



Australian Table Grape Association

# **2018-19 Export Registration Meeting - Requirements & Updates**

Jeff Scott, CEO

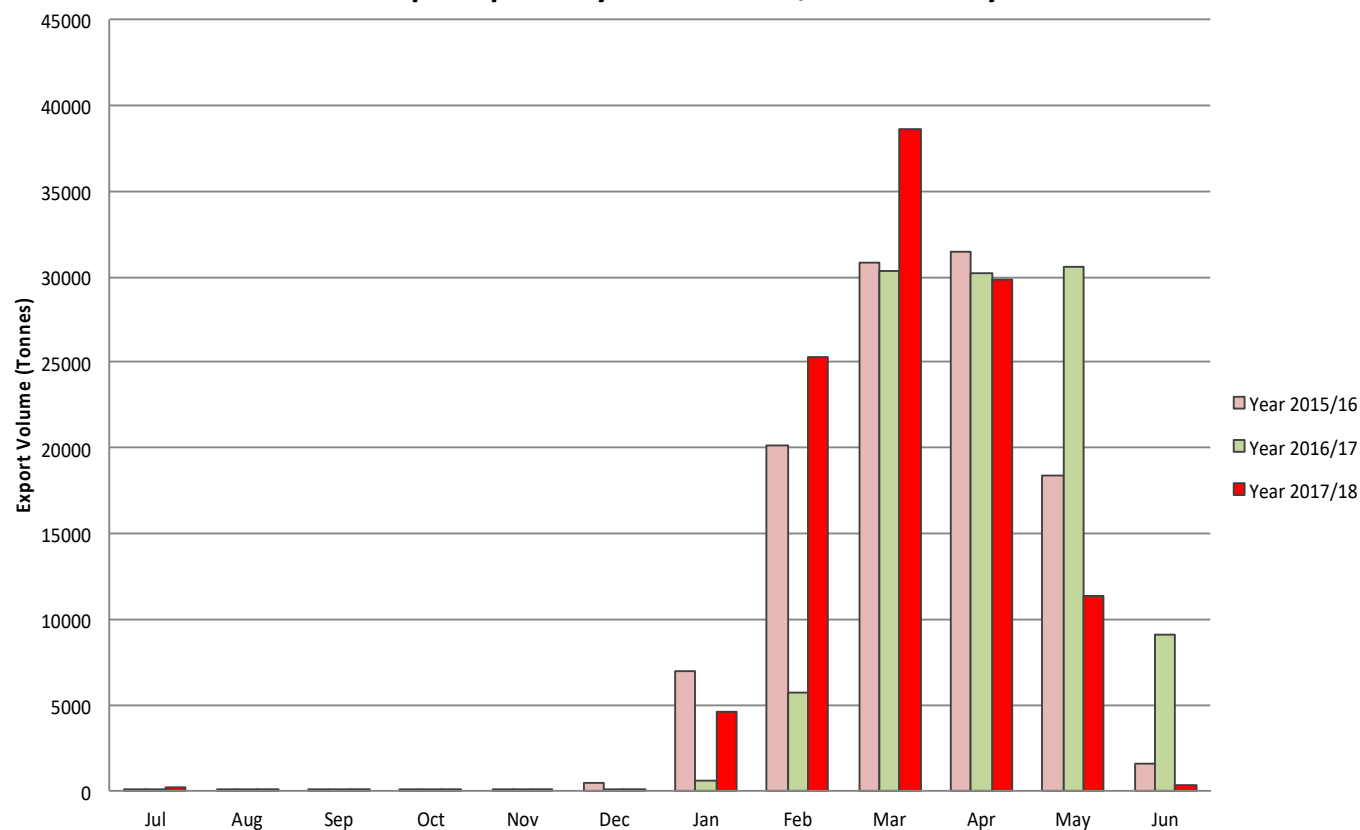


## **Overview of last season**

## Table Grape exports by month vs last year

Although the season started strongly compared to last year the exports in May and June were 40 per cent lower and the overall results was 3.4 per cent higher for the season.

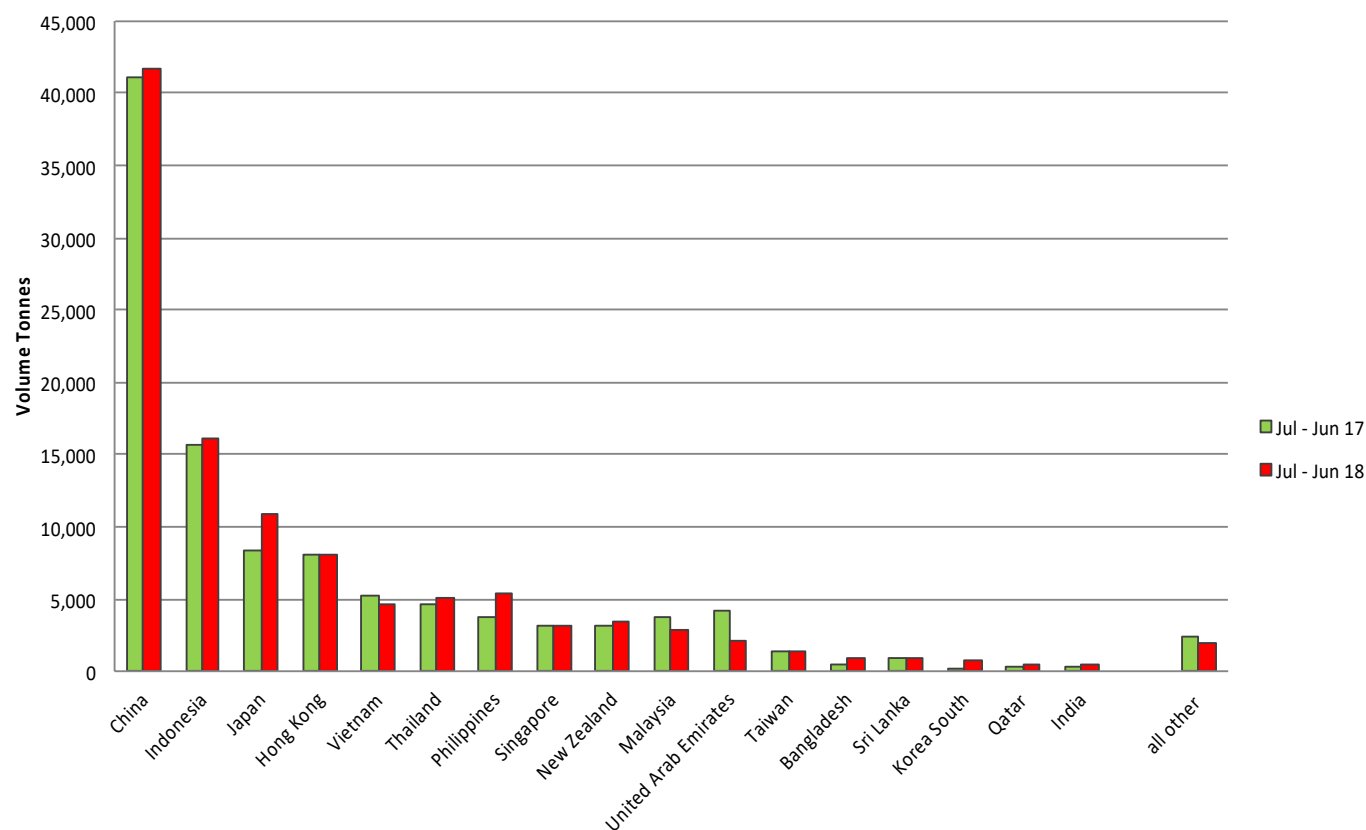
**Table Grape Exports by month 2017/18 vs last 2 years**



source : ABS data, Fresh Intelligence Analysis

China is firmly the leading market by volume and value for the season to date as the direct access to China channel is widely used. Trade to Japan increased 30 per cent and to Philippines by 45 per cent. Vietnam trade has increased though well below 2014 levels.

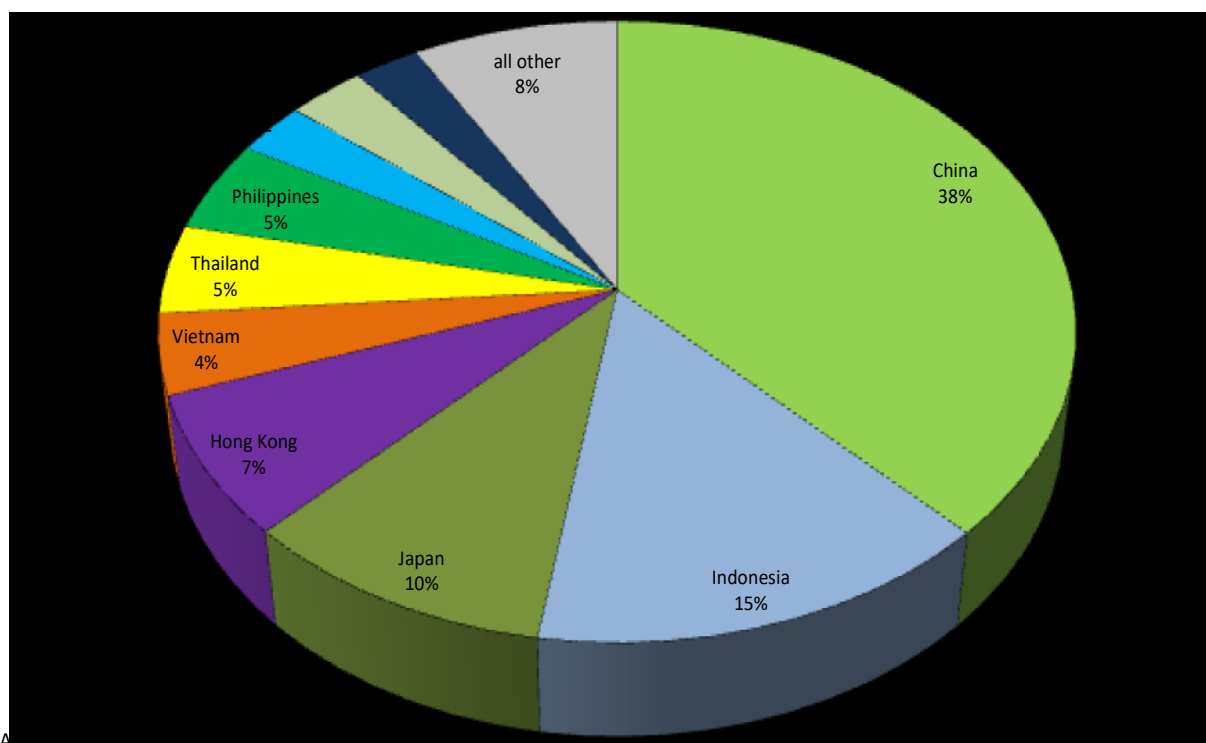
**Table Grape exports by market July to June 2018 vs last year**



source : ABS data, Fresh Intelligence Analysis

Hong Kong and China combined have 45 per cent share. Indonesia and Japan are ahead of Hong Kong as individual markets with 15 per cent and 10 per cent share resp.

**Table Grape Exports by market destination 110,281 tonnes  
- 12 mths to June 2018**



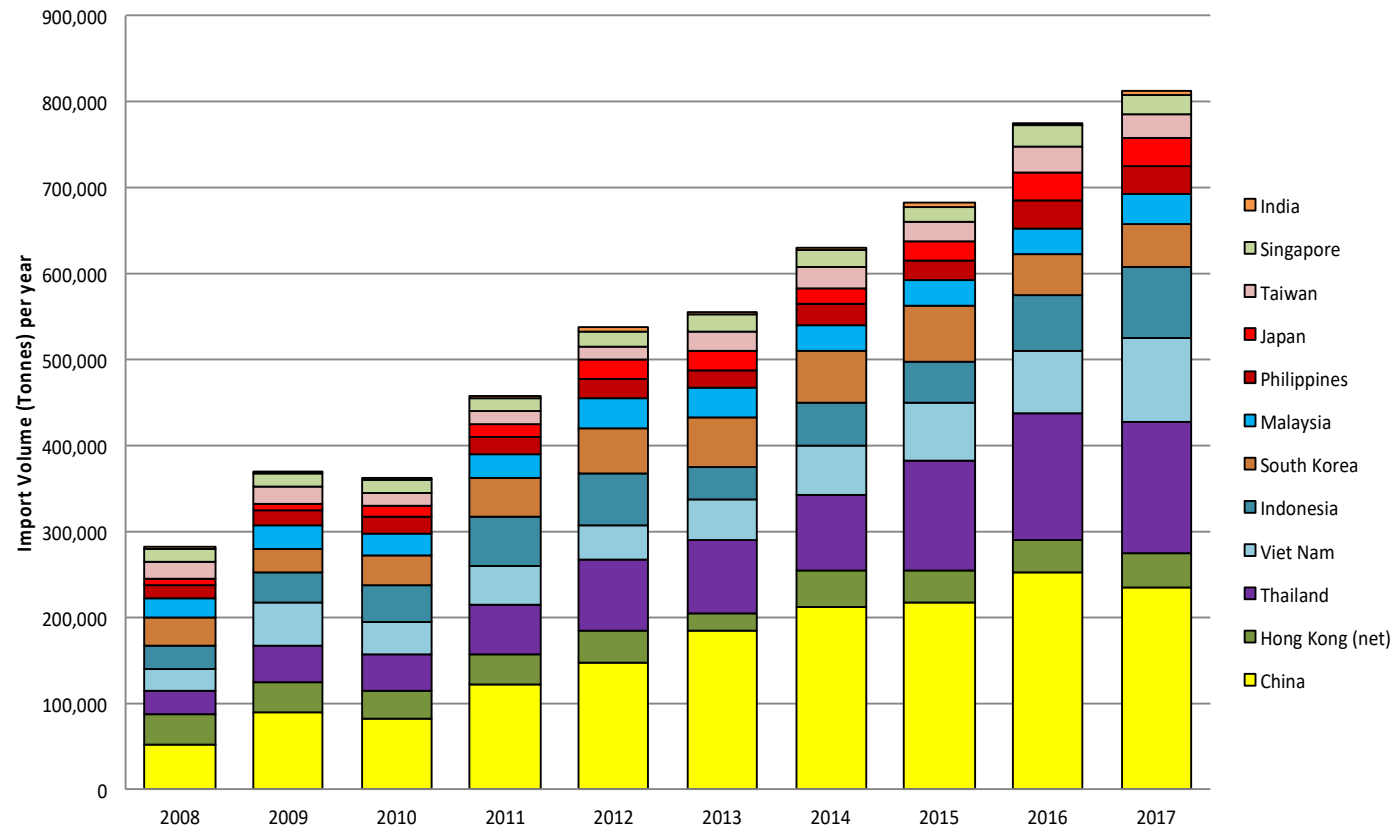
source : A

## Asian Trade Insights - January to December 2017



There were 813,000 tonnes of table grapes recorded as imported by these Asian markets from all sources in 2017, which was 5% higher than 2016 results, and trending 10 per cent growth p.a. over 5 years. China, Thailand, Vietnam and Indonesia are the major markets. Hong Kong is shown as net imports after exports to avoid double counting.

**Table Grape Import Volume growth by selected Asian markets 2008 - 2017**



Source: ITC Trademap; Fresh Intelligence analysis

- Viet Nam data based on supplier data to Viet Nam – use with caution



**What's new  
this season  
with the Export  
Registration  
System?**

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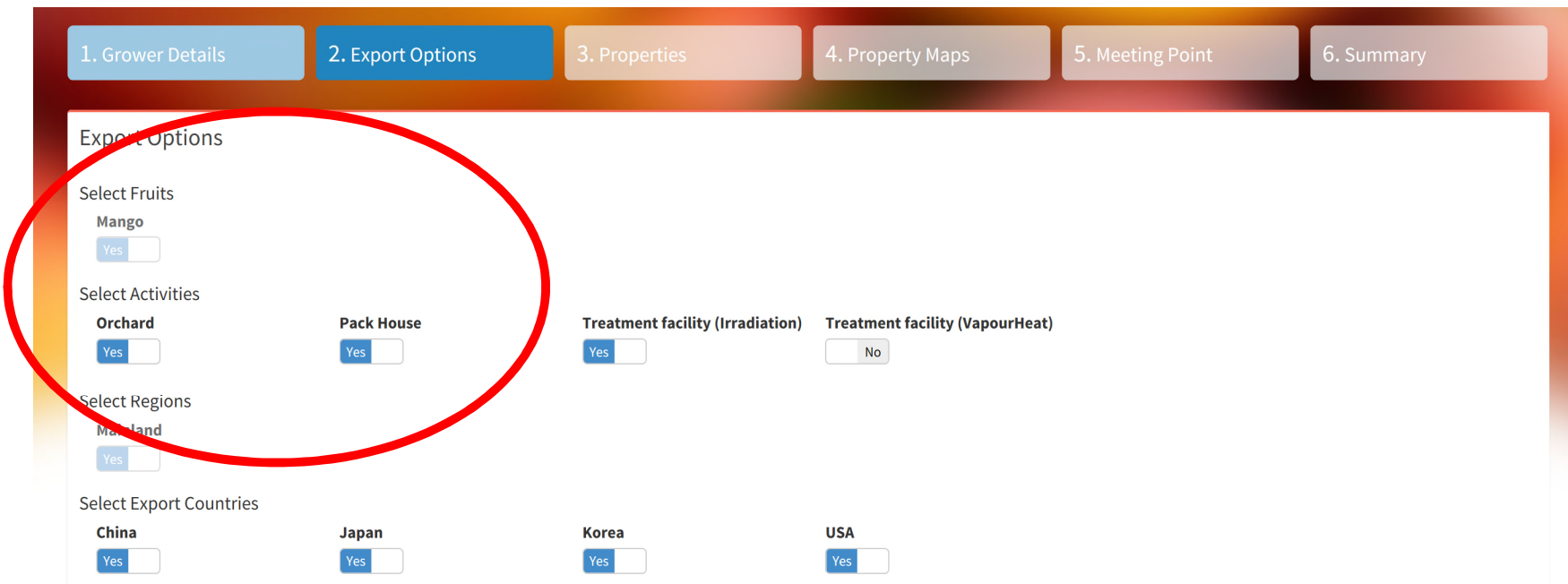
## System Updates in 2018

- ✓ All patch numbers on registrations will include a “T” e.g. TG123-T01
- ✓ Essential this is included on your labels – if you are unsure ring ATGA, **not AO’s job to confirm label details!**
- ✓ System can now cater for a Packhouse Only registration separate to blocks / vineyard
- ✓ Ability to upload any document for fortnightly Pest Monitoring



## System Updates in 2018

- Example of how to select a Packhouse / Vineyard Only registration for the coming season



The screenshot shows a web form titled 'Export Options' with a navigation bar at the top containing six tabs: '1. Grower Details', '2. Export Options' (active), '3. Properties', '4. Property Maps', '5. Meeting Point', and '6. Summary'. The form contains several sections with checkboxes:

- Select Fruits:** Mango ☒ Yes
- Select Activities:**
  - Orchard ☒ Yes
  - Pack House ☒ Yes
- Select Regions:** Mainland ☒ Yes
- Select Export Countries:**
  - China ☒ Yes
  - Japan ☒ Yes
  - Korea ☒ Yes
  - USA ☒ Yes
- Treatment facility (Irradiation):** ☒ Yes
- Treatment facility (VapourHeat):** ☐ No

A red circle highlights the 'Select Activities' section, specifically the 'Orchard' and 'Pack House' options, which are both selected.



**What you will  
see in the  
future**

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## Future System Upgrades

- ✓ Ability to complete / edit / review multiple registrations using one login (for growers with multiple TG numbers)
- ✓ Independent Pest Monitors will have individual system login to complete / review grower registrations and pest uploads
- ✓ Important documents (such as Protocols and Work Plans) and web links will be available to view from your home page
- ✓ Online PayPal payment facilities



**Will you be  
crop  
monitoring this  
season?**

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## Completing your Crop Monitor Training

- All growers and independent crop monitors are required to complete the online training certification with TOCOL College
- DAWR match name of your listed Crop Monitor, with the names of individuals who are certified with TOCOL College
- Online crop monitor training opened 7<sup>th</sup> August 2018
- The online training portal will CLOSE 30<sup>th</sup> August 2018 so don't leave until the last minute!
- Contact ATGA if you have not received the training weblink

# Completing your Crop Monitor Training

- <https://total.instructure.com/enroll/MCCNJDV>



## Enroll in Training for Crop Monitors - Table Grapes 2018


You are enrolling in **Training for Crop Monitors - Table Grapes 2018**.

Please enter your Email address:

Email address

☐ I am a new user

☐ I already have a Tocal College login

[View Privacy Policy](#) 



# **Labelling your consignments**

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## Let's get labelling right

- Inclusion of “T” on some patch numbers resulted in significant confusion last season. All patches will contain “T” this season
- Not AO's responsibility to check label details – IT'S YOURS!  
Growers have final responsibility for correct details on labels
- If you are unsure of information required on your labels, refer to the Protocols and Work Plans for each country
- Check your registration online if you are unsure of details



# Labelling consignments for China

- China Protocol – Page 11

## 3.5 Labelling requirements

- a) Individual packages must be clearly marked with the variety, place of origin (city or state), country of origin (in Chinese and English), vineyard and packhouse registration numbers.
- b) Each pallet must be marked with the Chinese characters “For Export to the Peoples Republic of China” (see Attachment 1). If pallets are not used (as with air freight consignments), the individual cartons must be marked with the Chinese characters “For Export to the People’s Republic of China” (see Attachment 6).
- c) To avoid possible confusion and delays on arrival in China, the department recommends that labels are applied to the same location of each package and the labels are clearly legible and of consistent font size.

# Labelling consignments for China

- China Protocol – Attachment 1, Page 23

## **Attachment 1. Chinese characters for export table grapes**

All pallets used to carry grapes for export to China must be marked with the Chinese characters “For Export to the People’s Republic of China”. If pallets are not used, each individual carton must be labelled with the Chinese characters “For Export to the People’s Republic of China”. The English text is not required to be included on cartons or pallets.

These characters are shown below:

输往中华人民共和国

**For Export to the People’s Republic of China**

Only the characters listed above will be accepted by AQSIQ. There can be no alterations or variations to this translation unless prior approval is obtained from AQSIQ.

# Labelling consignments for Japan

- Japan Work Plan – Page 8

## 3.1 Packaging and labelling requirements

Packages must be new and clean.

MAFF has specific labelling requirements that must be strictly adhered to. Any variation will not be accepted unless prior approval has been provided by MAFF.

Each package must be labelled. Labelling must be placed in an easily visible location and be clear and easy to read.

In the case of onshore cold treatment, labels on packages and/or pallets must include treatment lot details.

The destination must be placed on all packages exported to Japan. For palletised product, the destination may instead be placed on all four sides of the pallet. The following styles\* are approved by MAFF:

- FOR JAPAN; or
- 日本向

**Note\*:** The style and format (i.e. capitalisation of font and layout) of the labelling must be followed exactly otherwise consignments will not be authorised by the department. Failure to meet these requirements will result in rejection in Japan.

# Labelling consignments for Japan

- Japan Work Plan – Page 8 (continued)

## 3.1.1 Fruit fly PFA

Each package must be labelled to enable traceability to the State and township (i.e. Loxton, Renmark, etc.).

## 3.1.2 Air freight consignments

For air freight consignments, labels must be placed on each carton. Packages must be secure from fruit fly infestation following onshore cold treatment.

Each carton must include a label or sticker to indicate completion of export measures. The following style is approved by MAFF:

- PLANT QUARANTINE AUSTRALIA

## 3.1.3 Sea freight containers

Containerised sea freight consignments do not require each package to be labelled with “PLANT QUARANTINE AUSTRALIA”; however, the container must be sealed with a AUSTRALIAN GOVERNMENT bullet seal (Fig. 1). These seals must be issued by the department and will state “AUSTRALIAN GOVERNMENT”. Other types/styles of container seal are not permitted to be used.

# Labelling consignments for South Korea

- South Korea Work Plan – Page 8

## 2.5 Labelling requirements

Each pallet must be clearly labelled (printed not hand written) with:

- the product (table grapes)
- vineyard name and / or registration number
- the words “**For Korea**”

Where pallets are not used, each carton must be individually labelled with the above information.

The department recommends that labels are applied to the same location on each pallet / carton and are clearly legible and of consistent font size.

# Labelling consignments for Thailand

- Thailand Work Plan – Page 7

## 3.3.2 Labeling requirements

If fruit is shipped in loose packages or on pallets, each package must have the following printed labels placed on all sides of each package or pallet:

Product of Australia

Name of exporter

Name of fruit (common name and cultivar)

Packhouse or export establishment registration number

Packing date

Export destination: **Thailand**



## **Critical dates for this season**

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## Critical dates & deadlines for 2018-19

- Crop Monitor Training CLOSE – 30<sup>th</sup> August 2018
- Online Registrations OPEN – 17<sup>th</sup> August 2018
- Online Registrations CLOSE – 14<sup>th</sup> September 2018

NOTE: ATGA will only approve registrations which have been paid in full

- Deadlines have been moved forward this season to ensure final list of approved registrations is submitted to AQISQ prior to first consignments being shipped





## EMAIL ACCURATE?

By Friday you will receive 2 emails to commence your registration

A Welcome email

A password email - copy the temporary password

Click on the word [HERE](#)

Paste the temporary password

Enter your own unique password

This will then take you to “Pending Registration” box for you to commence your registration



# EMAIL ACCURATE?

## Welcome

Dear Test5,

Thank you for attending the information session for the current export year. Your details have been entered into the Mango Export Accreditation System ready for you to submit your registration.

You will receive an email shortly with your temporary password to log in, please follow the instructions in that email.

Regards,

Samantha Frolov

Industry Development Manager, The Australian Mango Industry Association.

*This email is confidential, as are any files transmitted with it. If you are not the intended recipient, you must not disclose or use the information contained in it. If you have received this email in error, please notify us immediately by return email and delete the document and*

# EMAIL ACCURATE?

## New/Reset Password

Dear Test5,

Your temporary passcode is: hPAxeWgLJT

Please note this is case sensitive

You will need this code to set the password for your new user account when logging into the Export Accreditation system for the first time or when you forget your password. To continue with the process please click [HERE](#)

Regards,

Samantha Frolov

Industry Development Manager, The Australian Mango Industry Association.

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**Questions?**

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