 625 SOME F.O.B. ACCEPTANCE 500-525." A full list of bases of sale are shown in the Perishable Agricultural Commodities Act (PACA) regulation trade terms and definitions section. Following are the definitions of the most common types of sales for your information.

1. Sales F.O.B. Shipping Point - Means that the produce quoted or sold is to be placed free on board the boat, car, truck, or other agency of land transportation at shipping point in suitable shipping condition and that the buyer assumes all risk of damage and delay in transit not caused by the seller irrespective of how the shipment is billed. They buyer shall have the right of inspection at destination before goods are paid for to determine if the produce shipped complied with the terms of the contract or order at time of shipment subject to the provisions covering suitable shipping condition. Such right of inspection does not convey or imply any right of rejection by the buyer because of any loss, damage, deterioration, or change which has occurred in transit.

2. Delivered Sales, Shipping Point Basis - Means that the produce is to be delivered by the seller on board car, or by truck, or on dock if delivered by boat, at the market which the buyer is located, or at such other market as is

agreed upon, free of any charges for transportation or protective service. The seller assumes all risks of loss or damage in transit not caused by the buyer. The reported price represents the net f.o.b. return to the shipper and is derived by deducting transportation and other costs.

3. Other Bases of Sale - In some growing areas, due to the nature of trading or industry practices, buying or selling is limited to certain groups. Specific terms have been established to cover these conditions.

a. Sales to Local Buyers: Covers sales through farmers' market facilities to truckers, buying brokers, and others "on the ground" sales.

b. Prices Paid to Growers: Should be considered as the price paid to growers by packers or shippers, indicating the unit of sale and point of sale, or basis of delivery most common in the territory, e.g., "Bulk per CWT: U.S. No. 1 at warehouse," or "per ton sacked and loaded," or "per crate, in field, buyer furnishing crates."

B. Terminal

1. Sales by Wholesalers: The most common basis of sale on large terminal markets. Prices include delivery to and loading on a truck at wholesaler's dock. Charges for delivery to customer destinations are extra.

2. Sales by Service Wholesalers: The most common basis on small or medium sized markets where sales are generally handled by telephone. The service wholesaler combines the functions and services of wholesalers and jobbers, and prices include delivery to the customers designated destinations.

V. MIXED LOADING

In many sections, the practice of loading two or more commodities or two or more types of packages in one car or truck is common. Often commodities are priced the same, whether in straight or mixed loads. On the other hand, at certain times or in some shipping districts, a premium is charged for produce in mixed loads or mixed packs. The following examples should be used to cover these conditions:

A. Mixed Loads - Where there is a distinct differential, quote separately as "Straight Load" or "Mixed Load."

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B. Mixed Pack Loads - To be used where mixing packages of the same commodity results in higher prices for straight loads, "100-lb sacks Straight Loads 400, Mixed Pack 425.

VI. GRADES

All grades used in market news reports refer to Federal or State grades. Usage of terms such as "No. 1," "No. 2," "fancy" or "select" as applied to peppers, eggplant, cucumbers, and similar commodities in some sections is to be avoided. "Fancy" as used in these cases is not a recognized State grade. As a Federal grade it means U.S. Fancy. The Secretary of Agriculture has ruled that in contracts or sales, No. 1, No. 2, Fancy, Commercial, or other terms which are a part of one established U.S. Standard will be construed as meaning U.S. No. 1, U.S. No. 2, etc.

The trade may loosely refer to Size B Eastern potatoes as No. 2s; or off-quality, locally grown, produce which is seldom inspected or marked for grade as No. 2. Reports would not include such trade terminology when it is not in accord with U.S. or recognized State standards. General quality terms are used instead.

The term "ungraded" is not used to mean absence of grade marks on the package. Often peaches or other items may be graded, but the containers will not be marked as to grade. Such would be indicated on reports as "no grade marks" which unmarked lots of a commodity are known to be of a specified grade and are selling in line with lots marked as to grade.

The use of "orchard run," "tree run," and similar terms, which imply no grading or cullage whatsoever, are not appropriate. There has been sufficient grading to remove culls or damaged specimens. Terms such as "tree run, culls out" may be used. Under certain conditions the term "partly graded" may be used, but this is not generally recommended. Quality is described if it is other than "generally good."

VII. QUALITY, CONDITION, AND APPEARANCE

The following interpretations have been placed upon the terms "quality" and "condition" as used by Inspection, Market News, and PACA. Carefully review these definitions periodically. It is recognized that market reporters cannot readily determine percentage of grade or condition defects. Following these definitions, however, provide a uniform guide for all reporters. Quality and condition on reports must be distinguished and Market reporters must be more exact on this than the layman. To the average person a rotten apple is "poor quality." On a market report this would always be shown as "condition."

A. Quality

Quality shall be deemed to include size, color, shape, texture, cleanliness, freedom from defects, and other more permanent physical properties of a product which affect its market value.

In the absence of established grades and standards for ornamental crops, the trade has its own terminology describing each variety to the satisfaction of most members of the industry. A reporter is expected to adapt his/her reporting to these terms. The following are some quality factors a reporter uses when reporting flowers. A flower should:

- be bright, clean, and have firm petals and leaves.
- have normal blossom shape for variety.
- be free of insects, disease (if able to discern), any abnormality which affects the appearance or shipping quality.
- be essentially straight, with still stems, capable of supporting the flower.

The following terms when used in market news reports in connection with "quality" shall be interpreted as follows:

1. Fine: Better than good. Superior in appearance, color,and other "quality" factors. Do not use "fancy" as a synonym for "fine." This would imply U.S. Fancy.

2. Good: In general, stock which has a high degree of merchantability with a small percentage of defects. This term includes U.S. No. 1 stock generally, 85 percent U.S. No. 1 or better quality on some commodities, such as lettuce.

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3. Fair: Having a higher percentage of defects than "good." From a quality standpoint, roughly around 75 percent U.S. No. 1 quality with some leeway in either direction.

4. Ordinary: Having a fairly high percentage of defects as compared to "good." Roughly 50 to 60 percent U.S. No. 1 quality.

5. Poor: Having a heavy percentage of defects, with a low degree of salability except to "low priced" trade. More than 50 percent grade defects.

B. Condition

Condition shall be deemed to include stage of maturity, decay, freezing injury, shriveling, flabbiness, or any other deterioration which may have occurred, or progressed since the product was harvested and which may continue to progress. The following terms when used in market news reports in connection with "condition" shall be interpreted as meaning:

1. Good: Means such condition as does not justify any price reduction because of condition factors.

2. Fair: Means having a slight degree of off-condition factors which may warrant a small price reduction as compared to "good." For flowers, shelf life is questionable.

3. Ordinary: Means having a heavier degree of off condition factors which may warrant a substantial price reduction as compared to "good." For flowers, shelf life is considered rather short.

4. Poor: Means so badly off-condition as may warrant heavy price reduction. For flowers, means very short shelf life. Must be moved immediately or dumped.

5. Holdovers: Presumably refers to merchandise that has been on the market longer than normally but remains near its original condition. Prices are discounted to clear up supplies or because probable shelf life is reduced. This term is not specific and is to be used very rarely.

C. Appearance

This can refer to color, texture of the skin, uniformity of pack, container, etc. Often the only explanation for price differential between two lots of the same commodity is the appearance, e.g., "Potatoes - 100-lb. sacks U.S. No. 1 Size A $3.50-4.00, fair appearance $3.00." The same qualifying terms apply to condition.

D. Qualifying Terms

A combination of terms may be used in market news reports to describe a wide range in quality and/or condition, as "poor to ordinary," "ordinary to fair," "fair to good," etc. These terms may be further qualified by use of such terms as "generally," "mostly," "some," "few," etc. Use of these terms should follow the guidelines in Section IX.

VIII. QUALIFYING TERMS

The following terms when used by Market News, Inspection, or PACA will be interpreted as meaning:

Occasional	1 to 5	percent
Few	5 to 10	percent
Some	10 to 25	percent
Many	25 to 50	percent
Mostly	50 to 90	percent
Generally	90 to 100	percent

Inspection uses the term "approximately half" meaning 45 to 55 percent, but this term is not applicable to market news reports. It is recognized that market news reporters cannot generally determine the exact percentage of sales at each price level, however, the above guidelines should be carefully adhered to.

IX. SIZE

A high percentage of the various fruits and vegetables are "sized" as part of the grading and packing process. Size has a very important bearing on the market value of most commodities and is frequently a price or market factor. For this reason, sizes are observed closely and reported as accurately as possible on all commodities. Sizing methods and terminology vary greatly between different commodities.

A. Count

Western head lettuce is sized according to the number of heads in a carton and designated as 24s, 30s, and occasional 18s. Celery is handled similarly indicating the stalk count by dozens. In the case of bunched vegetables, the count indicates dozens of bunches. Citrus fruits, and Western pears, apples, and peaches are normally sized on the basis of number of individual fruits in a container.

B. Arrangement in Container

In some commodities, as tomatoes and certain Western deciduous fruits, the size term indicates arrangement in the package as "3x4x5," or "8 row." It has become customary to report the size of some fruits according to the size that would be indicated if they were place packed. For example, loose cherry lugs may be marked 12 row and larger, although no attention has been given to arranging as marked on the container. Where such sizes are used to designate loose or jumble packs, the word "size" would be included, e.g., "12 row size."

C. Diameter and Weight

Eastern yellow onions are commonly sold at shipping point on basis of percentage 2 inches and larger, as "70-80 percent 2 inches and larger," but on wholesale markets this size is considered "medium." Western onions are sold on the basis 3 inches and larger for "jumbo size" and 2-3 1/4 inches for "medium" size. It is preferable to quote Sweet Spanish on actual size, rather than general terms "jumbo "and "medium." Due to the Marketing Order Idaho-Oregon onions, medium sized must be 2 1/4 to 3 inches and jumbo size 3 inches and larger. Eastern deciduous fruits are normally sized on the basis of diameter of the smallest specimens or a minimum and maximum stated in terms of inches, as "2 inch minimum," "2 1/2 inches up," "2-3 inches." Potatoes are similarly sized on the basis of minimum, or in some cases a minimum and maximum size with definite size designations as "size A," "size A, 2 inch minimum," "size B," "8 ounce minimum," "2 1/2 to 3 1/2 inches," etc. Size and weight of a commodity should always be in accordance with the requirements of any marketing order in force.

D. Other Considerations

Because of the wide variation between commodities, it is difficult to list all methods and terms here. Your knowledge and observations, coupled with some study of U.S. Standards, will be your best guide. Insofar as possible,

the exact terms are applied to each commodity. Their term "all sizes" is used when the commodity being quoted on the market contains the full range of sizes in which that item is normally packed.

Most difficult to quote are commodities such as peppers, cabbage, topped vegetables, and other items where size is not indicated by the packer, but size is a market factor. A rule of thumb would be to consider the most common and generally accepted size on a market as "medium" with oversized and undersized as "large," "very large," "small," or "very small."

E. Minimum or "Up" Sizes

A committee on terminology has established the following interpretation on use of "minimum" and "up" and/or "larger": Subject to size tolerances as fixed by U.S. or State Standards, the term "minimum" designates only the smallest size in the packages and carries no warranty as to larger sizes. Terms such as "2 inches and up (or larger)" shall be deemed to mean that the minimum diameter is no less than the minimum indicated and that none of the larger sizes have been removed.

In reporting sizes quote "minimum" and "and up" separately if there is a different price for the different classifications. If both sell at the same price, show both sizes as "2 inch minimum or up $2.00-2.25." "Minimum" should not be considered as synonymous with "and up" or "and larger."

Caution - In use of the term "and larger" in lieu of identifying actual sizes. For example, where quotations include sales of apple sizes 88s, 100s, 113s, and 125s, it is not the same as "125s and larger." The would be quoted as "88-125s" because "and larger" implies a mix of sizes in the same pack.

XI. BRANDS OR LABELS

Many shippers have established a reputation for their brands. The pack marketed under one particular label will be more or less uniform, and the buyer can be fairly certain of the quality or size he/she can expect when that label appears on the market. Once a firm gains acceptance of one brand over those of his/her competitors, the package may sell outside the general market range due primarily to the label even though other stock on the market may be as good or better in quality. "Preferred brands" is used when more than one label is selling outside the price range. "One

brand" or "one label" is confined to shipper or receiver sales, usually distinguished by brand or reputation.

"One lot" is not distinguished by a label, but related to a specific quantity or sale of a commodity. If volume interpretation is needed, the above term should be qualified by "few," "some," "many," "most," etc.

Many times the trade will report sales as "second labels." This implies that it is not the shipper's best merchandise.

XII. REPACKS AND CONSUMER PACKS

Commodities such as cabbage, potatoes, and a few others are at times brought to market in bulk, and locally sacked, boxed, or otherwise packed for sale. In some cases they are graded during packing. Such commodities are referred to as "packed locally."

Many fruits and vegetables are packed in consumer sized packages, both at shipping point and in terminal markets. Different commodity packs of this type are referred to as "repacks," "prepacks," or "consumer packs." Some items such as tomatoes are ripened in special ripening rooms, sorted, sized, and packed in consumer-size packages, the most common of which is referred to as a tube -- a long narrow file window carton holding 3, 4, or 5 tomatoes and weighing from 10 or 12 ounces up to a pound. These tubes are packed in master cartons for delivery to the retailer.

Some leafy greens, such as kale and spinach, are washed, trimmed, sometimes chopped, and packed ready for the pot in film bags ranging from 10 ounces to a pound in weight. These also are packed in master containers. Numerous other items are repacked or prepacked in various types of consumer packages. When available on the market or in shipping areas, they should be quoted. Wherever possible, they are quoted on the basis of master containers, e.g., cartons, 12 tubes, 3s and 4s; cartons 24 - 12 ounce film bags. "Cellophane," "pliofilm," or similar patented trade names, or trade colloquialisms as "cellos," are not used for plastic films used in packaging or wrapping fruits and vegetables. They are referred to as "film bags" or "film wrapped." "Vexar" is a patented name and should not be used. Sacks made of this material should be called "plastic mesh."

XIII. NEARBY GROWN COMMODITIES

In terminal market news reports produce from nearby or "homegrown" truck garden areas must be quoted. Either "nearby" or "local," should in most cases be considered as within a radius of not more than 25 to 40 miles, although this will vary with different markets. In a few cities, outlying farmers' markets are not covered although they receive a substantial volume of seasonal nearby items. In such cases, a statement such as "nearby truck receipts at farmers' markets practically supplying market" may be used, especially where necessary to explain absence of quotations for certain commodities on the wholesale market.

XIV. CROP DAMAGE

Often crops may be damaged by freezes, heavy rains, wind or other weather conditions to such an extent as to seriously curtail tonnage or affect market conditions.

As a guide for disseminating weather damage information at shipping points, the following terms when used in fruit and vegetable market reports would be interpreted as meaning:

Negligible damage	Less than 5 percent
Light "	5 to 20 percent
Moderate "	20 to 45 percent
Heavy "	45 to 90 percent
Generally total loss	90 percent or more

XV. SUPPLY TERMS

Units of measure for supply reports as exchanged by leased wire are explained below. Published reports may be modified to convert data to shipment loads or other basis most useful to local trade with approval by Washington.

A. Shipping Point Supply Reports

1. Shipments

a. Rail - number of cars and piggyback vans converted to 10,000 pound units waybilled on each railroad operating division each day, based on a midnight cut-off.

b. Boat - imports reported by boat lines at port of entry, expressed in 10,000 pound units.

c. Truck - interstate, state-wide, or area-wide movement by truck reported in 10,000 pound units by the Federal-State Inspection Service, state agencies, or market news field offices.

d. Air - Number of 10,000 pound units moving by airbased on the volume reported by airlines.

B. Terminal Supply Reports

1. Arrivals

a. Rail - number of rail arrivals in 10,000 pound units at terminal markets.

b. Truck, air, and boat arrivals reported in units of 10,000 pounds.

C. Qualifying Terms (Shipping Point f.o.b. wires)

1. Heavy - Describes shipments, movement, supplies, or offerings and indicates volume that is more than normal or average; and such adjectives as "fairly," "very," etc., may be used with "heavy" when further explanation is needed.

2. Moderate - Describes shipments, movement, supplies, offerings, trading or demand that are normal or average.

3. Light - Describes shipments, movement, supplies, offerings, or demand which is less than normal or average, and such adjectives as "very," "fairly," etc., may be used with light when further explanation is needed.

WHERE TO WRITE FOR FRUIT AND VEGETABLE TERMINAL MARKET REPORTS SUBSCRIPTIONS

Terminal market reports are issued year-round at the following markets:

ATLANTA, GA
(Forest Park, GA 30050)
Administration Bldg., Room 203
Georgia State Farmers Market
Phone: (404) 366-0575

BOSTON, MA
(Everett, MA 02149)
Boston Terminal Market
34 Market Street, Room 10
Phone: (617) 387-4498
FAX: (617) 389-1387

CHICAGO, IL 60605
Federal Building, Room 942
536 South Clark Street
Phone: (312) 353-0111
FAX : (312) 886-3766

COLUMBIA, SC 29201-0531
P. O. Box 13531 (For Mail)
(State Farmers Market, 1001 Bluff Rd.
James E. Youngblood Building)
Phone: (803) 253-4044
FAX : (803) 253-4039

DENVER, CO 80216
Livestock Exchange Building
4701 Marion, Suite 400
Phone: (303) 294-7622
FAX : (303) 294-7646

HONOLULU, HI 96822
P. O. Box 22159 (For Mail)
(Annex Building, Room 213
1428 South King Street)
Phone: (808) 548-7161
FAX : (808) 548-8524

MIAMI, FL 33142-7732
Miami Produce Center
1200 N.W. 21st Terrace, Suite 3
Phone: (305) 326-1254
FAX : (305) 326-0378

BALTIMORE, MD
(Jessup, MD 20794)
Building B, Room 101
Maryland Wholesale Produce Market
Phone: (301) 799-4840
FAX : (301) 799-8442

BUFFALO, NY 14206-2388
360 Dingens Street
Phone: (716) 826-2100
FAX : (716) 847-3765

CINCINNATI, OH 45202
John Weld Peck Federal Building
550 Main Street, Room 9522
Phone: (513) 684-3194

DALLAS, TX 75215
1406 Parker, Room 201
Phone: (214) 767-5375

DETROIT, MI 48209
Union Produce Terminal, Rm. 53
7201 West Fort Street
Phone: (313) 841-1111
FAX : (313) 841-8310

LOS ANGELES, CA 90021-1907
1320 East Olympic Blvd., Suite 212
Phone: (213) 894-3077
FAX : (213) 894-2898

NEW ORLEANS, LA 70112
325 Loyola Avenue, Room 317
Phone: (504) 568-7531

PHILADELPHIA, PA 19148
3301 South Galloway Street, Room 261
Phone: (215) 597-4536
FAX : (215) 336-0355

ST. LOUIS, MO 63102
Unit 1, Produce Row, Room 203
Phone: (314) 425-4520

(Note: Pages 1-4 are repetitious and therefore deleted here.)

CALIFORNIA continued

STOCKTON, CA 95203
World Trade Building, Suite D
2321 West Washington Street
Phone: (209) 466-0881
FAX : (209) 466-0616
Fruits and Vegetables
Year-Round

COLORADO

DENVER, CO 80216
Livestock Exchange Bldg
4701 Marion, Suite 400
Phone: (303) 294-7622
FAX : (303) 294-7649
Fruits, Vegetables/Year-Round
Potatoes from Minnesota,
North Dakota, and Wisconsin

FLORIDA

MIAMI, FL 33142-7732
Miami Produce Center
1200 N.W. 21st Terrace, Suite 3
Phone: (305) 326-1254
FAX : (305) 326-0378
Avocados, Limes/Year-Round
Caribbean Fruits, Vegetables
Year-Round

THOMASVILLE, GA 31799
P. O. Box 1447 (For mail)
(Georgia State Farmers Market,
Smith Avenue-U.S. Hwy. 84, Stall 39)
Phone: (912) 228-1208
FAX : (912) 225-1516
Fruits, Vegetables, Watermelons,
Pecans, Peanuts/Year-Round

WINTER PARK, FL 32790
P.O. Box 1148 (For Mail)
(Executive Lakeside Square, Suite 26
2221 Lee Road)
Phone: (407) 623-1005
FAX : (407) 647-6025
Fruits, Vegetables/Year Round
Chile Fruits/November-June

IDAHO FALLS, ID 83404
1820 E. 17th Street, Suite 130
Phone: (208) 526-0740
FAX : (208) 526-9433
Potatoes, Onions
August-June

LOUISIANA

BATON ROUGE, LA 70821-3334
P. O. Box 3334 (For mail)
(5825 Florida Blvd.)
Phone: (504) 922-1328
FAX : (504) 922-1289
Vegetables, Pecans/Year-Round

MAINE

PRESQUE ISLE, ME 04769
P. O. Box 725 (For mail)
(Post Office Building,
23 Second Street)
Phone: (207) 764-4470
FAX : (207) 764-0305
Potatoes/September-June

MICHIGAN

BENTON HARBOR, MI 49022
P. O. Box 1204 (For mail)
(Federal Bldg., Room 201
175 Territorial Road)
Phone: (616) 925-3270
FAX : (616) 925-3272
Fruits, Vegetables
Year-Round

MISSOURI

ST. LOUIS, MO 63102
Unit 1, Produce Row, Room 203
Phone: (314) 425-4520
Watermelon Report included in
Terminal report/June-August

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SOUTH CAROLINA

COLUMBIA, SC 29201
P. O. Box 13531 (For Mail)
(James E. Youngblood Bldg., State Farmers' Market, 1001 Bluff Rd.)
Phone: (803) 253-4044
FAX : (803) 253-4039
Vegetables, Peaches
June-July

TEXAS

AUSTIN, TX 78711
P. O. Box 12847, Capitol Station
(Stephen F. Austin Bldg., 10th Floor
18th & Congress Avenue)
Phone: (512) 463-7626
FAX : (512) 463-9968
Vegetables (Winter Garden-Hi-Plains Districts)/Mailed from McAllen, TX and Los Angeles, CA in season)
Watermelons/June-August/Mailed from Thomasville, GA
Pecans/October-January/Mailed from Thomasville, GA

MCALLEN, TX 78501
1313 East Hackberry
Phone: (512) 682-2581
FAX : (512) 630-3252
Fruits, Vegetables, and Mexican Imports
October-June

VIRGINIA

ONLEY, VA 23418
P. O. Box 26 (For Mail)
(Front Street)
Phone: (804) 787-5867
FAX : (804) 787-1041
Potatoes, Vegetables
May-March

WASHINGTON

YAKIMA, WA 98903
Agricultural Service Center
2015 South First Street, Room 4
Phone: (509) 575-2492
FAX : (509) 457-7132
Fruits, Vegetables/Year-Round
Processed Berries/June-September
National Honey Report/Year-Round

WEST VIRGINIA

INWOOD, WV 25428
P. O. Box 66 (For mail)
(Federal-State Inspection Bldg.
Church Street)
Phone: (304) 229-2738
Peaches, Apples/August-April

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LISTING OF MAILED
FRUIT AND VEGETABLE MARKET REPORTS
AVAILABLE BY SUBSCRIPTION
(T) Terminal
(SP) Shipping Point

Reports	Frequency	Season	Cost Per Month or Annual Per Copy*
Asheville, NC			
Fruit and Vegetable Report (SP)	Daily	July-Oct.	$15
Marketing Western North Carolina Apples and Miscellaneous Vegetables (SP)	Annually		10
Atlanta (Forest Park), GA			
Fruit and Vegetable Report (T)	Daily	Year-Round	15
Wholesale Price Summary (T)	Annually		10
Baltimore (Jessup), MD			
Fruit and Vegetable Report (T)	Daily	Year-Round	15
Wholesale Price Summary (T)	Annually		10
Baton Rouge, LA			
Fruit and Vegetable Report (SP)	Twice-Weekly	Year-Round	Free
Marketing Louisiana Sweet Potatoes (SP)	Annually		Free
Benton Harbor, MI			
Fruit and Vegetable Report (SP)	Twice-Weekly	July-May	11
Benton Harbor Fruit Market Report	Tri-Weekly	July-Oct.	12 (Season)
Fruit and Vegetable Processing Report (SP)	Weekly	May+July-Oct.	8
Marketing Michigan Vegetables (SP)	Annually		10
Marketing Michigan Onions and Potatoes (SP)	Annually		10
Marketing Michigan Berries, Includes Processing Data on Berries, Cherries, and Asparagus (SP)	Annually		10
Marketing Michigan Apples, Peaches, and Plums	Annually		10
Boston (Everett), MA			
Fruit and Vegetable Report (T)	Daily	Year-Round	15
Wholesale Price Summary (T)	Annually		10
Boston Ornamental Crops Report (T)	Weekly	Year-Round	8
Boston Ornamental Crops Wholesale Market Prices and Shipping Point Prices	Annually		10

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Reports	Frequency	Season	Cost Per Month or Annual Per Copy*
Fresno, CA			
Grape Report (SP)	Daily	June-Dec.	$15
	Twice-Weekly	Jan.-Mar.	11
Melon Report (SP)	Daily	June-Oct.	15
Marketing California Grapes (SP)	Annually		2
Marketing California and Arizona Melons (SP)	Annually		2
Honolulu, HI			
Wholesale Market Report (T)	Tri-Weekly	Year-Round	Free
Ornamental Crops Report (T)	Weekly	Year-Round	Free
Honolulu Monthly Arrivals (T)	Monthly	Year-Round	Free
Wholesale Price Summary (T)	Annually		Free
Honolulu Arrivals Summary (T)	Annually		Free
Idaho Falls, ID			
Potato and Onion Report (SP)	Daily	Aug.-June	15
Marketing Idaho, Colorado, Minnesota, North Dakota, and Wisconsin Potatoes (SP)	Annually		10
Inwood, WV			
Fruit Report (SP)	Daily	Aug.-Mar.	15
Marketing Appalachian Apples (SP)	Annually		10
Marketing Florida, Georgia, South, Carolina, North Carolina, and Appalachian Peaches (SP)	Annually		10
Los Angeles, CA			
AMS Food Purchase Report	Weekly	Year-Round	8
Avocado, Lime & Kiwifruit Report (SP)	Weekly	Year-Round	8
Fruit and Vegetable Report (T)	Daily	Year-Round	15
National Shipping Point Trends (SP)	Weekly	Year-Round	8
Western Citrus Report (SP)	Twice-Weekly	Year-Round	11
Marketing Arizona and California Citrus (SP)	Annually		10
Wholesale Price Summary (T)	Annually		10
McAllen, TX			
Vegetable Report (SP)	Daily	Oct. June	15
Marketing Texas Melons (SP)	Annually		10
Marketing Texas Onions (SP)	Annually		10
Marketing Texas Vegetables (SP)	Annually		10

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Reports	Frequency	Season	Cost Per Month or Annual Per Copy*
Phoenix, AZ			
Fruit and Vegetable Report (SP)	Daily	Oct-July	$15
Marketing Arizona and New Mexico Lettuce (SP)	Annually		10
Marketing Central Arizona Grapes (SP)	Annually		10
Pittsburgh, PA			
Fruit and Vegetable Report (T)	Daily	Year-Round	15
Wholesale Price Summary (T)	Annually		10
Presque Isle, ME			
Maine Potato Report (SP)	Daily	Sept-May	78 (Per Season outside State) Free (inside State)
Maine Seed Potato Bulletin (SP)	Weekly	Dec-May	22 (Per Season outside State) Free (inside State)
Marketing Maine Potatoes (SP)	Annually		4
Raleigh, NC			
Sweet Potato Report (SP)	Semi-Weekly	Sept.-Dec.	Free
	Weekly	Jan.-Aug.	Free
Marketing North Carolina Sweet Potatoes (SP)	Annually		Free
Rochester, NY			
Western and Central New York Fruit and Vegetable Report (SP)	Twice-Weekly	July-Apr.	14 (Season) 2nd Class 22 (Season) 1st Class
Red Tart Cherry Processing Report	Weekly	July-Aug.	Free
Marketing New York Apples (SP)	Annually		1
Marketing Western and Central New York Cabbage (SP)	Annually		1
Marketing New York Onions	Annually		1
Marketing New York Potatoes	Annually		1
Marketing New York Corn, Cucumber, and Lettuce	Annually		1
St. Louis, MO			
Fruit and Vegetable Report (T&SP)	Daily	Year-Round	15
Wholesale Price Summary (T)	Annually		10

Reports	Frequency	Season	Cost Per Month or Annual Per Copy*
San Francisco, CA			
Fruit and Vegetable Report (T)	Daily	Year-Round	$15
Fruit and Vegetable Truck Rate and Cost Report (SP)	Weekly	Year-Round	8
Strawberry Report (SP)	Twice-Weekly	Mar.-Oct.	11
Wine Report (SP)	Weekly	Year-Round	8
Ornamental Crops National Market Trends (SP)	Weekly	Year-Round	8
Ornamental Crops Market Report (T)	Twice-Weekly	Year-Round	11
Ornamental Crops Production Report (SP)	Twice-Weekly	Year-Round	11
Wholesale Price Fruit and Vegetable Price Summary (T)	Annually		10
Marketing California Strawberries (SP)	Annually		10
Marketing California Ornamental Crops (T&SP)	Annually		10
Fruit and Vegetable Truck Rate and Cost Summary	Annually		10
Seattle, WA			
Fruit and Vegetable Report (T)	Tri-Weekly	Year-Round	15
Ornamental Report	Bi-Weekly	Year-Round	11
Wholesale Price Summary	Annually		10
Stockton, CA			
Vegetable Report (SP)	Twice-Weekly	Year-Round	11
Thomasville, GA			
Fruit and Vegetable Report (SP)	Daily	Year-Round	15
Pecan Report (SP)	Twice-Weekly	Oct.-Jan.	11
Peanut Report (SP)	Weekly	Year-Round	8
Watermelon Report (SP)	Daily	mid June-Aug.	15
Marketing Pecans (SP)	Annually		10
Marketing Peanuts (SP)	Annually		10
National Peanut Tonnage Report	Daily	Sept.-Feb.	45 (Season)
Marketing Georgia, South Carolina Eastern North Carolina Vegetables (SP)	Annually		10
Marketing Watermelons, Florida, Georgia, Missouri, Mississippi, South Carolina, North Carolina, Texas, and Virginia (SP)	Annually		10
Walden, NY			
Eastern New York Apple Report (SP)	Twice-Weekly	Sept.-May	27 (Season) 1st Class 11 (Season) 2nd Class
Orange County Vegetable Report (SP)	Twice-Weekly	July-Apr.	13 (Season) 2nd Class
Marketing New York Corn, Lettuce, and Snap Beans (SP)	Annually		1

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Reports	Frequency	Season	Cost Per Month or Annual Per Copy
Yakima, WA			
Fruit Report (SP)	Daily	Year-Round	$15
National Honey Report	Monthly	Year Round	2
Vegetable Report (SP)	Daily	Year-Round	15
Processing Berry Report (SP)	Weekly	June-Sept.	8
Processing Apple Report (SP)	Weekly	Year-Round	8
Marketing Northwestern Apples (SP)	Annually		10
Marketing Washington Cherries, Apricots, Peaches, Nectaries, and Northwest Prunes (SP)	Annually		10
Marketing Washington and Oregon Pears (SP)	Annually		10
Marketing Washington and Oregon Potatoes (SP)	Annually		10
Marketing Washington Asparagus and Corn (SP)	Annually		10
Marketing Colorado, Idaho-Oregon and Washington Onions	Annually		10

***A selected day, usually Monday, can be obtained on a once-a-week mailing at $8 a month.**

FAX SUBSCRIPTIONS

Fax subscriptions are available from selected offices. Check with the particular office you are interested in for availability and cost. Most fax subscriptions are available for a base cost plus the cost of any toll calls required to transmit the report.

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DELAWARE

Dover (302) 697-2345
FOB - Potatoes July - August

FLORIDA

Belle Glade (305) 996-0235
FOB - Vegetables October - June
Fort Myers (813) 332-2114
FOB - Vegetables October - May
Immokalee (813) 657-2793
FOB - Vegetables and Melons October - June
Miami (305) 545-6368
FOB - Ornamentals
Miami (305) 545-6372
FOB - Vegetables
Miami (305) 326-1636
FOB - Caribbean Imports
Monticello (904) 997-3081
FOB - Melons and Pecans May - July and October - January
Palatka (904) 328-5585
FOB - Potatoes and Cabbage January - June
Plant City (813) 754-2826
FOB - Vegetables and Melons October - June
Tampa (813) 272-2254
FOB - Citrus and Tomatoes October - June
Trenton (904) 463-2427
FOB - Watermelons May - July
Wauchulla (813) 773-9559
FOB - Vegetables and Watermelons October - June
Winter Park (407) 623-1001
FOB - Citrus and Vegetables October - June
FOB - Chile October - May

GEORGIA

Albany (912) 436-8781
FOB - Pecans October - January
Cordele (912) 273-4048
FOB - Watermelons June-August
Fort Valley (912) 825-8291
FOB - Peaches May - August
Thomasville (912) 226-7567
FOB - Fruits, Vegetables, Watermelons and Pecans Year-Round

NEW MEXICO

Las Cruces (505) 646-4928
FOB - Vegetables May - August and October

NEW YORK

Elba (716) 757-9298
FOB - Vegetables November - April
New York City (212) 542-3564
Terminal - Fruits and Vegetables Year-Round
FOB - Chile Fruit Imports November - May
Oswego (315) 963-7668
FOB - Lettuce and Onions July - April
Pine Island (914) 651-4626
FOB - Vegetables July - May
Riverhead (516) 727-6884
FOB - Potatoes August - March
Rochester (716) 424-4498
FOB - Fruits and Vegetables July - April

NORTH CAROLINA

Faison ***
Auction - Vegetables June - July
Faison ***
Eastern North Carolina Cabbage and Potato FOB Prices June-July

OHIO

Cincinnati (513) 621-2542
Terminal - Fruits and Vegetables Year-Round

OKLAHOMA

Oklahoma City (405) 521-0466 or (800) 522-8171 (free if in-State)
FOB - Pecans November - January

OREGON

Merrill (503) 798-5407
FOB - Potatoes Year-Round
Ontario (503) 889-4551 & 4708
FOB - Onions, Dry August - April

PENNSYLVANIA

Philadelphia (215) 597-4429
Terminal - Fruits and Vegetables Year-Round

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SUBSCRIPTION FORM

Reports Needed: _____

_____

Check Months Desired

Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	No. Months Ordered	Cost Per Month	Total Report Cost
[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]		x	=
[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]		x	=

Please Print

Company or personal name _____

Additional address attention line _____

Street Address _____

City (or country)_____State _____Zip ____

Your phone number (___)_____

[ ] Check enclosed payable to U.S. Department of Agriculture, Drawn on a U.S. Bank

NOTE: Be sure to include telephone number

SUBSCRIPTION FORM

Reports Needed: _____

_____

Check Months Desired

Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	No. Months Ordered	Cost Per Month	Total Report Cost
[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]		x	=
[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]	[ ]		x	=

Please Print

Company or personal name _____

Additional address attention line _____

Street Address _____

City (or country)_____State _____Zip ____

Your phone number (___)_____

[ ] Check enclosed payable to U.S. Department of Agriculture, Drawn on a U.S. Bank

NOTE: Be sure to include telephone number

United States
Department of
Agriculture

Agricultural
Marketing
Service

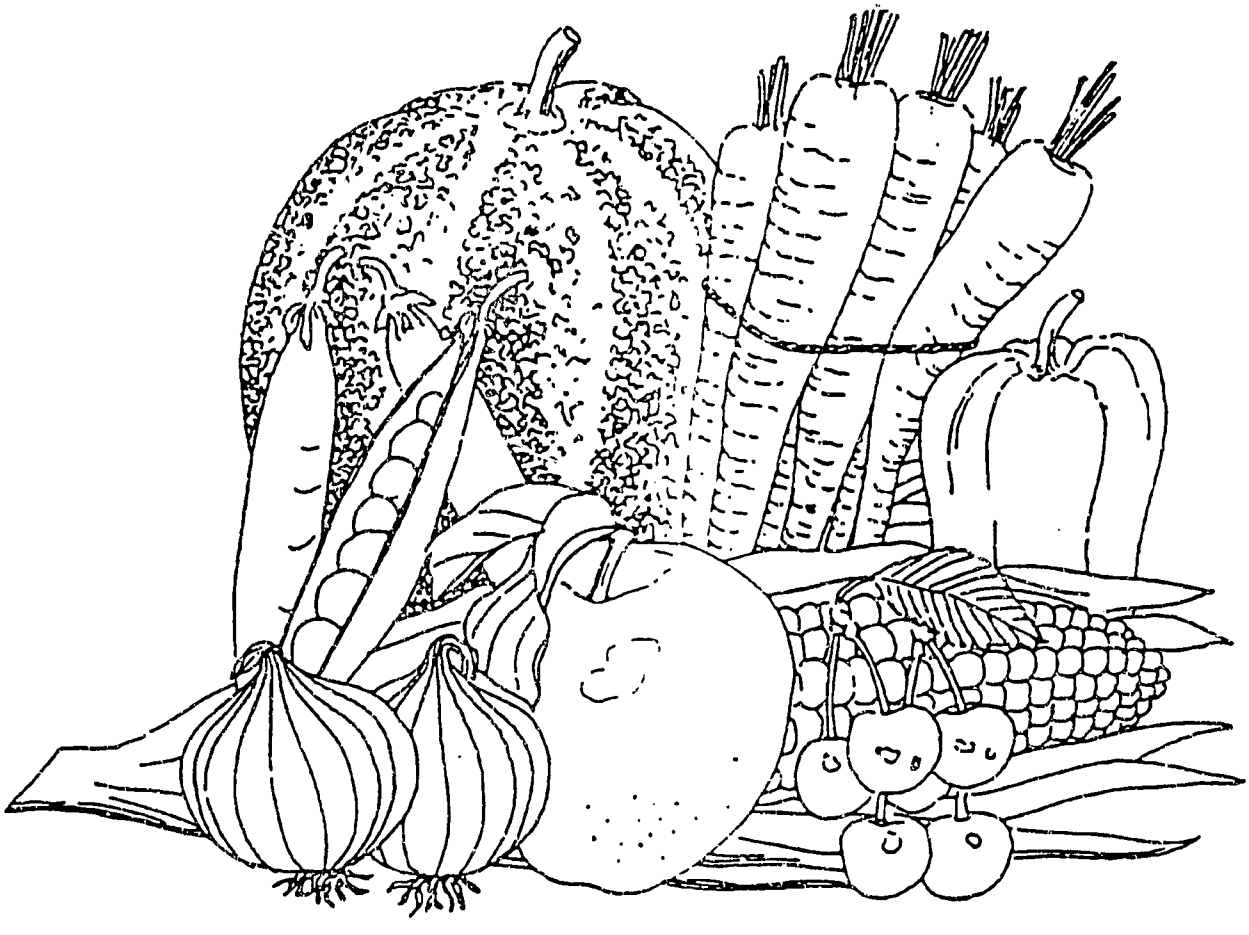
Fruit and
Vegetable
Division

Fresh Products
Branch

Washington, D.C.

January 1991

U.S. Standards and Inspection Instructions for Fresh Fruits and Vegetables and Other Special Products



Foreword

The authority to establish voluntary standards for grades of fresh fruits, vegetables, nuts and other special products and to develop inspection instructions and visual aids is provided by the Agricultural Marketing Act of 1946.

Single copies of grade standards are provided at no cost. Additional copies of the same standard may be purchased at the cost listed. This rule applies only to standards. All other publications will be sold at the listed cost. Orders for publications must be accompanied by a check or money order made payable to "Agricultural Marketing Service, USDA." Please send your request to:

Standardization Section
AMS, F&VD, Fresh Products Branch
U.S. Department of Agriculture
P.O. Box 96456, Room 2056-South
Washington, D.C. 20090-6456

A compilation of the standards is issued yearly in compact "pocket book" style known as *Code of Federal Regulations, Title 7 — Agriculture, Parts 46 to 51*. Copies of these yearly editions may be purchased from:

Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20402
PH: (202) 783-3238

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United States Grade Standards for Fresh Fruits, Vegetables, Nuts and Other Special Products

Vegetables (Fresh Market)

	Latest Issue	Cost
Anise, Sweet	03/15/73	.30
Artichokes, Globe	05/15/69	.30
Asparagus, Fresh	04/01/66	.40
Beans, Lima	01/05/38	.40
Beans, Snap	07/05/90	.30
Beets	08/01/55	.50
Broccoli, Bunched Italian Sprouting	07/12/43	.50
Brussels Sprouts	01/18/54	.30
Cabbage	09/01/45	.40
Cantaloups	06/30/68	.60
Carrots, Bunched	09/18/54	.50
Carrots, Topped	12/20/65	.50
Carrots With Short Trimmed Tops	09/18/54	.40
Cauliflower	03/15/68	.50
Celery	04/07/59	1.80
Corn, Green	05/18/54	.50
Cucumbers	03/01/58	.70
Cucumbers, Greenhouse	09/05/85	1.30
Eggplant	10/29/53	.40
Endive, Escarole or Chicory	10/01/64	.30
Garlic	09/04/44	.30
Greens, Beet	06/01/59	.40
Greens, Collard or Broccoli	04/16/53	.30
Greens, Dandelion	02/04/55	.30
Greens, Mustard and Turnip	03/08/53	.30
Honeydew and Honey Ball Type Melons	04/01/67	.30
Horseradish Roots	07/27/36	.60
Kale	04/25/34	.30
Lettuce	12/01/75	1.00
Lettuce, Greenhouse Leaf	09/01/64	.30
Mushrooms	07/15/66	.40
Okra	12/18/26	.20
Onions, Bermuda-Granex-Grano Type	02/20/85	.50
Onions, Creole	04/10/43	.40

Vegetables for Processing

	Latest issue	Cost
Asparagus, Green	04/05/72	.40
Beans, Lima, Fresh Shelled	06/06/53	.20
Beans, Snap	07/26/59	.70
Beets	12/05/45	.40
Broccoli	10/04/59	.60
Cabbage	01/17/44	.30
Carrots	07/30/84	.40
Cauliflower	09/04/59	.30
Corn, Sweet	05/15/62	.50
Cucumbers, Pickling	12/10/36	.30
Mushrooms	04/01/64	.30
Okra	12/15/65	.40
Onions	01/17/44	.40
Peas, Fresh Shelled, For Canning or Freezing	01/15/46	.30
Peas, Southern	06/01/65	.40
Peppers, Sweet	03/22/48	.30
Potatoes for Chipping	01/01/78	.60
Potatoes	04/14/83	.60
Spinach	07/10/56	.30
Sweet Potatoes, For Canning or Freezing	07/24/59	.50
Sweet Potatoes, For Dicing or Pulping	07/23/51	.30
Tomatoes, Italian Type for Canning	05/07/57	.30
Tomatoes, Green	04/15/50	.20
Tomatoes	07/11/83	.40

Fruit (Fresh Market)

Apples	03/25/76	1.00
Apricots	05/25/28	.30
Avocados, Florida	09/03/57	.50
Blueberries	06/01/66	.40
Cherries, Sweet	05/07/71	.50
Cranberries, Fresh	08/26/71	.30
Dewberries and Blackberries	02/13/28	.30
Grapes, American, (Eastern Type) Bunch	09/08/83	.40
Grapes, Juice (European or Vinifera Type)	07/20/39	.50
Grapes, Table (European or Vinifera Type)	06/12/87	1.00
Grapefruit (California and Arizona)	01/09/50	.70
Grapefruit (Florida)	12/01/80	1.40

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Nuts and Special Products

	Latest Issue	Cost
Almonds, Shelled	08/15/60	.70
Almonds in the Shell	07/15/64	.40
Asparagus Plumosus	06/06/30	.60
Brazil Nuts in the Shell	08/25/66	.40
Christmas Trees	10/30/89	1.20
Filberts in the Shell	09/01/70	.40
Gladiolus Corms (Bulbs)	04/05/82	.50
Mixed Nuts in the Shell	08/18/81	.40
Peanuts, Shelled Spanish Type	07/15/65	.30
Peanuts, Shelled Runner Type	07/31/56	.30
Peanuts, Shelled Virginia Type	08/31/59	.40
Peanuts, Cleaned Virginia Type in the Shell	09/18/48	.30
Pecans, Shelled	07/15/69	.60
Pecans in the Shell	10/15/76	.70
Peonies, Cut, in the Bud	04/01/3[illegible]	[illegible]
Pistachio Nuts, Shelled	08/13/90	.20
Pistachio Nuts in the Shell	08/04/86	.40
Tomato Plants	01/03/44	.40
Walnuts, Shelled (Juglans regia)	09/01/68	.60
Walnuts (Juglans regia) in the Shell	11/15/76	.60

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	Latest Issue	Cost
Shallots	09/54	1.00
Spinach Plants & Spinach Leaves	08/57	1.30
Spinach Leaves and Beet Greens on Basis of Consumer Standards	01/59	1.90
Sweet Anise, Parsnips, Radishes, & Squash	10/72	5.00
Sweet Potatoes	12/64	2.90
Tomatoes	10/86	6.20
Watermelons	01/78	4.40
Miscellaneous Products: Artichokes, Coconuts, Chestnuts, Horseradish Roots, Okra & Rhubarb	09/76	7.20

Combined Market and Shipping Point

Almonds in the Shell	09/65	2.00
Apricots	09/75	2.80
Asparagus	01/72	4.30
Blueberries	06/66	1.30
Brazil Nuts in the Shell	06/73	2.50
Christmas Trees	07/76	2.70
Corn, Green	01/74	3.70
Filberts in the Shell	09/83	1.80
Filberts/Hazelnuts, Shelled (Handbook for Oregon Grade Standards)	06/85	1.20
Limes, Persian (Tahiti) and Florida Avocados	11/65	4.70
Mushrooms	11/66	.90
Nectarines	07/75	5.00
Peanuts, Milled (Shelled Stock and Cleaned Virginia Type in the Shell)	02/90	28.80
Pecans, Shelled	07/69	1.70
Pecans in the Shell	02/68	2.40
Strawberries and Other Berries	03/75	4.80
Walnuts (Juglans regia) in the Shell and Shelled	12/74	7.30

Shipping Point

General	01/66	14.70
Apples	07/78	16.10
Cabbage	11/73	3.10
Cantaloups, Honeydew, Honey Ball and Other Similar Melons	04/67	3.30
Carrots	07/71	5.30

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	Latest Issue	Cost
Peas, Southern	06/66	1.40
Peppers, Sweet	10/56	1.70
Potatoes	07/83	5.80
Spinach	06/57	1.20
Sweetpotatoes	08/68	2.40
Tomatoes	07/83	4.20

Miscellaneous Instructions

Apples, Pears and Grapes for Export	03/90	4.00
Canadian Import Requirements	10/86	4.80
Continuous Inspection	03/87	3.10
Supplies Purchased by Various Institutions	01/66	2.40
Inspection on Basis of U.S. Specifications for Classification of Damaged or Repaired Packages	08/57	.80
Sampling of In-Shell Brazil Nuts and Pistachio Nuts for Aflatoxin Analysis	07/86	1.10
Specialty Fruits and Vegetables	09/87	4.80

Other

Regulations Governing Inspection, Certification and Standards for Fresh Fruits, Vegetables and Other Products	12/80	1.80
Uniform Grade Nomenclature Policy	07/76	.20
Quick Reference Manual	06/87	20.00

United States
Department of
Agriculture

Agricultural
Marketing
Service

Fruit and
Vegetable
Division

Processed
Products
Branch

List of U.S. Standards For Grades of Processed Fruits and Vegetables And Related Products

The United States Standards for Grades in the following list are issued under authority of the Agricultural Marketing Act of 1946 by the U.S. Department of Agriculture (USDA). The Act provides for the issuance of official U.S. grades to designate different levels of quality.

The U.S. grade standards for processed fruits and vegetables and related products are designed to assist in marketing by providing a convenient basis for sales, for establishing quality control programs, and for determining loan values. They also serve as a basis for the official grading of these commodities by USDA Agricultural Commodity Graders, and are for the voluntary use of producers, buyers, and consumers.

A compilation of these standards is published annually in a compact "pocket-book" style known as:

CODE OF FEDERAL REGULATIONS
Title 7 -- Agriculture
Part 52.

Copies of these editions may be purchased from:

Superintendent of Documents
U.S. Government Printing Office
Washington, D.C. 20402
Telephone: (202) 783-3238.

Copies of individual grade standards may be obtained from the:

Chief, Processed Products Branch
Fruit and Vegetable Division, AMS, USDA
P.O. Box 96456, Room 0709 South Building
Washington, D.C. 20090-6456
Telephone: (202) 447-6247.

For the following fees:

First copy ..... Free of charge.
Each additional copy ..... 10 cents per page.

For your convenience this list includes the number of pages in each standard. Remittance for extra copies should be made payable to:

"USDA NFC"

It is permissible to photo-copy individual standards if more than one copy is needed.

UNITED STATES STANDARDS FOR GRADES OF PROCESSED FRUITS, VEGETABLES, AND CERTAIN OTHER PRODUCTS

CANNED	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Apples	52.2161	10/17/53	10
Apple Butter	52.2801	08/05/57	9
Apple Juice	52.301	03/11/82	8
Applesauce	52.331	03/11/82	13
Apricots			
Regular Pack	52.2641	05/12/76	36
Solid Pack	52.6241	05/12/76	
Asparagus	52.2541	06/20/73	13
Beans, Baked	52.3461	09/01/76	36
Beans, Dried	52.411	09/01/76	
Beans, Pork and	52.3441	09/01/76	
Beans, Green & Wax	52.441	02/13/72	17
Beans, Lima	52.471	03/20/60	8
Beets	52.521	06/24/85	13
Blackberries & Other Similar Berries	52.551	05/12/76	12
Blueberries	52.581	05/12/76	11
Carrots	52.671	06/24/85	14
Celery	52.6571	02/09/82	14
Cherries, RTP	52.771	05/12/76	17
Cherries, Sweet	52.821	05/12/76	21

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CANNED	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Chili Sauce	52.2191	10/20/53	9
Corn, Cream Style	52.851	07/01/57	7
Corn, Whole Kernel	52.881	07/30/52	12
Cranberry Sauce	52.951	03/19/51	9
Figs, Kadota	52.2821	05/12/76	20
Fruit Cocktail	52.1051	05/12/76	21
Fruit Jelly	52.1081	09/03/79	9
Fruit Preserves (Jams)	52.1111	01/04/80	18
Fruits for Salad	52.3831	06/20/73	11
Grapes	52.4021	05/12/76	16
Grape Juice	52.1341	05/14/51	9
Grapefruit	52.1141	10/25/73	15
Grapefruit Juice, Grapefruit Juice from Conc., and Conc. Grapejuice Juice for Manuf.	52.1221	09/12/83	15
Grapefruit & Orange for Salad	52.1251	01/11/84	16
Grapefruit Juice & Orange Juice	52.1281	11/01/72	8
Hominy	52.3281	03/10/58	12
Leafy Greens	52.6081	09/01/73	15

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CANNED	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Lemon Juice	52.5481	12/08/62	11
Lemon Juice For Manuf., Conc.	52.3951	08/01/59	12
Mushrooms	52.1481	04/07/62	9
Okra	52.3331	07/08/57	13
Okra & Tomatoes or Vice Versa	52.3421	12/24/57	7
Olives, Green	52.5441	09/08/67	12
Olives, Ripe	52.3751	09/13/83	23
Onions	52.3041	11/02/57	8
Orange Juice, Orange Juice from Conc., Pasteurized Orange Juice, Conc. Orange Juice, Conc. Orange Juice for Manuf.	52.1551	01/10/83	16
Orange Marmalade	52.1451	12/31/74	11
Peaches, Clingstone	52.2561	07/01/85	28
Peaches, Freestone	52.2601	06/22/79	29
Pears	52.1611	05/12/76	29
Peas	52.2281	05/13/55	16
Peas & Carrots	52.6201	07/20/70	9
Peas, Field & Blackeye	52.1641	07/01/57	6
Pickles	52.1641	04/22/91	15

CANNED	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Pimientos	52.2681	10/23/67	18
Pineapple	52.1711	03/01/90	27
Pineapple Juice, Pineapple Juice from Concentrate	52.1761	04/01/87	10
Plums	52.1781	01/10/77	21
Potatoes, White	52.1811	08/24/87	18
Prunes, Canned Dried	52.5601	05/12/76	14
Pumpkin (Squash)	52.2741	07/01/57	6
Raspberries	52.3311	05/12/76	16
Sauerkraut	52.2951	05/13/63	8
Spinach	52.1901	05/08/71	11
Squash (Summer Type)	52.3581	05/25/59	6
Succotash	52.6001	05/24/67	5
Sweetpotatoes	52.2041	04/15/85	19
Tangerine Juice	52.2071	07/01/69	3
Tangerine Juice For Manuf., Conc.	52.2931	10/31/55	7
Tomatoes	52.5161	04/13/90	13
Tomato Catsup	52.2101	08/31/53	6
Tomato Juice, Tomato Juice from Conc.	52.3621	07/22/85	11

CANNED	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Tomato Juice, Conc.	52.5201	02/25/70	7
Tomato Paste	52.5041	09/19/77	11
Tomato Puree (Pulp)	52.5081	05/01/78	11
Tomato Sauce	52.2371	10/21/60	9

DRIED & DEHYDRATED	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Apples, Dehydrated	52.2341	07/31/77	18
Apples, Dried	52.2481	10/24/55	7
Apricots, Dehydrated	52.3871	06/30/74	11
Apricots, Dried	52.5761	05/24/67	6
Dates	52.1001	08/26/55	13
Figs, Dried	52.1021	02/27/67	10
Grapefruit Juice Dehydrated	52.1221	09/12/83	15
Orange Juice, Dehydrated	52.1551	01/10/83	16
Peaches, Dehydrated	52.3911	06/30/74	12
Peaches, Dried	52.5801	05/24/67	5
Pears, Dried	52.5841	05/24/67	9
Prunes, Dehydrated	52.3231	06/13/60	8
Prunes, Dried	52.3181	10/11/65	12
Raisins, Processed	52.1841	12/01/78	19

SUGAR PRODUCTS	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Honey, Comb	52.2861	05/24/67	10
Honey, Extracted	52.1391	05/23/85	14
Maple Sirup	52.5961	01/14/80	7
Molasses, Sugarcane	52.3651	11/16/59	7
Sirup Refiners'	52.6041	06/15/57	6
Sirup, Sugarcane	52.3101	04/16/57	7
MISCELLANEOUS			
Cherries, Sulfured	52.741	06/12/51	8
Olive Oil	52.1531	03/22/48	9
Peanut Butter	52.3061	02/05/72	7
Potatoes, Peeled	52.2421	08/11/86	11
Sauerkraut, Bulk	52.3451	05/24/67	5
FROZEN			
Apple Juice, Conc.	52.6321	05/15/75	9
Apples	52.361	05/17/54	6
Apricots	52.5521	06/20/63	18
Asparagus	52.381	06/30/74	21
Beans, Green & Wax	52.2321	07/11/83	18
Beans, Lima	52.501	05/22/57	8

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FROZEN	SECTION NUMBER	EFFECTIVE Date	NUMBER OF PAGES
Beans, Speckled Butter (Lima)	52.5241	07/21/62	7
Berries (Black, Boysen, etc.)	52.5881	05/24/67	7
Blueberries	52.611	05/22/57	6
Broccoli	52.631	01/22/80	23
Brussels Sprouts	52.651	03/30/81	11
Carrots	52.701	02/28/74	16
Cauliflower	52.721	11/12/51	6
Cherries, RTP	52.801	06/28/74	12
Cherries, Sweet	52.3161	03/01/58	7
Corn-on-the-Cob	52.931	07/27/70	9
Corn, Whole Kernel	52.911	05/22/57	9
Cranberries	52.6281	09/22/71	7
Grape Juice, Conc. (Sweetened)	52.2451	11/01/57	8
Grapefruit	52.1171	02/20/48	7
Grapefruit Juice, Grapefruit Juice From Concentrate, Conc. Grapefruit Juice, & Conc. Gft. Juice for Manuf.	52.1221	09/12/83	15

FROZEN	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Grapefruit Juice & Orange Juice, Conc. Blended	52.1311	09/21/68	10
Leafy Greens (Inc. Spinach)	52.1371	01/29/87	9
Lemonade, Conc.	52.1421	09/21/68	8
Limeade, Conc.	52.2521	09/21/68	11
Melon Balls	52.5361	06/25/62	14
Okra	52.1[illegible]	[illegible]/59	7
Onion Rings, Breaded	52.4061	10/17/59	6
Orange Juice: Orange Juice from Conc., Pasteurizesd Orange Juice,Conc. Orange Juice, Conc. Orange Juice for Manuf., & Reduced Acid Conc. Orange Juice	52.1551	01/10/83	16
Peaches	52.3551	07/03/61	12
Peas	52.3511	05/28/59	15
Peas & Carrots	52.2501	03/20/55	8
Peas, Field & Black-eye	52.1661	05/24/76	14
Peppers, Sweet	52.3001	03/13/59	6
Pineapple Juice, Pineapple Juice from Concentrate	52.1761	04/01/87	10
Pineapple	52.1741	01/25/49	9

FROZEN	SECTION NUMBER	EFFECTIVE DATE	NUMBER OF PAGES
Plums	52.2911	03/06/56	7
Potatoes, French Fried	52.2391	02/08/67	10
Potatoes, Hash Brown	52.6401	11/15/76	13
Raspberries	52.1871	07/01/57	11
Rhubarb	Not Codified	08/15/45	8
Squash (Cooked)	52.1941	10/15/53	6
Squash (Summer)	52.1961	04/03/53	5
Strawberries	52.1981	02/01/58	15
Succotash	52.2011	03/06/59	8
Sweetpotatoes	52.5001	09/04/62	8
Tomato Juice, Tomato Juice from Concentrate	52.3621	07/22/85	11
Turnip Greens with Turnips	52.3731	08/19/58	7
Vegetables, Mixed	52.2131	05/24/54	10

ANNEX F-3

UNITED STATES
DEPARTMENT OF
AGRICULTURE

Agricultural
Marketing
Service

Livestock and
Seed Division
Washington, D.C.
20250

INSTITUTIONAL MEAT PURCHASE SPECIFICATIONS

INTERIM
QUALITY ASSURANCE PROVISIONS
APPROVED BY USDA

EFFECTIVE DATE - October 1, 1990
Supersedes Edition Effective January 1989 and 1988

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INSTITUTIONAL MEAT PURCHASE SPECIFICATIONS

INTERIM

QUALITY ASSURANCE PROVISIONS

The United States Department of Agriculture (USDA) through its Agricultural Marketing Service (AMS) develops and maintains the Institutional Meat Purchase Specifications (IMPS) for meat and meat products. The complete IMPS series includes the following ten documents:

General Requirements
Fresh Beef . . . . . *Series 100*
Fresh Lamb and Mutton . . . . . *Series 200*
Fresh Veal and Calf . . . . . *Series 300*
Fresh Pork . . . . . *Series 400*
Cured, Cured & Smoked, & Fully Cooked Pork Products . . . . . *Series 500*
Cured, Dried, and Smoked Beef Products . . . . . *Series 600*
Edible By-Products . . . . . *Series 700*
Sausage Products . . . . . *Series 800*
Quality Assurance Provisions

These specifications are recommended for use by any meat product procuring activity. For assurance that procured items comply with these detailed requirements, the USDA, through its Meat Grading and Certification Branch, provides a voluntary Meat Certification Service. For labeling purposes, only product Certified by the Meat Grading and Certification Branch (MGC) may contain the letters "IMPS" on the product label. Purchasers desiring this service should contact:

USDA, AMS, Livestock and Seed Division,
Meat Grading and Certification Branch
Room 2628 south, P.O. Box 96456
Washington D.C. 20090-6456

For any assistance regarding these documents and for additional copies, please contact:

USDA, AMS, Livestock and Seed Division,
Livestock and Meat Standardization Branch
Room 2603 south, P.O. Box 96456
Washington D.C. 20090-6456

LIST OF ADMISSIBLE FRUITS AND VEGETABLES FROM JAMAICA

A. The following items are admissible from Jamaica into the entire United States (includes Continental United States, Guam, Alaska, Hawaii, Puerto Rico, and the U.S. Virgin Islands) without a USDA import permit.

Cannonball fruit
Coconut (without husk or without "milk")
Cyperus corn
Lily bulb, edible
Macadamia kernels (no husk or shell)
Maguey
Mushroom (fresh)
Peanut (raw) (Prohibited from China, Cote d' Ivoire, India, Indonesia, Japan, Philippines, Senegal, Thailand, and Upper Volta)
St. Johnsbread
Tamarind bean pod
Truffle (fresh)
Waterchestnut
Waternut

In addition to the above items, other food materials including such items as dried beans and peas (except *Vicia faba, Lens* spp.), dried seeds, dried bamboo leaves, dried herbs, and similar commodities are admissible for food purposes and may be imported without permit from all sources into any port subject to inspection on arrival. Dried nuts without fleshy or leathery husk (except acorns, chestnuts, coconuts, and macadamia nuts) are enterable for food purposes without permit at all ports, subject to inspection.

B. The following items are admissible from Jamaica with a USDA import permit issued in advance of the shipment. Permits are issued only to U.S. importers.

1. Admissible into the entire United States (includes Continental United States, Guam, Alaska, Hawaii, Puerto Rico, and the U.S. Virgin Islands):

Allium
Arrowhead
Arrowroot
Asparagus
Banana (no permit required)
Beet
Brassica oleraceae
Breadfruit
Calathea
Canna edulis
Carrot
Cassava
Cinnamomum leaves
Celery

JAMAICA continued...

Chestnut (treatment required see 319.56-2b)
Chicorium
Cluster bean
Corn, green
Cucurbit
Culantro
Dasheen
Dill
Durian
Eggplant
Ginger root
Lemon
Lettuce
Lime
Mangosteen
Palm Heart
Papaya (except Hawaii)
Parsnip
Pepper
Pineapple
Radish
Rhubarb
Rutabaga
Strawberry
Tomato
Thyme (Methyl Bromide Treatment Required)
Turmeric
Turnip
Waterlily root
Yam bean root
Yam (treatment required see 319.56-21)

In addition to the commodities listed above, the following fresh herbs or leafy vegetables are also admissible under permit into all U.S. ports of entry:

Amaranthus greens (Amaranthus spp.)
Annona spp. leaves
basil (Ocimum basilicum)
beet greens (Beta vulgaris)
camomile (Anthemis spp.)
chervil (Anthriscus cerefolium)
chickory greens (Cichorium spp.)
Chrysanthemum greens (Chrysanthemum spp.)
cornsalad (Valerianella spp.)
dandelion greens (Taraxacum officinale)
dasheen leaves (Colocasia esculenta
fennel leaves (Foeniculum vulgare)
guava leaves (Psidium guajave)
indigo leaves (Indigofera spp.)
kudzu (Pueraria phaseolodes)
lambsquarter (Chenopodium album)
lemongrass (Cymbopogon citratus)
mint (Mentha spp.)
mustard greens (Brassica spp.)
Origanum spp. (leaves & stems)
parsley (Petroselimum crispum)
pokeweek greens (Phytolacca americana)
purslane (Portulaca oleraceae)
rosemary leaves (Rosemarinus officinalis)
Rumex spp.
salsify (Tragopogon porrifoluis)
spinach (Spinacia oleracea)
sweetbay (Larus nobilis)
swisschard (Beta vulgaris var. cida)
tarragon (Artemisia dracunculus)
watercress (Nasturtium officinale)

2. Admissible into North Atlantic ports - (Atlantic ports north of and including Baltimore; ports on the Great Lakes and the St. Lawrence Seaway; Canadian border ports east of and including North Dakota; Washington, Dc (including Dulles) for air shipments):

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JAMAICA continued.....

Items listed in paragraph B-1 and:

Artichoke (globe and Jerusalem)
Avocado
*Bean, pod or shelled
Cacao bean pod
Cactus fruit
Citrus
Genip
Litchi
Longan
Okra
Pea
Pigeon pea*
Pinquin
Roselle
Topepo

3. Admissible into South Atlantic Gulf ports (SAG) - (Atlantic ports south of Baltimore; Gulf ports, Puerto Rico, and the U.S. Virgin Islands).

Items listed in paragraph B and:

Artichoke (globe and Jerusalem)
Avocado
Cacao bean pod
Citrus
Genip
Okra (treatment required) see 319.56-2p
Pea

4. Admissible into North Pacific ports - (North Pacific ports do not include California):

Items listed in paragraph B-1 and:

Artichoke (globe and Jerusalem)
Avocado
Cacao bean pod
Cactus fruit
Citrus
Pea

Admissible into Puerto Rico and U.S. Virgin Islands (including B-1 and B-3) with exceptions as noted:

Apio
Avocado (approved from all of West Indies, in Virgin IslandS)
Bean, pod or shelled
Beet
Carrot
Culantro
Genip or Quenepa (Melicocca bijuga)
(Calathea)
Mango (entry into U.S. Virgin Islands only)
Okra (entry into U.S. Virgin Islands only) Pea
Pigeon pea
Sweet potato (Enterable from all of West Indies into U.S. Virgin Islands without treatment) 1 (Enterable from Dominican Republic into Puerto Rico without treatment however, TI04 required when imported into Puerto Rico from other West Indies sources) Leren
Topepo
Yam (treatment required for Puerto Rico)

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JAMAICA continued....

Frozen fruits and vegetables: Freezing is an acceptable treatment for most fruits and vegetables. The treatment involves an initial quickfreezing at subzero temperatures with subsequent storage and handling at no higher than 20o F at time of arrival.

*If destined to a SAG location, must be fumigated with methy bromide at the approved port of entry.

NOTE: THIS LIST IS TO BE USED AS AN EXAMPLE ONLY. EACH TRADING COUNTRY HAS A DIFFERENT ONE.

June 16, 1990

RECOMMENDED STORAGE CONDITIONS FOR FRUITS, VEGETABLES, PLANTS, AND FLOWERS

Table 1: Recommended temperature and relative humidity, and approximate transit and storage life for fruits and vegetables.

Product	Temperature °C	Temperature °F	Relative Humidity (percent)	Approximate storage life
Amaranth	0-2	32-36	95-100	10-14 days
Anise	0-2	32-36	90-95	2-3 weeks
Apples	-1-4	30-40	90-95	1-12 months
Apricots	-0.5-0	31-32	90-95	1-3 weeks
Artichokes, globe	0	32	95-100	2-3 weeks
Asian pear	1	34	90-95	5-6 months
Asparagus	0-2	32-36	95-100	2-3 weeks
Atemoya	13	55	85-90	4-6 weeks
Avocados, Fuerte, Hass	7	45	85-90	2 weeks
Avocados, Lula, Booth-1	4	40	90-95	4-8 weeks
Avocados, Fuchs, Pollock	13	55	85-90	2 weeks
Babaco	7	45	85-90	1-3 weeks
Bananas, green	13-14	56-58	90-95	1-4 weeks
Barbados cherry	0	32	85-90	7-8 weeks
Bean sprouts	0	32	95-100	5-9 days
Beans, dry	4-10	40-50	40-50	6-10 months
Beans, green or snap	4-7	40-45	95	7-10 days
Beans, lima, in pods	5-6	41-43	95	5 days
Beets, bunched	0	32	98-100	10-14 days
Beets, topped	0	32	98-100	4-6 months
Belgian endive	2-3	36-38	95-98	2-4 weeks
Bitter melon	12-13	53-55	85-90	2-3 weeks
Black sapote	13-15	55-60	85-90	2-3 weeks
Blackberries	-0.5-0	31-32	90-95	2-3 days
Blood orange	4-7	40-44	90-95	3-8 weeks
Blueberries	-0.5-0	31-32	90-95	2 weeks
Bok choy	0	32	95-100	3 weeks
Boniato	13-15	55-60	85-90	4-5 months
Breadfruit	13-15	55-60	85-90	2-6 weeks
Broccoli	0	32	95-100	10-14 days
Brussels sprouts	0	32	95-100	3-5 weeks
Cabbage, early	0	32	98-100	3-6 weeks
Cabbage, late	0	32	98-100	5-6 months
Cactus Leaves	2-4	36-40	90-95	3 weeks
Cactus Pear	2-4	36-40	90-95	3 weeks
Caimito	3	38	90	3 weeks
Calabaza	10-13	50-55	50-70	2-3 months
Calamondin	9-10	48-50	90	2 weeks
Canistel	13-15	55-60	85-90	3 weeks
Cantaloups (3/4-slip)	2-5	36-41	95	15 days
Cantaloups (full-slip)	0-2	32-36	95	5-14 days

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Table 1. Recommended temperature and relative humidity, and approximate transit and storage life for fruits and vegetables--Continued

Product	Temperature °C	Temperature °F	Relative Humidity (percent)	Approximate storage life
Carambola	9-10	48-50	85-90	3-4 weeks
Carrots, bunched	0	32	95-100	2 weeks
Carrots, mature	0	32	98-100	7-9 months
Carrots, immature	0	32	98-100	4-6 weeks
Cashew apple	0-2	32-36	85-90	5 weeks
Cauliflower	0	32	95-98	3-4 weeks
Celeriac	0	32	97-99	6-8 months
Celery	0	32	98-100	2-3 months
Chard	0	32	95-100	10-14 days
Chayote squash	7	45	85-90	4-6 weeks
Cherimoya	13	55	90-95	2-4 weeks
Cherries, sour	0	32	90-95	3-7 days
Cherries, sweet	-1 to -0.5	30-31	90-95	2-3 weeks
Chinese broccoli	0	32	95-100	10-14 days
Chinese cabbage	0	32	95-100	2-3 months
Chinese long bean	4-7	40-45	90-95	7-10 days
Clementine	4	40	90-95	2-4 weeks
Coconuts	0-1.5	32-35	80-85	1-2 months
Collards	0	32	95-100	10-14 days
Corn, sweet	0	32	95-98	5-8 days
Cranberries	2-4	36-40	90-95	2-4 months
Cucumbers	10-13	50-55	95	10-14 days
Currants	-0.5-0	31-32	90-95	1-4 weeks
Custard apples	5-7	41-45	85-90	4-6 weeks
Daikon	0-1	32-34	95-100	4 months
Dates	-18 or 0	0 or 32	75	6-12 months
Dewberries	-0.5-0	31-32	90-95	2-3 days
Durian	4-6	39-42	85-90	6-8 weeks
Eggplants	12	54	90-95	1 week
Elderberries	-0.5-0	31-32	90-95	1-2 weeks
Endive and escarole	0	32	95-100	2-3 weeks
Feijoa	5-10	41-50	90	2-3 weeks
Figs, fresh	-0.5-0	31-32	85-90	7-10 days
Garlic	0	32	65-70	6-7 months
Ginger root	13	55	65	6 months
Gooseberries	-0.5-0	31-32	90-95	3-4 weeks
Granadilla	10	50	85-90	3-4 weeks
Grapefruit, Calif. & Ariz.	14-15	58-60	85-90	6-8 weeks
Grapefruit, Fla. & Texas	10-15	50-60	85-90	6-8 weeks
Grapes, Vinifera	-1 to -0.5	30-31	90-95	1-6 months
Grapes, American	-0.5-0	31-32	85	2-8 weeks
Greens, leafy	0	32	95-100	10-14 days
Guavas	5-10	41-50	90	2-3 weeks
Haricot vert	4-7	40-45	95	7-10 days
Horseradish	-1-0	30-32	98-100	10-12 months

Table 1. Recommended temperature and relative humidity, and approximate transit and storage life for fruits and vegetables--Continued

Product	Temperature °C	Temperature °F	Relative Humidity (percent)	Approximate storage life
Jaboticaba	13-15	55-60	90-95	2-3 days
Jackfruit	13	55	85-90	2-6 weeks
Jaffa orange	8-10	46-50	85-90	8-12 weeks
Japanese eggplant	8-12	46-54	90-95	1 week
Jerusalem Artichoke	-0.5-0	31-32	90-95	4-5 months
Jicama	13-18	55-65	65-70	1-2 months
Kale	0	32	95-100	2-3 weeks
Kiwano	10-15	50-60	90	6 months
Kiwifruit	0	32	90-95	3-5 months
Kohlrabi	0	32	98-100	2-3 months
Kumquats	4	40	90-95	2-4 weeks
Langsat	11-14	52-58	85-90	2 weeks
Leeks	0	32	95-100	2-3 months
Lemons	10-13	50-55	85-90	1-6 months
Lettuce	0	32	98-100	2-3 weeks
Limes	9-10	48-50	85-90	6-8 weeks
Lo bok	0-1.5	32-35	95-100	2-4 months
Loganberries	-0.5-0	31-32	90-95	2-3 days
Longan	1.5	35	90-95	3-5 weeks
Loquats	0	32	90	3 weeks
Lychees	1.5	35	90-95	3-5 weeks
Malanga	7	45	70-80	3 months
Mamey	13-15	55-60	90-95	
Mangos	13	55	85-90	2-3 weeks
Mangosteen	13	55	85-90	2-4 weeks
Melons				
Casaba	10	50	90-95	3 weeks
Crenshaw	7	45	90-95	2 weeks
Honeydew	7	45	90-95	3 weeks
Persian	7	45	90-95	2 weeks
Mushrooms	0	32	95	3-4 days
Nectarines	-0.5-0	31-32	90-95	2-4 weeks
Okra	7-10	45-50	90-95	7-10 days
Olives, fresh	5-10	41-50	85-90	4-6 weeks
Onions, green	0	32	95-100	3-4 weeks
Onions, dry	0	32	65-70	1-8 months
Onion sets	0	32	65-70	6-8 months
Oranges, Calif. & Ariz.	3-9	38-48	85-90	3-8 weeks
Oranges, Fla. & Texas	0-1	32-34	85-90	8-12 weeks
Papayas	7-13	45-55	85-90	1-3 weeks
Passionfruit	7-10	45-50	85-90	3-5 weeks
Parsley	0	32	95-100	2-2.5 months
Parsnips	0	32	95-100	4-6 months

Table 1. Recommended temperature and relative humidity, and approximate transit and storage life for fruits and vegetables--Continued

Product	Temperature °C	Temperature °F	Relative Humidity (percent)	Approximate storage life
Peaches	-0.5-0	31-32	90-95	2-4 weeks
Pears	-1.5 to -0.5	29-31	90-95	2-7 months
Peas, green	0	32	95-98	1-2 weeks
Peas, southern	4-5	40-41	95	6-8 days
Pepino	4	40	85-90	1 month
Peppers, Chili (dry)	0-10	32-50	60-70	6 months
Peppers, sweet	7-13	45-55	90-95	2-3 weeks
Persimmons, Japanese	-1	30	90	3-4 months
Pineapples	7-13	45-55	85-90	2-4 weeks
Plantain	13-14	55-58	90-95	1-5 weeks
Plums and prunes	-0.5-0	31-32	90-95	2-5 weeks
Pomegranates	5	41	90-95	2-3 months
Potatoes, early crop	10-16	50-60	90-95	10-14 days
Potatoes, late crop	4.5-13	40-55	90-95	5-10 months
Pummelo	7-9	45-48	85-90	12 weeks
Pumpkins	10-13	50-55	50-70	2-3 months
Quinces	-0.5-0	31-32	90	2-3 months
Raddichio	0-1	32-34	95-100	2-3 weeks
Radishes, spring	0	32	95-100	3-4 weeks
Radishes, winter	0	32	95-100	2-4 months
Rambutan	12	54	90-95	1-3 weeks
Raspberries	-0.5-0	31-32	90-95	2-3 days
Rhubarb	0	32	95-100	2-4 weeks
Rutabagas	0	32	98-100	4-6 months
Salsify	0	32	95-98	2-4 months
Santol	7-9	45-48	85-90	3 weeks
Sapodilla	16-20	60-68	85-90	2-3 weeks
Scorzonera	0-1	32-34	95-98	6 months
Seedless cucumbers	10-13	50-55	85-90	10-14 days
Snow peas	0-1	32-34	90-95	1-2 weeks
Soursop	13	55	85-90	1-2 weeks
Spinach	0	32	95-100	10-14 days
Squashes, summer	5-10	41-50	95	1-2 weeks
Squashes, winter	10-13	50-55	50-70	2-3 months
Strawberries	0	32	90-95	5-7 days
Sugar apples	7	45	85-90	4 weeks
Sweetpotatoes	13-15	55-60	85-90	4-7 months
Tamarillos	3-4	37-40	85-95	10 weeks
Tamarinds	7	45	90-95	3-4 weeks
Tangerines, mandarins, and related citrus fruits	4	40	90-95	2-4 weeks
Taro root	7-10	45-50	85-90	1-2 months
Tomatillos	13-15	55-60	85-90	3 weeks
Tomatoes, mature-green	18-22	65-72	90-95	1-3 weeks
Tomatoes, firm-ripe	13-15	55-60	90-95	4-7 days

Table 1. Recommended temperature and relative humidity, and approximate transit and storage life for fruits and vegetables--Continued

Product	Temperature °C	°F	Relative Humidity (percent)	Approximate storage life
Turnips	0	32	95	4-5 months
Turnip greens	0	32	95-100	10-14 days
Ugli fruit	4	40	90-95	2-3 weeks
Waterchestnuts	1-2	32-36	98-100	1-2 months
Watercress	0	32	95-100	2-3 weeks
Watermelons	10-15	50-60	90	2-3 weeks
White sapote	19-21	67-70	85-90	2-3 weeks
White asparagus	0-2	32-36	95-100	2-3 weeks
Winged bean	10	50	90	4 weeks
Yams	16	61	70-80	6-7 months
Yucca root	0-5	32-41	85-90	1-2 months

Sources:

McGregor, Brian M. 1987. Tropical Products Transport Handbook. U.S. Department of Agriculture, Agricultural Handbook 668. 148p.

Hardenburg, Robert E., Alley E. Watada, and Chien Yi Wang. 1986. The Commercial Storage of Fruits, Vegetables, and Florist and Nursery Stocks. U.S. Department of Agriculture, Agricultural Handbook No. 66 (revised), 136p.

Table 2: Suggested shipping temperatures for acclimatized foliage plants[1]

Plant name	1-15 days shipment °C	°F	16-30 days shipment[2] °C	°F
Aglaonema, cv. Fransher	13-16	55-60	16-18	60-65
Aglaonema, cv. Silver Queen	16-18	60-65	16-18	60-65
Ardisia crispa	10-13	50-55		
Aspidistra elatior	10-13	50-55		
Brassaia actinophylla	10-13	50-55	10-13	50-55
Chamaedorea elegans	13-16	55-60		
Chamaedorea seifrizii	13-16	55-60		
Chrysalidocarpus lutescens	13-18	55-65	16-18	60-65
Codiaeum variegatum	16-18	60-65	16-18	60-65
Cordyline terminalis	16-18	60-65		
Dieffenbachia picta	16-18	60-65		
Dracaena deremensis	16-18	60-65		
Dracaena fragrans	16-18	60-65		
Dracaena marginata	13-18	55-65	16-18	60-65
Ficus benjamina	13-16	55-60	13-16	55-60
Ficus nitida	13-16	55-60		
Howeia forsteriana	10-18	50-65	10-18	50-65
Nephrolepis exaltata	16-18	60-65		
Peperomia bicolor	16-18	60-65		
Philodendron selloum	13-16	55-60		
Philodendron oxycardium	16-18	60-65		
Phoenix roebelenii	10-13	50-55		
Pleomele reflexa	16-18	60-65		
Rhapis excelsa	10-13	50-55		
Schefflera aroboricola	10-13	50-55	10-13	50-55
Scindapsus aurenus	16-18	60-65		
Spathiphyllum, Mauna Loa	10-13	50-55	13-16	55-60
Yucca elephantipes	10-13	50-55	10-13	50-55

[1] Data are for plants in containers in the dark. Some plants stored without lights for 10 to 14 days will show slight to severe leaf loss and/or yellowing but will recover.

[2] Blanks indicate that plant's tolerance to shipping beyond 15 days is unknown.

Source:

Hardenburg, Robert E., Alley E. Watada, and Chien Yi Wang. 1986. The Commercial Storage of Fruits, Vegetables, and Florist and Nursery Stocks. U.S. Department of Agriculture, Agricultural Handbook No. 66 (revised), 136p.

Table 3. Recommended temperature, relative humidity and storage period for potted plants acclimated to darkness

Common name/ Scientific name(s)	Temperature °C	Temperature °F	Relative Humidity (Percent)	Storage Period
AFRICAN VIOLET	21-24	70-75		*
Saintpaulia ionanatha				
AGLAONEMA	16-21	60-70	65-85	10 days
Aglaonema spp.				
ASPARAGUS	18-21	65-75		*
Asparagus densiflorus sprengeri				
Asparagus setaceus				
AZALEA	16	60		3 days
Rhododendron hybrid				
BEGONIA	16-21	60-70		*
Begonia x hiemalis				
BROMELIADS	21-27	70-80		*
Aechmea fasciata				
Neoregelia carolinae tricolor				
CHRYSANTHEMUM	2	35	80-90	5 days
Chrysanthemum morifolium				
CYCLAMEN	10	50	80-90	4 days
Cyclamen persicum giganteum				
DIEFFENBACHIA	16-21	60-70		5 days
Dieffenbachia spp.				
DRACAENA	16-24	60-75		7 days
Dracaena spp.				
Cordyline terminalis				
EASTER LILY	0-3	32-37		14 days
lilium longiflorum, flower buds puffy, white, unopened.				
FERNS	16-24	60-75	75-85	7 days
Nephrolepis spp.				
Adiantum raddianum				
Asplenium nidus				
Pteris cretica				
Pteris ensiformis				
FICUS	13-21	55-70	65-85	7 days
Ficus spp.				
GLOXINA	16	60	70-90	4 days
Sinningia speciosa				
HIBISCUS	18-24	65-75		*
Hibiscus rosa-sinensis				
KALANCHOE	16	60		4 days
Kalanchoe blossfeldiana				

Table 3. Recommended temperature, relative humidity and storage period for potted plants acclimated to darkness--Continued

Common name/ Scientific name	Temperature °C	Temperature °F	Relative Humidity (Percent)	Storage Period
PALM Chrysalidocarpus lutescens Chamaedorea erumpens Chamaedorea elagans Howeia forsteriana Phoenix roebelenii	10-21	50-70	65-75	10 days
PEPEROMIA Peperomia spp.	16-24	60-75	65-85	7 days
PHILODENDREN Philodendron spp.	16-24	60-75	65-85	7 days
POINSETTA Euphorbia pulcherrima	10-12	50-54		4 days
POTHOS Scindapsus aureus	16-24	60-75	65-85	7 days
ROSES Rosa hybrida	1-3	34-37		5 days
SCHEFFLERA Brassaia actinophylla Brassaia arboracola	13-18	55-65		7 days

* These plants cannot be stored in darkness at lower temperatures.

Source:

Society of American Florists. Care and Handling of Flowers and Plants. Alexandria, Virginia, 159p.

Table 4: Recommended temperature, relative humidity, and approximate transit and storage period for cut flowers and florist greens.

Commodity	Storage temperature °C	°F	Approximate[1] transit and storage period
Florist greens(decorative foliage)[2, 3]			
Adiantum (maidenhair)[6]	0-4	32-40	---
Asparagus (plumosa)[6]	2-4	35-40	2-3 weeks
Asparagus (sprenger)[6]	2-4	35-40	2-3 weeks
Buxus (boxwood)	2-4	35-40	---
Camellia	4	40	---
Cedar[6]	0	32	---
Chamaedorea	7	45	2-3 weeks
Cordyline (ti)	7-10	45-50	2-3 weeks
Croton	2-4	35-40	---
Dieffenbachia	13	55	---
Dracaena	2-4	35-40	---
Dagger & wood ferns[6]	0	32	2-3 months
Eucalyptus	2-4	35-40	1-3 weeks
Galax[6]	0	32	---
Ground pine[6]	0	32	---
Hedera	2-4	35-40	2-3 weeks
Ilex(holly)[6]	0-4	32-40	3-5 weeks
Juniper	0	32	1-2 months
Leatherleaf(baker fern)	1-4	34-40	1-2 months
Leucothoe, dropping	2-4	35-40	---
Magnolia	2-4	35-40	2-4 weeks
Mistletoe	0	32	3-4 weeks
Mountain-laurel	0	32	2-4 weeks
Myrtus (myrtle)	2-4	35-40	---
Palm	7	45	---
Philodendron	2-4	35-40	---
Pittosporum	2-4	35-40	2-3 weeks
Podocarpus	7	45	---
Pothos	2-4	35-40	---
Rhododendron	0	32	2-4 weeks
Salal (lemon leaf)[6]	0	32	2-3 weeks
Scotch-broom	4	40	2-3 weeks
Smilax, southern[6]	4	40	---
Staghorn fern	13	55	---
Vaccinium(huckleberry)	0	32	1-4 weeks
Woodwardia fern	0-4	32-40	---

1 Storage periods given should allow satisfactory handling and keeping after removal from storage.

2 High relative humidity of 90 to 95 percent recommended in refrigerated storage rooms for cut flowers and florist greens. Likely, some flowers for which temperature of 4°C is recommended could be stored longer and safely at lower temperatures.

Table 4: Recommended temperature, relative humidity, and approximate transit and storage period for cut flowers and florist greens.

Commodity	Storage temperature °C	Storage temperature °F	Approximate[1] transit and storage period
Cut flowers[2]			
Acacia	4	40	3-4 days
Alstroemeria	4	40	2-3 days
Allium	0-2	32-35	2 weeks
Anemone	4-7	40-45	2 days
Anthurium[4]	13	56	2-4 weeks
Aster, China	0-4	32-40	1-3 weeks
Bird-of-paradise	7-8	45-46	1-3 weeks
Bouvardia	0-2	32-35	1 week
Buddleia	4	40	1-2 days
Calendula	4	40	3-6 days
Calla	4	40	1 week
Camellia[5]	7	45	3-6 days
Candytuft	4	40	3 days
Carnation	-0.5-0	31-32	3-4 weeks
Carnation buds	-0.5-0	31-32	4-12 weeks
Carnation, miniature	-0.5-0	31-32	2 weeks
Chrysanthemum	-0.5-0	31-32	3-4 weeks
Clarkia	4	40	3 days
Columbine	4	40	2 days
Coreopsis	4	40	3-4 days
Cornflower	4	40	3 days
Cosmos	4	40	3-4 days
Crocus	0.5-2	33-36	1-2 weeks
Dahlia	4	40	3-5 days
Daisy, English	4	40	3 days
Daisy, Marguerite	2	36	1-2 weeks
Daisy, Shasta	4	40	7-8 days
Delphinium	4	40	1-2 days
Eucharis[5]	7-10	45-50	7-10 days
Feverfew	4	40	3 days
Foreget-me-not	4	40	1-2 days
Foxglove	4	40	1-2 days
Freesia	0-0.5	32-33	10-14 days
Gaillardia	4	40	3 days
Gardenia[5]	0-1	32-34	2 weeks
Gerbera	1-4	34-40	1-2 weeks
Ginger	13	55	4-7 days
Gladiolus	2-5	35-42	5-8 days
Gloriosa	4-7	40-45	4-7 days

See footnotes at end of table.

Table 4: Recommended temperature, relative humidity, and approximate transit and storage period for cut flowers and florist greens.

Commodity	Storage temperature °C	Storage temperature °F	Approximate[1] transit and storage period
Godetia	10	50	1 week
Gypsophila	4	40	1-3 weeks
Heather	4	40	1-3 weeks
Heliconia	12	54	10 days
Hyacinth	0-0.5	32-33	2 weeks
Iris, bulbous	-0.5-0	31-32	1-2 weeks
Laceflowers	4	40	3 days
Lilac, forced	4	40	4-6 days
Lily	0-1	32-34	2-3 weeks
Lily-of-the-valley	-0.5-0	31-32	2-3 weeks
Lupine	4	40	3 days
Marigolds	4	40	1-2 weeks
Mignonette	4	40	3-5 days
Narcissus	0-0.5	32-33	1-3 weeks
Orchid, cattelya[4, 5]	7-10	45-50	2 weeks
Orchid, cymbidium	-0.5-4	31-40	2 weeks
Orchid, vanda	13	55	5 days
Orinthogalum	4	40	4-6 weeks
Poppy	4	40	3-5 days
Peony,tight buds	0-1	32-34	2-6 weeks
Phlox	4	40	1-3 days
Poinsettia	10-15	50-60	4-7 days
Primrose	4	40	1-2 days
Protea	4	40	7-10 days
Ranunculus	0-5	32-41	7-10 days
Rose(in preservative)	0.5-2	33-35	4-5 days
Rose (dry pack)	-0.5-0	31-32	2 weeks
Snapdragon	4	40	1-2 weeks
Snowdrop	4	40	2-4 days
Squill	0-0.5	32-33	2 weeks
Statice	2-4	35-40	3-4 weeks
Stephanotis[5]	4	40	1 week
Stevia	4	40	3 days
Stock	4	40	3-5 days
Strawflower, fresh	2-4	35-40	3-4 weeks
Sweet pea	-0.5-0	31-32	2 weeks
Sweet-william	7	45	3-4 days
Tulip	-0.5-0	31-32	2-3 weeks
Violet	1-5	34-41	3-7 days
Zinnia	4	40	5-7 days

See footnotes at end table.

[3] At retail level, florist greens held at approximately 4°C for only 1 or 2 weeks.

[4] Most stored with stems in water, except where noted otherwise. Stems of orchids and some anthuriums should be placed in vials of water.

[5] However, some orchids and anthuriums may be stored by dry-pack methods.

[6] Not placed in water for handling or storage but may be misted. Usually held in moisture-retentive shipping cases.

Source:

Hardenburg, Robert E., Alley E. Watada, and Chien Yi Wang. 1986. The Commercial Storage Fruits, Vegetables, and Florist and Nursery Stocks. U.S. Department of Agriculture, Agricultural Handbook No. 66 (revised), 136p.

ANNEX I

FOOD AND AGRICULTURE ORGANIZATION (FAO) OF THE UNITED NATIONS

ACCIS

ACCIS is the Advisory Committee for the Coordination of Information Systems of the Food and Agriculture Organization of the United Nations. The committee has compiled a reference on information resources on food and agriculture in addition to the holdings of FAO. It covers specialized units, libraries, documentation centers, databases, and publications. Over 120 sources are included from all organizations within the United Nations system that carry out activities in the areas of food and agriculture.

The guide also has a complete listing of FAO offices around the world and their bookstores.

For a copy of ACCIS Guide to United Nations Information Sources on Food and Agriculture, write to the United Nations International Trade Center (UNITC) or FAO Rome:

ACCIS
Palais des Nations
1211 Geneva 10
Switzerland

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International Trade Center

The International Trade Center UNCTAD/GATT (ITC) is the focal point in the United Nations (UN) system for technical cooperation with developing countries in trade promotion. ITC was created by the General Agreement on Tariffs and Trade (GATT) in 1964 and since 1968 has been operated jointly by GATT and the UN, the latter acting through the United Nations Conference on Trade and Development (UNCTAD). As an executing agency of the United Nations Development Program (UNDP), ITC is directly responsible for implementing UNDP-financed projects in developing countries related to trade promotion.

ITC works with developing countries to set up effective national trade promotion programs for expanding their exports and improving their import operations. One aspect of this activity is advising governments on their national trade promotion strategies, institutions, and services. ITC also provides market development services aimed at identifying new export opportunities, adapting products for sale abroad, and promoting these goods on the international market. Such work is undertaken for both nontraditional exports of developing countries and selected primary commodities. ITC's special services to back up these export marketing efforts include advice on export packaging, quality control, costing and pricing, publicity, trade, trade information, export financing, institutional requirements for trade promotion, legal aspects of foreign trade, joint marketing for small and medium-size firms, and official commercial representation abroad. ITC also works with import management organizations to improve their import operations and techniques. Training is organized by ITC on a broad range of export and import subjects. In addition to these main areas, ITC's program deals with the special trade promotion needs of the least developed countries and trade promotion activities of national chambers of commerce and other business organizations.

ITC's technical cooperation projects are carried out in all developing areas, at the national, regional, and interregional levels. They are administered from ITC headquarters in Geneva and are implemented by ITC experts who work in close liaison with officials in the countries concerned. Projects may be short-term activities focusing on one specific aspect of trade promotion, or longer, integrated programs combining several trade promotion elements.

In addition to project support, ITC headquarters activities consist of research and development on trade promotion and international marketing. Several market information and statistical services operate from ITC's Geneva office. ITC publications disseminated from headquarters include market studies, trade promotion handbooks, training materials, directories, bibliographies, and a quarterly trade promotion magazine.

Financing for ITC's technical cooperation activities in developing countries comes from UNDP, international financing institutions, and individual developed and developing countries. Its headquarters budget is funded in equal parts by GATT and the UN.

The governing organs of GATT and UNCTAD provide the overall policy guidelines for ITC's operations. ITC's current activities and forthcoming work program are reviewed at the annual meeting of the Joint Advisory Group, which is attended by member governments of GATT and UNCTAD.

The ITC established a Market News Service to provide trade data on "nontraditional exports." The service is available on a subscription basis only. Subscription information follows, along with a sample list of reports and their cost.

ITC is headed by an Executive Director who oversees a staff of approximately 250 in Geneva. For further details contact:

International Trade Center
UNCTAD/GATT
Palais des Nations
1211 Geneva 10
Switzerland

MARKET NEWS SERVICE

MNS

MARKETING PACKAGE

January 1991

Operated by the International Trade Centre UNCTAD/GATT (ITC)
financed by the United Nations Development Programme (UNDP)
and the Governments of the Netherlands, Sweden and Switzerland

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INTRODUCTION

THE MARKET NEWS SERVICE

The Market News Service (MNS) is a project of the International Trade Centre UNCTAD/GATT (ITC) and is operated with the financial support of the United Nations Development Programme and the Governments of the Netherlands, Sweden and Switzerland. MNS was founded in 1978 to respond to the marketing needs of developing country' exporters of non-traditional or exotic agricultural produce. The goal of MNS is to improve the transparency of the market place for non-traditional agricultural goods.

The Market News Service provides three services: market intelligence, technical assistance, and trade contacts.

In the area of market intelligence, MNS serves as a quasi- commercial broker to world trade in fresh fruits and vegetables, cut flowers, common spices, bulk-packed fruit juices, and hides, skins and semi-finished leather. MNS publishes a variety of ad hoc reports on each of these product groups. Information is gathered on a weekly or fortnightly basis (depending on the product group) from over 50 markets across North America, Asia, and Europe. Around 120 sub-products are covered. In general, MNS collects its price information from commercial traders and in a few instances from various government agencies.

On 1 January 1990, MNS expanded its coverage to include the product group tropical timber and timber products, i.e. logs, sawnwood and plywood. This service is operated in close co-operation with the International Tropical Timber Organization (ITTO). The service became operational during the second quarter of 1990 and supplies current market information, fortnightly, on export capability and import opportunities.

MNS reports are available via telex, telefax, electronic mail, and airmail on the terms described herein. For any additional information, please contact:

Headquarters: Market News Service-ITC
54-56 rue de Montbrillant
1202 Geneva
Postal address:
Palais des Nations
1211 Geneva 10
Switzerland
Telephone: (022) 730 01 11
Telex: 28 94 66 MNS CH
Telefax: (022) 733 71 76

North American branch office: Market News Service-ITC
112 Water Street
Boston, MA. 02109 USA
Telephone: (617) 523-2211
Telex: 4430252 MNS UI
Telefax: (617) 523-2017

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I. PRODUCTS COVERED BY MNS

FRESH FRUITS AND VEGETABLES

A full list of products covered regularly by the European and North American reports is contained in the Subscription Form at the end of this document.

CUT FLOWERS AND TROPICAL AND ORNAMENTAL PLANTS

European report	North American report
Alstroemeria	Agapanthus
Anthurium	Alstroemeria
Carnations	Anthurium
Chrysanthemums	Carnations
Delphinium	Chamaedorea
Gerbera	Chrysanthemums
Gladiolus	Daisy
Gypsophila	Freesia
Leather leaf	Gerbera
Liatris	Ginger
Orchids	Gypsophila
Ornithogalem	Heliconia
Protea	Leather leaf
Roses	Orchids
Solidaster	Protea
Spray carnations	Roses
Statice	Spray carnations
	Statice
Aalsmeer Auction figures	Strelitzia

The MNS for cut flowers in Europe and North America is at present under review and it is expected that foliage and ornamental plants will be added from September 1990. For further details of this service, please contact the MNS.

SPICES

Spices	Spice seeds
Cardamom	Aniseed
Cassia	Coriander
Chillies	Cumin
Cinnamon	Sesame
Cloves	Fennel
Ginger	Fenugreek
Mace/nutmeg	
Black pepper	
White Pepper	
Pimento	
Turmeric	

BULK-PACKED FRUIT JUICES

Banana
Coconut milk
Grapefruit
Guava
Lemon
Mango
Orange
Pineapple
Passion-fruit

TROPICAL TIMBER

Tropical timber
Logs
Sawn lumber
Plywood

HIDES, SKINS AND SEMI-FINISHED LEATHER

CATTLE HIDES/SHEEP/GOAT/PIG SKINS

Wet salted
Dry salted
Dry
Pickled
Wet-blue
Crust

The product lists are constantly under review to take account of seasonality of goods and new products being offered having a market potential.

II. IMPORT MARKETS COVERED BY MNS

FRUITS & VEGETABLES

EUROPE	NORTH AMERICA
Austria	Boston
Belgium	Chicago
Denmark	Los Angeles
Finland	McAllen (P.O.E.)*
France	McAllen (Arrivals)*
Germany, Fed. Rep.	Miami (P.O.E.)*
Italy	Miami (Arrivals)*
Netherlands	Montreal
Norway	New York
Sweden	Nogales (P.O.E.)*
Switzerland	Nogales (Arrivals)*
United Kingdom	Philadelphia (P.O.E.)*
	San Francisco
	Toronto

CUT FLOWERS

EUROPE	NORTH AMERICA
Belgium	
Denmark	Boston
France	Boston (Arrivals)*
Germany, Fed. Rep.	Los Angeles (Arrivals)*
Netherlands	Miami (P.O.E.)*
Norway	Miami (Arrivals)*
Spain	Montreal (P.O.E.)*
Sweden	San Antonio, Texas (Arrivals)*
Switzerland	San Francisco (Arrivals)
United Kingdom	

HIDES, SKINS AND SEMI-FINISHED LEATHER

Practically all exporting origins and importing markets in the world.

Note: * P.O.E. is point-of-entry prices. For an exporter, P.O.E. prices generally are C.I.F. or landed prices.

Arrivals: weekly import volume figures into point-of- entry markets. Arrivals by boat, truck, or airplane.

IMPORT MARKETS AND MAJOR TRADING CENTRES COVERED BY MNS (cont'd)

SPICES

Bahrain
Germany, Fed. Rep.
Hong Kong
Japan
Kuwait
Netherlands
Saudi Arabia
Singapore
United Arab Emirates
United Kingdom
USA: Los Angeles/New York

BULK-PACKED FRUIT JUICES

Federal Republic of Germany
Netherlands
Switzerland
United Kingdom
United States

TROPICAL TIMBER

Australia
Belgium
Canada
China, P.R.
Denmark
Federal Republic of Germany
France
Ireland
Italy
Japan
Republic of Korea
Spain
Sweden
Switzerland
United Kingdom
United States

III. EUROPEAN AND NORTH AMERICAN NEWSLETTERS AND OTHER PUBLICATIONS

Newsletters are published at regular intervals by the Geneva and Boston offices. These reports contain monthly price summaries for selected fruits, vegetables, and cut flowers on the various wholesale and point-of-entry markets in the importing regions.

The North American Newsletter

The North American report also includes a section called "Industry News" which gives detailed accounts of trading, world production, trends, current government regulations, scientific developments, world conferences, general news, and so on.

The section on "Investments in the Nontraditional Sector" lists the current proposed projects sponsored by the World Bank/International Development Association, and the Inter- American Development Bank. These notes list the countries, project goals, and the amount of funding available.

"Trade Leads" is a part of the report where both importers and exporters can post notice of their products for trade. Farmers in exporting countries can list what they are exporting, and wholesalers/retailers/brokers in the importing countries can list what they are looking to import. Worldwide trade leads are also listed from the United States Department of Agriculture. These leads describe import-export opportunities for fresh fruits, vegetables, and citrus, frozen fruits-pastes-purees, fruit and vegetable juices, tomato sauces-concentrates, and horticultural specialties. They also state the quality, quantity, packaging and delivery requirements. Bank references are also supplied.

Every month the Market News Service publishes a flower and fruit/vegetable of the month. This information contains the common trade names of the item, the description, origin, varieties, seasonal availability, care and handling, production and trade volumes. Several recipes are also included on the fruit/vegetable of the month as well as related nutritional information.

The European Newsletter

This report contains resumés of relevant articles which have been published in trade journals during the month as well as other reports relevant to the trade. It also contains analyses of market situations for selected products over the past three years, which analyses can serve as an indication as to market expectations for the same period during the current year.

Product reports

Periodically, the MNS Geneva office issues detailed product position papers containing historic, production, post-harvest handling, transportation and market data for specific products of interest to numerous developing countries.

IV. SCHEDULE OF COVERAGE

FRUITS AND VEGETABLES

Year round. Information collected on Tuesdays and Wednesdays and available for transmission/collection by close of business each Wednesday.

SPICES AND SPICE SEEDS

Year round. Information collected on Wednesdays and ready for transmission within 12 hours.

CUT FLOWERS AND TROPICAL ORNAMENTAL PLANTS

Year round - Europe and North America.

HIDES, SKINS AND SEMI-FINISHED LEATHER

Year round. Available fortnightly. English version available on Mondays. French version available on Tuesdays.

TROPICAL TIMBER AND TIMBER PRODUCTS

Year round. Available fortnightly.

BULK-PACKED FRUIT JUICES

Year round. Available monthly.

NEWSLETTERS

Normally available monthly.

PRODUCT REPORTS

Issued from time to time.

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V. COSTS OF SUBSCRIBING TO MNS

MNS reports may be obtained by telex, facsimile (fax), electronically (computer-to-computer), or by airmail according to the rate schedule described below.

TELEX AND TELEFAX SUBSCRIPTIONS

Due to the cost in sending information by telex and telefax, it is recommended that subscribers carefully choose their products/origins. The MNS is in a position to accept subscriptions for any number of products/origins requested.

The costs involved in obtaining part or all of the information sent by the MNS by telex or fax are dependent upon the volume of information requested and the actual transmission time (see the annex for the cost of telex subscriptions). The cost of fax transmission will be calculated on the basis of a free test transmission.

ELECTRONIC MAIL (computer-to-computer)

Subscribers collect the information by telex or micro-computer directly from the MNS bulletin board against payment of $US 250.00 per product group/region per year. Inquiries concerning electronic access should be directed to ITC/MNS headquarters in Geneva.

AIRMAIL SUBSCRIPTIONS

The cost for airmail subscriptions to MNS reports is $US 250.00 a year per product group/per region. North American and the European reports are separate reports and should be subscribed to as such.

NEWSLETTERS

Airmail subscriptions to the Newsletters are billed at $US 250.00 a year.

PRODUCT REPORTS

Airmail subscriptions to product reports are billed at $US 50.00 per report.

HISTORICAL PRICE REPORTS

The cost of these reports varies upon the amount of information requested. Each report is tailor-made to the customer's request. Historical price reports are at present available for most of the fresh fruits and vegetables and cut flowers covered by MNS. Reports can be provided for any market covered by MNS, for any given amount of time (month, season, year, etc.). These reports also include the exchange rates on the days trading was quoted. Historical price reports are available at a cost of $US 50.00 per product/region/year.

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VI. SUBSCRIPTION POSSIBILITIES

1) By telex: choose from the product lists the parts you want to receive. Circle the codes and fill in the stated prices under 'Cost'.

2) By telefax* : choose from the product lists the parts you want to receive and mark these with an 'X' in the indicated column. MNS will send you a trial fax with the parts you indicated, free of charge, in order to calculate the exact total annual costs.

3) By electronic access to our bulletin board through your own computer against an annual fee of $US 250.-. MNS will supply you with a diskette, instructions and a personal password to access the data.

4) By airmail in addition to possibilities 1, 2 and 3: a printout of the total report covering all parts listed in the product lists for $US 250.- per year. This gives the subscriber the possibility of receiving urgent parts by telex or fax and the total report by airmail.

5) For those who do not need the information urgently or do not have the technical possibility to receive information by telex, telefax or electronically, a simple airmail subscription can, exceptionally, be arranged.

Please complete and sign this form and return it to:
Market News Service Projects,
International Trade Centre UNCTAD/GATT,
Palais des Nations,
CH-1211 Genève 10,
Switzerland.

a**) I wish to subscribe and receive your news by **telex/ by telex and airmail as indicated above and request you to send me your invoice.

b**) I wish to receive a trial transmission by telefax of the parts indicated on the product lists. Please calculate the total annual cost.

c**) I wish to subscribe by electronic access and request you to send me your invoice for $US 250.-.

Name of company: .....
Address: .....
.....
P.O. Box: .....
Zip Code: ..... City: .....
Country: .....
Telephone: .....
Telex: .....
Fax: .....
Attention: Mr/Mrs .....

Place	Date	Signature and stamp
.....	.....	.....

** Delete as applicable.

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PRICE LIST as of September 1990
MARKET NEWS SERVICE FOR HORTICULTURAL PRODUCTS - EUROPE

Code	includes the following information:	TELEX subscription for one year in $US	Cost	FAX Trial transmission*
	BASIC ANNUAL FEE	290.-	290.-	290.-
	TROPICAL FRUIT			
AVO	Avocado	230.-	.....	
APB	Apple banana	120.-	.....	
BAB	Babaco	120.-	.....	
CAR	Carambole	160.-	.....	
CHA	Chayote	70.-	.....	
CHM	Cherimoya	60.-	.....	
COC	Coconuts	180.-	.....	
CUR	Curuba	70.-	.....	
DUR	Durian	70.-	.....	
EDD	Eddoes	60.-	.....	
FJA	Fejoia	60.-	.....	
GUA	Guava	120.-	.....	
GRN	Granadilla	120.-	.....	
JAC	Jackfruit	70.-	.....	
JUJ	Jujuba	70.-	.....	
KIW	Kiwi	220.-	.....	
KWO	Kiwano	130.-	.....	
KUM	Kumquat	130.-	.....	
LIM	Lime	160.-	.....	
LIQ	Limquat	60.-	.....	
LIT	Litchee	160.-	.....	
LOQ	Loquat	70.-	.....	
MAN	Mango	220.-	.....	
MGS	Mangosteen	120.-	.....	
PAP	Papaya	160.-	.....	
PAS	Passion-fruit	160.-	.....	
PEP	Pepino	120.-	.....	
PIN	Pineapples	320.-	.....	
PTH	Pitahaya	120.-	.....	
PLB	Plantain	80.-	.....	
POM	Pomegranate	120.-	.....	
RAM	Rambutan	130.-	.....	
REB	Red banana	100.-	.....	
SLK	Salak	70.-	.....	
SAP	Sapodilla	70.-	.....	
TAM	Tamarillo	140.-	.....	
TMD	Tamarind	80.-	.....	
UGL	Uglyfruit	70.-	.....	

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PRICE LIST as of September 1990
MARKET NEWS SERVICE FOR HORTICULTURAL PRODUCTS - EUROPE

Code	includes the following information:	TELEX subscription for one year in $US	Cost	FAX Trial transmission*
	OFF-SEASON FRUIT			
APR	Apricot	100.-	.....	☐
BLB	Blueberry	80.-	.....	☐
CFI	Cactus fig	130.-	.....	☐
CHE	Cherry	140.-	.....	☐
FIG	Fig	140.-	.....	☐
GRA	Grapes	220.-	.....	☐
KAK	Kaki/sharon fruit	120.-	.....	☐
MEL	Melon	310.-	.....	☐
NEC	Nectarine	100.-	.....	☐
PCH	Peach	100.-	.....	☐
PEA	Asian pears	70.-	.....	☐
PHY	Physalis	140.-	.....	☐
PLU	Plums	100.-	.....	☐
RAS	Raspberry	80.-	.....	☐
STR	Strawberry	190.-	.....	☐
	VEGETABLES			☐
				☐
ART	Artichoke	100.-	.....	☐
ASP	Asparagus	200.-	.....	☐
BNS	Beans	290.-	.....	☐
CAS	Cassava	60.-	.....	☐
CHI	Chilli	190.-	.....	☐
COR	Baby corn	120.-	.....	☐
COU	Courgette	60.-	.....	☐
GIN	Ginger	180.-	.....	☐
MGT	Mange-tout/snow peas	160.-	.....	☐
OKR	Okra	130.-	.....	☐
SPO	Sweet Potato	140.-	.....	☐
TCH	Tomato (cherry)	140.-	.....	☐
YAM	Yam	60.-	.....	☐
		Total costs in $US for one year. (Under special circumstances, payable in local currency through the UNDP office in your country).		

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PRICE LIST as of September 1990
MARKET NEWS SERVICE FOR FRUIT JUICES

Code	includes the following information:	TELEX subscription for one year in $US	Cost	FAX Trial transmission*
	BASIC ANNUAL FEE	250.-	250.-	250.-
BAN	Banana pulp	100.-	.....	☐
COC	Coconut milk	100.-	.....	☐
GRP	Grapefruit	200.-	.....	☐
GUA	Guava	150.-	.....	☐
LEM	Lemon	150.-	.....	☐
MAN	Mango	200.-	.....	☐
ORA	Orange	200.-	.....	☐
PAS	Passion fruit	300.-	.....	☐
PIN	Pineapple	300.-	.....	☐
		Total costs in $US for one year. (Under special circumstances, payable in local currency through the UNDP office in your country)		

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PRICE LIST as of September 1990
MARKET NEWS SERVICE FOR SPICES - WORLD

Code	includes the following information:	TELEX subscription for one year in $US	Cost	FAX Trial transmission*
	BASIC ANNUAL FEE	250.-	250.-	250.-
GEN	General information	150.-	.....	☐
CAR	Cardamom	180.-	.....	☐
CAS	Cassia/Cinnamon	150.-	.....	☐
CHI	Chillies	150.-	.....	☐
CLO	Cloves	150.-	.....	☐
GIN	Ginger	150.-	.....	☐
MAC	Mace/nutmegs	150.-	.....	☐
BLP	Black pepper	250.-	.....	☐
WHP	White pepper	150.-	.....	☐
PIM	Pimento	150.-	.....	☐
SPS	Spice seeds	300.-	.....	☐
TUR	Turmeric	150.-	.....	☐
		Total costs in $US for one year. (Under special circumstances, payable in local currency through the UNDP office in your country)		

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PRICE LIST as of September 1990
MARKET NEWS SERVICE FOR HIDES, SKINS AND SEMI-FINISHED LEATHER

Code	includes the following information:	TELEX subscription for one year in $US	Cost	FAX Trial transmission*
	BASIC ANNUAL FEE	190.-	190.-	175.-
ARG	Argentina	140.-	.....	☐
AUS	Australia	100.-	.....	☐
BAN	Bangladesh	200.-	.....	☐
BRA	Brazil	220.-	.....	☐
CAM	Cameroon	90.-	.....	☐
CHD	Chad	50.-	.....	☐
CHN	China	290.-	.....	☐
ETH	Ethiopia	120.-	.....	☐
FRA	France	60.-	.....	☐
FRG	Germany, Fed. Rep.	60.-	.....	☐
GRE	Greece	60.-	.....	☐
IND	India	90.-	.....	☐
INS	Indonesia	30.-	.....	☐
KEN	Kenya	290.-	.....	☐
NEP	Nepal	50.-	.....	☐
NET	Netherlands	60.-	.....	☐
NIG	Nigeria	90.-	.....	☐
NZE	New Zealand	60.-	.....	☐
PAK	Pakistan	130.-	.....	☐
SAU	Saudi Arabia	210.-	.....	☐
SOA	South Africa	50.-	.....	☐
SOM	Somalia	80.-	.....	☐
SUD	Sudan	260.-	.....	☐
TAN	Tanzania, U.R. of	70.-	.....	☐
TUR	Turkey	80.-	.....	☐
UGA	Uganda	120.-	.....	☐
UKI	United Kingdom/Ireland	150.-	.....	☐
URU	Uruguay	50.-	.....	☐
USA	United States	80.-	.....	☐
USR	USSR	90.-	.....	☐
WLD	World view	230.-	.....	☐
YEM	Yemen	80.-	.....	☐
				☐

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BAHAMAS AGRICULTURAL AND INDUSTRIAL CORPORATION (BAIC)

The BAIC is the central agency for all potential private investors seeking advice, information, and/or assistance on investment opportunities in the Bahamas. It simplifies and speeds up the investment process by providing, under one roof, all the information and assistance needed to conduct business in the Bahamas.

BAIC General Manager
P.O. Box N-4940
Nassau, N.P. BAHAMAS
TEL (809) 322-3740/43 FAX (809) 322-2123
TELEX 20-648

BAIC/Miami
Ingraham Building
Suite 825
25 S.E. 2nd Avenue
Miami, FL 33131
TEL (305) 539-9350 FAX (305) 539-9445

BAIC/New York
767 3rd Avenue
New York, NY 10017
TEL (212) 421-6420 FAX (212) 759-2135

BARBADOS

BARBADOS EXPORT PROMOTION CORPORATION

The Barbados Export Promotion Corporation was established by the Government of Barbados and is responsible for:

1. Advising, monitoring, and reporting on all matters relating to Barbados' export trade;
2. Facilitating, encouraging, and implementing measures necessary to promote Barbadian exports;
3. Providing research, training, and consulting services in export promotion;
4. Sponsoring trade fairs and missions in and outside of Barbados; and
5. Compiling information and issuing publications to aid and promote the export of specified products.

BEPC
Pelican Industrial Park
St. Michael, BARBADOS
TEL (809) 427-5752/5

Other important organizations include:

Barbados Marketing Corporation
Princess Alice Highway
Bridgetown, BARBADOS
TEL (809) 427-5250 Telex 2253 MARCORP WB
FAX (809) 426-0694
also
Barbados Marketing Corporation
Grantley Adams Industrial Park
Christ Church, BARBADOS
TEL (809) 428-0293
FAX (809) 426-0694

Barbados Agricultural Society
"The Grotto"
Beckles Road
St. Michael, BARBADOS
TEL (809) 436-6680/426-3950

Barbados Agricultural Development Corporation
Fairy Valley Plant
Christ Church, BARBADOS
TEL (809) 428-0250

BELIZE

BELIZE EXPORT & INVESTMENT PROMOTION UNIT (BEIPU)

The Belize Export & Investment Promotion Unit provides information and guidance to individuals interested in doing business in Belize. It is closely allied with the Belize Chamber of Commerce, and complements the Belize Agribusiness Company (BABCO), a project for the commercialization of alternative crops. Both organizations receive strong support from the U.S. Agency for International Development.

Belize Export & Investment
Promotion Unit
Belize Chamber of Commerce & Industry
P. O. Box 291
Belize City, Belize
TEL (501) (2) 44913/73148
Fax (501) (2) 74984/Telex 121 CHAMBER BZ
Cable BZ CHAMBER

Belize Agribusiness Company (BABCO)
P.O. Box 92
1 Arthur Street
Orange Walk Town
Belize, Central America
TEL (501) (3) 22585
Fax (501) (3) 22850

CARIBBEAN

CARIBBEAN FOOD CORPORATION

The Caribbean Food Corporation (CFC), established by the Member States of CARICOM in 1976, is a regional, commercially oriented, agribusiness investment and development organization aimed at promoting and financing viable agribusiness enterprises in the CARICOM Region. The Corporation began operations in 1979 as the implementing agency for CARICOM's Regional Food and Nutrition Strategy. Its investment programs aim at complementing and reinforcing existing national initiatives.

The Corporation is jointly owned by 12 member states of CARICOM. Negotiations are ongoing on the widening of the shareholding base of the Corporation to include non-CARICOM member states and organizations, including those from the private sector.

CFC makes loans and equity investments in viable commercial and developmental projects involving:

* Sole traders, partnerships, public or private companies and co-operatives legally constituted in CARICOM member states, where:

* The majority of company shareholding should normally be held by nationals of CARICOM states.

Inquiries and project proposals may be sent to:

Managing Director
Caribbean Food Corporation
30 Queen's Park West
P.O. Bag 264
Port of Spain, Trinidad, W.I.

TEL: 622-5211; 622-5827

CARIBBEAN

CARIBBEAN FOOD CROPS SOCIETY

The Caribbean Food Crops Society is an independent professional organization of interdisciplinary orientation and membership. It is not affiliated with any public or private institution anywhere. The objectives of the Society are to advance and foster Caribbean food production, processing, and distribution in all aspects, so as to help improve the standard of living among the people of the Caribbean. It brings together scholars, researchers, extensionists, growers, and other professionals associated with food production, distribution, and policy. It seeks to involve members from all four main language groups of the region (English, Spanish, French, and Dutch).

Membership is open to all persons, firms or corporate bodies interested in the objectives of the Society. The dues for individual and corporate memberships are U.S. $25 per year, and sustaining membership is available for $100 per year.

There is an annual meeting held at different locations in the Caribbean. The emphasis is on presentation of scientific papers in keeping with the objectives of the Society.

For more information contact:

Caribbean Food Crops Society
Secretariat
c/o University of the Virgin Islands
Cooperative Extension Service
RR 02, Box 10,000
Kingshill, St. Croix
VIRGIN ISLANDS 00850

Tel (809) 778-0246

COSTA RICA

The Costa Rican Coalition of Development Initiatives (CINDE)

CINDE is a nonprofit organization instituted to promote foreign investment and expand Costa Rican exports. CINDE's Agricultural Division contributes to Costa Rica's technological advancement through research and development, technology transfer, and technical assistance.

The Agricultural Division has three objectives:

- Expand agricultural exports;
- Provide research, technology transfer and technical assistance for products backed by CINDE support programs such as off-season, ethnic and specialty produce, tropical fruits, flowers and ornamental plants, processed products, forestry, fishing and aquaculture; and
- Lobby for dialogue and policy reform with Costa Rican institutions influencing agricultural exports and investments.

CINDE's Marketing Division attracts foreign investors to the country and assists exporters in developing new trade opportunities.

The Marketing Division offers international buyers and investors a United States, European, and Asian office network to:

- Assist potential foreign investors in analyzing Costa Rican investment opportunities;
- Find potential suppliers of agricultural commodities;
- Contact local partners for joint venture production;
- Identify the best locations for agricultural operations; and
- Provide information, research, and follow-up assistance.

CINDE offices:

<u>United States</u>
CINDE/Northeast
992 High Ridge Road
Stamford, CT 06905
TEL (203) 968-1448
FAX (203) 968-2591
TELEX 5106001835 CINDE NY

<u>Costa Rica</u>
CINDE
P.O. Box 7170 36
San Jose 1000,
COSTA RICA, CA
TEL (506) 20-0036
FAX (506) 20-4754

CINDE/Southeast
7200 NW 19th Street, Suite 203
Miami, Florida 33126 TEL (305) 594-7446
FAX (305) 599-1343

CINDE/Midwest
221 North La Salle Street, Suite 1808
Chicago, Illinois 60601 TEL (312) 346-0626
FAX (312) 346-0623 TELEX 9102404520 CRIPP MW

CINDE/West Coast
635 Sandborn Place, Suite 24
Salinas, CA 93901 TEL (408) 758-1044
FAX (408) 758-0233

DOMINICAN REPUBLIC

The Joint Agribusiness Coinvestment Council, Inc. of the Dominican Republic (JACC/DR)

The JACC is a private non-profit agribusiness association which promotes and strengthens agribusiness in the private sector. It is supported by its members, the government and the U.S. Agency for International Development.

The JACC helps identify potential agribusiness opportunities, funds feasibility studies and business plans for U.S. citizens or companies interested in investing in the Dominican Republic in cooperation with the Trade & Development Program of the United States, assists its members in marketing their products in the United States, and provides training and technical assistance to members.

Director of Projects
JACC/RD
Alberto Larancuent No. 16, Ensanche Naco
P.O. Box 388-9
Santo Domingo, Dominican Republic
TEL (809) 541-6644
FAX (809) 541-4565 TELEX ITT 3462248

Investment Promotion Council

The Investment Promotion Council of the Dominican Republic is the agency responsible for coordinating the country's investment promotion and investor assistance activities. The Council maintains offices in the Dominican Republic and in the United States.

Investment Promotion Council
P.O. Box 21291
Santo Domingo
Dominican Republic
TEL (809) 532-3281 FAX (809) 533-7029

Investment Promotion Council
P.O. Box 25438
Washington, DC 20007

THE EASTERN CARIBBEAN INVESTMENT PROMOTION SERVICE

The Eastern Caribbean Investment Promotion Service (ECIPS) is an economic development promotion agency of the Organization of Eastern Caribbean States (OECS) to promote private investment in eight Eastern Caribbean island states. The islands themselves provide financial assistance for ECIPS with support from the U.S. Agency for International Development (AID). The professional staff of ECIPS has the experience, information, and motivation to help you determine which specific opportunities might be of interest to your particular company. Assistance to investors includes:

- Specific documented information on what each island has to offer, existing industrial activities, opportunities for wholly owned or joint venture investment;
- A detailed analysis of projected cost and pre-investment data;
- Arrangements for visits to islands of interest and meetings with key officials who personally conduct you on your inspection and fact-searching tour, including meetings with appropriate private business people;
- Assistance in identifying and approaching financial institutions and government agencies which might provide resources;
- Information on potential partners and subcontractors able and willing to enter into a business arrangement with you;
- Information on transportation, tariff rates of duty, taxes that might affect your venture,

These services and the expertise of ECIPS staff are provided at no cost to you.

Contact: ECIPS
1730 M Street NW - Suite 901
Washington, DC 20036
TEL (202) 659-8689
FAX (202) 659-9127 TELEX 497 6444 ECIPS

EL SALVADOR

FUSADES

FUSADES is a non-profit organization, with a nonpartisan political position. Its activities are financed by the contributions of its members, as well as national and international institutions. The U.S. Agency for International Development is one of the major sources of funding and also provides a great deal of direct collaboration through the AID mission in El Salvador. FUSADES attempts to unite the private sector, promote and strengthen the system of free enterprise, and propose solutions to the socio-economic problems that confront El Salvador. Among its several programs, FUSADES administers a promotional Program for Investment and Diversification of Exports (PRIDEX). The objective of PRIDEX is the development of nontraditional exports. The program has its own funding to provide the required economic assistance. Its services include:

i) Market research information, including Customs regulations, prices, competitiveness of prices in the U.S. market, the mechanics of marketing utilized by competitors, and the channels of distribution appropriate for the product.

ii) Project development assistance, to help develop strategies of using client and PRIDEX resources to achieve objectives.

iii) Co-investments, concessions and contracts assistance, to coordinate a Salvadoran firm with a foreign firm to structure a project that fills the needs of both parties involved. This may include co-investments, production and sub-contracts, etc.

iv) Technical assistance, available to clients who have projects of top priority to PRIDEX.

v) Economic assistance, which consists mainly of providing the financial support for technical assistance, feasibility studies, and plans to help a client or a group of clients solve problems that prevent them from exporting.

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FUSADES Addresses:

FUSADES

Inter-American Center
World Trade Center
Suite 602
396 Alhambra Circle
Coral Gables, FL 33134
TEL (305) 529-2233
FAX (305) 529-9449

Edificio Omnimotores
Tercer Piso
Apdo. Postal 01-278
San Salvador, El Salvador
Centro America
TEL (503) 98-03-89
FAX (503) 98-03-90

TELEX 20438 FUSADES

GUATEMALA

GREMIAL de Exportadores de Productos no Tradicionales

(The Export Guild of Non-Traditional Products)

The Export Guild of Non-Traditional Products is a non-profit private association of Guatemalan exporters funded by a combination of ROCAP-AID, other private and international sources, and membership dues. The members of the GREMIAL include both individual companies and cooperative producers. Its various programs directed toward achieving growth of non-traditional export production include the provision of workshops and technical training. Furthermore, through policy analysis and recommendations, the GREMIAL plays an active role as a lobby group in policy-making. The Export Guild of Non-Traditional Products is dedicated to taking advantage of the opportunities offered by the Caribbean Basin Initiative.

Address:

GREMIAL
Ruta 6, 9-21 Zona 4
Edificio Camara de Industria
Ciudad de Guatemala, Guatemala
Centro America
TEL (502-2) 34-6872, 31-8525, 31-5947
FAX (502-2) 32-3590

Camara Empresarial de Guatemala (CAEM)
Edificio Camara de Industria, 8th Floor
Ruta 6, 9-21 Zona 4
Guatemala City, Guatemala
TEL (502) (2) 31-6513, 34-6878 to 80
FAX (502) (2) 32-3590

HONDURAS

Federation of Agricultural and Agroindustrial Producers and Exporters of Honduras (FPX)

FPX is a non-profit organization created by national producers to assist the agribusiness community in its efforts to develop and increase its agricultural exports. The organization is integrated by approximately 15 independent producer associations covering most of the commodities in Honduras with export potential. The export services to producers, investors, and buyers include developing market strategies, identifying specific marketing channels, promoting joint ventures between buyers and producers, negotiating transport services, and processing export and investment documentation. The Agricultural and Agroindustrial Productivity Center provides technical assistance for agricultural and agroindustrial projects. It is currently assisting agribusiness ventures in: citrus, cocoa, sugarcane, tobacco, poultry, honey, vegetables, fruits, flowers, processed beef, pork, rabbit, and ornamental plants. The Networking Department provides associations and their members with information on actual and potential products, available cost-effective technologies, as well as the status of international market conditions. Through the Public Relations Unit, this department links Honduras producers and investors with services and support provided by other national and international organizations. It is also the main channel of communication between Honduran producers and investors and the available opportunities through the Caribbean Basin Initiative. In this manner, foreign investors are also assisted with their operations in Honduras.

Address: FPX
P.O. Box 1442
San Pedro Sula
Honduras, Centro America
TEL (504) 52-6794, 5 or 52-7851/3281
FAX (504) 52-7852
TELEX 5768 FEPRO HO

In U.S. FPX - Department 534
P.O. Box 52-3900
Miami, FL 33152-3900

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JAMPRO

Jamaica Promotion, Ltd.

The merger of three export and investment promotion agencies into one organization called JAMPRO became effective in April 1988. It is a combination of the Jamaica National Investment Promotion (JNIP), the Jamaica Industrial Development Corporation (JIDC) and the Jamaica National Export Corporation (JNEC) and is run by a 10-person board, a president and two vice-presidents.

JAMPRO has offices in Kingston, Montego Bay and Mandeville, New York, Miami, London, Toronto, Hong Kong, Hato Rey, and Port of Spain.

For more information contact:

JAMPRO LIMITED
35 Trafalgar Road
Kingston 10, JAMAICA
Tel (809) 929-7190-5; 9450-61
FAX (809) 924-9650 TELEX 2222 JANIPRO

866 Second Avenue
New York, NY 10017
Tel (212) 371-4800
FAX (212) 751-5819 TELEX 661948 JAMPRO

810 Ingraham Building
25 South East 2nd Avenue
Miami, FL 33131
Tel (305) 371-4405
FAX (305) 371-8599 TELEX 25-519532

NICARAGUA

Nicaragua is drafting a framework for its investment and trade promotion. For the time being, inquiries are being handled by the Ministry of Economy. Following are some key public and private sector organizations which will be able to assist potential investors and trading partners.

Investment Promotion Office
Ministry of Economy
Apartado 8
Managua, Nicaragua
TEL (505) (2) 670422

Superior Council of the Nicaraguan
Private Sector (COSEP)
Apartado 5430
Managua, Nicaragua
TEL (505) (2) 27419
FAX (505) (2) 27136

Agricultural Producers
of Nicaragua (UPANIC)
Apartado 3145
Managua, Nicaragua
TEL (505) (2) 23300 or 25694
FAX (505) (2) 27316

Association of Nontraditional Producers
and Exporters (APENN)
Del Porton del Retiro
Cuadra y Medio a Lago
Managua, Nicaragua
TEL (505) (2) 661303
FAX (505) (2) 662417

Nicaraguan-American Chamber of Commerce
Apartado 251
Managua, Nicaragua
TEL (505) (2) 31567 or 31786
FAX (505) (2) 31970

PANAMA TRADE DEVELOPMENT INSTITUTE (IPCE)

The IPCE actively promotes investment opportunities and does virtually all the legwork necessary to enable investors to move into production without bureaucratic delays. For the benefit of potential investors, there are units specializing in manufacturing, agribusiness, joint-ventures, and a number of other areas.

There is no charge for the services of this government office.

Panama Trade Development Institute (IPCE)
P.O. Box 6-1897, El Dorado
Republic of Panama
TEL (507) 64-7211/64-7644
FAX (507) 63-9600

Embassy of Panama
2862 McGill Terrace, NW
Washington, DC 20008
TEL (202) 483-1407
FAX (202) 232-2093

Consulate of Panama
Dupont Plaza Center
300 Biscayne Boulevard Way
Suite 914
Miami, FL 33131
TEL (305) 371-7031
FAX (305) 371-2907

Consulate of Panama
1212 Avenue of the Americas
New York, NY 10036
TEL (212) 840-2450
FAX (212) 840-2469

Background Information U.S. Alcohol Imports

During the month of April, 1980, U.S. imports of alcohol fuel from Brazil rose to a peak level of 7.7 million gallons, compared with 2.5 million gallons in all of 1979, and zero in 1978. The apparent reasons for this surge were a surplus of alcohol fuel in Brazil due to a slowdown in production of alcohol-powered cars there, coupled with a demand for the fuel in the United States which could not be met immediately from domestic sources. This development aroused concern among advocates of domestically produced alcohol fuel in the United States. The imported alcohol fuel benefitted from the tax advantage which was intended to stimulate domestic alcohol fuel production, and the Brazilian fuel, made from sugar cane, is produced less expensively than American fuel made from corn.

The Congress took action to curb imports of alcohol fuel, as part of the budget reconciliation bill which was enacted in December 1980 (P.L. 96-499). A provision was included in this bill which established a tariff on imported alcohol of 10 cents per gallon in 1981, 20 cents in 1982, and 40 cents thereafter. The 40-cent tariff nullified the tax advantage enjoyed by alcohol fuel used in gasohol under the Energy Tax and the Windfall Profit Tax Acts. It was raised to 50 cents per gallon by legislation enacted in 1982 (P.L. 97-424) and then to 60 cents per gallon by 1984 legislation (P.L. 98-369); once again the intent of the legislation was to keep pace with the tax exemption for alcohol fuel, which had been raised to 5 cents per gallon. It was the consensus of the Congress that energy policy considerations should weigh against the United States subsidizing an energy source imported from another nation.

Imports of alcohol from Brazil for use as an automotive fuel also gave rise to considerable controversy during 1984-85. Imports of Brazilian ethanol for fuel use in 1984 were on the order of 100 million gallons, enough to have an appreciable impact on a U.S. market which in 1984 was comprised of 570 million gallons. In February 1985, a group of U.S ethanol producers filed "antidumping and countervailing duty petitions" with the International Trade Administration (ITA) of the Department of Commerce and with the International Trade Commission (ITC). In these petitions, the U.S. producers claimed that the Brazilian Government "massively subsidizes" its ethanol industry, and that because of these alleged subsidies, Brazilian ethanol could be sold in the United States at prices that undercut U.S. prices. In September 1985, the ITA made its

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preliminary determination, finding that fuel ethanol from Brazil had been dumped in the United States, i.e., it was being sold there at less than fair value. However, in March 1986, the ITC ruled that Brazilian ethanol did not materially injure the U.S. fuel ethanol industry. The ruling ended the case against Brazil.

Another potentially significant controversy relating to imports of alcohol for fuel use concerns the nations covered by the Caribbean Basin Initiative (CBI). The purpose of the CBI, which was enacted in 1983, is to encourage 28 small countries of Central America and the Caribbean to develop their economies through U.S. economic aid and trade initiatives, including duty-free access to the U.S. market for exports from those nations that were produced or "substantially transformed" there. Some corporations have announced plans to build facilities in CBI nations which would "upgrade" Brazilian ethanol. U. S. producers have claimed that allowing ethanol derived in such facilities to be imported into the United States duty-free is unfair, since the ethanol was not produced in the CBI nations but merely dried there. The Customs Service has ruled that the drying process qualifies as a "substantial transformation" under the terms of the CBI, and therefore ethanol dried in the CBI region is allowed duty-free status. The Customs ruling has been challenged by the U.S. producers.

Legislation dealing with the CBI ethanol issue was attached to the tax reform bill which passed the 99th Congress. The bill enacted specifies that, to qualify for duty-free status under the CBI, 30 percent of the ethanol used must be produced within the CBI area in 1987, 60 percent in 1988, and 75 percent thereafter. Because of investments already made, three facilities were "grandfathered," i.e, exempted from this requirement, for a limited time. Plants owned by Allied Chemical and by Tropicana Petroleum were exempted for 2 years each, at production rates of 20 million gallons per year. A plant owned by Chemical Fuels was exempted for 1 year at 50 million gallons per year. The Omnibus Trade and Competitiveness Act of 1988 grandfathered a few facilities in the region until the end of 1989. These facilities could ship ethanol, up to 20 million gallons, under the standard rule of origin as determined in the Caribbean Basin Economic Recovery Act of 1983 (CBERA).

An amendment to the Steel Trade and Liberalization Act of 1989 (P.L. 101-221) put in place new requirements for duty-free eligibility for ethanol exported from CBI countries for calendar years 1990 and 1991. These provisions were made permanent by the Customs and Trade Act of 1990 (P.L. 101-382). The new requirements are based on

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the level of local (i.e., CBI-origin) feedstock in the imported ethanol. A base quantity, which is defined as the greater of 60 million gallons or 7 percent of the domestic market for ethanol, as determined by the International Trade Commission, can be imported duty-free with zero percent indigenous feedstock. Beyond the base quantity of imports, the next 35 million gallons require 30 percent local feedstock and all other imports must contain 50 percent. Ethanol produced by process of full fermentation in a CBI beneficiary is also eligible for such treatment.

Sources: U.S. Library of Congress, Congressional Research Service. Alcohol fuels by Migdon R. Segal, Science Policy Research Division, February 24, 1988; and Testimony of Ambassador Clayton Yeutter, United States Trade Representative, before the Subcommittee on Trade of the Committee on Ways and Means On Enhancement of the Caribbean Basin Economic Recovery Act, September 15, 1988. And, also FAS Trade Policy.

SOURCES OF INFORMATION AND ASSISTANCE FOR CBI EXPORTERS

A number of publications and services are available from U.S. Government and private trade organizations that may provide useful information in considering the export of commodities from the Caribbean Basin to the United States. Although the listings below are not exhaustive, an effort has been made to list those pertinent to the reader of this handbook.

1. The U.S. Department of Agriculture

"SITUATION AND OUTLOOK REPORTS" are available on a periodic basis from the Economic Research Service (ERS) and the National Agricultural Statistics Service (NASS). They describe the supply and demand situation for commodities throughout the world. They are available to the public and should be especially useful to CBI exporters. Ask for catalogs of reports and publications.

Economic Research Service
National Agricultural Statistics Service
Information Division, Room 228
1301 New York Avenue, NW
Washington, DC 20005
Toll Free Number 1 (800) 999-6779 (8:30-5:00 ET)

"TROPICAL PRODUCTS TRANSPORT HANDBOOK" offers guidance for maintaining the quality of fruits, vegetables, plants, and cut flowers during shipping. Available in English and Spanish from:

Trade & Investment Program
U.S. Department of Agriculture
Office of International Cooperation and Development
14th & Independence Avenue, SW
Room 3520
Washington, DC 20250-4300
(202) 690-2981

"DICTIONARY OF INTERNATIONAL AGRICULTURAL TRADE" is a Foreign Agricultural Service reference handbook covering commodities, policy, export programs, finance, documentation, transportation and storage, and domestic and foreign agricultural programs. The dictionary includes a brief description of agricultural commodities of importance to U.S. trade.

"FOREIGN AGRICULTURAL CIRCULAR SERIES" are periodic publications featuring the major commodity groupings for U.S. export. Available on a subscription basis for a minimal fee.

For information write to:

Foreign Agricultural Service
Information Division, USDA
Room 5918-South Building
Washington, DC 20250
(800) 336-4700

The Agricultural Marketing Service's Transportation and Marketing Division provides printed materials to shippers of agricultural products in both the economic and technological fields. Specific information may be obtained by contacting:

USDA/AMS/Transportation & Marketing
Room 1217 South Building
Washington, DC 20250, U.S.A.
Telephone (202) 690-1304

2. The U.S. Department of Commerce

a. "Business America, The Magazine of International Trade."

b. "1990 Guidebook, Caribbean Basin Initiative." Prepared by Latin America/Caribbean Business Development Center of the Department of Commerce, International Trade Administration, the guidebook gives basic information for doing business in Latin America and CBI countries and is updated annually.

c. "LA/C Business Bulletin" is a newsletter listing specific CBI business opportunities, seminars, shows, and other events (by subscription, no charge).

To request publications a, b, and c, contact:

U.S. Department of Commerce
The LA/C Business Development Center, Room H-3203
Washington, DC 20230
(202) 377-0703

d. "World Population Series." These publications provide demographic trends in various foreign countries and are available free of charge from:

Center for International Research
Room 707, Bureau of the Census
U.S. Department of Commerce
Scuderi Building
Washington, DC 20233

3. Other Publications

a. "A Basic Guide to Exporting" and "Importing into the United States":

b. "Continuation of Import Export Trade Statistics After Implementation of Harmonized Commodity Description and Coding System" USITC 2051

c. "Caribbean Basin Financing Opportunities: A Guide to Financing Trade and Investment in Central America and the Caribbean": U.S. Department of Commerce, International Trade Administration, 1990.

d. "Fisheries of the United States," A compilation of fisheries statistics.

Publications a, b, c, and d are available from:

Superintendent of Documents
Government Printing Office
Washington, DC 20402
(202) 783-3238

e. "Fishery Market News," National Marine Fisheries Service, NOAA, U.S. Department of Commerce, Washington, DC 20230.

f. "Caribbean Databook" is a profile of the economic, financial, geographic, and political situation of CBI countries and a list of U.S. companies operating in each.

g. "Investing in..." is an investment overview of CBI countries. (Request by country name)

h. "Caribbean /Central America in Action" is a review of CBI business trends and policy issues (quarterly).

Publications f, g, and h, are available from:

Caribbean/Latin America Action
1211 Connecticut Avenue, NW Suite 510
Washington, DC 20036
(202) 466-7464

ADDITIONAL MATERIALS FROM VARIOUS SOURCES

"INTERNATIONAL TRADE DIRECTORY" includes information on produce from foreign countries, export products list, U.S. Government contacts, American embassies in foreign countries, and a selected list of international trade terms and conditions. Available from:

United Fresh Fruit and Vegetable Association
727 North Washington Street
Alexandria, Virginia 22314, U.S.A.

"NEW TITLES" is a bibliographic service available from:
Postharvest Institute for Perishables
Information Center
University of Idaho Library
Room 314
Moscow, Idaho 83843.

Upon request, the Institute provides technical assistance, adaptive research, short courses, workshops, individualized training, library services, and information networking.

"EFFECTS OF GAMMA IRRADIATION ON SHELF LIFE EXTENSION OF FRESH PAPAYAS" (Carica Papaya L. Var. Solo), Ernest K. Akarine and Theodore Goo, RESEARCH BULLETIN 165, Hawaii Agricultural Experiment Station, University of Hawaii. To order write to: College of Tropical Agriculture Order Desk, Room 108 Krauss Hall, 2500 Dole Street, Honolulu, Hawaii 96822

JOURNALS and BOOKS from the Haworth Press:

"JOURNAL OF APPLIED AQUACULTURE"
"JOURNAL OF FOOD PRODUCTS MARKETING"
"JOURNAL OF INTERNATIONAL FOOD AND AGRIBUSINESS MARKETING"
"JOURNAL OF SUSTAINABLE AGRICULTURE"

"FOOD SCIENCE," Norman N. Porter, PhD, Department of Food Science, Cornell University, Ithaca, NY

"COMMERCIAL CHICKEN PRODUCTION MANUAL," Mack O. North, Poultry Management Consultant, Oceanside, California.

"POULTRY, MEAT, AND EGG PRODUCTION," Carmen R. Parkhurts, Department of Poultry Science, North Carolina State University, Raleigh, NC, and George J. Mountney, Formerly, United States Department of Agriculture, Cooperative State Research Service, Washington, DC

"SOYBEAN UTILIZATION," Harry E. Snyder, PhD, Professor, Food Science Department, University of Arkansas, Fayetteville, AR

To order journals and books in the Caribbean (including Bahamas, Barbados, Bermuda, Dominican Republic, Guadeloupe, Haiti, Jamaica, Martinique, Trinidad and Tobago), write to:

Branker Agency
99 6th Street
Barataria, Trinidad, W.I.

In the United States: The Haworth Press, Inc.
10 Alice Street
Binghamton, NY 13904

"BUSINESS LATIN AMERICA," Weekly, Business International Corporation, 215 Park Avenue South, New York, NY, 10003.

"CARIBBEAN BASIN INITIATIVE," United States General Accounting Office, Post Office Box 6015, Gaithersburg, Maryland 20877.

"THE CARIBBEAN HANDBOOK," Published by FT Caribbean, Head Office: P. O. Box 1037, St. John's, Antigua, W.I. European Representative: 3A Sloane Avenue, London SW3 3JD.

"CBI NEWS BULLETIN," Centre for the Promotion of Imports from Developing Countries, Netherlands Government, P. O. Box 30009, 3001 DA Rotterdam, The Netherlands. (Note: CBI does not mean Caribbean Basin Initiative)

"CARIBBEAN SUN," Caribbean Publications Inc. Suite 2075 National Press Building, 529 14th Street, NW, Washington, DC 20045.

"CARIBBEAN UPDATE," Monthly, Karl Wagenheim, 52 Maple Avenue, Maplewood, NJ, 07040.

"CATALOG OF PUBLICATIONS, AGRIBOOKSTORE," Winrock, International, 1611 North Kent Street, Arlington, Virginia 22209 USA.

"CATALOG OF PUBLICATIONS on PLANT SCIENCE," AVI Publishing Co., Inc., Plant Science Department, 250 Post Road East. P.O. Box 831, Westport, CT 06881, USA.

"CENTRAL AMERICAN REPORT," Weekly, Inforpress Centroamericana, 9a. Calle "A" 3-56, Zona 1, Ciudad de Guatemala, Guatemala, Centro America.

"THE COURIER," 200 Rue de la Loi, 1049 Brussels, Belgium.

"THE 19XX-XX (Updated annually) DIRECTORY OF THE CANNING, FREEZING, PRESERVING INDUSTRIES,"
and
"THE ALMANAC OF THE CANNING, FREEZING, PRESERVING INDUSTRIES," Edward E. Judge & Sons, Inc., P.O. Box 866, Westminster, Maryland 21157, USA. Updated annually. (By telephone 301/876-2052)

"EXPORT HANDBOOK FOR U.S. AGRICULTURAL PRODUCTS," C. J. Nicholas, Office of Transportation, U.S. Department of Agriculture, Washington, DC 20250.

"FARM CHEMICALS HANDBOOK," Pesticide Dictionary, Fertilizer Dictionary, Storage/Application, Company Addresses, Regulatory File, Buyers' Guides," Meister Publishing Company., 37841 Euclid Avenue, Willoughby, Ohio 44094 USA.

"FOCUS," Quarterly Bulletin, P. O. Box 1086, Castries, St. Lucia.

"THE FOOD INSTITUTE REPORT": a Weekly posting for all segments of the country's largest industry, raw product to consumer purchase, American Institute of Food Distribution, Inc. 28-12 Broadway, Fair Lawn, New Jersey 07410-3913. Tel (201) 791-5570. FAX (201) 791-5222.

"THE FROZEN FOOD EXECUTIVE," National Frozen Food Association, P.O. Box 398, Hershey, PA 17033 USA

For a publication on each country in the Caribbean Basin: "INVESTING IN..." or "CARIBBEAN DATA BOOK," Caribbean/Central American Action, 1333 New Hampshire Avenue, NW, Suite 1010, Washington, DC, 20011.

"NATIONAL FOOD REVIEW," U.S. Department of Agriculture, Economic Research Service, Washington, DC 20250.

"THE PACKER and THE REDBOOK," Weekly, P.O. Box 2939, Shawnee Mission, Kansas 66201. FAX (913) 451-5821

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"PRODUCE MARKETING ASSOCIATION (PMA)," Information Center,
P.O. Box 6036, Newark, Delaware 19714-6036
Tel: (302) 738-7100 FAX: (302) 731-2409

"THE PRODUCE NEWS," Weekly, 2185 Lemoine Ave.,
Fort Lee, NJ 07024

"SUPERMARKET NEWS," Weekly, P.O. Box 1400,
Riverton, NJ 08077-9988

"UNITED FRESH FRUIT AND VEGETABLE ASSOCIATION (UFFV),"
Information Service, 727 North Washington Street,
Alexandria, Virginia 22314
Tel: (703) 836-3410 or 800-336-3065 Telex: 510-101-2401

"WASHINGTON REPORT On Latin America and the Caribbean,"
National Press Building, Suite 2105, Washington, DC

"INTERNATIONAL TRADE FORUM" and other publications of the
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