

JAS vs USDA / MAFF Export Arrangement (TM-11)

	JAS Certification	TM-11
Marketing Sales Cost	<ul style="list-style-type: none"> • Please contact our sales department lead for a price quote specific to your operation. • Better Marketability • Wider range of distribution channels • Initially more time consuming, requires yearly inspection 	<ul style="list-style-type: none"> • Initial investment is significantly lower: A one-time \$75 application fee plus for each TM-11. • CAN start exporting quickly without inspection • Limited distribution channels.
Affix JAS seal in U.S.?	<ul style="list-style-type: none"> • Yes • labels with preprinted JAS seal can be used. 	<ul style="list-style-type: none"> • No • MUST sell to JAS certified importer in Japan
Producer	<ul style="list-style-type: none"> • CAN affix JAS seal • CAN sell JAS certified ingredients to JAS certified processor • CAN sell to any <ul style="list-style-type: none"> - Repacker / Distributor - Trader - Importer 	<ul style="list-style-type: none"> • CANNOT affix JAS seal • CANNOT use the prohibited substances*. • CAN sell to any NOP certified handler (TM-11 not needed) • MUST sell to JAS certified importer in Japan if shipping directly (TM-11 required for every shipment)
Processor	<ul style="list-style-type: none"> • CAN affix JAS seal • CAN sell to any distributor / trader / importer. • MUST verify all ingredients used are either JAS certified or verified to be in compliance with USDA / MAFF Export Arrangement. 	<ul style="list-style-type: none"> • CANNOT affix JAS seal • CANNOT use the prohibited substances*. • CAN sell to any NOP certified handler. (TM-11 not needed) • MUST sell to JAS certified importer in Japan if shipping directly. (TM-11 required for every shipment)
Repacker Distributor	<ul style="list-style-type: none"> • CAN affix JAS seal • CAN sell to any importer in Japan • MUST only use JAS certified products/ingredients. 	<ul style="list-style-type: none"> • CANNOT affix JAS seal at facility • MUST sell to JAS certified importer in Japan (TM11 required for every shipment) • MUST verify all products are in compliance with USDA / MAFF Export Arrangement.

*Alkali Extracted Humic Acid, Lignin Sulfonate, Potassium Bicarbonate.