



WSDA ORGANIC PROGRAM GUIDE TO INTERNATIONAL ORGANIC MARKETS

The Washington State Dept. of Agriculture (WSDA) provides an evaluation of organic products for compliance with United States Department of Agriculture (USDA) trade partner arrangements. Operations that are certified by WSDA, and that comply with the following additional requirements, ensure access of their products to these important markets.

The USDA National Organic Program International Trade Partner webpage should be referenced for full details on all arrangements. <https://www.ams.usda.gov/services/organic-certification/international-trade>

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EUROPEAN UNION ORGANIC EQUIVALENCY ARRANGEMENT

Under an equivalency arrangement signed by USDA and the European Union (EU) Commission raw agricultural products and processed products certified to the USDA organic regulations are not required to obtain additional certification to market the products as organic in the EU¹. Full implementation of the U.S. – EU Equivalency Arrangement came into effect on June 1, 2012. Details of the USDA and EU Equivalency Arrangement can be found on the National Organic Program website: <https://www.ams.usda.gov/services/organic-certification/international-trade>

Requirements

In addition to certification to the USDA organic regulations, products must meet the following requirements in order to be sold as organic in the EU:

1. Products must receive an electronic Certificate of Inspection (eCOI) via the Trade Control and Expert System (TRACES). A physical COI must also accompany the shipment, or be sent directly to the importer.
2. Products must be either produced within the U.S. or have had final processing or packaging occur within the US.
3. Products must meet EU labeling requirements.
4. Products must meet the following critical variances:
 - a. Apples and Pears – may not be produced using antibiotics. (Note: Antibiotic use is prohibited in organic production in the U.S. as of October 21, 2014)
 - b. Wine - may not contain any non-organic grapes and must be produced using only the winemaking practices and substances details in the EU Organic regulations EEC 203/2012, which are outlined in the table below.

¹ The following countries are in the EU: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, and the United Kingdom. Additional information: http://europa.eu/about-eu/countries/index_en.htm.



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Wine Production Material/ Practice	EU status	EU regulation reference
Enzymes (other than pectolytic enzymes)	Prohibited	EC 203/2012 Article 29c, Annex VIIIa
Partial dealcoholisation of wine	Prohibited	EC 606/2009, Annex I A, Point 40
Electrodialysis treatment to ensure the tartaric stabilisation of the wine	Prohibited	EC 606/2009, Annex I A, Point 36
Treatment with cation exchangers to ensure tartaric stabilization of the wine	Prohibited	EC 606/2009, Annex I A, Point 43
Partial concentration through cooling	Prohibited	EC 1234/2007 Annex XVa, Section B.1, Point (c)
Elimination of sulphur dioxide by physical processes	Prohibited	EC 606/2009, Annex I A, Point 8
Centrifuging and filtration with or without an inert filtering agent	Restricted: the size of the pores shall be not smaller than 0.2 micrometer	EC 606/2009, Annex I A, Point 3
Heat treatments	Restricted: temperature shall not exceed 70 °C (158 °F)	EC 606/2009, Annex I A, Point 2
Use of ion exchange resins	Allowed	EC 606/2009, Annex I A, Point 20
Reverse osmosis	Allowed	EC 1234/2007, Annex XVa, Section B.1, Point (b)

Scope

To ensure the U.S. – EU verification process is as simple and efficient as possible, WSDA limits the scope of EU equivalency evaluations to WSDA certified organic apple and pear producers and handlers; and organic wine processors and handlers. All other WSDA certified organic crops and products are approved as compliant with the U.S. – EU Equivalency Arrangement provided they are produced, processed, or packaged in the U.S.

The use of antibiotics in organic production to control fire blight in apples and pears is prohibited effective October 21, 2014. Apples and pears that have been treated with antibiotics within 36 months prior to date of harvest will not be eligible for export to the EU.

Evaluating Producer Compliance – *Apple and Pear Producers Only*

WSDA program staff will review the tree fruit producer’s Organic System Plan Material Inventory as well as the most recent WSDA organic inspection report to determine compliance with the U.S. – EU Equivalency Arrangement. Use of antibiotics for tree fruit prior to October 21, 2014 must be disclosed by the producer and reviewed by the organic inspector during an onsite visit.

Producer compliance is granted on a crop variety basis, not on a site by site basis². Parallel organic production of the same crop variety is prohibited; in order for a variety to be approved for export, all organic production of that variety by the producer must be managed in accordance with the equivalency arrangement. *See Footnote Below.*

² Producers may apply for a new organic producer certificate with WSDA for sites with parallel organic varieties. Operations with dual certifications must have a system in place to physically separate and distinguish EU compliant sites and crops from those that are certified for US markets only.



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Certified producers must keep records regarding compliance with these additional requirements as well as compliance with the USDA organic regulations.

Evaluating Handler and Processor Compliance

Organic handlers that wish to have products evaluated for export to the EU regulations are not required to enter as an entire operation or product line. Individual varieties and suppliers may be approved under this program. Certified handlers must keep records regarding compliance with these additional requirements as well as compliance with the USDA organic regulations.

Apple and Pear Handlers Only

WSDA program staff will review the operation's supplier list as well as the most recent WSDA organic inspection report to determine compliance with the U.S. – EU Equivalency Arrangement. Sources of organic products must be disclosed by the producer and reviewed by the organic inspector during an onsite visit.

Wine Handlers Only

An EU Wine Approval Application is required for each wine processor of products that you wish to export. Once WSDA program staff has verified compliance, a U.S. – EU Organic Equivalency Affirmation for Export of Organic Wine to the EU may be issued verifying the processor meets the requirements. This information will be used to verify the Certificate of Import. Each wine processor must keep records regarding compliance with these additional requirements as well as compliance with the USDA organic regulations.

Labeling

For retail products, labels or stickers must state the name of the U.S. or EU certifying agent and may use the USDA organic seal or the EU organic logo.

The EU doesn't have a labeling category for 100% organic products. These products may be labeled "organic."

The EU does not have a labeling category for "made with" organic products. For products containing less than 95% organic ingredients, a percentage statement of organic content may be displayed on the label. "Made with" products must not display the USDA organic seal or EU organic logo.

Export Documents and Certificates of Inspection

Effective October 19, 2017, the EU requires electronic export certificates (Certificates of Inspection or eCOI). Export certificates are issued through an online portal, the Trade Control and Expert System (TRACES), administered by the EU.

Prior to exporting your product, the following must be completed:

1. Your EU importer must register with the EU, and then as an Operator within TRACES. The importer should work with their certifier to complete this step.
2. Once registered, your importer must enter your product and shipment details, and then submit a request for an eCOI through TRACES. WSDA will then be notified of these requests through TRACES.
3. You must continue to submit the [WSDA Certificate of Inspection Application Form](#) and, when exporting wine, an [EU Wine Approval Application](#) to organicexport@agr.wa.gov so that WSDA can verify the details submitted by your importer.



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Until the EU completes its transition to an all-electronic system, a physical COI must also accompany the shipment, or be sent directly to the importer.

If exporting wine to the EU one or more of the following compliance documents must be submitted for each product:

1. EU Wine Approval Application completed by the processor of the wine
2. Organic Certificate that specifically lists the product as EU compliant
3. U.S. – EU Equivalency Affirmation for Wine

WSDA Organic Program authorizes Certificates of Inspection for WSDA certified operations for a fee of \$40 per request.

Contact the WSDA Organic Program Export Desk at organicexport@agr.wa.gov to request a Certificate of Inspection application and EU Wine Approval Application or link to these documents in the instructions above.



European Organic Food Label (EU)



USDA Organic Seal



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CANADA ORGANIC EQUIVALENCY ARRANGEMENT

Under an equivalency arrangement signed by the USDA and Canadian Food Inspection Agency (CFIA), raw agricultural products and processed products that are certified to the USDA organic regulations, are not required to obtain additional Canadian certification. Full implementation of the U.S. – Canada arrangement came into effect on July 1, 2011. Details of the USDA and Canada Equivalency Arrangement can be found on the National Organic Program website:

<https://www.ams.usda.gov/services/organic-certification/international-trade>

Requirements

In addition to certification to the USDA organic regulations, products must meet the following requirements in order to be sold as organic in Canada:

1. Crops must be produced without sodium nitrate.
2. Crops must not be grown using hydroponic or aeroponic production methods.
3. Agricultural products derived from animals (with the exception of ruminants) must be produced according to livestock stocking rates as set out in CAN /CGSB32.310-2006.

Scope

Many crops have little risk of being prohibited for export due to use of sodium nitrate and hydroponic or aeroponic production. To ensure the U.S. – Canada verification process is as simple and efficient as possible, WSDA has adopted a list of crops that are at risk of being grown using one of the prohibited production practices.

The following crops have been identified as at risk of being grown using sodium nitrate, and will require verification back to the production of the crop prior to granting equivalency with the U.S. – Canada Equivalency requirements:

- Carrots
- Celery
- Cole crops: including kale, collards, etc.
- Corn
- Fresh tomatoes
- Greenhouse crops, including tomatoes
- Leafy greens
- Livestock feed crops
- Onions
- Potatoes
- Winter vegetables: including broccoli, cauliflower, etc.

The following crops have been identified as at risk for hydroponic or aeroponic production, and will require verification back to the production of the crop prior to granting equivalency with U.S. – Canada Equivalency requirements:

- Greenhouse Crops: including herbs and tomatoes

Evaluating Producer Compliance

WSDA program staff will review non-ruminant producer Organic System Plans as well as the most recent WSDA organic inspection report to determine compliance with the stocking rate requirements of the U.S. – Canada Equivalency Arrangement.



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For at risk crops, WSDA program staff will review the producer's Organic System Plan Material Inventory as well as the most recent WSDA organic inspection report to determine compliance with the U.S. – Canada Equivalency Arrangement. Use of sodium nitrate must be disclosed by the producer and reviewed by the organic inspector during an onsite visit.

WSDA evaluates compliance with the U.S. – Canada Equivalency Arrangement on a production year basis. Producer compliance is granted on a crop variety basis, not on a site by site basis. Parallel organic production of the same crop variety is prohibited; in order for a variety to be approved for export, all organic production of that variety by the producer must be managed in accordance with the equivalency arrangement.

Use of a U.S. – Canada prohibited material during crop production will result in the inability to export that year's harvest of the crop to Canada.

Certified producers must keep records regarding compliance with these additional requirements as well as compliance with the USDA organic regulations.

Evaluating Handler and Processor Compliance

For at risk products, WSDA program staff will review the operation's supplier list as well as the most recent WSDA organic inspection report to determine compliance with the U.S. – Canada Equivalency Arrangement. Sources of organic products must be disclosed by the handler and reviewed by the organic inspector during an onsite visit.

Organic handlers that wish to have products evaluated for export to Canada regulations are not required to enter as an entire operation or product line. Individual varieties and suppliers may be approved under this program.

Certified handlers must keep records regarding compliance with these additional requirements as well as compliance with the USDA organic regulations.

Labeling

Products certified as "organic" (containing 95% or more organic ingredients) and meeting the U.S. – Canada Equivalency requirements may use either the USDA or Canadian Organic Regime (COR) seal beginning July 1, 2009. Use of the COR, USDA, or WSDA seal is optional.

Products from the U.S. or other countries using the COR seal must include a country of origin statement or the word "imported" in close proximity to the seal.

A certifier statement that identifies the name of the certifier must appear on the label. If using a USDA seal, then this certifier statement must be placed below the information identifying the distributor of the product. Otherwise, this statement can be placed anywhere on the label.

Products that are certified as 100% Organic in the U.S. cannot make this claim on the label if being distributed in Canada. Products containing 100% organic ingredients may only be labeled as "Organic."

Labels for products exported to Canada must be bilingual to include both English and French.

Special requirements exist for products intended to be exported to Quebec:



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1. Organic fruit and vegetables must whenever possible be individually labeled.
2. The name of certified operators (grower or handler) must be printed on a sticker affixed to each organic fruit or vegetable.
3. The name of the certifying body that attested the product's organic production must also to be printed on each sticker.

Compliance Certificates

If requested, a compliance affirmation will be issued to the producer or handler that notes compliance of crops or products that meet the additional requirements of the U.S. – Canada Equivalency Arrangement.

These affirmations will be issued by WSDA for a fee of \$40 per request.

Contact the WSDA Organic Program Export Desk at organicexport@agr.wa.gov to request a compliance affirmation.

Attestation Statement and Export Document

A formal export document is not required to accompany each shipment from the U.S. to Canada. However, written documentation with the below statement is required to verify that additional requirements have been met. These attestations can be made by either the operation or the certifying agent.

All products that are produced under the terms of the arrangement must be accompanied by documentation stating the following:

"Certified in compliance with the terms of the U.S. – Canada Organic Equivalency Arrangement".

The statement may be written directly by the certified operation on a bill of lading, purchase order, or any other affirmative attestation. Products that do not have accompanying documentation with this statement may be refused entry into Canada.





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JAPAN EQUIVALENCY ARRANGEMENT

The USDA National Organic Program and the Japan Ministry of Agriculture, Food and Fisheries (MAFF) have signed a bilateral equivalency agreement which went into effect on January 1, 2014. Products produced and certified to USDA organic regulations will be marketable in Japan as “organic.” In addition, Japanese products certified to the Japanese Agriculture Standard (JAS) may be marketed in the US as “organic” under this agreement.

This equivalency arrangement eliminates previous additional requirements for organic products exported to Japan, which prohibited the use of alkali extracted humic acids and lignin sulfonate as material inputs. This agreement also allows for new options in using the Japanese organic seal. Details of this arrangement can be found on the National Organic Program website: <https://www.ams.usda.gov/services/organic-certification/international-trade>.

Requirements

In order to access the Japan market, organic products must be certified by a USDA-accredited certifying agent and must either be grown or produced in the U.S. or have had their final processing or packing (including final labeling) in the U.S.

Labeling

The following products covered under the JAS law must carry the JAS seal if they are to be sold as organic in Japan: plants, including fungi, and processed foods of plant origin.

The JAS seal may be applied by U.S. exporters in one of two ways:

1. If a U.S.-based farm or business wishes to apply the JAS organic seal to their products in the U.S., they must contract with a JAS-certified importer.
2. If the U.S.-based farm or business does not have a contract with a JAS-certified importer, a JAS-certified importer must apply the seal to the product once it arrives in Japan.

USDA certified products not regulated by the JAS law (e.g. meat, dairy, honey, alcoholic beverages, textiles) may not display a JAS seal.

The use of the USDA organic seal on an exported product is voluntary as long as the product label meets the requirements of the USDA organic regulations.

The certifier must be identified on any label being exported to Japan with the following statement placed below the information identifying the handler or distributor of the product:

“Certified Organic by (insert name of Japan-recognized or USDA-accredited body)”

Export Document

A USDA-accredited certifying agent must complete a USDA export document (TM-11) verifying the conditions of the U.S. – Japan Equivalency Arrangement. This document must accompany all shipments of bulk agricultural products intended to be sold in Japan as “organic.” USDA certified products not regulated by the JAS law (e.g. meat, dairy, honey, alcoholic beverages, textiles) do not require an export certificate.

WSDA Organic Program is authorized by USDA to issue this document to WSDA certified operations for a fee of \$40 per request.



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Contact the WSDA Organic Program Export Desk at organicexport@agr.wa.gov to request a TM-11 application.



JAS Organic Seal (Japan)



USDA Organic Seal



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KOREAN EQUIVALENCY ARRANGEMENT

On July 1, 2014, the USDA National Organic Program and the Korean Ministry of Agriculture, Food and Rural Affairs (MAFRA) signed an organic standards equivalency arrangement. This arrangement only covers processed products as defined in the Korean Food Code, produced by either country. Details of this arrangement can be found on the National Organic Program website: <https://www.ams.usda.gov/services/organic-certification/international-trade>.

Requirements

Any USDA-certified product sold as organic in Korea must meet the following requirements:

1. Only processed products, as defined by the Korean Food Code, are allowed to be exported to Korea.
2. Apples and pears used as ingredients in processed products must be produced without antibiotics. (Note: Antibiotic use is prohibited in organic production in the U.S. as of October 21, 2014)
3. Products must contain at least 95% organic ingredients.
4. Products must travel with a NAQS Import Certificate of Organic Processed Foods.
5. Products must be either produced within the U.S. or have had final processing occur within the U.S.
6. Products must meet Korean labeling requirements.

Evaluating Compliance

WSDA program staff will determine if the exported product meets the definition of a processed food as outlined in the Korean Food Code.

Apple and Pear Handlers Only

WSDA program staff will review the operation's supplier list as well as the most recent WSDA organic inspection report to determine compliance with the U.S. – Korean Equivalency Arrangement. Sources of organic products must be disclosed by the operation and reviewed by the organic inspector during an onsite visit.

Labeling

Products must be labeled according to MAFRA's organic labeling requirements and may display the Korean organic food label and/or the USDA organic seal.

Korea does not have a labeling category for 100% organic products. These products may be labeled as "organic."

Export Document

A USDA-accredited certifying agent must complete a NAQS Import Certificate of Organic Processed Foods for all USDA organic processed products traded under the arrangement.

Products made with apples and pears produced with antibiotics, or products that have not been processed and packaged in the United States will not be issued an Import Certificate.

WSDA Organic Program is authorized to issue this document to WSDA certified operations for a fee of \$40 per request.

Contact the WSDA Organic Program Export Desk at organicexport@agr.wa.gov to request a NAQS Import Certificate.



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TAIWAN EXPORT ARRANGEMENT

On March 18, 2009, the Agriculture and Food Agency of the Council of Agriculture (COA) announced USDA National Organic Program has officially been recognized by the COA as equivalent to Taiwan's new organic standards. This announcement allows U.S. organic food products to export organic products to Taiwan under an export arrangement. Details of this arrangement can be found on the National Organic Program website:

<https://www.ams.usda.gov/services/organic-certification/international-trade>.

Requirements

In addition to certification to the USDA organic regulations, products must meet the following requirements in order to be sold as organic in Taiwan:

1. Must be composed of 95% or more organic ingredients.
2. Livestock and meat products must not be from animals treated with the use of systemic pain killers or analgesics, including the use of Lidocaine or Procaine.

Export Document

A USDA export document (TM-11) verifying the conditions of the U.S. – Taiwan Export Arrangement must accompany all of products intended to be sold in Taiwan as "organic."

WSDA Organic Program is authorized by USDA to issue this document to WSDA certified operations for a fee of \$40 per request.

Contact the WSDA Organic Program Export Desk at organicexport@agr.wa.gov to request a TM-11 application.