



May 14, 2024

GTRA Looking to Expand Markets

In recent months, GTRA staff made trips to Pakistan, Dubai for the Gulfood Show, and Turkey. Staff also participated in a USDA trade mission to India along with more than 100 US ag leaders including several State Ag Commissioners, USTR Chief Ag Negotiator Doug McKalip and USDA Undersecretary Alexis Taylor. ABC is committed to expanding shipments into new and existing markets and is working hard to identify market access issues and to find solutions to these challenges. Recently, USDA confirmed that Emerging Market Proposals submitted by GTRA last year have been approved for North Africa (Algeria, Egypt, Morocco and Tunisia) and India. RFPs have already been sent out and contractors should be selected for these projects by the end of May. In the next few weeks, USDA will also be notifying trade associations about results of proposals submitted under USDA's Regional Agricultural Promotion Program (RAPP) in February. GTRA submitted comprehensive proposals for Brazil, India, Indonesia, Morocco, and Turkey. For more info, contact Keith at kschneller@almondboard.com or Julie at jadams@almondboard.com

ABC Joins USDA Ag Trade Mission to India

USDA conducted its second trade mission to India, which was attended by about 100 participants. Industry sectors including almonds, pistachios, pecans, distilled spirits, soy, grains and wine were all present. The trip was an opportunity to learn more about market segments, meet with USDA/FAS staff, and gain a better appreciation for challenges in the market. California tree nuts featured prominently during the week, with visits to facilities that process nuts as well as traditional Indian snacks/sweets. For companies, B2B meetings were arranged allowing commercial discussions to take place.

USDA/FAS posts in Bangladesh and Sri Lanka were also present to speak about those markets. ABC held a separate meeting with the importers from Bangladesh, outlining several follow up activities including a possible "Almonds 101" session during Gulfood in 2025. For more

information about the delegation, please contact Julie at jadams@almondboard.com

ABC participates in Turkish Nut Congress

USDA's office in Ankara first introduced ABC to Tuksiad, the Turkish Nut and Dried Fruit Association, at the 2023 Gulfood Show. Tuksiad has over 300 members including importers and processors. While Turkey imported a record volume of almonds in 2023 at over 125 million pounds, US market share has been falling from 85% or above through 2018 to 60% in 2023. Keith Schneller from GTRA had several business meetings with major importers, processors and retailers in Istanbul before participating in the Tuksiad Conference in Antalya followed by a day trip to the Port of Mersin. The main take away from this visit was the need to level the playing field with our competitors (Australia and Spain) by dealing with the current 10% retaliatory tariff on California almonds. During Schneller's visit, a USDA delegation was also in Ankara for Trade and Investment Framework Agreement (TIFA) talks that have not been held since 2017. It is hoped that these meetings, and upcoming talks between Presidents Biden and Erdogan, will be opportunities to address the retaliatory tariffs that remain in place. Nuts are a traditional part of Turkish consumers' diets. While many economic and political challenges remain, Turkey holds great potential to consume and re-export larger volumes of almond products in the future. Turkish importers and processors are eager to collaborate with ABC.

GTRA to Host Webinar on Export Credit Tools

GTRA will host a webinar on June 11 at 10am on various export credit and financial risk management tools that are available to US exporters. The webinar will kick off with a USDA presentation on the [GSM-102 Credit Guarantee Program](#). A banker from [CoBank](#) will talk about how she helps exporters use the program. We will also hear from two credit insurance brokers who will introduce a variety of private sector programs and finally will hear from another banker who will talk about the advantages of using letters of credit. We will be sending out more information in the Handler Mail. For more information, please contact Keith at kschneller@almondboard.com.

EU Due Diligence Directive somewhat “diluted” but is still likely to put demands on almonds

Changes in the EU’s Due Diligence regulation limits the size of companies required to report, but still places liability on those firms to “ensure” their supply chain meets labor and certain environmental standards. ABC has been following the regulation and its implications, working closely with several European associations. Concerns are that European manufacturers who are subject to the provisions will be placing greater pressure on their suppliers to demonstrate their labor and production practices are in line with European standards. Note that Germany has its own due diligence regulation in place. For more information, please contact Gabrielle at gludwig@almondboard.com

Countdown to EU Parliament Elections

The next European Parliament elections will take place from June 6th to 9th, 2024, with each Member State having set the date or dates within that period when voting will occur in their country. In the weeks after the elections, a new President of the European Commission will be nominated. Once confirmed by the new European Parliament, that person will compose a new college of Commissioners, and they will develop a five-year work plan that needs to be approved by the European Parliament before work can begin. This means that few new initiatives will be launched before late autumn 2024. For more information, contact Abhi at akulkarni@almondboard.com.

China Decree 248 Facility Registration process

If your company missed the 2021 fast-track registration process, please note that FDA has started moving “new” applications via China’s CIFER portal to GACC for final review and issuance of facility approval numbers needed to export raw nuts and seeds to China. The registration process consists of the following steps:

1. The handler needs to add the Export Listing Module (ELM) to its FDA online account;
2. The firm needs to add the HS codes for the products it wants to export to China into its ELM for China;

3. The firm can then set up a GACC account using the cifer.singlewindow.cn portal;
4. After setting up a username and password for CIFER and entering basic company details including its FDA Establishment Identifier (FEI), the firm needs to request in CIFER that FDA authenticate its CIFER application;
5. After FDA authenticates the initial CIFER application, the firm can then proceed in adding the commodities and mandatory documents to its CIFER application under “raw nuts and seeds”; and
6. After entering all information, the firm can “submit” the application to the competent authority (FDA) for one final review before FDA signs off and forwards the application to GACC for final review and approval.

In addition to these efforts, ABC is working with Chinese associations and other nut importers to assess opportunities to move nuts/seeds to a “lower risk” category — thereby allowing self-registration. If you have further questions about the registration process, please contact Keith at kschneller@almondboard.com.

Upcoming Events:

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| May 13-29 | Abhi in Europe for UNECE meetings and industry visits |
| May 22-24 | MRL Workshop in San Diego |
| May 20-23 | AgTC Conference in Tacoma |
| June 3-8 | Gabriele at Codex Committee for Pesticide Residues in Chengdu, China |
| June 11 | 10am - ABC Webinar on Export Finance/Risk Management Tools |
| June 24-28 | ABC delegation to DC |
| July 10-11 | USAEDC/Attache Conference, Tysons Corner, VA |

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The Global Update is a publication by the Almond Board of California. For more information, please contact the Almond Board at 209-549-8262 or regulatoryissues@almondboard.com. The information reported in this document is correct to the best of our knowledge. The Almond Board of California welcomes the participation of all industry members and does not discriminate on the basis of race, color, national origin, sexual orientation, gender, marital status, religion, age, disability or political beliefs. 2024GTRA0015