



Attention: All QAI clients who handle or produce products intended to be exported to Japan through the USDA/MAFF Export Arrangement.

QAI has recently received clarification from the Ministry of Agriculture, Forestry and Fisheries (MAFF) of Japan about the USDA/MAFF Export Arrangement. As of October 1st 2004, Registered Certifying Operations (RCO) in Japan have been instructed not to accept USDA/MAFF Export Arrangement products that were either produced or processed outside the United States. QAI can no longer sign TM-11 Export certificates for companies who are located outside the US in the “Exported by” box.

Depending on the structure of your business and the location of your suppliers your operation will be affected differently.

Export Arrangement Status Table

Type of operation	Location of operation	Location of Suppliers		Status of compliance with the USDA/MAFF Export Arrangement
		All US	Some Outside US/ All Outside US	
Trader/ Distributor	Within the US	X		No problem
Trader/ Distributor	Within the US		X	Cannot use Export Arrangement for foreign processed or produced products.
Trader/ Distributor	Not within the US	X		Cannot use Export Arrangement.
Trader/ Distributor	Not within the US		X	Cannot use Export Arrangement.
Processor	Within the US	X		No problem
Processor	Within the US		X	No problem
Processor	Not within the US	X		Cannot use Export Arrangement to ship directly to Japan.
Processor	Not within the US		X	Cannot use Export Arrangement to ship directly to Japan.
Producer	Within the US	N/A	N/A	No problem
Producer	Not within the US	N/A	N/A	Cannot use Export Arrangement to ship directly to Japan.

If your operation is affected by this clarification with the export arrangement, please contact Tom Chapman or Jessica Walden at QAI (email: tom@qai-inc.com, jessica@qai-inc.com or phone: 858.792.3531) for more information.

Even if your company is negatively affected by the MAFF clarification, QAI can help! We offer multiple routes to access the Japan marketplace, including direct JAS certification.