
BEEF
U.S. MEAT EXPORT FEDERATION
U.S. PORK
PRO MUNDI BENEFICIO
EXPORT GUIDELINES PANAMA

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2011 Exporter Guide Report

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INTRODUCTION

The country

Panama (Population: 3.3 million) has historically served as the crossroads for the Americas. The strategic location as a land bridge between two oceans and the meeting of two continents has made Panama not only a maritime and air transport hub, but also an international trading, banking and services center. Services include the Panama Canal, banking, the Colón Free Trade Zone, insurance, container ports, and flagship registry. Panama has no restrictions on the outflow of capital or outward direct investment. Its accession to the World Trade Organization in mid-1997 opened up trade and lowered tariffs across the board, giving Panama the lowest average tariff rate in Latin America. The World economic Forum Global Competitiveness Index 2010-2011 ranked it as 53rd in the world. It is the second most competitive country in Latina America after Chile. Economic future looks promising with expansion of the Panama Canal project leading this trend.



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

- The use of the U.S. dollar (i.e., Balboa) as legal currency and consumer preference for high quality products at competitive prices are two reasons for high acceptance of U.S. products in Panama.
- Eligible countries to export meat to Panama: USA, Chile, Costa Rica, Guatemala, Mexico and Nicaragua.
- Most Panamanian importers are fully bilingual (Spanish-English), therefore, the U.S. exporter should have a personalized approach with consistent attention to service and delivery with frequent visits and follow-ups.
- It is important to have a Customs Broker with experience that can work in importing the meat products with the Importing Company.

Food Safety Agency

The Panamanian Unique Food Safety Authority (AUPSA), created by a law-decree in 2006 (Law decree 11 of February 22, published on February 24, 2006) is the agency created to oversee all aspects of food importation. It is ISO 9000 certified and works quickly and transparently with respect to the enforcement of food imports, food registration and regulations.

U.S. goods and services enjoy a reputation for high quality and are highly competitive. Panama boasts the highest per capita GDP in the region at around US$ 11,700 (2008 est. purchasing power parity).

Meat Inspections System- Equivalence

- The Hazard Analysis and Critical Control Points (HACCP) food safety management system is mandatory in all Panamanian plants since 1997 (Executive Decree No. 65 of June 9, 1997 established HACCP mandatory for all beef, dairy and fishery plants).
- Panama grants equivalence recognition to the U.S. sanitary and phytosanitary systems for meats, poultry, dairy and other products for human and animal consumption (MIDA Resolution No. 60 of March 24 2006, published on February 8 2007 and MINSA Resolution No. 070-A of 24 March 24, 2006, published on February 12, 2007). These resolutions also contain provisions related to certification requirements for U.S. agricultural exports to Panama.
- AUPSA Resolution No. 001, of February 22, 2007 published on February 27, 2007, and corrected on March 1st 2007, recognizes the equivalence of the U.S. sanitary and phytosanitary systems for the importation of meats, poultry, dairy and other products, and contains provisions related to certification requirements. Establishes alternatives to product registration.
- The U.S.-Panama SPS and TBT Agreement that entered into force in February 2007 eliminated SPS barriers. Importing products from the U.S. is now easier than from other countries.

Beef Bovine Spongiform Encephalopathy (BSE) Status and Control Measures

- In 2007 Panama adopted the World Organization for Animal Health (OIE) measures related to BSE for U.S. bovine products (MIDA Resolution No. DAL-216-ADM of August 23 2006, published on February 8 2007). Panama, thus, follows OIE consistent measures for the definition of SRMs.
- AUPSA issued Resolution No. 002 of February 28, 2007, published on March 1st 2007, by which Panama adopts MIDA's Resolution DAL-216-ADM, and MIDA Resolution No. DAL-274-ADM on BSE and avian diseases.
- Panama was found by the OIE to be of BSE Negligible Risk, the status was assigned on May 2011.
- US Beef Exports to Panama must comply with the USDA/AMS Export Verification Program – Specified Product Requirements for Bovine - ARC 1030U Procedure.

Carcass grading, Cut Nomenclature and Traceability.

- In 2007, Panama recognized U.S. beef grading and cuts nomenclature systems as equivalent to it's domestic program (MIDA Resolution No. DAL-30-ADM of June 2, 2006, published on February 27, 2007).
- There are policy projects to implement traceability.

Nomenclature of common subprimal beef cuts in Panama

USA	PANAMA
Chuck Roll	Costillon
Chuck Tender	Lomo de Paleta
Shoulder Clod	Paleta
Short plate	Costilla
Brisket	Pecho
Fore Shank	Jarrete
Flank	Falda
Ribeye Roll	Lomo de Costillón
Loin	Lomo de Cinta
Top Sirloin	Rincón
Tri-tip	Punta de Rincón
Tenderloin	Filete
Rump (Top Sirloin cap)	Punta de Palomilla
Outside Round	Pulpa Blanca-Palomilla
Inside Round	Pulpa Negra
Eye of Round	Lomo Mulato-Redondo
Knuckle	Babilla

Nomenclature of common pork cuts in Panama

USA	PANAMA
Jowl	Papada
Picnic	Shoulder Picnic
Boston Butt	Lomillo
Loin	Chuleta
Back Fat	Grasa de Espalda
Belly	Tocino
Spare Ribs	Costilla Americana
Leg(ham)	Pierna
Hind shank	Codillo

Labeling policies

English labeling is accepted for meats (Article 36 of Law 45 of October 31, 2007). Expiration date and country of origin are the most important details that local inspectors look for in labels of imported food products (i.e., processed meat products). The Panamanian Authority for Consumers Protection and Defense of Competition (ACODECO) routinely inspects supermarkets and smaller stores, checking expiration dates on food products. Results are published in newspapers to warn consumers of non-compliance. ACODECO is tasked to confiscate expired products and to fine stores that offer them to consumers.

Packaging and Containers

- Panama requires that "product is packaged with materials of food grade". There are no regulations issued specifically for packaging materials requirements.
- All processed meat products for retai - or packaged in some form with given name and brand on the label - must Register at the AUPSA before importation (Article 54 of Law Decree 11 of February 22, 2006).
- Fresh meats (which are not packed and ready for sale) are excluded from the above requirements.

Technical Regulations, Standards and Conformity Assessments

The General Directorate of Industrial Norms and Technology (DGNTI) through its Commission of Technical Standards (COPANIT), an agency of the Ministry of Commerce and Industries, oversees quality standards and certification for all products. It participates in the preparation, adoption and adjustment of norms for industry, commerce and services.

This agency is also the point of contact in Panama for the Codex Alimentarius. It is also the Panamanian registering authority for participation in the International Organization for Standardization's (ISO) international standards.

The DGNTI leads in conducting conformity assessments but is joined by a number of other public and private organizations.

In Panama, several organizations conduct conformity assessments on a regular basis. These organizations include the Central Laboratory of Health from the Ministry of Health (MINSA), the University of Panama, the Technological University of Panama, the National Secretariat of Science and Technology (SENACYT), the Ministry of Agricultural Development (MIDA), the ACODECO, and the Agricultural Marketing Institute (IMA).

Law 23 requires that the COPANIT and DGNTI publish all agreements, technical regulations, norms and procedures.

They operate a primary Metrology Lab, duly equipped to offer services such as calibration to weights, and solution to measuring problems.

Panama has a Residue Lab to analyze food products for pesticides and other contaminants. Random samples are taken from imported food products to be tested at this lab, which uses USDA and/or EPA tolerances for pesticides, and has been reviewed by private consultants to improve procedures and effectiveness (Activity supported by FAS). In addition, they are applying for ISO certification.

Food Additives, Pesticides –MRL Regulations

Panama adheres to the Codex Alimentarius Standards in regards to Food additives, as established on Codex Stan 192-1995 and other Codex Standards for specific categories of food products.

For Deli Products (hams, sausages) Technical Regulation DGNTI-COPANIT 08-241-1998 is applied.

Registry of Processed Meat Products

All processed food products for retail, or packaged in some form with given name and brand, must be registered at the AUPSA, previously for importation.
In compliance with the bilateral SPS agreement, AUPSA receive requests for registration and provides answers within 24 hours. Processed meat product registration requests can be made on line free of charge. The website, www.aupsa.gob.pa, is user friendly and in Spanish language, only.

The Importer or the Exporter must include the following information:

1. Product Name
2. Name and address of the product manufacturer, packager, or distributor, as specified on the label.
3. Product description as stated on the label.
4. Product ingredients (in descending order by weight) as stated on the label.

- To corroborate the information indicated above, it is necessary to send the scanned label, where the image is observed and the same literature, clearly and readable.
- The originals of such documents shall be presented at the AUPSA's Registry office, within 30 working days.
- The Food Product Registration approval shall remain in effect as long as the information provided remains unchanged.

5. It is optional to submit the following for U.S. Food products:
   a) A Certificate of Free Sale for the product, or any other certificate issued by any U.S. federal, state or local authority within the last 12 months, or
   b) A Supplier or Manufacturer's Declaration (if is applicable) on company letterhead stating that the product is fit for human consumption.

- The submission of documentation, as indicated above, may be performed online through AUPSA's website: www.aupsa.gob.pa

Tariff Rate Quota Administration in Panama

Panama implemented a Board of Trade called "Bolsa de Productos" (BAISA), which is a private company organized to manage tariff-rate quotas (TRQ) in panama that were agreed upon through the World Trade Organization (WTO). BAISA's intentions of expanding business to other local products have failed. Further, management is unfortunately not equal for all products. For instance, rice sellers are forced (through a bidding process) to offer the lowest price possible, while buyers are forced to offer highest one, with BAISA keeping the margin. BAISA declares that the margin is donated to charities. In other products, only commissions are charged: 0.25% for the agent, and 0.25% for BAISA.

The whole process starts with the decision of three Ministries - Agriculture, Commerce and Economy - to publish summons for the bidding process. This sole characteristic makes BAISA prone to pressures and handling by local interests. While importers request those Ministers to initiate the process, usually, farmers pressure for the process to be delayed in order to keep foreign product out of the country. Great damage can be heeded by importers if they are forced to import when international prices are high and prevented from importing when prices are low.

Buyers and Sellers cannot participate personally, but through an authorized (by BAISA) agent. Local importers must also be registered at the Ministry of Commerce, as a concern that deals with the product to be imported, mainly as processor. This leaves newcomers out of the system. International sellers must hire a certified Broker agent in order to offer their product for bidding.

Free Trade Agreement (FTA)

- The FTA between Panama and the U.S. is pending approval.
- Once the free trade agreement is signed the schedule of duty free quotas for US meat products follows:

DRAFT Proposed U.S.-Panama Beef Tariff Schedule

HTS code	Product Description	Base Ad Val	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
02011000	Carcasses/half carcasses, chilled	15	15.0	15.0	15.0	15.0	15.0	13.5	12.0	10.5	9.0	7.5	6.0	4.5	3.0	1.5	0.0
02012000a	High Quality bone-in chilled cuts	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
02012000b**	Standard Quality bone-in cuts, chilled	30	30.0	30.0	30.0	30.0	30.0	27.0	24.0	21.0	18.0	15.0	12.0	9.0	6.0	3.0	0.0
02013000a	High Quality boneless cuts, chilled	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
02013000b**	Standard Qualityand no-roll boneless cuts, chilled	30	30.0	30.0	30.0	30.0	30.0	27.0	24.0	21.0	18.0	15.0	12.0	9.0	6.0	3.0	0.0
02021000	Carcasses/half carcasses, frozen	15	15.0	15.0	15.0	15.0	15.0	13.5	12.0	10.5	9.0	7.5	6.0	4.5	3.0	1.5	0.0
02022000a	High Quality bone-in frozen cuts	30	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
02022000b**	Standard Quality bone-in cuts, frozen	30	30.0	30.0	30.0	30.0	30.0	27.0	24.0	21.0	18.0	15.0	12.0	9.0	6.0	3.0	0.0
02023000a	High Quality boneless cuts, frozen	25	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
02023000b**	Standard Quality boneless cuts, froze	25	25.0	25.0	25.0	25.0	25.0	22.5	20.0	17.5	15.0	12.5	10.0	7.5	5.0	2.5	0.0

HTS code	Product Description	Base Ad Val	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
02061000	bovine offal, chilled	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
020621	Lenguas	10	12	9	6	3	0	0	0	0	0	0	0	0	0	0	0
020622	Higados	10	12	9	6	3	0	0	0	0	0	0	0	0	0	0	0
020629	Other frozen beef offal	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
05040010	Tripas para la fabricación de embutidos	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
05040020	Estómagos y vejigas comestibles	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
05040090	Los demas	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
02102000	“Tocino entreverado panza (panceta) y de sus trozos”	15	12	9	6	3	0	0	0	0	0	0	0	0	0	0	0
1601	Sausages, various reduction schedules, see pork sheet																
16025	prepared/preserved beef	10	10	10	10	10	10	9	8	7	6	5	4	3	2	1	0

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

**Safeguard applied to standard quality beef imports under these four HS codes; 330 MT trigger in year 1 with 10% annual compound growth rate

Table compiled by USMEF using text of the DRAFT U.S.- Panama agreement available at www.ustr.gov.

High quality beef is Prime and Choice beef grades as defined in the United States Standards for Grades of Carcass Beef, promulgated pursuant to the Agricultural Marketing Act of 1946 (7 U.S.C. §§ 1621-1627).

Standard Quality Beef: applied to all beef not defined as High Quality Beef 3

Proposed U.S.-Panama Pork Tariff Schedule

				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
HTS code	**Product Description**	**Base Ad Val**	**TRQ**	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
TRQ applies to the following HS categories* **Safeguard also applied at 130% of TRQ volume**			TRQ	1,600	1,800	2,000	2,200	2,400	2,544	2,697	2,858	3,030	3,212	3,404	3,609	3,825	4,055	unlimited
02031110, 02031120,		60	In quota %	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			Over quota % for those with 60% base	60.0	60.0	60.0	60.0	60.0	60.0	53.3	46.7	40.0	33.3	26.7	20.0	13.3	6.7	0
02031210, 02031290, 02031910, 02031920, 02031990, 02032110, 02032120, 02032210, 02032290, 02032910, 02032920, 02032990, 02101119, 02101190, 02101910, 02101929, 02101990, 16024111, 16024210, 16024290, and 16024919, 16024915, 16024919, 16024990.		70	In quota %	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			Over quota duty %	70.0	70.0	70.0	70.0	70.0	70.0	62.2	54.4	46.7	38.9	31.1	23.3	15.6	7.8	0
TRQ applies to the following HS categories																		
02090011, 02090012, 02090019, 02090021, 02101111, 02101921	Bacon, pig fat, other, cured hams, other hams, pork ribs	15	TRQ	636	674	715	757	803	851	902	956	1,014	1,075	1,139	1,207	1,280	1,357	unlimited
			In quota duty %	0	0	0	0	0	0	0	0	0	0	0	0	0	00	
			Over quota duty %	14	13	12	11	10	9	8	7	6	5	4	3	2	1	0
02062998	pork offal, fresh/ chilled	10	no TRQ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0504	hog guts, bladders, stomachs	15	no TRQ	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
16024914 and 16024990	Prepared/preserved pork products; Tocino, incluso con partes magras	30	TRQ	318	337	357	379	401	426	451	478	507	537	569	604	640	678	unlimited
			In quota duty %	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			Over quota duty %	28	26	24	22	20	18	16	14	12	10	8	6	4	2	0
16024915	Colas, hocicos, patas y orejas de puerco	15	In quota %	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
			Over quota %	14	13	12	11	10	9	8	7	6	5	4	3	2	1	0
16010011, 16010021	Envasados herméticamente o al vacio	30		26.25	22.5	18.8	15.0	11.3	7.5	3.8	0	0	0	0	0	0	0	0
16010019, 16010029, 16010039, 16010099	Los demás	30		27.5	25.0	22.5	20.0	17.5	15.0	12.5	10.0	7.5	5.0	2.5	0	0	0	0
16010031	Envasados herméticamente o al vacio	30		27.27	24.5	21.8	19.1	16.4	13.6	10.9	8.2	5.4	2.7	0	0	0	0	0
16010041	Envasados herméticamente o al vacio	30		27	24	21	18	15	12	9	6	3	0	0	0	0	0	0
16010091	Envasados herméticamente o al vacio	30		28	26	24	22	20	18	16	14	12	10	8	6	4	2	0
16024119	Los demás	70		65.3	60.7	56.0	51.3	46.7	42.0	37.3	32.6	28.0	23.3	18.6	14.0	9.3	4.6	0.0
16024190	Los demás	30		28	26	24	22	20	18	16	14	12	10	8	6	4	2	0
16024911	Pasta de cerdo (Jamón del diablo).	10		8	6	4	2	0	0	0	0	0	0	0	0	0	0	0
16024912	Jamonadas en envases menores a un 1 kilo neto	15		13.1	11.3	9.4	7.5	5.6	3.8	1.9	0	0	0	0	0	0	0	0
16024913	"Jamonadas en envases iguales o mayores de 1 Kilo neto	70		63.64	57.3	50.9	44.5	38.2	31.8	25.5	19.1	12.7	6.4	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 U.S.- Panama agreement available at www.ustr.gov.

Import Requirements for U.S. Beef and Beef Products to Panama

The import requirements for U.S. beef and beef products for human consumption are regulated by resolutions recognizing the equivalence of sanitary and phytosanitary systems and other related regulatory systems between the two countries. Panama and the U.S. signed the Recognition of Sanitary Equivalence Agreement in December 2006. The Agreement in article 5 establishes that all the products containing, by weight, more than 3 percent of meat must be exported accompanied by an FSIS Export Certificate of Wholesomeness (FSIS Form 9060-5). Further, Annex 1, paragraph 3 of the Agreement necessitates compliance and utilization of the **USDA/AMS EXPORT VERIFICATION (EV) PROGRAM - SPECIFIED PRODUCT REQUIREMENTS FOR BOVINE (ARC 1013U)** - because the USDA/FSIS definition of Specified Risk Materials is different regarding the vertebral column in the two countries. Further, as part of the EV program a Statement of Verification (SOV) must be submitted to the USDA for each shipment.

In completing the FSIS Form 9060-6, Application for Export and FSIS Form 9060-5, the following statement must be included: *"The product meets EV requirements for Panama".*

In addition, the following statements must be provided on a FSIS letterhead certificate.

a. The beef/beef products were derived from cattle that received ante and post mortem inspections and were not suspected or confirmed to have Bovine Spongiform Encephalopathy (BSE).

b. The beef/beef products originate from cattle that were not subject to a stunning process, prior to slaughter, with a device injecting compressed air or gas into the cranial cavity, or to a pithing process.

c. The 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, the 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.

d. The beef/beef products were produced and handled in a manner which ensures that such products do not contain and are not contaminated with mechanically separated meat from the skull and vertebral column of cattle over 30 months of age.

e. The beef/beef products originate from federally certified slaughter or processing facilities, operating under the supervision of the FSIS.

• Protein-free beef tallow. The following certification statement must be included in the "Remarks" section of FSIS Form 9060-5 for protein-free tallow.
"The maximum content of insoluble impurities of the tallow does not exceed 0.15 percent of its weight."

Protein-free beef tallow may be derived from animals of any age and does not have to be produced under an EV program.
• Signatures on all required forms and supplementary statements must be by an FSIS veterinarian (name, degree [DVM or equivalent] must be typed or printed after the signature).

Flow of entering US meat into Panama

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

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

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

Application for Export Certificate

Upon signing a 9060-6, the FSIS inspector will return the signed document along with a blank Certificate of Wholesomeness (FSIS Form 9060-5), which provides a MP serial number for export stamp.

U.S. red meats, 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 its wholesomeness is determined and compliance with export standards 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.

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

To receive an AMS Statement of Verification for each load, the applicant must submit to the 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);

The applicant must also submit to the ARC Branch for each shipment:

a) Contact name and phone number;
b) Email address or fax number to send the Statement of Verification; and
c) 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.



Inspection Seal

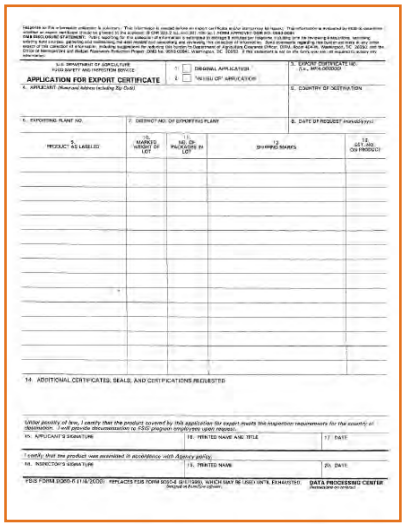


Inspection

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 at 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 FSIS signature.



APPLICATION FOR EXPORT CERTIFICATE

Form FSIS 9060-5



Export stamp

Export Verification Program (EV) for U.S. Beef

An EV Program outlines the specific product requirements for individual countries and are operated and supervised by the Agricultural Marketing Service (AMS). The Audit, Review and Compliance (ARC) Branch is the one in charge of reviewing and approving companies as eligible suppliers under the EV programs.

Panama's EV program states that the vertebral column of animals 30 months or older must be removed 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, the 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.

Eligile Beef Suppliers

Eligible suppliers of U.S. beef are listed on the AMS website . Only eligible suppliers listed in the Official Listing may supply product identified as meeting the requirements of the applicable EV Program.

Eligible Beef Products
Eligible products must be produced under an approved EV program at a facility identified as meeting the requirements of the applicable EV Program. Only eligible products may be issued a Certificate of Wholesomeness. Eligible suppliers must submit a list of all eligible product items intended for shipment, per instructions related to the SOV. 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.

Import Requirements for U.S. Pork and Pork Products to Panama

A.

Documentation Requirements

A. Certification Requirements

1. Obtain FSIS form 9060-5 - Export Certificate of Wholesomeness.

2. Signatures on all required forms and supplementary statements must be by an FSIS veterinarian (name, degree [DVM or equivalent] must be typed or printed after the signature).

Pork Plants Eligible to Export

All federally inspected establishments are eligible to export to Panama.

The flow of U.S. Meat Products Entering Panama

- Most of Panama's trade moves through the Balboa port in the Pacific and the Atlantic ports of Manzanillo, Cristobal and Evergreen (these three ports are located at Colon city) which are managed by transnational companies. The Tucumen International Airport handles the bulk of Panama´s air cargo.
- At the Port of Entry in Panama, the Importer shall present these documents:

1. Copy of Import Notification form, submitted on Internet at the AUPSA web site: http://200.46.196.147/aupsa/login.asp. The notification must be submitted at least 48 hours prior to the arrival of the product at the Port of Entry.
2. Packing List of products.
3. Certificate of Origin (where appropriate)
4. Copy of commercial invoice of the product.
5. Pre-customs declaration

2. Where applicable – A copy of documents not submitted at the time of Food Product Registration must be presented at the Port of Entry in Panama - The Certificate of Free Sale of the product, or any other certificate issued by any U.S. federal or state authority, or a Supplier / Manufacturer's Declaration.

AUPSA conducts laboratory tests on imported food products, mainly processed meat products, looking for contaminants (e.g. E. coli, Salmonella, heavy metals and Listeria).

Meat Verification Process

- Forty-eight hours before the ship arrives the importer must fill out the special form specifying what kind of cargo is arriving (if there are no companion papers it will not be received). Once it arrives the papers are checked for compliance.
- A computer-based meat importation/verification system (customs and agriculture verification) known as SISNIA, is used at the ports of entry. At the seaports container clearance is based on document verification. Meat verification is performed by customs personnel.
- The SISNIA system allows for the inspectors to see when the load will arrive and what kinds of tests (microbiological, MRL, etc.) must be done. The software also allows the general public to learn about the zoosanitary requirements, how much meat has been imported and by whom.
- The boxes of meat products (mostly frozen) for physical inspection are not opened at the seaports´s AUPSA offices because of lack of cold storage facilities. Since the docks don't have refrigerated facilities the AUPSA inspectors execute the physical meat inspection process in the importers' cold storage facilities/ at the plant of destiny to preserve the cold chain.
- For the sampling process a whole box of product is taken from the load for further organoleptic and residue monitoring.

    - A laboratory Analysis Order is issued for the sample to be tested and a certified laboratory is selected for the testing purposes (i.e., LCRSP, LADIV, LSV, IEA or other).
    - The analysis parameter(s) to be tested for any specific sample is also randomly selected by the SISNIA.
    - There is zero tolerance policy for E. coli and Salmonella in cooked products.
    - Raw products are allowed a certain number of positive samples, if a positive is found the inspectors send a warning to the importer/user.
    - First-time exporting plants are subjected to sampling five consecutive loads (Starting sampling), then a reduced sampling protocol follows for every 11 loads and then every 22 loads. If a MRL analysis yields a positive result or if there is a microbiological finding, five consecutive loads will be sampled.

Export Documents sample

REPUBLIC OF PANAMA
PANAMANIAN FOOD SAFETY AUTHORITY
IMPORT NOTIFICATION OF UNITED STATES PRODUCTS

Notification 981641-USA

IMPORTER DATA

Name: **Inversiones Basrokoyn, S.A.**

Phone: **303-6524** Fax: **303-5462**

Address: **Albropk Local B 45**

E mail: **albrokkbdshdgd@gmail.com**

DATA OF THE PRODUCT TO BE IMPORTED

Tariff Code: **0202.32.00**

Descripction of the Tariff Code: **Meat from bovine animals, frozen and deboned**

Name of the product: **Beef Meat**

Quantity to Import: **6000** Register Number (prepacked food) **Kilograms**

Type of product:

animal ☑ vegetable ☐ others (specify) ☐

SHIPPING RESTRICTIONS

Room temperature ☐ refrigerated ☐ frozen ☑

INTENDED FOOD DESTINATION

human consumption ☑ animal consumption ☐ processing ☐

Country of Origin: **USA** Province/State: **Bellevue Washington**

Country of Procedence: **USA**

Processing/ Packing Production Establishment: **Nikal Trading INC. No. Registro 23140**

EXPORTER DATA

Name: **Nikal Trading INC.** Register Number: **Nikal**

Phone: **302 5869974** Fax: **302 5869978**

E mail: **nikaltrad@com**

Address: **5487 WS 75 Terrace Krinkley WA 665222**

ENTRY OF THE PRODUCT TO THE COUNTRY

Port of entry: **Manzanillo Inter PTO (COLON)**

Mean of transportation **Maritime** Transport Company: **Logistics HG Panama**

Quantity of lots: **22** Units: **396**

Shipping Date: **25/10/2011** Date of entry: **25/10/2011**

REPUBLICA DE PANAMÁ
AUTORIDAD PANAMEÑA DE SEGURIDAD DE ALIMENTOS
NOTIFICACION DE IMPORTACIÓN DE ALIMENTOS DE ESTADOS UNIDOS

Notificación 858641-USA

DATOS DEL IMPORTADOR

Nombre: **Inversiones Basrokoyn, S.A.** Ruc o CIP **515588-1-4378548**

Teléfono: **303-6524** Fax: **303-5462**

Dirección: **Albropk Local B 45**

Correo: **albrokkbdshdgd@gmail.com**

DATOS DEL ALIMENTOS A IMPORTAR:

Código Arancelario: **0202.32.00**

Descripción del Arancel: **Carne de Animales de la especie bovina, congelada deshuesada.**

Nombre del Alimento: **Carne de res**

Cantidad a Importar: **6000** **Kilogramo** No. de Registro (alimento preenvasado)

TIPO DE ALIMENTO:

Animal ☑ Vegetal ☐ Otros (Especificar) ☐

CONDICIÓN DE ENVÍO

Ambiente ☐ Consumo Animal ☐ Congelado ☑

USO DESTINADO DEL ALIMENTO

Consumo Humano ☑ Consumo Animal ☐ Transformación ☐

País De Origen: **Estados Unidos** Provincia/Estado: **Bellevue Washington**

País de Procedencia: **Estados Unidos**

Planta de Procesamiento/ Empaque/Producción: **Nikal Trading INC. No. Registro 23140**

DATOS DE EXPORTADOR

Nombre: **Nikal Trading INC.** No. Registro: **Nikal**

Teléfono: **302 5869974** Fax: **302 5869978**

Correo: **nikaltrad@com**

Dirección: **5487 WS 75 Terrace Krinkley WA 665222**

ENTRADA DEL PRODUCTO AL PAÍS

Punto de Ingreso: **Manzanillo Inter PTO (COLON)**

Medio de Transporte: **Marítimo** Empresa Transportista: **Logistics HG Panama**

Cantidad de lotes: **22** Unidades: **396**

Fecha de Embarque: **25/10/2011** Fecha de Igreso: **25/10/2011**

AUPSA AUTORIDAD PANAMEÑA DE SEGURIDAD DE ALIMENTOS	NOTIFICATION	IMPORTED PRODUCT SAMPLE ACT (fill an act per product)	No 21634

NOTIFICATION No.	VERIFICATION FORM No.

CONSIGNMENT INFORMATION

Name of the product		
Location of the Consignment when the sample was taken		
Size of the Consignment ☐ Prepacked Product	Presentation # 1 Number of Pallets _____ Boxes per Pallets _____ Units per Box _____ Weight Vol per Unit. _____	Presentation # 2 Number of Pallets _____ Boxes per Pallets _____ Units per Box _____ Weight Vol per Unit. _____
☐ Bulk Product	☐ Weight	☐ Volume
Lots with different codes	Identified lot codes	Units per code Identity
Is the consignment or the lot part of a bigger shippment	☐ No ☐ Yes	(Location of the rest of the consigment or shippment _____

SAMPLE INFORMATION

Date of the sampling	_____ / _____ / _____ : _____ DAY MONTH YEAR HOUR ☐ A.M. ☐ F.M.
Name Address and organization or affiliation of the sampler.	
Method used for the sampling	☐ Random /Selective ☐ Directed (suspect the following non confromity: _____
Was it possible to freely take the sample	☐ Yes ☐ No Remarks _____
Samples sent to the laboratory	Sampled Units _____ Identical Samples Kept ☐ No ☐ Yes Analysis order _____ Location of the Identical Samples _____
Sampling and Analysis payment	Invoice No. _____ *Bank account of Panama no. 05-06-00-513* *Fondo Especial de Ingreso?*

Remarks

1) This merchandise will be retained and can´t be commercialized until it has been released by AUPSA

On behalf of the authority	On behalf of the importer
Identity card	Identity Card
Date	Date

This document will not be valid without a stamp of the Panamanian Authority.

AUPSA
AUTORIDAD PANAMEÑA DE SEGURIDAD DE ALIMENTOS

ACTA DE TOMA DE MUESTRAS DE ALIMENTOS IMPORTADOS
(completar un acta por producto)

No 21634

NOTIFICACIÓN No.	FORMULARIO DE VERIFICACIÓN No.

INFORMACIÓN DE LA REMESA

Nombre del producto		
Ubicación de la remesa al momento de la toma de muestra		
Tamaño de la remesa ☐ Alimento Preenvasado	Presentación # 1 Número de Pallets _____ Cajas de Pallets _____ Unidades por Caja _____ Peso/Vol. Por Unidad _____	Presentación # 2 Número de Pallets _____ Cajas de Pallets _____ Unidades por Caja _____ Peso/Vol. Por Unidad _____
☐ Alimento a Granel	☐ Peso	☐ Volumen
Lotes con distintos códigos	Códigos de lote identificados	Unidades por código identificado
¿Forma parte de la remesa o lote de una consignación más amplia?	☐ No ☐ Yes (Ubicación del resto de la remesa o consignación _____	

INFORMACIÓN SOBRE LA TOMA DE MUESTRA

Fecha de la Toma de muestra	_____ / _____ / _____ : _____ Día Mes Año Hora A.M. ☐ F.M. ☐
Nombre, dirección y organismo o afiliación del muestreo.	
Método utilizado para el muestro	☐ Aleatorio /Selectivo ☐ Dirigido (se sospecha la siguiente no conformidad: _____)
¿Ha sido posible tomar la muestra libremente?	☐ Si ☐ No Observaciones: _____
Muestras tomadas enviadas al laboratorio.	Unidades tomadas _____ Muestras idénticas conservadas ☐ No ☐ Si Orden de Análisis _____ Ubicación de las muestras idénticas _____
Pago de Muestreo y Análisis	Factura No. _____ *Cuenta de Banco Nacional de Panamá No. 05-06-00-513* *Fondo Especial de Ingreso*

Observaciones:

1) Esta mercancía queda retenida y no puede ser comercializada hasta que sea liberada por AUPSA

Por la Autoridad	Por el Importador
Cédula	Cédula
Fecha	Fecha

Este documento no es válido sin sello de la Autoridad Panameña de Seguridad de Alimentos.

AUPSA
AUTORIDAD PANAMEÑA DE SEGURIDAD DE ALIMENTOS

DIRECCIÓN NACIONAL DE VERIFICACIÓN DE IMPORTACIÓN DE ALIMENTOS
FORMULARIO DE VERIFICACIÓN E INSPECCIÓN EN PUNTOS DE INGRESO

1. IMPORTER DATA

Ruc 652308-1-5466339

Name Tegresan Fine Foods

2. PRODUCT DATA

Name: Frozen pork meat bone in, backrib

No. of Registry:

No. of the establishment: 34478/3448P

3. USE OF THE PRODUCT

Human ☑ Animal ☐ Processing ☐

4. QUANTITY OF THE NOTIFIED PRODUCT

Kg: 1130

No. of the units 80 Boxes

In bulk: ☐

5. PAPERWORK CONTROL

Complies ☑ Doesn´t comlpy ☐

6. IDENTITY CONTROL

☑ Complies ☐ Doesn´t comlpy

7. PHYSICAL CONTROL

Complies ☑ Doesn´t comlpy ☐

NINF Norm

Complies ☑ Doesn´t comlpy ☐

8. LABORATORY ANALYSIS

No ☐

Yes ☑

surveillance ☐ follow up ☐

Results: satisfactory ☐ No satisfactory ☐

9. MEAN OF TRANSPORTATION

Air ☐ Sea ☑ Land ☐

Inspection: Satisfactory ☑ Non Satisfactory ☐

10. APLICATION OF A SANITARY OR PHITOSANITRY MEASURE

Retention: ☐ Treatment: ☐ Confiscate: ☐

Send Back ☐ Destruction ☐ Release ☐

/ Reexport:

Real Quantity: 1345 Kg

11. DESTINATION OF THE PRODUCT

Transit ☐ Transdecking ☐

Fiscal Area CRISTOBAL, PTO. (PPC) (14/09/2011)

Company or Address

12. DESTINATION SHIPPMENT CONDITIONS

Without restriction ☑ Physical custody ☐

Seal ☑

plastic ☑ metal ☐ bar ☐

Seal no.

Container or vehicle license plate No.

13. ENTRY POINT AND /OR FINAL PROCEDURE

Place and date: CRISTOBAL, PTO. (PPC) (14/09/2011)

Name and signature of the company: Pegresan Fine Foods

14. INSPECTOR NAME AND ID.

Name: LUIS CASTRO ID: 045

Entry ☐ Begining ☐ End ☐

15. REMARKS

Parameters 150-59-148

AUPSA
AUTORIDAD PANAMEÑA DE SEGURIDAD DE ALIMENTOS

DIRECCIÓN NACIONAL DE VERIFICACIÓN DE IMPORTACIÓN DE ALIMENTOS
FORMULARIO DE VERIFICACIÓN E INSPECCIÓN EN PUNTOS DE INGRESO

1. DATOS DEL IMPORTADOR

Ruc ó CID: 652308-1-5466339
Nombre: Tegresan Fine Foods

2. DATOS DEL ALIMENTO

Nombre: Carne de Cerdo congelada con hueso back rib 2.1
No. de registro:
No. de Planta: 34478/3448P

3. FINALIDAD DEL ALIMENTO

Humano [✓] Animal [ ] Transformación [ ]

4. CANTIDAD DE ALIMENTO NOTIFICADO

Kg: 1130
No. de unidades: 80 Cajas
A granel: [ ]

5. CONTROL DOCUMENTAL

Cumple [✓] No Cumple [ ]

6. CONTROL DE IDENTIDAD

[✓] Cumple [ ] No Cumple

7. CONTROL FÍSICO

Cumple [✓] No Cumple [ ]

Norma NINF
Cumple [✓] No Cumple [ ]

8. ANALÍSIS DE LABORATORIO

No [ ]
Si [✓]
Vigilancia [ ] Seguimiento [✓]
Resultados: satisfactorio [ ] No satisfactorio [ ]

9. MEDIO DE TRANSPORTE

Aéreo [ ] Marítimo [✓] Terrestre [ ]

Inspección: Satisfactorio [✓] No Satisfactorio [ ]

10. APLICACIÓN DE LA MEDIDAD SANITARIA Y/O FITOSANITARIA

Retención: [ ] Tratamiento: [ ] Decomiso: [ ]
Devolución/ [ ] Destrucción [ ] Liberación [✓]
Reexportación:
Cantidad real: 1345 Kg

11. DESTINO DEL ALIMENTO

Transito [ ] Trasbordo [ ]

Recinto aduanal: TOCUMEK CARGA

Empresa ó Dirección:

12. CONDICIONES DEL TRASLADO A DESTINO

Sin restricciones [✓] Custodia Física [ ]
Sello [✓]
Plástico [✓] Metálico [ ] Barra [ ]
No. de sello
No. de contenedor ó SMLU-5440571
placa de vehículo

13. PUNTO DE INGRESO

Lugar y fecha: CRISTOBAL, PTO. (PPC) (14/09/2011)
Nombre y firma del interesado: Pegresan Fine Foods

14. NOMBRE DEL INSPECTOR E IDONEIDAD

Nombre: LUIS CASTRO Idoneidad: 045
Entrada Inicio Salida

15. OBSERVACIONES:

PARAMETROS150-59-148

AUPSA
AUTORIDAD PANAMEÑA DE SEGURIDAD DE ALIMENTOS

ANALYSIS ORDER

No. 004379

Notification No. _____ Verification Essay No. _____

Laboratory ☐ **LCRSP** ☐ **LADIV** ☐ **LSV** ☐ **IEA** ☐ **Other** _____

Product (1 Brand /2 Description) _____

_____

Manufacturer /Establishment No. Country _____

Importer _____

Sample taken (container /establishment) _____

Late when the sample was taken ____/____/____/____ ☐ a.m. ☐ p.m.
day month year hour

Presentation of the sent sample ☐ individual container ☐ sack ☐ boxes ☐ inbulk ☐ others

Number of samples taken for analysis unit _____ weight/volume per sample _____

Lot code _____ ☐ doesn´t declare Expiry date _____ ☐ doesn´t declare

Analysis Parameters	Entomologie test done (check only if it applies) ☐ SI ☐ NO
1. _____	6. _____
2. _____	7. _____
3. _____	8. _____
4. _____	9. _____
5. _____	10. _____

Remarks _____

_____

Inspector Name: _____ Signature: _____

Date: _____

For the exclusive use of AUPSA Central Office

This document will not be valid without a stamp of the Panamanian Authority.

AUPSA
AUTORIDAD PANAMEÑA DE SEGURIDAD DE ALIMENTOS

ORDEN DE ANÁLISIS

No. 004379

Notificación No. _____ Formulario de Verificación No. _____

Laboratorio ☐ **LCRSP** ☐ **LADIV** ☐ **LSV** ☐ **IEA** ☐ **Otro** _____

Producto (1 Marco /2 Descripción) _____

_____

Fabricante /Establecimiento No. _____ País _____

Importador _____

Muestra Tomada (contenedor /establecimiento) _____

Muestra tomada en fecha ____ / ____ / ____ _____ ☐ a.m. ☐ p.m.
día mes año hora

Presentación de la muestra enviada ☐ envase individual ☐ sacos ☐ cajas ☐ a granel ☐ otros

Cantidad de muestras tomadas para analísis _____ peso/Volumen Unitario por muestra _____

Código de Lote _____ ☐ No declara Fecha de Vencimiento _____ ☐ No declara

Parámetros de Analísis

Entomológico Realizado (marcar sólo cuando aplique) ☐ SI ☐ NO

1. _____	6. _____
2. _____	7. _____
3. _____	8. _____
4. _____	9. _____
5.	10.

Observaciones: _____

_____

Nombre del Inspector: _____ Firma: _____

Fecha: _____

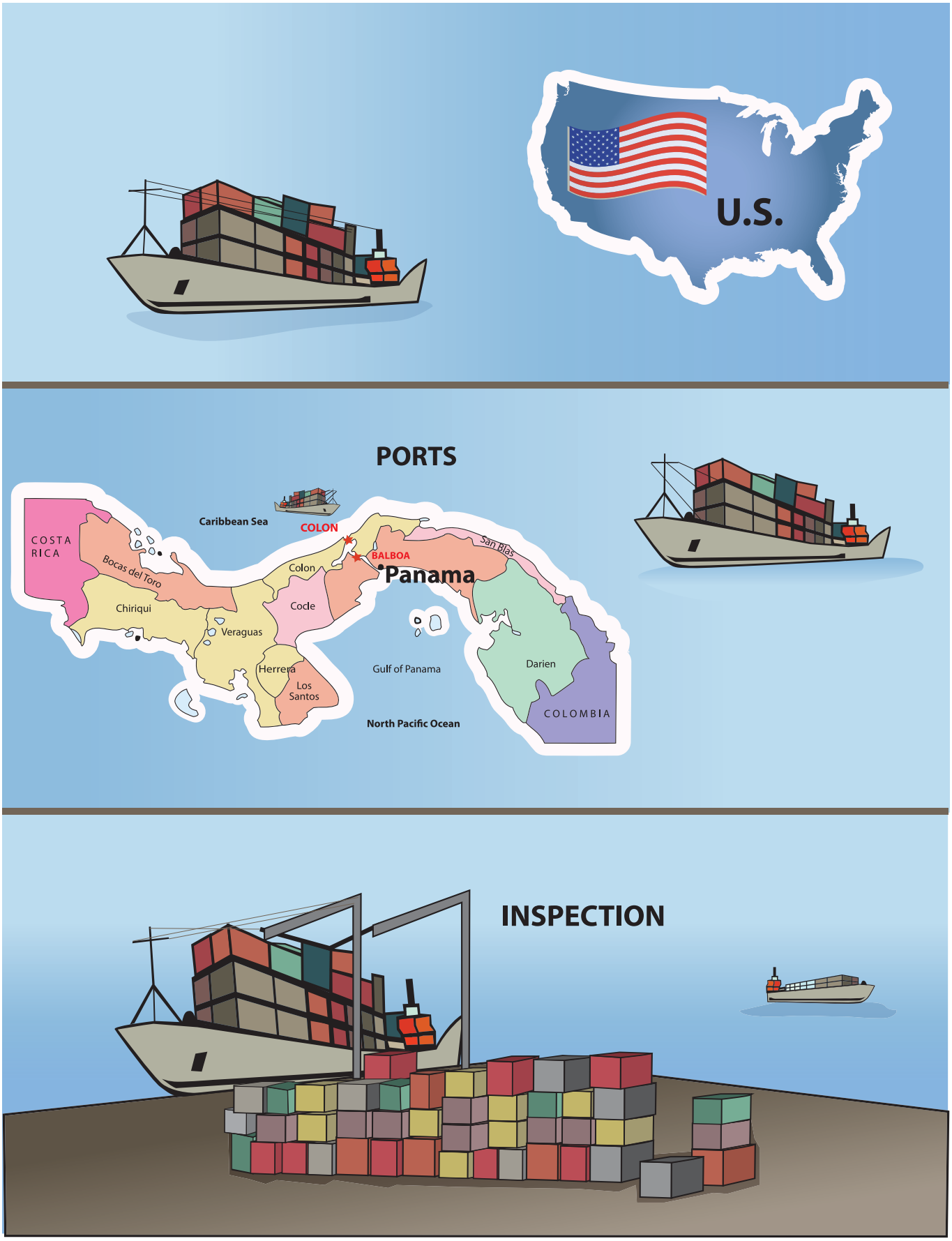
Solo para uso de las Oficinas Centrales de AUPSA

Este documento no es válido sin el sello de la autoridad panameña de seguridad de alimentos.

Panama ports of entry



Flow of entering meat US meat into PANAMA Graph



Frequently Asked Questions Regarding the Export Process to Panama

1. What do I need to become an exporter?

Business activities in Panama can be operated by people under their own name or thorough legal entities. Local laws allow companies and individuals to import directly with no intervention from agents or distributors. It is preferable to work with a customs agent (broker) that has experience in importing meat/meat products.

2. Which government entities regulate the importation of meat products?

Autoridad Panameña de Seguridad de Alimentos (Panamanian Food Safety Authority AUPSA in Spanish)
Ministerio de Desarrollo Agropecuario (Ministry of Agricultural Development)

3. Are all U.S. Federally inspected establishments allowed to export to Panama?

All USDA Federally inspected establishments are authorized to export to Panama provided they comply with Panamanian requirements. In case of beef and beef products the establishments must comply with the EV program for Panama. The list of approved EV suppliers for Panama 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 at the following link, http://www.fsis.usda.gov/Regulations_&_Policies/Meat_Poultry_Egg_Inspection_Directory/index.asp

4. Where can I check the export requirements in English to export to Panama?

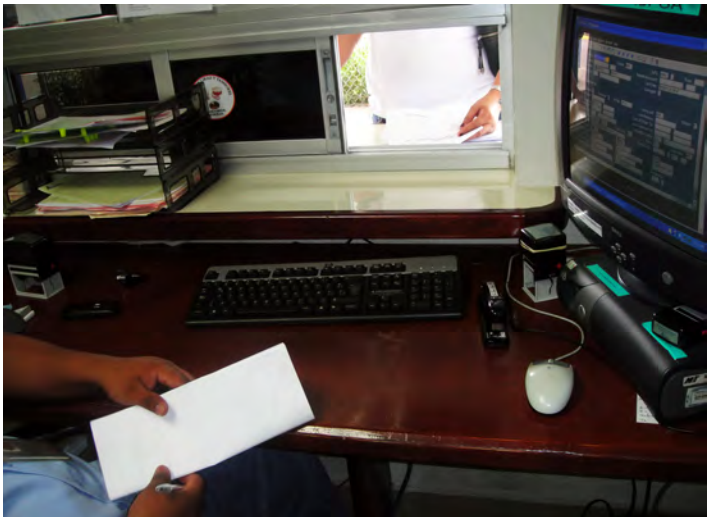
You can check the export requirements in the following link.
http://www.fsis.usda.gov/Regulations_&_Policies/Panama_Requirements/index.asp

5. What paperwork is needed?

The FSIS Form 9060-5 (after submitting the 9060-6), a letterhead certificate with specific terms included and the Statement of Verification are needed for beef and beef products, http://www.fsis.usda.gov/pdf/panama_beef.pdf. For pork products FSIS fomr 9060-5 is required. A copy of the Import Notification sent to AUPSA, copy of the commercial invoice of the product and customs pre-declaration.

Checking the documents



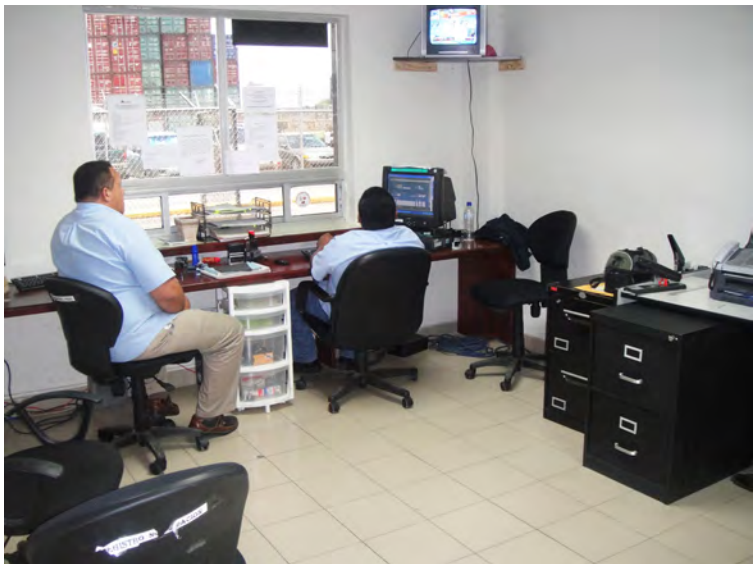


6. What is the Sistema de Notificacion de Importación de Alimentos (Notification System for Imported Foods SISNIA)?

All importers must submit to AUPSA an Import Notification form at least 48 hours ahead of a loads arrival in Panama. To make things easier AUPSA developed the SISNIA where importers can upload the requested information. In order to upload the information the importer must be a legally established person who must submit to the AUPSA the necessary documentation to prove they are legally established.

In this link you can see a brief tutorial in Spanish of how the system looks,

http://200.46.196.147/aupsa/manualdeusuario/manualusuario.htm



Checking the SISNIA



Taking the load to the importer cold storage

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

Country of origin, establishment number, name of the product. The label can be in English.



Label Information

8. Does Panama follow Codex regarding Maximum Residue Levels for Veterinary Drugs and Pesticides?

Yes, Panama follows Codex levels

Extra information

For extra information please check the following reports developed by the Foreign Agricultural Service (FAS) in Panama

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Narrative_Panama_Panama_1-3-2011.pdf

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/2010%20Exporter%20Guide%20Report_Panama_Panama_1-3-2011.pdf

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Panama's%20Import%20Tariff%20Modifications%20Report_Panama_Panama_10-26-2010.pdf

9. 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.

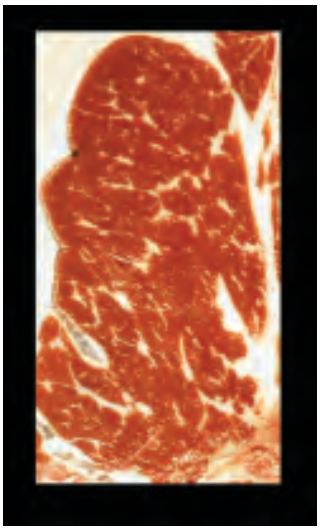


10. What is marbling and maturity?

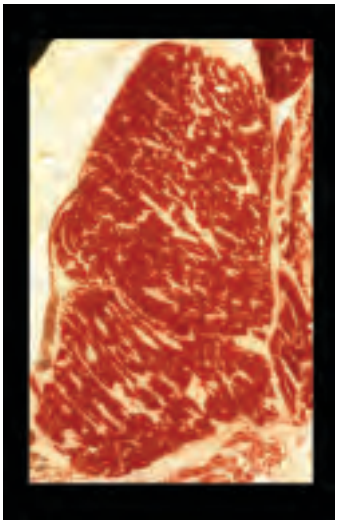
Marbling refers to the amount and distribution of specks of intramuscular fat present in the exposed loin muscle also known as the ribeye. The marbling is observed in the exposed lean of the carcass between the 12th and 13th rib interface where the carcass is split part way with a knife (termed as ribbing).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

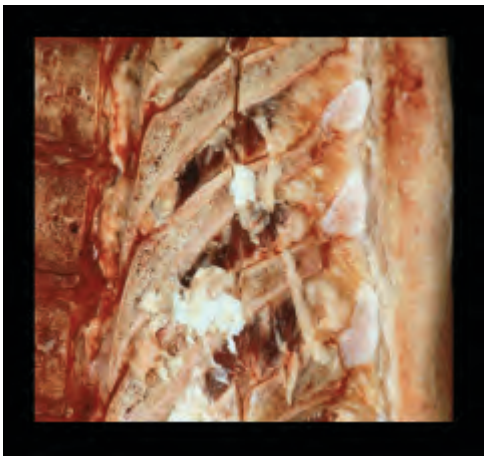
Slightly Abundant Marbling



Abundant Marbling



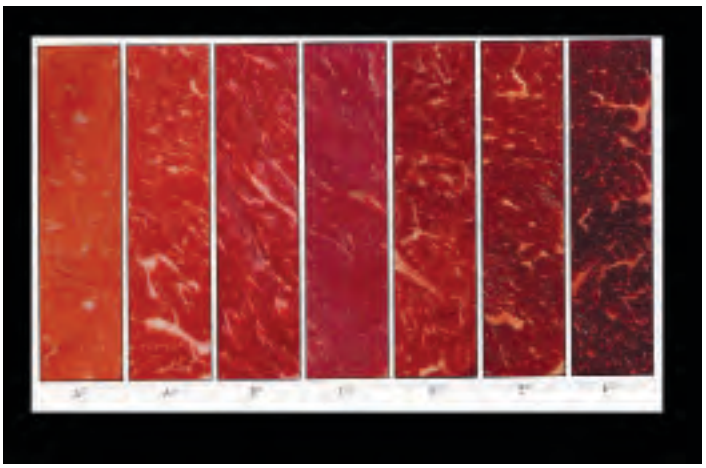
A Maturity



E Maturity

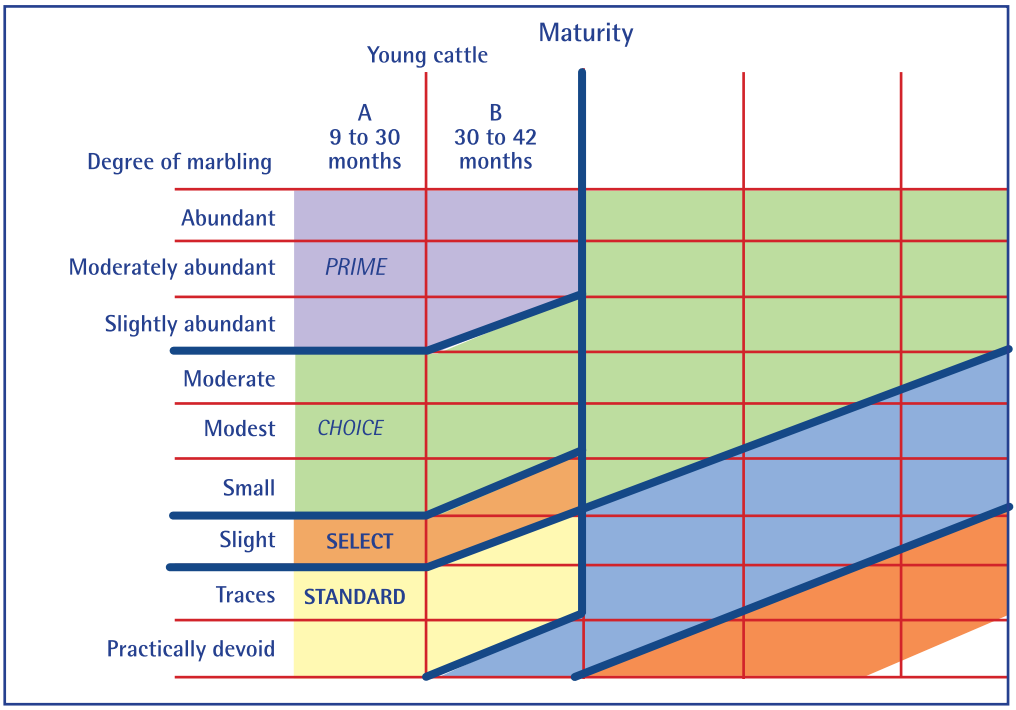


Texture and color of a cut surface between the 12th and 13th ribs



Increasing concentration of myoglobin

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



11. 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.

12. 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."



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 forms 9060-5 or in the labeling. In it the correct information will be written a long with a brief explanation stating that this new form covers the load even though the new MP number is different the MP number in the export stamp.
9060-5 Form Meat and Poultry Export Certificate of Wholesomeness: This is the export certificate issued by the FSIS for the export of meat, poultry or eggs.
9060-6 Form 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.
ACODECO: The Panamanian Authority for Consumers Protection and Defense of Competition.
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: forwarding agents; a person or firm that provides logistics 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.
AMS: (Servicio de Mercadeo Agrícola) Agricultural Marketing Service. Part of the United States' Department of Agriculture (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.
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.
AUPSA: Panamanian Food Safety Authority (Autoridad Panameña de Seguridad de Alimentos)
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 closely follow merchandise in the freight forwarder's premises in order to advise the buyer about whether the deal is advantageous or not.
blading: blading is used in documents as well as when speaking in a colloquial context. This word references 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; 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 exception 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 to
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 thereto.
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 custom's 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: triangle trade.
commercial set: A group of four documents; 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 (Panama) hired by a U.S. businessperson to facilitate transactions with local businesses in Panama.
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 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: Spanish for quota.
contrato de futuro más cercano: Spanish for spot futures.

contrato de futuros: Spanish for futures contracts.
contrato de opciones: Spanish for option contract.
contratos de cambio negociados: Spanish term meaning exchange traded contracts.
controlled facility: term used to define a free port facility which in itself is considered as part of the national territory.
conventional duty: a customs duty resulting form an international igreement as compared with an autonomous duty unilaterally imposed by a government unrelated to an international agreement.
COPANIT: Panamanian Commission of Technical Standards
Cost and Freight, Free Out (C&F FO): includes the cost of merchandise, freight costs, and unloading charges; most commodity grains are sold under such a system.
cotizado: Spanish for 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.
customs broker: professional that clears goods through customs barriers for importers and exporters
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: Spanish for long call / short put.
desaduanamiento: Spanish for customs clearance (free of customs inspection).
descargar: Spanish term meaning to unload.
desgravación fiscal: Spanish for tax rebate.
despacho de aduana: Spanish for customs clearance.
desposte, despiece: Spanish term meaning cutout
detallista / minorista: Spanish for retailer.
diferencia / diferencial: Spanish for 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: Spanish for 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
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: See Export Verification Program
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 buyers and sellers which usually work on a commission basis.
export buyer: a domestic-based (Panama) 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: 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.
Export Verification Program (EV program): Program supervised by the USDA/AMS, detailing the requirements that the products must comply to be exported to a particular country
factura: Spanish for commercial invoice; an itemized list of goods shipped, usually included among an exporter´s collection of documents.
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
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
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.

DGNTI: Panamanian General Directorate of Industrial Norms and Technology
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
ICGES: Gorgas Commemorative Institute of Health Studies (Instituto Commemorativo Gorgas de Estudios de la Salud).
IEA: Specialized Institute of Analyses of the University of Panama (Instituto Especializado de Analisis de la Universidad de Panama).
IMA: Panamanian Agricultural Marketing Institute.
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 by bringing together buyers and sellers.
import certificate: means used by an ultimate destination country, through its government agencies, to have a 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, particularly when brought into a second country.
import license: this document is necessary and it is particularly issued by a National Government to authorize the introduction of goods into their countries.
Import Licensing Code: synonymous with the Agreement on Import Licensing whose objective is to harmonize import licensing procedures of signatory governments.
import merchant: merchant buying overseas on their 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 specialized on the importation of raw materials –free of duty– into a free trade zone. Such inputs are processed and then re-exported.
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 (compare with 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 or importing countries.
inspector en jefe: Spanish term meaning head or chief inspector
intermediario: Spanish term meaning middleman, broker
intermediate carrier: a transportation company, located neither on the point of origin nor on 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.
LADIV: Veterinary Diagnostic and Research Lab (Laboratorio de Diagnóstico e Investigación Veterinaria "Geraldino Medina H").
LCRSP: Central Reference Laboratory in Public Health (Laboratorio Central de Referencia en Salud Publica)
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
MINSA: Panamanian Ministry of Health
MP number: Serial number on the FSIS form 9060-5 which is then printed on the corresponding shipment's export label.
muestra: Spanish term meaning sample. A sample taken during the wholesomeness inspection. It will be sent to a lab to be checked for residue 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 processings with the customs authority are done in a written application known as 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 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.
pickup 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 basis of its 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 such 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 of a transport company in as to the moving of 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: phytosanitary regulations apply only to plant and plant products. 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.
script sheet: this transcript of the lading is a document, kept by a truck driver with him, showing essential details of all shipments loaded in his truck.
secos o ahumados: Spanish term meaning dried or smoked
selección y embalaje: Spanish term meaning pick and pack
SENACYT: the Panamanian Secretariat of Science and Technology
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 move, 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 the receiving 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, or long-form, document, 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 proof thereof.
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.
SISNIA: System of Notification and Importation of Foods (Sistema de Notificacion de Importacion de Alimentos)
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 trans-pallets
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 the designated end use.
ultimate consignor: the final seller, who is the true party in 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 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: United States Department of Agriculture : (Departamento de Agricultura de Estados Unidos)
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.
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 or cranial cavities
volume of freight: price applicable according to a specified weight or volume of freight.
warehouse entry: applicable to goods that will not be used immediately; it is a document declaring merchandise imported and placed in a Customs-licensed warehouse.
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.•

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Links-Contacts

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Ministry of Social Development	www.mides.gob.pa
Ministry of Health	www.minsa.gob.pa

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