



March 11, 2025

## ABC Participates in Gulfood, February 16-21

ABC staff and Board Chair attended a busy Gulfood Show in Dubai. The team participated in a *Taste of California Reception* cosponsored by CDFA, hosted an early morning Almond 101 workshop for importers/processors from around the region, joined in an INC reception during the show and met with scores of buyers from around the world at our ABC booth in the USA pavilion. The volume of visitors may have been slightly lower than last year, but the quality of contacts was exceptional, ranging from many old friends and new companies interested in importing and processing almonds. Next year, Gulfood 2026 will be earlier, January 26-30, due to Ramadan and in a new location. While some pavilions (meat, dairy, fats/oils) will stay at the World Trade Centre, plans are to move all of the international pavilions to the much larger Expo Center venue. ABC is already working with U.S. Pavilion organizers to look for new hotels and possible expansion of our ABC booth. For more information, please contact Keith at [kschneller@almondboard.com](mailto:kschneller@almondboard.com)

## New Tariffs Announced

On March 4, the U.S. imposed an additional 10% tariff on Chinese imports. In response, [China announced retaliatory duties of 10-15%](#). The list (available upon request from ABC) includes a 10% duty on **almond kernels (0802.12)** and **inshell (0802.11)**, **bringing the total duty to 35%** (10% MFN rate, 15% prior retaliatory Section 232 duty and new additional 10%). The current waiver for retaliatory Section 301 (30%) duties remains in place. Without the waiver, tariffs on California raw almonds would now be 65%. The 10% retaliatory duty also applies to **roasted nuts/ almonds (2008.1999 and 2008.1930)**, **almond flour (1106.30)**, and **almond paste (2007.99)**.

The additional duties will not apply to goods shipped before March 10, and arriving between March 10 and April 12.

The situation with Canada and Mexico is evolving. On March 4, the U.S. implemented a 25% tariff (delayed from February 4) on products from Canada and Mexico. Canada responded with [retaliatory tariffs on \\$30 billion](#) of U.S. imports.

**Almonds and almond products are not included.** [In 21 days, Canada intended](#) to impose additional retaliatory duties on another \$125 billion worth of imports – that list has not been released.

On March 6, the U.S. postponed the 25% tariff on many of the imports from Mexico and some imports from Canada until April 2. Canada has indicated it is keeping the tariffs it implemented on the 4<sup>th</sup> in place, but is delaying the additional \$125 billion until April 2.

Additional 25% tariffs on steel and aluminum imports, and “reciprocal tariffs” (matching foreign countries’ tariffs dollar for dollar) have also been announced by the U.S. These are to be imposed in March/April, but details have not been provided. The continuing uncertainty is definitely presenting a challenge for almond buyers and sellers.

Staff will continue to monitor this evolving issue. Please contact [kschneller@almondboard.com](mailto:kschneller@almondboard.com) or [jadams@almondboard.com](mailto:jadams@almondboard.com) if you have questions.

## India Meetings in February Well Attended

Before attending the Nut & Dried Fruit Council of India’s conference in Mumbai, ABC hosted its annual trade meeting for almond importers and shippers. This year, the trade event featured a panel consisting of leading Indian CPG companies. The focus of discussion was the opportunity for ingredient growth across the country. ABC investments in health and nutrition, combined with the unique cultural role almonds play in the Indian market, are foundational to the anticipated growth.

## A New Japan Protocol?

USDA and MHLW are working on finalizing a protocol for pre-testing almonds. ABC is reaching out to handlers to determine if they want to participate in this voluntary program. The target date for implementation is April 1, 2025; in addition, efforts are underway to allow a procedure for resorting non-compliant consignments rather than having to reexport. Unfortunately, in the past 14

months, there have been 44 rejections for aflatoxin in Japan. Based on total imports, the rejection rate is still below 2%. For more information, please contact [jadams@almondboard.com](mailto:jadams@almondboard.com)

## Morocco Opportunities Being Explored

In February, ABC staff were in Morocco for an exploratory visit consisting of industry meetings and in-home consumer visits. Coming out of ABC's recent market assessment, Morocco was identified as a key opportunity. In 2019, a 0% duty came into effect for California almonds under the US-Morocco Free Trade Agreement. Last year, shipments to Morocco exploded exceeding 80 million pounds – a 30% increase over the previous year.

Almonds are part of Morocco's culture: from eating almonds as a snack, in traditional confectionaries, and tagine dishes. They also play a major role with holidays such as Ramadan and Ashura. Almonds are also widely used in bakery; staff at the [international baking school](#) are very excited about adding almonds to their curriculum. The visit confirmed that consumers are aware of almond nutritional benefits and recognize California origin. In fact, Moroccan consumption is equal to that of the United States at around 1 kg/person.

There are still challenges in getting to know import requirements and making contacts with the right importers/processors in Morocco. ABC is working closely with USDA/FAS in Rabat; in addition, several Moroccan companies attended the Almonds 101 session at Gulfood. ABC will host a workshop in Casablanca on May 5 before the INC meeting in Mallorca, which will be an opportunity for U.S. shippers to meet with the Moroccan trade. For more information, please contact Julie at [jadams@almondboard.com](mailto:jadams@almondboard.com)

## ABC Exploratory Trip to Turkey in April

ABC has been developing a relationship with Tuksiad, the Turkish Dried Fruit and Nut Association. Tuksiad represents most major processors in Turkey and has been instrumental in bringing down tariffs on imported nuts for processing in Turkey. Last year, ABC participated for the first time in Tuksiad's annual conference in Antalya which is not far from the port of Mersin.

During the week of April 21, 2025, ABC will be participating in Tuksiad's 2025 conference in Antalya, and is planning visits with industry contacts in Istanbul, Ankara, and Mersin. If California almond handlers/shippers are interested in joining trip and conference, please contact Keith at [kschneller@almondboard.com](mailto:kschneller@almondboard.com).

## Update on Indonesian Halal Requirements

Several industry members have reached out to ABC regarding halal requirements for shipments to Indonesia. ABC has confirmed with FAS staff in Jakarta that **raw almond shipments do not require halal certification**. However, almonds that have been processed will need a halal certificate. The following FAS [report](#) indicates the currently accredited U.S. organizations for halal certification by the Indonesian government. For more questions, reach out to [akulkarni@almondboard.com](mailto:akulkarni@almondboard.com)

## ABC DC Trip Scheduled for March 31-April 4

The annual DC industry delegation will be interesting this year, given the considerable focus on trade. The trip will be an opportunity to meet new Administration officials at USDA and USTR, as well as key Congressional offices. A potential government shutdown next week is being closely monitored.... Please contact Brock if you have any questions [bdensel@almondboard.com](mailto:bdensel@almondboard.com).

## Upcoming Events

Mar 31-Apr 4	ABC DC Delegation Visit
Apr 25-27	Tuksiad Conference in Antalya
Apr 29	Almond Alliance Conference
May 5	Almond Workshop Morocco
May 7-11	INC Congress Mallorca
May 6-7	MRL Conference San Diego
May 19-24	CCPR Meeting Chile

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