BEEF
U.S. MEAT
EXPORT FEDERATION
U.S. PORK
EXPORT GUIDELINES COLOMBIA

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THE COUNTRY

Colombia (Population 44.7 million) is the only South American country with coastlines along the Atlantic and Pacific oceans. Its major cities are Bogota (capital), Medellin, Cali, Barranquilla and Bucaramanga. Colombia joined the World Trade Organization (WTO) in 1995. Their principal import partners are the United States of America, China, Mexico and Brazil. The World economic Forum Global Competitiveness Index 2010-2011 ranked Colombia 68th meaning that despite the slowdown of other world economies Colombia has managed to maintain their competitiveness thanks to a stable macroeconomic environment and a low inflation rate.

Some market access facts and recommendations to export U.S. meats to Colombia

- Colombia has signed free trade agreements (FTA) with El Salvador, Chile, Canada, and Mexico, and the United States of America.
- Some regions of the country have been recognized as FMD-free (without and with vaccination). The exception being the border regions where live cattle are still crossing illegally from Venezuela and Ecuador.
- There are five Departments (states) free of Classical Swine fever (CSF) but again, live hogs are also crossing illegally the border with Venezuela and Ecuador.
- U.S. imported beef has an 80% tariff while beef offal has a 70% tariff.
- USA pork products have a 20% tariff.

Food Safety Agency

INVIMA is the National Institute for the Surveillance of Food and Drugs (Instituto Nacional de Vigilancia de Medicamentos y Alimentos; INVIMA). It is equivalent to the U.S. Department of Agriculture, Food Safety Inspection Service (FSIS) and U.S. Department of Health and Human Services, Food and Drug Administration (FDA) combined. It was created in 1993 by Law 100, article 245. INVIMA is in charge of issuing sanitary registers, drugs and biological product certifications; developing good manufacturing practices, sanitary controls, quality certification and laboratory testing of domestic and imported food and alcoholic beverages; and sanitary controls in slaughter houses. According to Decree 1500 (2007) slaughter houses must utlize HACCP; there is zero tolerance to the presence of feces, milk, ingesta and hair.

Animal Health Agency

The Colombian Agricultural Institute (Instituto Colombiano Agropecuario; ICA) was created in 1962 with Decree 1562. It is equivalent to the U.S. Department of Agriculture, Animal and Plant Health Inspection Service (APHIS). Its primary function is to contribute to the development of the livestock and fishery sector by handling the prevention, vigilance and control of the sanitary, biological and chemical risks to animals and plants. ICA is also in charge of conducting applied agricultural research.

Meat Inspections System- Equivalence

- Colombia through its agencies (ICA and INVIMA) recognizes the red meat establishment approval processes conducted by FSIS. Before exporting it is necessary to check if the plants are approved by FSIS and the USDA, Agricultureal Marketing Service (AMS) through Export Verification (EV) Program, ARC 1030U. To review sanitary and phytosanitary requirements for meat products please visit the following link:

• https://afrodita.ica.gov.co/Security/VW_CONSUL_REQUISITOS.aspx

Traceability, Carcass grading, and Cuts Nomenclature

Colombia does not have specific traceability or carcass grading regulations. Regarding beef grading there is a "Colombian Select Meat" certification program through the Cattle Industry Federation (FEDEGAN). However, in regard to traceability there is a proposal under review by various government agencies for adoption. Fedegan has been conducting traceability pilot projects (Sinigan) in specific regions for domestic production. For imported meat products the Department of Health Inspection Services (State) is in charge of tracing imported meat and meat products once the product received clearance from INVIMA.

Meat Cut Nomenclature

Common subprimal beef cut nomenclature	
USA	**COLOMBIA**
Chuck Roll	Lomo de Aguja
Chuck Tender	Lomo de Brazo
Shoulder Clod	Bola de Brazo- Paletero
Short plate	Costilla
Brisket	Pecho
Fore Shank	Lagarto de Brazo
Rose Meat	Sobre Barriga
Flank	Falda
Outside Skirt	Entraña
Ribeye Roll	Lomo Ancho
Loin	Lomo Ancho
Top Sirloin	Cadera
Tri-tip	Colita de Cadera
Tenderloin	Lomo Fino
Rump steak (Top Sirloin cap)	Punta de Anca
Outside Round	Bota
Inside Round	Centro de Pierna
Eye of Round	Muchacho
Heel of Round	Lagarto de Pierna
Knuckle	Bola de Pierna

Common pork cut nomenclature	
USA	**COLOMBIA**
Jowl	Papada
Picnic Shoulder	Brazuelo
Boston Butt	Cabeza de Lomo + Brazo
Loin	Lomo
Back Fat	Tocino
Belly	Tocino Carnudo
Spare Ribs	Costillas
Leg(ham)	Pierna
Hind shank	Codito

Packaging and Containers

- The current legislation on general food packaging is found in Decree 3075 (1997). There is no specific packaging requirement or standard for red meat products; however, the main concern with respect to food packaging and containers is to preserve the sanitary integrity of the food product by establishing requirements for containers that are in direct contact with the product.

Technical Regulations, Standards and Conformity Assessments

INVIMA's main focus is the surveillance of food products and food safety. Whereas, ICONTEC is the organization in charge of setting food quality standards based on the International Organization for Standardization (ISO).

The point of contact is shared between the Ministry of Foreign Affaris and the Ministry of Social Protection (in charge of health affairs). For information about the committee representatives, please check the following link:

https://www.mincomercio.gov.co/minindustria/publicaciones.php?id=12210

INVIMA conducts conformity assessments in their National Laboratories of Reference. The agency is also supported by the Laboratories' Public Network located in the Departments. INVIMA through the Laboratories of Reference realizes most of the analysis for imported products. However, MRL's tests for imported meats are not conducted currently.

The prevailing decree 2106 of 1983, the rule of thumb is to accept those food additives accepted by the Codex Alimentarius.

Colombia currently follows the Codex standards for MRL's (Resolution 2906 of 2007),; however, Colombian government is currently revising this regulation to set their own standards.

Please check link below for Resolution 2906 of 2007

http://web.invima.gov.co/portal/documents/portal/documents/root//resolucion2906de2007plaguicidasalimentos.pdf

Technical regulations are considered for Deli products in the Decree 1500 of 2007 and the Decree 2162 of 1983.

ICA-Colombia has a Residue Lab to analyze for compliance of MRL's on food (agricultural and livestock) products.

http://www.ica.gov.co/Areas/laboratorios.aspx

Registry of Processed Meat Products

Previous to the importation of any processed meat it is necessary to meet the following requirements:

1. Registration (issued by INVIMA)
   a. Food product registration and the information, http://web.invima.gov.co/portal/faces/index.jsp?id=1251
2. Labeling (INVIMA Resolution 5109/05), including nutritional labeling (INVIMA Resolution 333/11)
3. Plant approval (approved by FSIS and confirmed by ICA)
4. Zoo sanitary certification (issued by ICA).

Tariff Rate Quota Administration in Colombia

The following is yearly quota for duty free red meat products:

U.S.-Colombia Beef Tariff Schedule

			Year	1	2	3	4	5	6	7	8	9	10
HTS code	Product Description	Base Ad Val	TRQ	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
TRQ applies to: 02012000, 02013000, 02022000, 02023000 (ONLY standard quality cuts), bone-in & boneless chilled & frozen beef			TRQ Volume	2,100	2,205	2,315	2,431	2,553	2,680	2,814	2,955	3,103	unlimited
			Standard in quota: duty free	0	0	0	0	0	0	0	0	0	0
		80	Standard over quota duty rate	50	44.4	38.9	33.3	27.8	22.2	16.7	11.1	5.6	0
No TRQ: Choice & Prime: 02012000, 02013000, 02022000, 02023000		80	High Quality, no TRQ	0	0	0	0	0	0	0	0	0	0
Variety Meat TRQ: 0206.1000, 0206.2100, 0206.2200, 0206.2900, 0504.0010, 0504.0020, 0504.0030			TRQ Volume	4,642	4,897	5,167	5,451	5,751	6,067	6,401	6,753	7,124	unlimited
		80	VM in-quota duty	0	0	0	0	0	0	0	0	0	0
		80	Variety Meat over-quota duty	50	44.4	38.9	33.3	27.8	22.2	16.7	11.1	5.6	0
No TRQ:													
02011000	Carcasses/half carcasses	80		0	0	0	0	0	0	0	0	0	0
02021000	Carcasses/half carcasses, frozen	80		0	0	0	0	0	0	0	0	0	0
02102000	salted/in brine/dried	80		50	44.4	38.9	33.3	27.8	22.2	16.7	11.1	5.6	0
16025000	prepared/preserved	20		0	0	0	0	0	0	0	0	0	0

* January 1, 2012 is an estimated implementation date. Actual implementation will not be determined until the agreement is ratified in both nations.

Table compiled by USMEF using text of the Colombia agreement available at www.ustr.gov.

High Quality: Prime and Choice grades of beef as defined in the U.S. Standards for Grades of Carcass Beef

TRQ does not apply to Choice and Prime- unlimited volume at zero duty

Colombia FTA Pork Tariff Schedule												
		Year	1	2	3	4	5	6	7	8	9	10
HTS Code	Description	Current Ad-Val	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
0203	Fresh, chilled or frozen pork	30%	24%	18%	12%	6%	0%	0%	0%	0%	0%	0%
0206.3000	Offal of swine, edible, fresh or chilled	20%	16%	12%	8%	4%	0%	0%	0%	0%	0%	0%
0206.4100	Livers of swine, frozen	20%	16%	12%	8%	4%	0%	0%	0%	0%	0%	0%
0206.4900.A	Offal of swine, skins, frozen	20%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
0206.4900.B	Offal of swine, except livers, frozen	20%	16%	12%	8%	4%	0%	0%	0%	0%	0%	0%
0209.0090	Pig fat	20%	16%	12%	8%	4%	0%	0%	0%	0%	0%	0%
0210.1100	Hams, shoulders and cuts thereof, with bone	20%	16%	12%	8%	4%	0%	0%	0%	0%	0%	0%
0210.1200	Bellies, streaky and cuts thereof	30%	24%	18%	12%	6%	0%	0%	0%	0%	0%	0%
0210.1900	Other pork meat, in brine, salted, dried or smoked	30%	24%	18%	12%	6%	0%	0%	0%	0%	0%	0%
0504.0010	Hog guts, blatters and stomachs	70%	70%	70%	70%	70%	70%	56%	42%	28%	14%	0%
1501.0010	Pig fat (including lard)	23%	18.4%	13.8%	9.2%	4.6%	0%	0%	0%	0%	0%	0%
1503.0000	Lard oil	15%	12%	9%	6%	3%	0%	0%	0%	0%	0%	0%
1602.4100	Prepared & processed hams	30%	24%	18%	12%	6%	0%	0%	0%	0%	0%	0%
1602.4200	Prepared & processed shoulders	30%	24%	18%	12%	6%	0%	0%	0%	0%	0%	0%
1602.4900	Other processed or canned pork, including blood and juices	20%	16%	12%	8%	4%	0%	0%	0%	0%	0%	0%
1603.0000	Extracts and juices of meat	20%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

* January 1, 2012 is an estimated implementation date. Actual implementation will not be determined until the agreement is ratified in both nations.
Table compiled by USMEF using text of the Colombia agreement available at www.ustr.gov.

Paperwork done at the packing plant/purveying/processing or cold storage establishment:

U.S. red meat, variety meats and/or processed products are inspected at the plant by a U.S. Department of Agriculture, Food Safety Inspection Service (FSIS) inspector, once wholesomeness is determined and compliance with export standards is verified the FSIS Form 9060-5 and other requisite documents are certified with a veterinary inspector's signature and inspection seal. The seal demonstrates products have been inspected and passed.

Inspection Seal

Inspection

FSIS form 9060-6 is the Application for Export Certificate and must be signed by a plant official and the FSIS inspection personnel. This form ensures that:

- The product is eligible for export to the importing country;
- The plant is eligible to export to the importing country
- The plant's export verification program is listed on the AMS' Web site
- Product eligible for the importing country is segregated from product ineligible for the importing country.

Application for Export Certificate

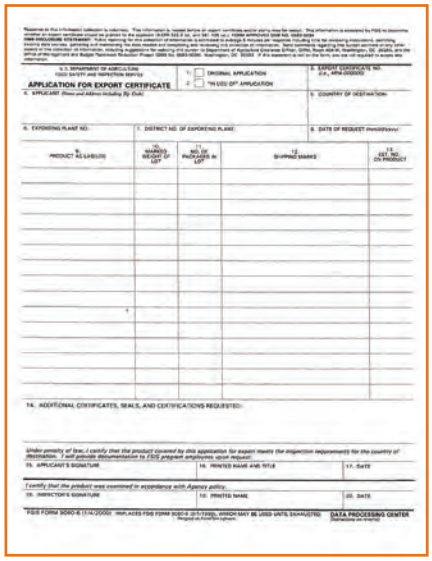
FSIS form 9060-5 Meat and Poultry (MP) Export Certificate of wholesomeness is filled out by the exporting establishment once the FSIS form 9060-6 is approved. It provides a MP serial number for export stamp.

The applicant must request, from the Agricultural Marketing Service's (AMS) Audit, Review and Compliance (ARC) Branch a Statement of Verification (SOV) for each shipment of beef and beef products.

To receive an AMS Statement of Verification for each load, the applicant must submit tothe ARC Branch the following documents for each shipment:

a) Signed Application for Export (FSIS Form 9060-6);
b) Unsigned Export Certificate (FSIS Form 9060-5);
c) Contact name and phone number;
d) Email address or fax number to send the Statement of Verification; and
e) The company who will be billed for the service including company name,establishment number, city, and state, if this is different from the applicant submitting the request. U.S. food distributors must also submit an AMS Statement of Verification for Product

Intended for Further Processing from the U.S. supplier(s) to verify that the product conforms to the requirements of the EV Program and is eligible for export to the country.
This information must be submitted via email to EV.Export@ams.usda.gov or via fax to 202-354-5207.
The AMS Statement of Verification for each load must be provided to FSIS officials at the time the unsigned Export Certificate (FSIS Form 9060-5) is submitted for an FSIS inspector's signature.



APPLICATION FOR EXPORT CERTIFICATE

Form FSIS 9060-5

Export Verification program

These programs are operated and supervised by the Agricultural Marketing Service (AMS) of the USDA. An EV Program outlines the specific product requirements for individual countries. The Audit, Review and Compliance (ARC) Branch is the one in charge of reviewing and approving companies as eligible suppliers under the EV programs. For Colombia the EV program states that the vertebral column (including the transverse process of the thoracic and lumbar vertebrae, the wings of the sacrum, and the vertebrae of the tail) must be removed from animals 30 months of age and older and that beef/ beef products were produced and handled in a manner which ensures that such products do not contain and are not contaminated with the following specified risk materials: for cattle over 30 months of age: brain, skull, eyes, trigeminal ganglia, spinal cord, vertebral column, and the dorsal root ganglia; and for any cattle regardless of age, the tonsils and distal ileum of the small intestine. Also meat or meat products have to be produced and handled in a manner which ensures that they do not contain and are not contaminated with mechanically separated meat from the skull and vertebral column from cattle over 30 months of age.

Eligible suppliers are included in the applicable Internet publication. Only eligible suppliers listed in the Official Listing may supply product identified as meeting the requirements of

the applicable USDA EV Program. Eligible product must be produced under an approved Program and be identified as meeting the requirements of the applicable USDA EV Program. Only eligible products may be issued a Food Safety Inspection Service (FSIS) Export certificate which includes the applicable statement as listed in the FSIS Library of Export Requirements. Eligible suppliers must submit a list of all eligible product items intended for shipment. The product list must be submitted in the approved Excel format. Updates to the approved product list must be made in accordance with the procedure, EV Program Updating Approved Product Lists.

In addition, meat cannot be derived from cattle imported from Canada for immediate slaughter.

Export stamp

Import license

Before importing a U.S. meat product the importer must fill out an import request before the Ministry of Commerce, Industry and Tourism (MOCIT). The formats can be found on the Unique Window of Foreign Trade (VUCE) webpage http://www.vuce.gov.co/

In box 44 the importer must submit the following information that will be used by INVIMA: Plant name (has to be authorized by INVIMA), technical/commercial name of the product, characteristics, how it will be used and to which industrial sector it will go. Also, before the load arrives to the port of entry the importer must fill out an Import Zoosanitary Document (DoZa) at the ICA website https://afrodita.ica.gov.co/Security/SignIn.aspx.

The form requests the following information:

- Name of the importer
- Country of origin
- Plant
- Means of transportation
- Entry port
- Exit port (from which port did the load leave the country of origin)
- How the product will be used
- Country of origin
- Name of exporter
- Address of the exporter
- A code assigned by the Colombian Institute of Foreign Commerce (INCOMEX).
- Number of DoZa documents requested by the importer(s)
- Additional (complementary) information

Once the format is finished an electronic payment notice and the invoice will appear. The system will also issue a number to help the importer track when the document is ready.

The DoZa is valid for 90 days. When the DoZa is ready the importer should present the invoice at one of the regional ICA offices. If the importer resides in the capital (Bogota) it can be obtained at the following address: Calle 37 # 8-43 Edificio Colgas Building, 4to Piso, Seccion Prevención de Riesgos Zoosanitarios (Zoosanitary Risks Section).
Note: Fees for import documents issued by ICA and inspections dues must be paid in advance by the importer.

At the port of entry

ICA Inspection

Once the load has arrived at the port of entry the Zoosanitary Risks Prevention Veterinarian will first check the following documents:

- A valid DoZa
- The export certificate from the country of origin
- The sanitary inspection certificate from the country of origin
- Public health inspection certificate form the country of origin

Once the documentation is complete the physical inspection will occur.

Physical Inspection

At least 10% of each load will be inspected at the port-of-entry. The competent authority/veterinarian will verify:

- The plant on the labels match the plant recorded in the DoZa
- Temperature with the aid of temperature records
- That the load has been protected against the environment (rain, contamination)
- Inspection seals
- Packaging; in case it is made of wood it must comply with norm NINF 15
- Organoleptic characteristics (color, odor, texture)

If the veterinarian suspects a possible sanitary risk a sample will be taken and sent to a laboratory. A certificate with the following information will be filed: DoZa number, product name, origin, quantity, reason for the sampling, where the sample is being sent and the signature of the veterinarian that took the sample.
The laboratory results will be sent in written form to the interested party.

Issuing of the Import Sanitary Inspection Certificate (Certificado de Inspección Sanitaria para Importación; CIS)
Once the document and physical inspection have been finalized and the product was found to be in compliance the veterinarian will issue the CIS. In the original DoZa the "Utilized" legend will be stamped as follows:

The CIS number and the date it was issued will be written in the seal and the DoZa will be archived in the office at the port-of-entry.

INVIMA inspection

Note: If ICA does not approve the product INVIMA will not inspect it.
After ICA has inspected the product it is turned over to INVIMA which will check that the product is suitable for human consumption as well as verify the following information:

1. Name of the product
2. List of ingredients (if it is a multi-ingredient product)
3. Net weight (in metric units (it does not need to be translated)
4. Producer name and address (it does not need to be translated)
5. Country of origin
6. Lot number (it does not need to be translated)
7. Expiration date (day/month/year format; it does not need to be translated)
8. Storage conditions (e.g. frozen/refrigerated)
9. Packaging date

Once it passes the inspection it will be labeled with the "APROBADO" (Passed) legend

FLOW OF ENTERING US MEAT INTO COLOMBIA. COLOMBIA ENTRY PORTS

FREQUENTLY ASKED QUESTIONS REGARDING THE EXPORT PROCESS TO COLOMBIA

1. What do I need to become an importer?

Importers must be registered by the Ministry of Commerce, Industry and Tourism. The importer must also buy an electronic signature from the Ministry of Finance which is necessary to register in the Unique Window of Foreign Trade (VUCE in Spanish All these requirements can be found on the following webpage http://www.vuce.gov.co/

2. Which government entities regulate the import of products?

Instituto Nacional de Vigilancia de Medicamentos y Alimentos INVIMA (National Institute for the Surveillance of Food and Drugs)
Instituto Colombiano Agropecuario ICA (Colombian Agricultural Institute)

3. How can I get my user name and password from ICA?

First time users must access the Sanitary Information System for Importing and Exporting Agricultural and Livestock Products (SISPAP; Sistema de Información Sanitario para Importación y Exportación de Productos Agricolas y Pecuarios) and send an email to Cuarentena Animal (Animal Quarantine) requesting a user name and password, https://afrodita.ica.gov.co/Security/InicioSispapPage.aspx.

4. Are all USDA Federally inspected establishments allowed to Export to Colombia?

All USDA Federally inspected establishments are authorized to export to Colombia provided they comply with Colombian requirements. In the case of beef and beef products the establishments must comply with the EV program for Colombia.

The list of approved EV suppliers for Colombia can be checked in the following link, http://www.ams.usda.gov/AMSv1.0/getfile?dDocName=STELPRD3105269
The list of USDA Federally inspected establishments can be checked here, http://www.fsis.usda.gov/Regulations_&_Policies/Meat_Poultry_Egg_Inspection_Directory/index.asp

5. Where can I check the export requirements in English to export to Colombia?

You can check the export requirements at the following link, http://www.fsis.usda.gov/Regulations_&_Policies/Colombia_Requirements/index.asp

6. Where are the ports of entry for U.S. meat?

Seaports: Santa Marta, Nueva Guajira, Barranquilla, Buena Ventura, Turraco.

7. What paperwork is needed?

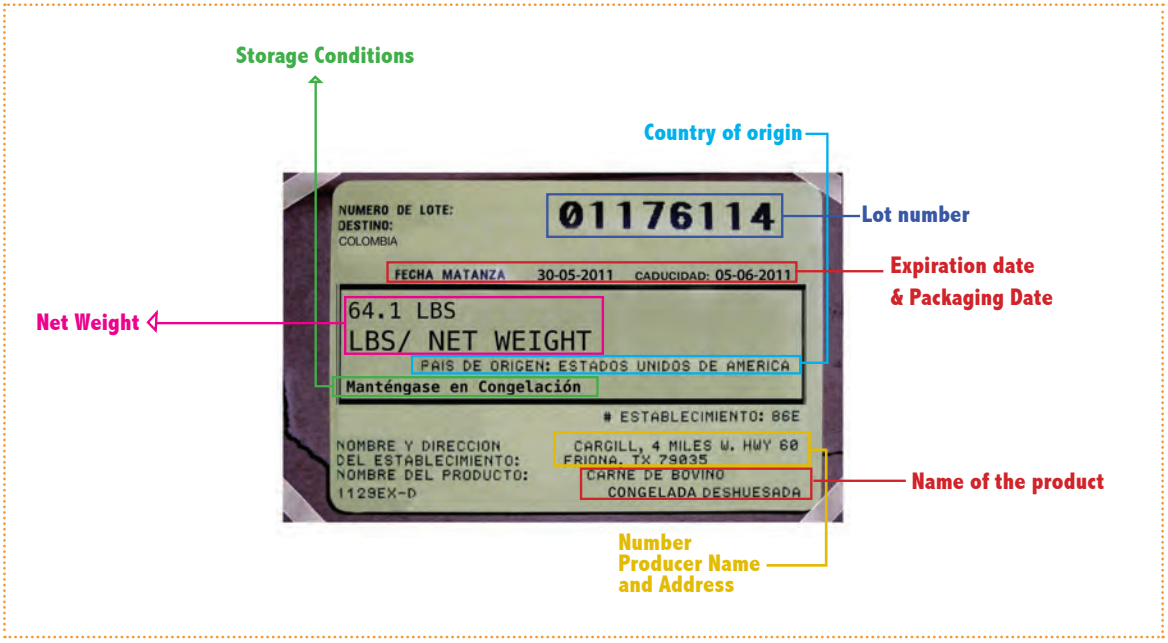
For meat and meat products FSIS Form 9060-5, the Certificate of Wholesomeness, is required and must be signed by a FSIS veterinarian, the appropriate letterhead certificates and the following statement provided by the exporter or agent on company letterhead, “The containers or transportation vehicles have been washed and disinfected.”

The DoZa document issued by ICA

8. What information should be on the labels, does it have to be in Spanish?

In addition to U.S. labeling requirements, the following information must appear in Spanish on the carton. If not in Spanish on the carton, the English text of the label must be translated into Spanish on the exporter’s letterhead and be presented at the time of importation into Colombia.

1. Name of the product
2. List of ingredients (if a multi-ingredient product)
3. Net weight (in metric units. it does not need to be translated)
4. Producer name and address (it does not need to be translated)
5. Country of origin
6. Lot number (May be in english only)
7. Expiration date (day/month/year format). (it does not need to be translated)
8. Storage Conditions
9. Packaging Date



9. Once it arrives are the papers checked for compliance?

Every exporting process has to be realized through the VUCE. Once the shipment arrives INVIMA mainly checks import license (issued through VUCE), FSIS certificate, bills and shipment document.

10. Is there a computer-based meat importation/verification system (customs and agriculture verification) used at the ports of entry?

Apart for the VUCE there is not a computer-based system.

11. At the seaports is clearance of containers only based on document verification?

At the seaport the clearance is made once the sampling processes are completed, the import documents are in place and the importer signs a commitment letter stating that the product will be commercialized once the laboratory test are completed (around 10 days).

12. Is meat verification performed by Customs?

The meat verifications processes are realized by INVIMA and not by Customs.

13. What kind of tests (microbiological, MRL, etc.) must be performed at the port-of-entry?

For meat products, INVIMA's inspectors usually perform microbiological tests for E. coli and Salmonella.

14. Are all the boxes of meat products opened at the seaports´ offices for physical inspection and lab tests?

The boxes are randomly inspected by the INVIMA and depend upon the volume of the product.

15. How much do the port-of-entry tests cost?

Laboratory analysis is done by the Laboratories Public Network located in the Departments. Currently the fees are established by resolution 031462 (2011).

16. Q: Are there analysis parameter(s) for any specific tests or samples randomly selected by the system?

Resolution 031462 (2011) specifies the number of samples and the number of tests to be conducted.

17. Q: What is the tolerance policy for E. coli and Salmonella in cooked products, and raw products? Is there an allowed number of positive samples and if this occurs, do the inspectors send a warning to the importer/user?

Currently there is a zero tolerance policy for E. coli and Salmonella for processed meat. INVIMA notifies the importer and the shipment will be rejected. When there is raw meat, there is a commitment from importers and processors to meet sanitary norms to ensure the safety of the final product.

18. Q: What is the sampling protocol for first-time exporting plants?

The sampling protocol follows the norms established in Resolution 031462 (2011), for meat and meat products please refer to code 4050.

19. What the U.S. beef quality grading means?

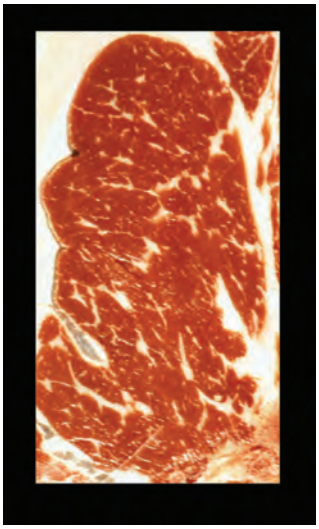
Beef carcass quality grading is optional. The USDA quality grade (QG) is a tool that helps the trade to know palatability attributes such as tenderness, flavor and juiciness in beef and veal, Quality grade determination includes consideration of carcass maturity, ribeye firmness, ribeye texture, color of the ribeye lean, and the amount and distribution of marbling within the lean. Marbling and maturity are used as the key factors for determining the USDA quality grade of a carcass. There are five USDA grades: U.S Prime, U.S Choice, U.S Select, U.S Standard and U.S Utility. However, only the first three QG get the USDA seal, while carcasses deemed as US Standard or a lower US QG are known as "No Roll" because they get no USDA seal. Since 2004, due to Mexico's BSE-related age restriction (30 months of age or younger) only the beef derived from youthful carcasses usually belonging to the top three USDA grades (Prime, Choice and Select) are allowed into Mexico.

20. What is marbling and maturity?

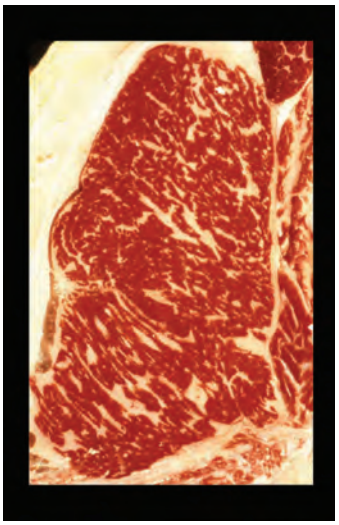
Marbling refers to the amount and distribution of specks of intramuscular fat present in the exposed loin muscle also known as the ribeye. The marbling is observed in the exposed lean of the carcass between the 12th and 13th rib interface where the carcass is split part way with a knife (termed as ribbing). Degree of marbling is the primary determination of quality grade.

Maturity is deemed as the physiological age of the carcass and is mainly evaluated in the dorsal processes of the vertebral column, watching the extent of ossification (conversion of cartilage to bone). This skeletal maturity is adjusted by the color and texture of lean in the exposed ribeye for determining the overall maturity of the carcass. Lean color becomes darker due to accumulation of the main muscle pigment (a protein called myoglobin) as the animal ages. There are five letters designating levels of maturity being A the youngest and E the oldest.

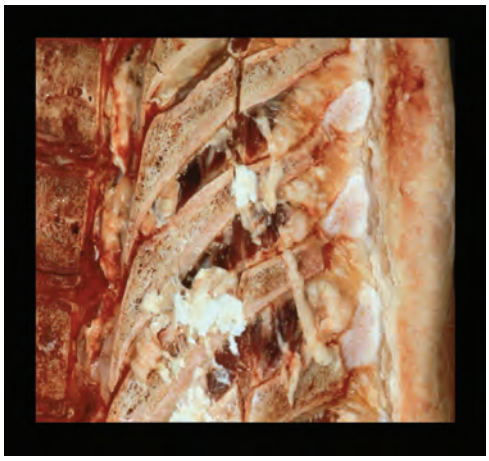
Slightly Abundant Marbling



Abundant Marbling

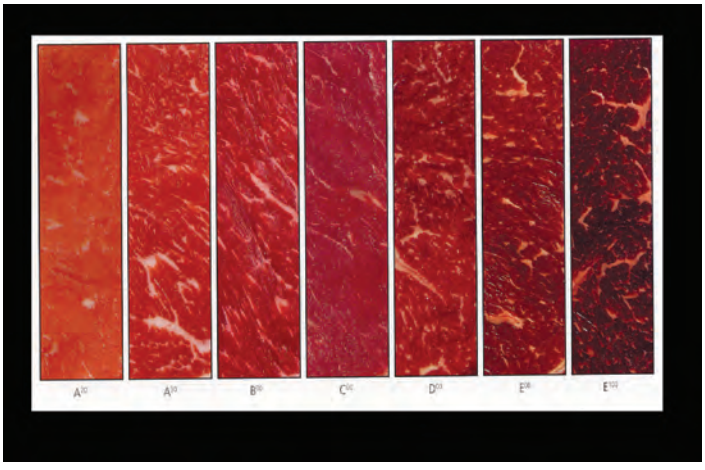


A Maturity



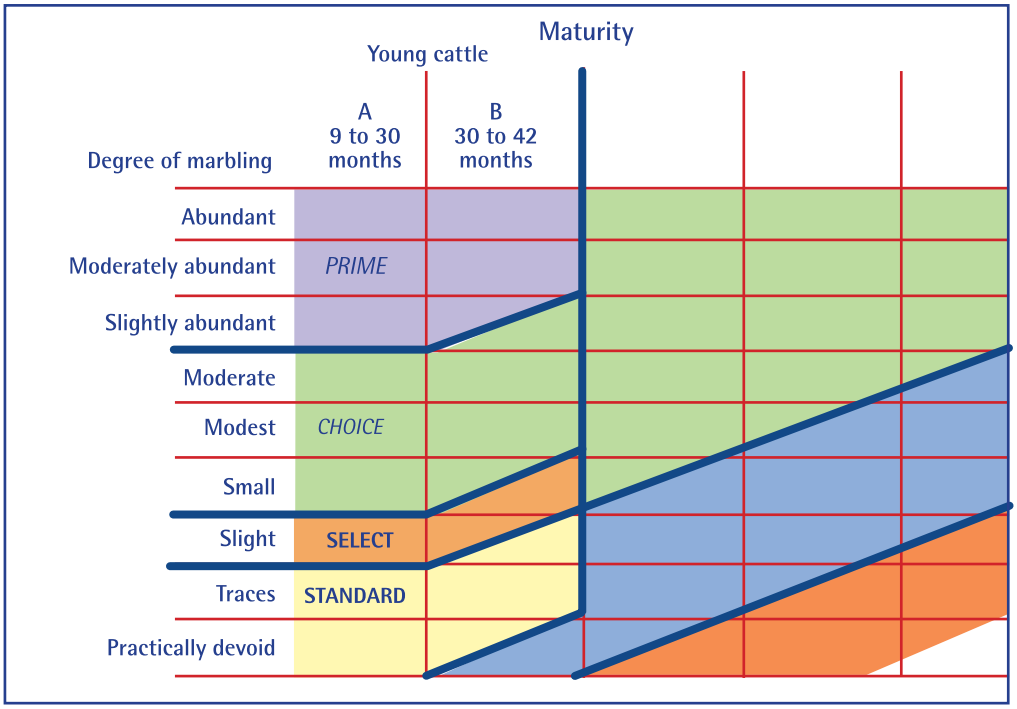
E Maturity

Texture and color of a cut surface between the 12th and 13th ribs



Increasing concentration of myoglobin

Table 4. Shows diferent levels of marbling, and meat grading.



21. What are "branded beef programs"?

Branded beef programs are marketing programs developed by private companies. Each company de¬velops their own requirements that the product must match in order to enter the program; part of the requirements may include specific USDA grades and (or) livestock breeds. The Livestock and Seed (LS) Program of the Agricultural Marketing Service of the USDA, through the Meat Grading and Certification Branch (MGCB), provides certification of beef carcasses for these programs making claims concerning breed of cattle and (or) carcass characteristics. The MGCB certification is often the basis for approval of meat product labels making a variety of marketing claims. The carcass attributes required for a specific program can be different from one branded program to the next, however, if a breed claim is made all programs must meet the same breed requirements (e.g., Angus, Hereford, etc.). For instance,,Company X's Angus Beef and Company Y's Angus Beef would be required to meet the same genotypic or phenotypic requirements of the live animal, but the carcass characteristics could be different. USDA maintains a list of the approved programs and the requirements for each are available at:

http://www.ams.usda.gov/AMSv1.0/ams.fetchTemplateData.do?template=TemplateI&navID=CertifiedPrograms&rightNav1=CertifiedPrograms&topNav=&leftNav=GradingCertificationandVerfication&page=LivestockStandardizationCertified Programs&resultType=&acct=lsstd

Since the programs vary from company to company the program name written in the FSIS form 9060-5 cannot be preceded by the words USDA Certified like it can be for grade classifications (e.g: USDA certified Choice, USDA certified Select).

Once AMS has approved the program, label approval must be obtained from USDA's Food Safety Inspection Service (FSIS). Once this is accomplished, then a program can be administered through AMS certification or verification procedures. Once a product is certified/verified by AMS, FSIS in-plant con¬trol of proper labeling takes effect. The plant is then required to demonstrate to FSIS how the identity and integrity of the certified/verified product is maintained. FSIS oversees and monitors this plan to ensure correct and accurate labeling is conducted. At the time of shipment the product is offered for re-inspection and is then identified on the export certificate from FSIS.

22. What is multiple grading?

MGC Instruction 107 December 15, 2006 Grade and CSP Labeling Controls for Packaged Meat Products
"Multiple grade" labeling, which is referred to commonly as "or higher" labeling (e.g. Select or Higher) is permissible on shipping containers provided the labeling is accurate and the protective covering of the individual muscle cuts are grade or CSP labeled in accor¬dance with an MGC Branch approved quality system and instructions. Multiple grade "or higher" labeling is not permitted on bulk packed products without individual grade or CSP labeling."

Additional information

For additional/current/new information please check the following reports developed by the Foreign Agricultural Service (FAS) in Colombia in the following links:

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20%20Narrative_Bogota_Colombia_12-14-2010.pdf

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Colombia%20Reduced%20Import%20Tariffs%20_Bogota_Colombia_11-22-2010.pdf

GLOSSARY

A modo de, or En lugar de: Spanish phrase meaning in-lieu-of; this is a new FSIS form 9060-5 issued by an FSIS inspector when there is a mistake in the information in the original FSIS form 9060-5 or in the labeling. In it the correct information will be written along with a brief explanation stating that this new form covers the load even though the new MP number is different from the MP number in the export stamp.
acuacultura: Spanish term for aquaculture.
ad valorem: according to value; a duty calculated as a percentage of the shipment value.
ad valorem equivalent (AVE): this is a specific duty expressed in terms of a percentage of the value of the product in question; AVE's must be calculated in order to permit proportional cuts in specific duties.
aduana: Customs.
afianzadora: term referring to a bonding company of Mexico which allows the importer in Mexico to guarantee that the payment will be made to the foreign exporter
aforos: this term is used in some countries of South America. It is a customs value for computing ad valorem levies. Such customs value is different from the market value, and it is applied to designated classes of imported goods
agente / comisionista autorizado para productos básicos: licensed commodity broker
agente, corredor: Spanish term for broker; a customs broker
agentes aduanales: Spanish term meaning customs brokers; a person or a firm authorized to enter and clear goods through customs
agentes expedidores: Spanish for forwarding agents; a person or firm that provides logistic services to ship a load to an international destination
ajuste fiscal en frontera: border tax adjustment
almacén: warehouse
almacenaje en estanterías: shelf storage
almacenes de inspección en frontera: Spanish term for border inspection warehouses
almacenista /mayorista: wholesaler
ALTEX: Highly Exporting Company.
alza / baja en el mercado de acciones: bull / bear What?
AMS: (Servicio de Mercadeo Agrícola) Agricultural Market Service. Part of the United States Agricultural Department (USDA) which administers programs that facilitate the efficient, fair marketing of U.S. agricultural products.
amplitud del surtido: product range breadth.
animales vivos: live animals.
año fiscal: fiscal year.
arancel: tariff.
AACOL: Colombian Customs Tariff (Arancel de Aduanas de la Republica de Colombia)
arancel de aduanas: customs tariff.
arancel de exportación: export tariff; a tax or duty on goods exported from a Country.
area fiscalizada: in-bond area.
balance / saldo final: bottom line
base impositiva: tax assessment base.
bill of exchange (draft, documentary draft): in international business, this is an instrument of payment frequently used. It is an unconditional written order signed by the exporter and addressed to the importer to pay, a stipulated sum of money, to the exporter. An example of such a document is an acceptance or a commercial bank check.

Bill of Lading (B/L): a document setting forth the terms of a contract between a shipper and a carrier under which freight is to be moved between specified points for a given amount of money. It is usually prepared by the shipper or his agent on forms issued by the transportation company. Its purpose is that of a document of title, a contract of carriage and a receipt of goods. Its holder has the right to gain possession of the shipped goods.

billed weight: actual or designated weight of a shipment shown in a waybill and freight bill used in computing freight.

bird dog: employee of a U.S. importer that serves as advising personnel to observe or follow closely merchandise in the freight forwarder's premises in order to advise the buyer if the deal is advantageous or not.

blading: blading is used in documents as well as when speaking in a colloquial context. This word is the contracted form of bill of lading.

blanket certificate of origin: document valid for identical goods. In order to avoid having separate documents for identical shipments, this government document is completed by the exporter covering continuous shipments of items from the same exporter to the same importer.

bobtail: it is a tractor operating without a trailer. It also refers to straight truck –which is, in turn, a vehicle with the cargo body and tractor mounted on the same chassis.

bolsa / intercambiar: exchange.

bolsa de futuros: futures exchange.

bona fide: made in good faith without deceit.

bonded: when a bond is used to secure payment of duties and tariffs on goods; items in a government–overseen warehouse for merchandise to be stored without payment of duties or taxes until such merchandise is taken from the facility.

bono / título: Spanish term for bond; bono also means voucher.

Border tax adjustment: (ajuste fiscal en frontera) Rebate of indirect taxes on exported goods, and levying of them on imported goods.

cambio a plazo / precio a término: forward price.

carcazas/canales: carcasses. The body of the animal sans feathers, skin, bristles, offal, feet, and head with the exeption of pork which may present its head carload: single shipment of freight required to fill a rail car.

carload minimum weight: this is the least weight which a shipment is charged to obtain the carload rate.

carne y despojos comestibles: meats and edible offals.

Carriage and Insurance Paid to (CIP): term identifying that carriage and insurance is paid to the named destination; applied instead of CFR and CIF.

carriage character: charge to be paid to a transport company of freight for hauling merchandise from point A to point B.

carrier: in transportation, an individual or company, usually without a permit of public franchise, that is devoted to the carriage of products.

carrier´s certificate: this document certifies to the customs authority that the party in question is the proper and legitimate recipient of the item and is authorized to effect clearance through customs. Such document is issued by a transportation company carrying imported items.

carta de certificación: certification letter.

cartera de pedidos: orderbook.

cartera de productos: products portfolio.

cerrar / congelar: lock-in.

certificado: certificate.

certificado de análisis: Spanish term for certificate of analysis; a document usually issued by a firm attesting to the quality or purity of commodities purchased overseas. Such document is often required by the importer or Government regulations.

certificado de calidad: Spanish term for quality certificate

certificado de exportación: Spanish term for export certificate

certificado de importación: Spanish term for import certificate

certificado de inspección: Spanish term for certificate of inspection; a document usually issued by a firm attesting to the condition of goods before their shipment.

certificado de origen: Spanish term for certificate of origin; a record indicating that goods purchased from a foreign Country were in actuality produced in that Country and not somewhere else. Such attestation is usually issued by a recognized Chamber of Commerce.

certificado de peso: (Spanish term for certificate of weight); a document certifying to the weight of a shipment.

certificado sanitario: letterhead certificate.

certificate of health: record certifying to the safety, purity and cleanliness of products.

Cost and Freight (CFR, C&F and CAF): this term indicates that all the expenses for shipment and freight up to the port of destination are included in the quoted price of merchandise; however, the cost of insurance is to be paid by the buyer.

chargeable weight: the weight or volume of a shipment used in determining freight charges.
charges forward: this term indicates that carrying and other charges are to be paid by the receiver of the merchandise; these include trade commissions, brokerage fees, legal costs and fees, etc.
cheque: chiefly Spanish variation of "check" used in Mexico and other Latin American countries.
cheque personal: Spanish term for personal check.
CIF (Cost, Insurance and Freight): This quoted price includes charges for handling, insurance, and freight to a given point of debarkation from the vessel.
CIP: Carriage and insurance paid
CIS: Import Sanitary Inspection Certificate (Certificado de Inspección Sanitaria para Importación)
claused bill of lading: notation on a bill of lading noting a deficient condition of the goods or packaging; or other annotated conditions modifying the printed conditions of the bill of lading.
clean bill of lading: that which does not carry the legend "Shippers Load and Count". This type of bill of lading is issued by a carrier for goods delivered in apparent good order and condition.
clean report of findings: this report certifies that certain items were examined and found to be in order. It is issued by a recognized inspection agency.
clear record: this document states that the merchandise was handled appropriately with no evidence of losses or damages.
clearance: the process of clearing customs. It is a certificate of authority by a customs official, permitting a ship to leave or enter port after having met customs requirements. It also refers to the act of clearing a ship at the customs house.
cobertura contra cambio de precios / arbitraje / reducción de riesgos: Spanish term for hedging.
código universal del producto: Spanish term for Universal Product Code [UPC]
combined bill of lading: it is used to cover at least two different modes of transportation, known as multimodal transport; this type of bill of lading endorses such a shipment of items.
combined transport bill of lading: this other type of bill of lading is used for a shipment of items transported by more than one carrier and frequently through several modes of transport. Even though legal liability for the cargo may be governed by the regulations or bill of lading conditions of the underlying carriers hired to perform transport services, the issuer is responsible for the goods throughout the journey.
comercio al por mayor/comercio mayorista: wholesale trade.
comercio triangular: Spanish term for triangle trade.
commercial set: This group of documents (4) refers to the main papers which cover a shipment, namely, the invoice, bill of lading, certificate of insurance, and bill of exchange or draft.
commodity control list: a listing of items subject to export controls administered by a U.S. agency, namely the Commerce Department.
compensar: Spanish term for offset
comprador(es): Spanish word for buyers; agent(s) in a foreign country (Colombia) hired by a U.S. businessperson to facilitate transactions with local businesses in Colombia.
Comprehensive Export Schedule (CES): the CES, issued by the U.S. Bureau of Commerce, lists those items requiring a permit in order to be engaged in the export of certain commodities and quantities to buyers outside of the jurisdiction of the United States.
compuesto: (Spanish term for composite).
con hueso: (Spanish term meaning bone-in).
concentration point: site where semi-carload shipments are consolidated to be shipped as a carload.
condiciones de pago: Spanish term meaning terms of payment
conocimiento de embarque: bill of lading.
consignatario: consignee.
consignee: the person to whom articles are shipped.
consignee marks: in order to identify export packages, a symbol is placed onto them. Commonly used symbols are a square, diamond, triangle, circle, cross, etc, in combination with letters and/or numbers.
consignment: action whereby merchandise is sent or delivered somewhere and entrusted to an intermediary for sale, however ownership thereof is retained until such goods are actually sold. The dealer will pay owner only when, and if, items are sold.
consignment note: an instrument issued when goods are shipped. The document includes details on the item, sender, and individual to whom they are shipped. The receiver signs the note upon arrival as a proof of delivery.
consignor: the person or company by whom articles are shipped.

consumption entry: it is required by U.S. Customs for imported goods into the U.S. The information on the form includes cargo origin and description and estimated duties, which must be paid at the time the document is filed for the merchandise to be released from Customs custody.
container freight station: a storage area or terminal operating under a license granted by U.S. Customs to receive in-bound consolidations of cargo in containers.
contingente: quota.
contrato de futuro más cercano: spot futures.
contrato de futuros: futures contracts.
contrato de opciones: option contract.
contratos de cambio negociados: (Spanish term meaning exchange traded contracts).
controlled facility: this is the term used for a free port facility which in itself is considered as part of the national territory.
conventional duty: it is a customs duty resulting form an International Agreement as compared with an autonomous duty unilaterally imposed by a Government unrelated to an International Agreement.
Cost and Freight, Free out (C&F FO): it includes the cost of merchandise, freight costs, and unloading charges; most commodity grains are sold under such a system.
cotizado: quoted.
count certificate: this document in particular will certify the accuracy and quantity of a shipment with regard to the count of its parts or units at the time of shipment for export or delivery for import.
CPY: Carriage Paid to.
cuenta de adelantos: margin account.
DAE (Declaracion Aduanera de Exportacion): Exportation Customs Declaration.
DAF: Delivery at Frontier.
DDP: Delivery Duty Paid.
DDU: Delivery Duty Unpaid.
Despojos: (offal) edible parts of the animal which are not part of the carcass
demanda de cobertura suplementaria: margin call.
derecho a comprar futuros / obligación para comprar futuros: long call / short put.
desaduanamiento: customs clearance (free of customs inspection).
descargar: (Spanish term meaning to unload).
desgravación fiscal: tax rebate.
despacho de aduana: customs clearance.
desposte, despiece: Spanish term meaning cutout
detallista / minorista: retailer.
diferencia / diferencial: spread.
direct exporting: sale by an exporter directly to a buyer in a foreign Country. In case of resale, direct exporting is not in effect when an intermediary takes title to the goods for reprocessing, repackaging, consolidation, trans-shipment, and/or warehousing. It does involve the activities of sale and transfer of merchandise directly form an exporter to an importer.
direct selling: the process whereby the exporter sells to the importer, distributor or end consumers without intervening middlemen such as trading firms, brokers or others, the objective being to achieve greater control over marketing and to earn higher returns.
dirty bill of lading: a bill of lading which contains an indication that the goods or packaging is damaged; also known as "foul bill of lading". (See clean bill of lading).
dirty cargo: unclean or unsanitary merchandise being transported either as a bulk load or as a load in containers.
distribución secundaria: secondary distribution.
drayage: when a trailer is driven over a short distance inside the border city or from one side of the border to the other, the action is known as drayage.
DTA (Derecho de Trámite Aduanero): Spanish acronym meaning Customs Processing Fee
DoZa: Import Zoosanitary Document
duty free zone: free trade zone.
ensacar: sacking.
entrega: delivery.

envío: shipment.
envío paletizado: Spanish term meaning palletized shipment
estiba: stowage, pallet.
evasion fiscal: (Spanish term meaning tax evasion).
EV program: Program supervised by the AMS, it details the requirements that the products must comply to be exported to a particular country
ex-dock. A load coming out of a shipping dock.
export bill of lading: a transportation Agreement entered by and between a shipper and carrier.
export broker/jobber: these are third-party companies or individuals, not involved in the actual business transaction, devoted to bringing together companies who want to sell with companies who want to buy. They usually work on a commission basis.
export buyer: a domestic-based individual who takes advantage of lower prices due to surplus production or discontinued lines of products so as to resell such items to foreign buyers.
Export Label: Sello de Exportación. Seal stamped in the box or printed in a label which contains the MP serial number
Export Management Company (EMC): a private company that has the function of an export department on behalf of several manufacturers, soliciting and transacting export business for its clients by charging a commission or other forms of payment.
export merchant: a domestically based firm that buys items on its own and sells merchandise (with or without additional processing) and renders services directly to foreign companies.
export packers: companies devoted to securely packing export products into a container or crate to protect the cargo for shipment.
Export Processing Zone (EPZ): term referring to free trade zones.
factura: (Spanish term meaning commercial invoice); an itemized list of goods shipped, usually included among an exporter ´s collection papers.
factura proforma: proforma invoice.
familia de productos: products family.
FCA: Free Carrier.
FCM (Comerciante de Comisión de Futuros): FCM (Futures Commission Merchant).
fecha calendario: calendar date.
fecha de consumo preferente: best before date.
fecha de expedicion: date of issue.
fecha juliana: Julian date.
fecha limite: Spanish term meaning deadline
FEDEGAN: Cattle Industry Federation (Federación Colombiana de Ganaderos)
fijación de precios: pricing.
firma / rúbrica: Spanish term meaning signature
fletamiento por tiempo: time charter.
flete pagado: paid freight.
flete por jornada: time freight.
flete por tonelaje: freight per ton.
fraccion arancelaria: tariff fraction.
freight forwarder: this term means an independent business handling export shipments for compensation, or acting on behalf of the shipper as an appointed agent, to begin the clearing process. Freight forwarders are American companies located on the U.S. side of the border that receive a shipment and begin the clearing process of freight through Customs for compensation.
freight house: transportation line facility intended to receive incoming freight and shipping outgoing merchandise.
freight inward: freight charges at the expense of the one receiving the merchandise.
freight outward: freight charges at the expense of the seller for shipments sent abroad.
freight paid to: a contractual instance used for all modes of transport where a seller will ship the goods at his or her own expense to the named destination, and is responsible for any potential damage to the goods until they are delivered to the first carrier.
freight release: instance where merchandise is forwarded with freight payable at its destination.
freight revenue: income produced by a company from the carriage of goods, and other related activities.
FSIS: (Servicio de Inocuidad e Inspección de los Alimentos del Departamento de Agricultura de los Estados Unidos) Food Safety and Inspection Service, equivalent to AUPSA

FSIS Form 9060-5 Meat and Poultry Export Certificate of Wholesomeness: This is the export certificate issued by the FSIS for the export of meat, poultry or eggs.

FSIS Form 9060-6 Application for Export Certificate: It is the first form that must be filled prior to exporting meat, poultry or eggs. It ensures that the product, and plant are eligible for export, that the eligible product was segregated form the ineligible one and that the plant's Export Verification Program is listed in the Agricultural Marketing Service website.

Full Container Load (FCL): a fully loaded container, which may be specified by weight or by volume (cubic measurement terms). By means of such a system, a shipper utilizes all the space in a container packed for his own account. It is a general reference for identifying loads of cargo loaded and/or discharged at merchants' premises.

ganado en pie: Spanish term meaning live cattle

garantia de retención: retention bond

gestión / administración: management

gestión de riesgo en precios: price risk management.

grasa de cerdo: Spanish term meaning lard

hígado: Spanish term meaning liver

hueso: Spanish term for bone

ICA: Colombian Agricultural Institute (Instituto Colombiano Agropecuario)

import broker: an intermediary who charges a fee or commission engaged in securing various governmental permissions and other clearances before forwarding necessary documents to the transport company that will deliver the goods from the dock to the importer. They play a significant role in bringing together buyers and sellers.

import certificate: means used by an ultimate destination country, through its government agencies, to have legal control on the channels followed by the merchandise backed-up by an importation statement.

import credit: commercial letter of credit, or credit opened by an importer at a bank in his own country, for the purpose of financing the purchase of imported goods.

import duty: tax paid on things one buys when brought into a second country

import license: this document is necessary and it is issued by a national government to authorize the introduction of goods into their country.

Import Licensing Code: synonymous with "Agreement on Import Licensing" whose objective is to harmonize import licensing procedures of signatory governments.

import merchant: merchant buying overseas for his own account for the purpose of resale, handling all details of import paperwork and shipment. They usually specialize in a limited number of commodities.

import surcharge: a charge of an extra fee on imports above regular tariffs

import tariff: a duty placed on merchandise entering a country

importación temporal: Spanish term meaning temporary import

importer distributor: company playing both roles, importing items – often within an exclusive territory, maintaining inventory, and usually with a sales force – and marketing to retailers

impuesto: Spanish term meaning impost; a tax, usually an import duty or tariff

impuesto ad valorem: Spanish term meaning valorem tax; or ad valorem tariff; a tariff, tax, charge or duty based on a percentage of the value of the merchandise imported

in-bond industry: a business specializing in the importation of raw materials – free of duty – into a free trade zone. Such inputs are processed and then re-exported

INCOMEX : Colombian Institute of Foreign Commerce (Instituto Colombiano de Comercio Exterior)

ICONTEC: Colombian Institute of Technical Norms and Certification (Instituto Colombiano de Normas Técnicas y Certificación)

initial point: originating location of a shipment

inland bill of lading: a bill of lading used in regards to the carriage of goods overland to the exporter's international carrier (comparable to air waybill). It is usually needed to prepare an inland bill of lading and an ocean bill of lading for export shipments.

inland carrier: same as inland transport.

inmediato: Spanish term meaning spot

inocuidad agroalimentaria: Spanish term meaning agri-food safety

inspección de aduana: Spanish term meaning customs inspection

inspección fitozoosanitaria: Spanish term meaning phyto zoosanitary inspection
inspection certificate: a document which is issued by regulatory agencies in either the exporting country or the importing country providing evidence that the goods have been inspected and meet the prescribed standards for such goods. This document is required by some buyers and/or importing countries.
inspector en jefe: Spanish term meaning head or chief inspector
intermediario: Spanish term meaning middleman and/or broker
intermediate carrier: a transportation company - located neither at the point of origin nor at the destination point - over which a shipment moves
intermediate consignee: the bank or other intermediary acting as an agent in a foreign country on behalf of the exporter; its task is to conduct the delivery of the export to the end consignee.
intermediate goods: such goods are sent to an export processing or free trade area and used as inputs in the production of other goods of added value in order to become part of a third product
issuing carrier: this term refers to the freight or transport company which issues transportation documents, such as a bill of lading, or publishes a tariff.
INVIMA: National Institute for the Surveillance of Food and Medicine (Instituto Nacional de Vigilancia de Medicamentos y Alimentos)
Letterhead certificate: certificate issued by FSIS in which the HRZ are written
Less-than-Carload Lot (LCL): any shipment of freight too small to fill an entire car
Less-than-Container Load (LCL): a lot of cargo that does not fill a shipping container and, thus, it is consolidated with other lots going to the same destinations
licencia de exportación: export license. The requirement that individuals get government approval prior to exporting designated goods. In the U.S., the export license will be either a general export license or a validated export license; synonymous with export permit.
liquidación / arreglo: Spanish term meaning settlement
liquidez: Spanish term meaning liquidity
load: a package or packages being carried, included in a shipping unit such as a carload; also name given to merchandise included in a container.
magro, sin grasa: Spanish term meaning lean
manifiesto de envío: Spanish term meaning shipping manifest or letter of guarantee marca comercial. Spanish term meaning trade mark, brand
marcaje de direcciones: Spanish term meaning signs address
margen de protección: Spanish term meaning hedge margin
mercado de futuros: Spanish term meaning futures market
Ministerio de Desarrollo Agropecuario: Ministry of Agricultural Development
MOCIT: Ministry of Commerce, Industry and Tourism (Ministerio de Comercio, Industria y Turismo)
MP number: Serial number in the FSIS form 9060-5 which is also to be printed in the export label.
muestra: Spanish term meaning sample. A sample taken during the wholesomeness inspection, which will be sent to a lab to be evaluated for chemical residues.
oferta / licitación: Spanish term meaning bid, tender
opción de compra / venta: Spanish term meaning call/put option
opción de compra: Spanish term meaning call option
opción de venta / compra: Spanish term meaning put/call option
operación de compensación / proceso de liquidación: Spanish term meaning clearing process
operaciones a término / futuros: Spanish term meaning futures
pasar / colocar un pedido: Spanish term meaning to place an order
pedimento: in Mexico, all processing procedures with the customs authority are done in a written application known as a pedimento, which backs up the legal entrance and ownership of foreign merchandise in the country.
perishable freight: goods which are subject to decay or depreciation. Commodities subject to rapid deterioration or decay, including animal proteins=, and those which require special in-transit services such as refrigeration or proper maintenance of the cold chain to maintain their frozen or refrigerated state.
phyto-sanitary inspection certificate: a certificate issued by the U.S. Department of Agriculture indicating that a shipment has been inspected and is free from harmful pests and plant diseases.
Pick-up allowance: an allowance made by a transport company to the exporter or importer for delivery of freight to a terminal where freight is picked up instead of full service being rendered by the transport company.
pick-up and delivery: this service includes picking up goods at the exporter's site and delivery to the importer's site.
pilferage: stealing of items or goods while such export/import merchandise is in transit or in a warehouse.
plan de rutas: routes planning.
plataforma de inspección de aduana: Mexican customs port.

pliego de condiciones: Spanish term meaning specifications
poner tope: Spanish term meaning to cap
port mark: in foreign transport, the ultimate port of arrival for the exported goods, not the port where goods enter the country of destination, exception made when such location is the ultimate destination.
port of discharge: a port where a vessel is off-loaded and cargo is discharged.
port of entry: a place designated by the U.S. Government at which a Customs officer is assigned with authority to accept entries of merchandise, collect duties and enforce the various provisions of the Customs regulations.
port of export: for shipments by air or sea, it is the port where the merchandise is loaded on the vessel or aircraft that takes the goods out of the country.
port shopping: oftentimes, this practice is considered questionable. Such selection is made, by both exporters and importers, of an alternative port seeking a favorable customs treatment, rather than on the basis of facilities and efficiency quality.
porte debido: freight forward.
post shipment verification: the export license is checked by means of this process to make sure the items are used for the original intended purpose according to the license.
postdatar: Spanish term meaning to postscript
post-trade financing: this credit is supplied to the exporting or importing company after shipment of goods.
precio de ejercicio: Spanish term meaning strike price
precio de entrega fijo: Spanish term meaning uniform delivered pricing
precio de futuros sube / baja: Spanish term meaning long/short
precio de venta en fábrica: Spanish term meaning ex works price
prepaid charges: transportation trade practice under which the cost of transport and miscellaneous charges are paid at point of origin or while in transit.
prepaid shipment: a document showing that freight charges have been, or otherwise are to be, collected by the originating carrier at the point of embarkation.
preparaciones de carnes y pastas: Spanish term meaning meat and meat paste preparations
prepay station: a place or position to which the shipment charges are to be paid in advance.
private carrier: a freight company operating by air, ocean, road, canal, etc. that is not a common carrier.
pro-forma: an informal document (issued in a perfunctory manner or as a formality) submitted in advance of the arrival of items or in the preparation of the needed statements.
pro forma invoice: a document provided by the supplier before, or with, a shipment of merchandise that describes the items and terms of sale —quantity, value, weight, size, etc.— but does not have the function of a regular invoice.
producto básico, bien de consumo: Spanish term meaning commodity
productos de origen animal: Spanish term meaning products of animal origin
productos frescos: fresh products (e.g. fresh meat = carne fresca).
proveedor de servicio de compensación / liquidación: Spanish term meaning clearing service provider
quarantine: a period of time during which a shipment arriving in port, suspected of carrying a contagious disease, is retained, in isolation from the shore, to prevent the potential dissemination of the disease.
quintal: a unit of weight equivalent to 100 kilograms (about 220 pounds).
reasonable dispatch: the duty paid by a transport company for moving merchandise from point A to point B with all reasonable speed.
rebilling: issuing an additional waybill (receipt of goods) to extend or complete the transport of freight.
receipt of goods-dating: ROG
recinto fiscalizado: Spanish term meaning bonded (in-bond) warehouse; warehouses located in a free trade zone; bonded warehouse/zone.
reconocimiento aduanero: Spanish term meaning customs inspection
reconsignment: change in the place of consignment.
reconsignment and diversion: a change in the name of the consignor, consignee, destination or routing; any other instructions given by consignor, consignee or owner necessary to effect delivery and requiring an addition to, or change in, billing or an additional movement of the car or both. Transport companies provide these benefits for clients, such as changing instructions in regards to consignee, destination and routing.
recourse: the right of a person, bank or export credit agency to which a note has been endorsed, to demand payment from the endorser of such a note or other obligation, if the original borrower does not pay.
reefer: a refrigerated car, truck, trailer or ship
refrigerados o congelados: chilled or frozen

relief claim: a request made by a shipping company to have its accounts cleared from outstanding bills
responsabilidad de producto: Spanish term meaning product liability
revelador / perspicaz: Spanish term meaning insightful
riesgo: Spanish term meaning risk
riesgos comerciales: Spanish term meaning commercial risks; hazards that jeopardize exporters being paid due to insolvency of the buyer, refusal of the buyer to pay the invoice or part thereof, failure of the buyer to accept the goods, etc.
routing order: in order to give instructions to a supplier to effect shipments through an appointed freight forwarder, this document, usually a printed form, is signed by a foreign buyer.
salados o en salmuera: Spanish term meaning salted or in brine
sanitary and phyto sanitary regulations: These Government regulations are implemented in order to protect, human, animal, and plant health. These may apply to animals and plants and their by-products to help ensure that they are fit for consumption and do not impact the environment negatively. Note: phytosanitary regulations apply only to plant and plant products.
script sheet: this transcript of the bill of lading is a document, kept by a truck showing essential details of all shipments loaded in the truck.
secos o ahumados: Spanish term meaning dried or smoked
selección y embalaje: Spanish term meaning pick and pack
servicios de corretaje aduanal: Spanish term meaning customs brokerage services
servicios integrales: Spanish term meaning full services
shipper's agent: an international company which coordinates all aspects of intermodal movement, hiring drayage at both ends, and providing shippers with a single invoice
shipper's credit agreement: a contractual document by which specified shippers' associations grant terms, usually 14 to 30 days, for freight services performed by shipping firm members of said association.
shipper's export declaration: a form required internationally and completed by a shipper. This declaration shows the value of merchandise, weight, consignee, destination, quantity, description, etc. of shipments at the time of export.
shipper's load and count: A document showing that the contents of a car were loaded and counted by the shipper rather than checked or verified by the transportation line.
shipping permit: it is issued by a shipping company to a shipper with a confirmed space booking, authorizing receipt at the terminal or dock of a given amount of goods from the named shipper (also known as SO or Shipping Order).
short-form bill of lading: a bill of lading – evidence of the contract of carriage of goods – that, unlike the conventional long-form, does not include the full terms and conditions of transport but simply refers to the main contract as an existing document.
signature service: means any service where the company is required to obtain a signature from each person handling the shipment or from the consignee at the time of delivery as poof of receipt.
signo para transmitir información en el tablero de cotizaciones: ticker symbol.
single declaration form: written statement by the importer reporting shipments designated to arrive so as to request insurance policy protection.
SISPAP: Sanitary Information System for Importing and Exporting Agricultural and Livestock Products (Sistema de Información Sanitario para Importación y Exportación de Productos Agricolas y Pecuarios)
territorio aduanero: Spanish term meaning customs zone.
TM: metric ton (MT)
tocino: Spanish term meaning lard, bacon
tráfico de cercanías: Spanish term meaning proximity traffic
trailer: vehicle without motor power designated to be drawn by another vehicle. Trailers are constructed so that no part of the weight rests on the towing vehicle.
transbordo: Spanish term meaning trans-shipment
transpaletas: Spanish term meaning transpallets
transportistas: Spanish term meaning carriers
troca, camion: Spanish term meaning truck or tractor; a truck or tractor refers to the vehicle that pulls trailers.
ultimate consignee: the final recipient of the shipped merchandise, who will use it for its designated end use.
ultimate consignor: the final seller, who is the true party of interest, shipping merchandise for the designated end purpose.
U.S. Customs Service: this service manages and enforces the 1930 Tariff Act by assessing and collecting all duties, taxes, and fees on imported items. It is charged with enforcing customs regulations and related items, etc.

U.S. Export Administration Act (1979): Legislation allowing for the imposition of export control on dual-use goods and services being exported from the United States, authorizing the President to order that controls be imposed and to monitor compliance with such controls.
USDA: (Departamento de Agricultura de Estados Unidos) United States Department of Agriculture is the USA equivalent to SAGARPA
urgent consignment: items, such as perishable goods, which require a prompt release on the part of customs officials
validated export license: a document issued by the U.S. Government authorizing the export of specific commodities within a specified period of time
valor declarado: Spanish term meaning declared value
valor entendido/valor acordado: Spanish term meaning agreed value
valor mínimo de variación: Spanish term meaning tick [minimum size]
value for customs purposes only: the value for customs purposes only is the value the importer submits on the entry documentation which may or may not reflect information from the manufacturer, but in no way reflects U.S. customs estimation of the value of the merchandise
vender / comprar futuros: Spanish term meaning short/long futures [to be]).
Venta CF: Spanish term meaning cost and freight sale.
venta con canje: Spanish term meaning trade-in sale
VIN: Vehicle identification number.
visado: Spanish term meaning approved
Visceras: offal; organs contained in the thoracic, abdominal, pelvic, oral and cranial cavities
VUCE: Unique Window of Foreign Trade (Ventanilla Unica de Comercio Exterior in Spanish)
volume of freight: price applicable according to a specified weight or volume of freight
warehouse entry: a document declaring merchandise is imported and the merchandise is then placed in a Customs-licensed warehouse; applicable to goods that will not be used immediately
warehouse receipt: a receipt serving as evidence that a company owns merchandise stored in a warehouse. Warehouse receipts may be negotiable or non-negotiable.
warehouse to warehouse: an export/import insurance policy granting protection for goods from the initial point of shipment to the point of destination including the regular transportation thereof.
warehouse, U.S. Customs Bonded: a federal area where imported goods can be stored or processed without being subject to import duty (also called free zone, free port or free trade zone).
warehouse: a structure for the storage of merchandise or commodities prior to distribution.
waybill: a statement prepared by the carrier at the point of shipment with information about the point of shipment, destination, route, consignor, consignee, description of shipment and amount charged for the transportation service. It is used by the carrier as an internal record and sent to the agent at the transfer point or waybill destination.
waybill destination: the point to which a shipment is sent in accordance to the document prepared by the carrier containing the details of the shipment, route and charges, namely the waybill.
weight agreement: an agreement entered in by and between the shipper and transport company, usually after a series of weigh tests have been conducted, under which the carrier agrees to handle the exporter's merchandise at a given weight.
weight cargo: a cargo upon which the transportation charge is evaluated based on weight
weight sheet: an itemized list is issued by shippers to weighing offices in order to indicate the items in each shipment
zona de libre comercio: Spanish term meaning free trade zone.
zona franca: Spanish term meaning free area
zone-restricted merchandise: a category of the U.S. Customs foreign trade zone for storage, handling, processing, or manufacturing merchandise. This process takes place domestically or overseas.
Zoosanitary Risks Section: Sección Prevención de Riesgos Zoosanitarios

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