



Quality Assurance International

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ANNOUNCING NEW OPPORTUNITIES WITH JAS CERTIFICATION

Dear Valued QAI clients,

It is our understanding that the USDA and the Japanese Ministry of Agriculture Forestry and Fisheries (MAFF) have completed and signed a limited equivalency agreement. In reviewing this agreement, QAI sees a variety of important opportunities for North American companies marketing organic products in Japan.

If you have avoided the Japanese market because of the daunting ingredient requirements, now is the time to revisit this opportunity. Previously, companies choosing to market Japan Agricultural Standard certified (JAS) products to Japan were often faced with additional JAS certification for co-processors, vendors, and growers to meet the rigorous ingredient provisions. The allowance of NOP certified products as ingredients in JAS products will significantly open options for JAS processors. Under this agreement, only the entity making the JAS labeled product is required to be JAS certified.

This agreement is also an important milestone for companies wanting to market non-JAS ingredients to JAS certified operations. Once QAI's NOP accreditation is announced, QAI certified operations will have access to Japan for sales of organic ingredients.

QAI recommends that all interested parties attend the QAI JAS seminar for the latest equivalency information and to learn important details regarding access to the emerging Japanese organic market. If your company would like to provide NOP certified organic ingredients to Japan or US based JAS certified processors, QAI urges you to attend the JAS seminar to learn of the details of this equivalency agreement. More in depth details will be discussed then.

QAI's seminar "Unlocking The Japanese Market Through JAS Compliance" will be held on Wednesday May 8 prior to the OTA All Things Organic Trade Show and is open to all interested parties. This is an opportunity to receive the latest information from a prominent US organic and JAS certification organization. The seminar is being presented with our strategic partner AIB who is offering an additional half day on "Food Safety for Organic Processors and Producers".

*For additional information please contact Lorraine Armijo at QAI (858) 792-3531.
To register for the JAS seminar, please call AIB at (800) 242-2534.*