



*Embajada
de la República Argentina
en Japón*

*PRODUCTOS ORGANICOS ARGENTINOS:
OPORTUNIDADES PARA LA EXPORTACION
AL MERCADO JAPONES*

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1. PRODUCTOS ORGANICOS ARGENTINOS: OPORTUNIDADES PARA LA EXPORTACION AL MERCADO JAPONES

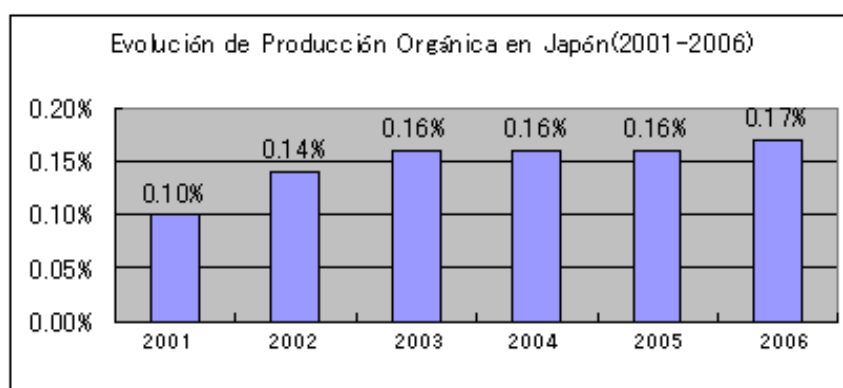
A continuación se enumeran las principales razones por las cuales Japón se presenta como un mercado sumamente atractivo como destino para las exportaciones argentinas de productos orgánicos y se explican las ventajas que posee nuestro país para acceder al mercado nipón gracias al Reconocimiento de la Equivalencia del Sistema Normativo Argentino y el Sistema Japonés JAS para la Exportación de Productos Orgánicos Agrícolas y Agrícolas Procesados.

1. Potencial del mercado japonés para los productos orgánicos

Japón es el primer país importador de productos orgánicos en Asia y el tercer mercado más importante en el mundo para los productos orgánicos. Si bien no existen estadísticas oficiales de importación de orgánicos a Japón, diversas fuentes estiman que el mercado total de alimentos orgánicos es cercano a los US\$ 1.000 millones (de los cuales el 60% corresponderían a alimentos y bebidas), con una proyección de crecimiento anual cercano al 20% promedio para el sector en los próximos años.

Dentro de dicho volumen la presencia de productos extranjeros es importante, considerando que la tasa de autoabastecimiento de alimentos de Japón es de 39%, y que dentro de dicho porcentaje solamente el 0,17% corresponde a la producción japonesa de orgánicos.

Es decir, el crecimiento de la demanda de productos orgánicos en Japón va acompañado por el crecimiento de las importaciones ya que la producción local encuentra limitaciones por la escasez de tierras y al escaso desarrollo de técnicas de cultivos orgánicos.



(Fuente:Elaborado por la Embajada de Argentina en Japón utilizando los datos del Ministry of Agriculture, Forestry and Fisheries of Japan)

A continuación se presentan dos cuadros con información sobre los productos que han obtenido el sello JAS orgánico. Se observa que Japón importa especialmente productos agrícolas no procesados, una gran parte de los cuales son utilizados por la industria japonesa con el fin de elaborar alimentos orgánicos con mayor valor agregado.

Cabe señalar que no se cuentan con estadísticas sobre los productos orgánicos comercializados en el mercado con otros sellos (USDA, EUREPGAP, DAR, entre otros) y que Japón no cuenta con procedimientos oficiales para la certificación de productos orgánicos de origen animal (carnes, miel, lácteos, etc.)

PRODUCTOS AGRICOLAS QUE OBTUVIERON EL SELLO JAS (2006)

(TONELADA)

	EXTRANJEROS*	JAPONESES
VERDURAS	106.119	29.949
FRUTAS	131.538	1.766
ARROZ	21.777	10.811
TRIGO	7.528	558
SOJA	63.647	974
LEGUMBRES	21.403	110
CEREALES	5.085	26
TE VERDE	449	1.538
TE ROJO	639	2
GRANO DE CAFE	6.070	0
NUTS	9.578	0
CAÑAS	839.937	0
CONNYAKU(KONJAC)	3.743	1.365
PALM FRUITS	68.873	0
OTROS	8.880	1.496
TOTAL	1.295.266	48.595

(FUENTE:MAFF)

PRODUCTOS AGRICOLAS PROCESADOS QUE OBTUVIERON EL SELLO JAS (2006)

(TONELADA)

	EXTRANJEROS*	JAPONESES
VERDURAS CONGELADAS	5.450	278
VERDURAS CONSERVA	6.409	6
VERDURAS COCIDAS	9.323	1.099
OTROS TIPOS DE VERDURAS	2.029	884
JUGO DE FRUTAS	7.520	3.025
OTROS TIPOS DE FRUTAS	4.881	919
BEBIDAS DE VERDURAS	524	1.479
TE	343	3.353
CAFE	0	10.272
LECHE DE SOJA	0	21.971
TOFU	0	73.570
NATTO	107	36.919
MISO	803	3.396
SALSA SOJA	128	6.655
MANI	5.818	1.941
OTROS TIPOS DE LEGUMBRE	495	6.231
FIDEOS	2.746	100
TE VERDE	156	1.132
GRANO TOSTADO DE CAFE	509	2.615
NUTS	2.974	1.541
KONNYAKU(KONJAC)	1.323	2.649
AZUCAR	14.657	0
LECHE DE SOJA	0	134
OTROS	3.581	7.287
TOTAL	69.776	187.456

(FUENTE:MAFF)

2. Perfil del consumidor japonés.

El consumidor japonés es altamente sensible a la oferta de productos naturales y saludables y valora atributos relacionados a la seguridad alimentaria. Además de ser exigente en cuanto a los requisitos de calidad, cuenta con altos ingresos (PBI per

cápita: US\$ 35.000 anuales) y está dispuesto a pagar precios mayores por los beneficios a la salud que proporcionan los productos orgánicos.

Según una encuesta elaborada por el MAFF en noviembre 2007¹, más del 25 % de los distribuidores comercializan productos orgánicos y más del 43% de los consumidores los adquieren habitualmente.

Entre los requisitos que mencionaron los consumidores como importantes a la hora de comprar productos orgánicos se encuentran: a) que los datos del etiquetado sean confiables (73%) y b) que se puedan comprar en lugares cercanos (70%). En cuanto a estos dos últimos requisitos, cabe señalar que la disponibilidad de productos orgánicos en los supermercados comunes de Japón es aun limitada ya que los productos orgánicos son principalmente comercializados a través de puntos de venta donde los precios son más elevados:

- tiendas/almacenes de venta especializados
- supermercados de productos gourmet
- department stores

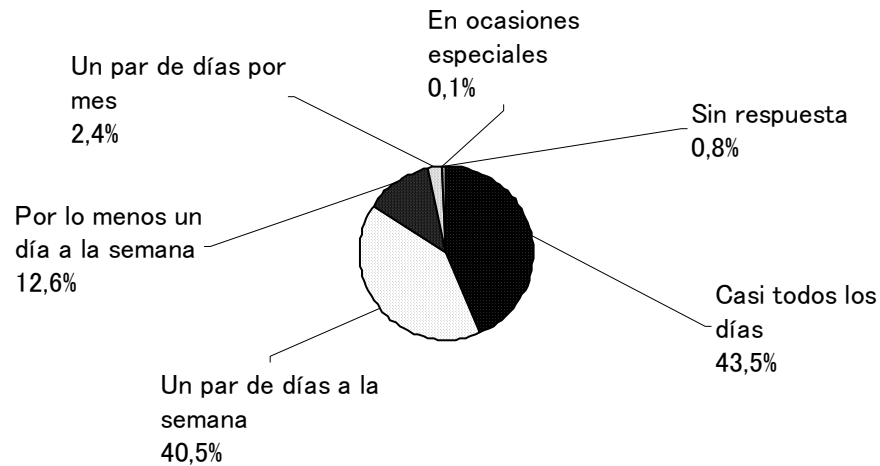
Los distribuidores respondieron que el requisito más importante para comercializar un producto orgánico es que el abastecimiento sea estable durante el año (63%).

En cuanto a la frecuencia en la compra de productos orgánicos, la misma encuesta arrojó los siguientes resultados:

¹ El MAFF encuestó a personas de los siguientes sectores:

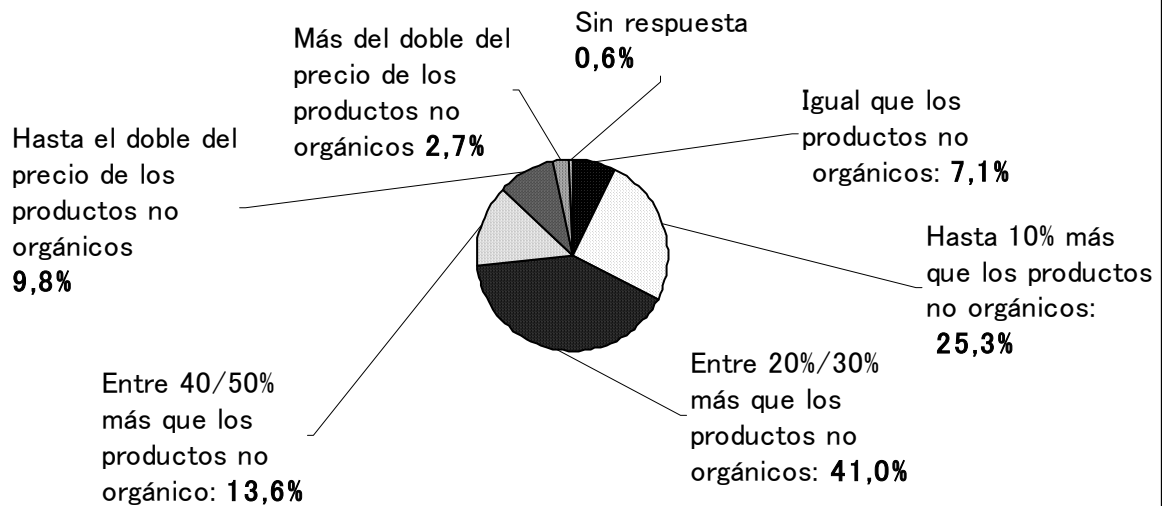
	Cantidad de personas que respondieron	Porcentaje de respuestas (%)
Agricultores	1.963	78,5%
Distribuidores	1.023	74,1%
Consumidores	1.207	80,5 %
Total	4.193	77.9%

¿Con qué frecuencia desea consumir productos orgánicos?

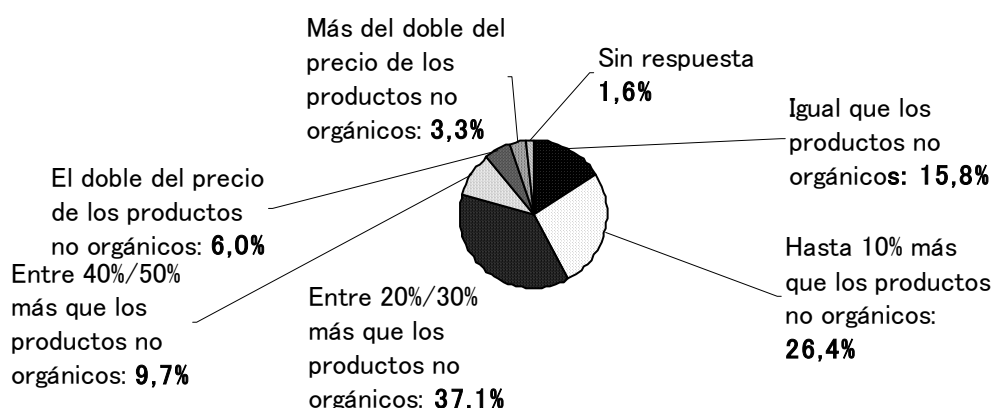


En cuanto al precio que están dispuestos a pagar las respuestas fueron:

¿Hasta qué precio estaría dispuesto a pagar por productos orgánicos? Respuestas de los consumidores



¿Hasta qué precio estaría dispuesto a pagar por los productos orgánicos? Respuestas de los distribuidores



3. Seguridad Alimentaria

La preocupación de los consumidores japoneses por la seguridad alimentaria es creciente. Por ejemplo, se estima que la carne aviar y la carne vacuna orgánica serán los productos de mayor crecimiento (entre + 30% / + 50%) debido a los temores de los consumidores por problemas de influenza aviar y BSE. Además, valoran los productos orgánicos como forma de evitar las alergias y mantener la salud en general.

4. Reconocimiento de la Equivalencia del Sistema Normativo Argentino y el Sistema Japonés JAS para la Exportación de Productos Orgánicos Agrícolas y Agrícolas Procesados

El 12 de diciembre de 2006, luego de varios años de negociaciones, la República Argentina ha logrado ante el Gobierno de Japón el reconocimiento de la equivalencia de su sistema normativo de certificación orgánica con el sistema japonés.

Para lograr dicha equivalencia, los organismos sanitarios de ambos países suscribieron un Memorandum de Entendimiento mediante el cual se establecen los requisitos específicos que deberán cumplimentar el organismo sanitario argentino, las certificadoras y los operadores que adhieran al sistema.

De esta manera, las empresas argentinas productoras de **orgánicos agrícolas y agrícolas procesados** pueden exportar a Japón utilizando el sello JAS (Japanese Agricultural Standard) mediante un procedimiento mas ágil y menos costoso, ya que

realizarán los trámites de exportación ante empresas certificadoras en Argentina acreditadas por el SENASA², facilitando las operaciones a los importadores japoneses.

Ello significa que los productos antes citados, certificados en Argentina, están en condiciones de ingresar al mercado japonés, uno de los más exigentes del mundo en materia de calidad y requisitos zoo y fitosanitarios, sin necesidad de una nueva certificación.

5. Consideraciones Finales

A manera de conclusión cabe señalar que el mercado japonés para los productos orgánicos se encuentra en franca expansión presentándose como un mercado sumamente atractivo para los exportadores argentinos.

Argentina es el primer país de América Latina y el segundo del Continente Americano en obtener la equivalencia de su sistema normativo para la exportación de orgánicos a Japón, ingresando de esta manera al selecto grupo de 18 países habilitados a realizar trámites en origen para la aplicación del sello JAS. Este hecho, sumado a la calidad de la producción orgánica nacional, proporciona a nuestro país ventajas competitivas sumamente favorables para incrementar las exportaciones al mercado japonés.

ANEXOS

- En **Anexo I** se incluye información sobre los requisitos de exportación de productos orgánicos bajo el acuerdo de equivalencia alcanzado entre Argentina y Japón. Para mayor información sobre los procedimientos a seguir para obtener la certificación JAS, se ruega contactar a la Dirección de Calidad Agroalimentaria del Senasa, teléfono 4121-5265/1/84, email:dica@senasa.gov.ar
- En **Anexo II** se incluye un listado de importadores japoneses de alimentos orgánicos
- En **Anexo III** se incluye información sobre la feria BIOFACH JAPAN.

² El 2/1/2006 el Senasa comunicó que las certificadoras habilitadas son: Argencert S.R.L, Food Safety S.A, Letis S.A y Organización Internacional Agropecuaria S.A (OIA).

FUENTES

1-Encuesta del MAFF (Ministry of Agriculture, Forestry and Fisheries of Japan)

<http://www.maff.go.jp/j/finding/mind/pdf/2007110201cyosa.pdf> (japonés)

2-Evaluation Report of Food Safety Committee:

<http://www.fsc.go.jp/monitor/index.htm> (japonés)

3-Emerging Business Opportunity in Japan 2007, MIPRO - Manufactured Imports and Investment Promotion Organization (<http://www.mipro.or.jp/>)

ANEXO I

Ministry of Agriculture, Forestry and Fisheries of Japan
Food Safety and Consumer Affairs Bureau
1-2-1 Kasumigaseki, Chiyoda-ku, Tokyo 100-8950, Japan

November 14th, 2006

Guide to Export Organic Foods through Equivalency Agreements with Japan

The Ministry of Agriculture, Forestry and Fisheries of Japan (hereinafter referred to as “MAFF”) has developed this guide for countries with organic equivalency status. This guide facilitates the understanding of the scheme in which organic agricultural products and organic agricultural processed foods are exported through equivalency agreements with Japan.

MAFF requests that countries with organic equivalency status fully understand the content of this guide, comply with the agreements with Japan and export organic products in an appropriate manner.

1. Definition

Countries with organic equivalency status: Countries of which organic production rules and certification systems Japan approved as equivalent to the system under the Law Concerning Standardization and Proper Labeling of Agricultural and Forestry Products (hereinafter referred to as the “JAS Law”)

2. Scope

Organic products exported through equivalency agreements with Japan are only organic agricultural products and organic agricultural processed foods other than alcoholic beverages, drugs, quasi-drugs and cosmetics. They are provided as Specified Agricultural and Forestry Products under the JAS Law. Organic livestock products, organic livestock processed foods including honey, organic agricultural livestock processed foods and organic feeds are outside the scope.

Scope	Outside the Scope
Organic agricultural products Organic agricultural processed foods	Alcoholic beverages Drugs and quasi-drugs Cosmetics

	Organic livestock products Organic livestock processed products, including honey Organic agricultural livestock processed foods Organic feeds
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(Legal basis)

Article 2 of the JAS Law

Article 15-2 of the JAS Law

Article 19-5 item 1 of the JAS Law

Article 10 of the Enforcement Ordinance of the JAS Law

3. Flow of exports using equivalency agreements with Japan (Annex 1)

The following four conditions shall be satisfied when organic agricultural products and organic agricultural processed foods are exported using equivalency agreements:

- a) the products are produced in a country with organic equivalency status;**
- b) the products are exported from the country with organic equivalency status;**
- c) the certificates issued by the governmental organizations of the country with organic equivalency status are attached to the products; and**
- d) the products shall be inspected to have the certificate and attached the Organic JAS Mark by the JAS certified importers under the JAS Law.**

Only the products satisfying all the four conditions above shall be distributed as organic in Japan. Please note that labeling “organic” without the Organic JAS Mark or labeling deceptively is strictly prohibited in Japan. In addition, the Organic JAS Mark shall be attached by only operators certified by registered certifying bodies under the JAS Law.

(Legal basis)

Article 14 of the JAS Law

Article 15 of the JAS Law

Article 19-15 item 1 of the JAS Law

Article 19-16 of the JAS Law

Article 5 of the JAS for organic agricultural products

Article 5 of the JAS for organic processed foods

Question 38 of the “Questions and Answers on the Japanese Agricultural Standards for organic agricultural products and organic processed foods issued in January 2006” (hereinafter referred to as “Q&As”)

4. Flow of exports using equivalency agreements with Japan and the certification system under the JAS (Annex 1)

Certified manufacturers under the JAS Law in the country with organic equivalency status are able to procure organic agricultural products and organic agricultural processed foods produced in accordance with the standards of the mentioned country and the agreement with Japan as ingredients. In this case, they shall grade the products in accordance with the organic JAS and follow relevant Q&As.

(Legal basis)

Question 31 of the Q&As

Question 38 of the Q&As

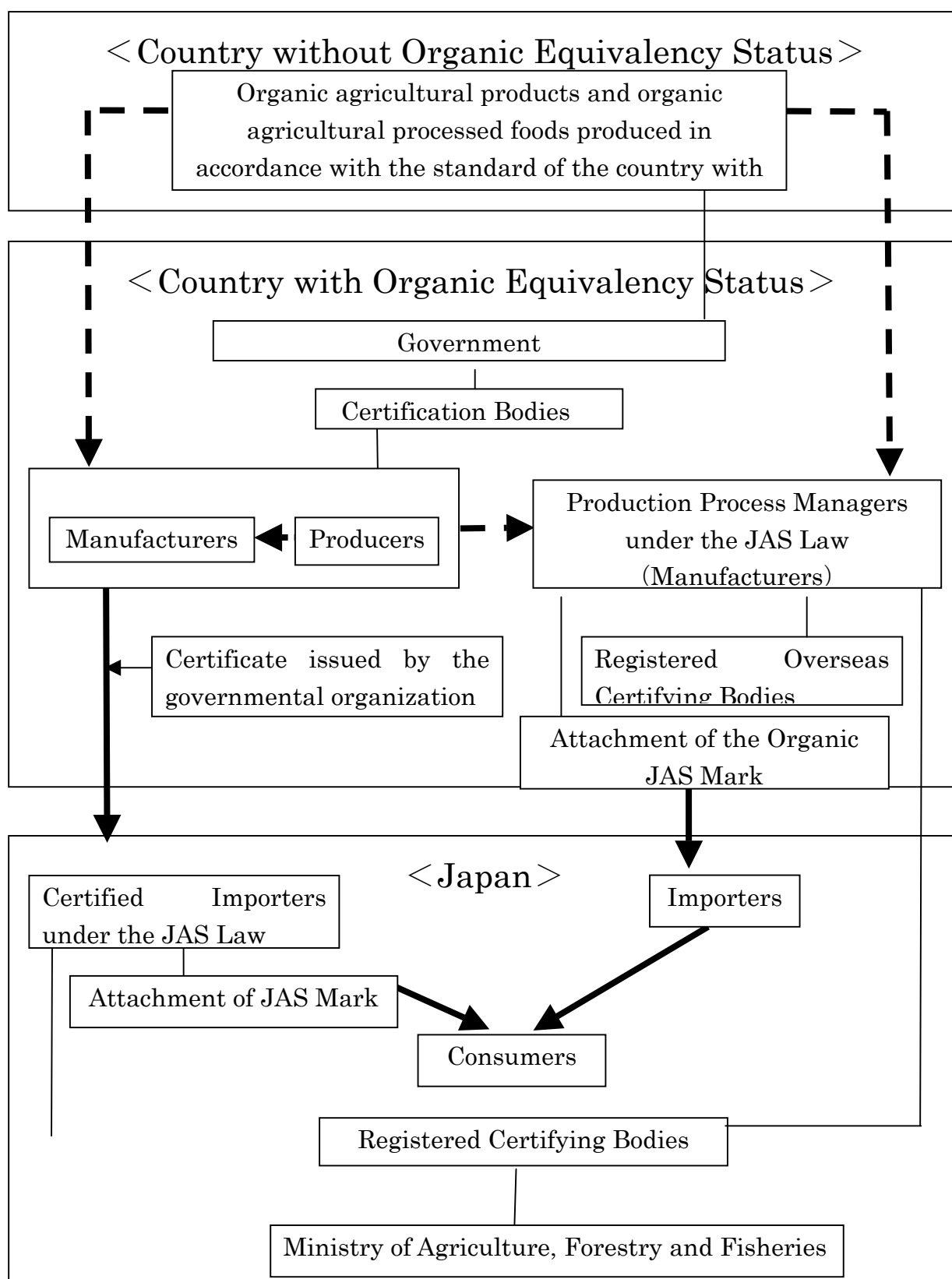
5. Certificate

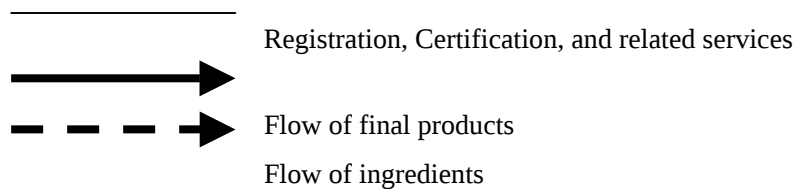
The certificate issued by a governmental organization shall include the following items:

- a) Name and address of organization which issued the certificate;
- b) Issuing date of the certificate;
- c) Type and quantity of organic agricultural products and organic agricultural processed foods;
- d) Name and address of the overseas organization which certified the person equivalent to the Production Process Manager (the Production Process Manager pursuant to Article 14, Paragraph 2 of the Law; hereinafter the same) of the mentioned product; and
- e) Statement to the effect that the grading has been conducted on the mentioned product.

(Legal basis)

Article 35 of the Enforcement Regulations of the JAS Law





<Annex 2>

Related Law and Regulations

1. Except of the JAS Law

Article 2 In this Law, "agricultural and forestry products" mean the products mentioned in the following items except liquors as well as drugs, quasi-drugs and cosmetics provided in the Pharmaceutical Affairs Law (Law No. 145 of 1960) :

- (1) Beverages and foods, and oils and fats; and
- (2) Agricultural, forestry, livestock and marine products, and the products manufactured or processed with such products as materials or ingredients (except those mentioned in the preceding item) that shall be provided by the Government Ordinance.

Article 14 Any manufacturer, processor (including preparation and selection; hereinafter the same), importer or seller of agricultural and forestry products (hereinafter referred to as "Manufacturer, etc.") may, by obtaining in advance the certification from a RCB as to the respective factory or place of business and respective type of agricultural and forestry product, conduct gradings of agricultural and forestry products manufactured, processed, imported or sold thereby relating to mentioned certification, in accordance with Japanese Agricultural Standards, as provided by the Ministerial Ordinance, and may attach a special label to the mentioned agricultural and forestry product or its packaging, container or invoice, in accordance with a method provided by the Ministerial Ordinance, to indicate that the mentioned agricultural and forestry product has been graded in accordance with the Japanese Agricultural Standards (hereinafter referred to as "grading label").

2. Any producer of agricultural and forestry products, or other person provided by the Ministerial Ordinance as a person who manages or controls production processes of agricultural and forestry products (hereinafter referred to as "Production Process Manager") may, by obtaining in advance the certification from a RCB as to the respective field or place of business and respective type of agricultural and forestry product, conduct the gradings of agricultural and forestry products whose production processes are managed or controlled thereby relating to the mentioned certification, in accordance with Japanese Agricultural Standards, as provided by the Ministerial Ordinance, and may attach a grading label (limited to that concerning the standards described in Article 2, Paragraph 3, Item (2)) to the mentioned agricultural and forestry product or its packaging, container or invoice.

3. Any seller of agricultural and forestry products, or other person provided by the Ministerial Ordinance as a person who manages or controls distribution processes of agricultural and forestry products (hereinafter

referred to as "Distribution Process Manager") may, by obtaining in advance the certification from a RCB as to the respective distribution process and type of agricultural and forestry product, carry out the grading of agricultural and forestry products whose distribution processes are managed or controlled thereby relating to the mentioned certification, in accordance with Japanese Agricultural Standards, as provided by a Ministerial Ordinance of the Ministry of Agriculture, Forestry and Fisheries, and may attach a grading label (limited to that concerning the standards described in Article 2, Paragraph 3, Item (3)) to the mentioned agricultural and forestry product or its packaging, container or invoice.

4. The grading in the preceding three Paragraphs shall be conducted in accordance with the inspection described in each of the corresponding Items below with respect to the standards described in each of the mentioned Items;

- (1) Standards described in Article 2, Paragraph 3, Item (1): Inspection concerning the agricultural and forestry products in question, conducted as provided by the Ministerial Ordinance;
- (2) Standards described in Article 2, Paragraph 3, Item (2): Inspection concerning the production process of agricultural and forestry products in question, conducted as provided by the Ministerial Ordinance; and
- (3) Standards described in Article 2, Paragraph 3, Item (3): Inspection concerning the distribution process of agricultural and forestry products in question, conducted as provided by the Ministerial Ordinance.

5. The Manufacturer, etc., Production Process Manager, or Distribution Process Manager of any agricultural and forestry product who has obtained the certification described in Paragraphs 1 to 3 above may, if it is especially necessary for labeling efficiently, attach the grading label to the agricultural and forestry product relating to the mentioned certification, or its packaging, container or invoice, prior to the grading which will be conducted pursuant to the mentioned Paragraphs.

6. The agricultural and forestry product, or its packaging, container or invoice, to which the grading label has been attached pursuant to the preceding Paragraph shall not be transferred, consigned for transfer or displayed for transfer until the grading is conducted pursuant to Paragraphs 1 to 3 above.

7. The Manufacturer, etc., Production Process Manager, or Distribution Process Manager of any agricultural and forestry product, or its packaging, container or invoice, who attached the grading label to pursuant to Paragraph 5 above shall, when the mentioned label is proven not to conform to the result of the grading pursuant to Paragraphs 1 to 3 above, remove or erase the label without delay.

8. The technical criteria for the certification described in Paragraphs 1 to 3 above shall be provided by the Ministerial Ordinance.

Article 15 Any re-packer of agricultural and forestry products (including any person whose business is to re-pack and sell by himself; hereinafter referred to as "Re-packer") may, by obtaining in advance the certification from a RCB as to the respective place of business and respective type of agricultural and forestry product, attach the same grading label to the re-packed agricultural and forestry product, its packaging or container as was attached to the agricultural and forestry product, its packaging, container or invoice before re-packing as provided by the Ministerial Ordinance, concerning the agricultural and forestry product relating to the mentioned certification to which the grading label (limited to that concerning the standards described in Article 2, Paragraph 3, Item (2); the same in this Paragraph and in Article 19-4) has been attached (including

the mentioned agricultural and forestry product if the mentioned label has been attached to its packaging, container or invoice; the same in the mentioned Article).

2. Paragraph 8 of the preceding Article shall apply mutatis mutandis to certification under the preceding Paragraph.

Article 15-2 The importer of any specified agricultural and forestry product provided for in Article 19-15, Paragraph 1 (referred to as "Specified Agricultural and Forestry Product" in this Article, Article 18, Paragraph 1, Item (5) and Article 19-2) may, by obtaining in advance the certification from a RCB, attach the grading label to mentioned specified agricultural and forestry product which is imported thereby, or its packaging, container or invoice, as provided by the Ministerial Ordinance, concerning the specified agricultural and forestry product relating to the mentioned certification to which the certificate, or a copy thereof, stating matters provided by the Ministerial Ordinance has been attached.

Article 19-15 With regard to any agricultural and forestry products for which the Japanese Agricultural Standard has been established concerning the standard mentioned in Article 2, Paragraph 3, Item 2 that are specified by the Government Ordinance as the ones for which it is especially necessary to achieve proper labeling of name because the name provided in such a Japanese Agricultural Standard is being used also for any other agricultural and forestry products produced by a method other than that provided by such a Japanese Agricultural Standard and if left as it is, this would likely cause grave hindrance to general consumers choice (hereinafter referred to as the "specified agricultural and forestry products"), any person shall not indicate the name provided by such Japanese Agricultural Standard or any confusing name therewith on any such specified agricultural and forestry product or the packaging, container or invoice therefor if the grading label under such Japanese Agricultural Standard has not been attached to such specified agricultural and forestry product or the packaging, container or invoice therefor.

2. Any person shall not indicate on any agricultural and forestry product other than the specified agricultural and forest products the name provided by the Japanese Agricultural Standard for any specified agricultural and forestry product concerned or any indication confusing therewith.

3. Any importer of any agricultural and forestry product shall not sell, consign for sale nor display for sale any agricultural and forestry product imported by the importer for which the grading label under the Japanese Agricultural Standard for the specified agricultural and forestry products has not been attached to itself or the packaging, container or invoice therefor and the indication of name under such Japanese Agricultural Standard or any indication confusing therewith has been attached (including such agricultural and forestry product if such label has been attached to the packaging, container or invoice therefor).

Article 19-16 The Minister of Agriculture, Forestry and Fisheries may order any person who has violated the provisions of the preceding Article to remove or erase the indication of name provided by the Japanese Agricultural Standard for the specified agricultural and forestry products or any indication confusing therewith or prohibit the person from selling, consigning for sale or displaying for sale the specified agricultural and forestry product.

2. Except of the Enforcement Ordinance of the JAS Law

Article 10 The agricultural and forestry products to be specified by the Government Ordinance pursuant to Article 19-15, Paragraph 1 of the Law shall be foods and beverages comply with the following criteria:

- (1) Such agricultural and forest products (limited to those which conform to the standards stipulated by the Minister for Agriculture, Forestry and Fisheries) as are harvested in the fields (including those where chemically synthesized pesticides, fertilizers and soil improvement substances (except as specified by the Minister for Agriculture, Forestry and Fisheries as those the use of which is inevitable; referred to as “chemical pesticides, etc.” in this paragraph) have not been used for the period beginning one year before the harvesting of the mentioned agricultural and forest products and ending at the harvest time, and also no use of chemical pesticides, etc. is expected to continue without fail after the harvesting of the mentioned agricultural and forest products) where chemical pesticides, etc. are not used for the period beginning two years (in the case of harvests from perennial plants, three years before their harvest) before seeding or planting of the seeds and seedlings used for the production of the mentioned agricultural and forest products and ending at the harvest time of the mentioned agricultural and forest products; and
- (2) Foods and beverages (limited to those which conform to the standards stipulated by the Minister for Agriculture, Forestry and Fisheries) as are manufactured or processed with the agricultural and forest products described in the preceding item as raw materials or ingredients.

3. Except of the Enforcement Regulations for the JAS Law

Article 35 The matters to be provided by the Ministerial Ordinance pursuant to Article 15-2, Paragraph 1 of the Law shall be the following:

- (1) Name and address of the entity who has issued the certificate;
- (2) Issuing date of the certificate;
- (3) Type and quantity of the Specified Agricultural and Forestry Products to be certificated;
- (4) Name and address of the overseas organization which has performed the equivalent service to the certification of the Production Process Manager (the Production Process Manager pursuant to Article 14, Paragraph 2 of the Law; hereinafter the same) of the mentioned Specified Agricultural and Forestry product; and
- (5) Statement to the effect that the grading has been conducted on the mentioned Specified Agricultural and Forestry Product.

4. Except of the Japanese Agricultural Standard of Organic Agricultural Products

Article 5 The names of the organic agricultural products shall be labeled by the methods prescribed as follows.

- (1) “有機農産物” (which means organic agricultural product in Japanese.)
- (2) “有機栽培農産物” (which means organically grown agricultural product in Japanese.)
- (3) “有機農産物〇〇” or “〇〇(有機農産物)” (which means organic agricultural product 〇〇 or 〇〇 (organic agricultural product).)
- (4) “有機栽培農産物〇〇” or “〇〇(有機栽培農産物)” (which means organically grown agricultural product 〇〇 or 〇〇 (organically grown agricultural product) in Japanese.)
- (5) “有機栽培〇〇” or “〇〇(有機栽培)” (which means organic farming 〇〇 or 〇〇 (organic farming) in Japanese.)
- (6) “有機〇〇” or “〇〇(有機)” (which means organic 〇〇 or 〇〇(organic) in Japanese.)
- (7) “オーガニック〇〇” or “〇〇(オーガニック)” (which means organic 〇〇 or 〇〇(organic) in Japanese.)

(Notes) The general name of the agricultural product shall be described in “〇〇”

2. Notwithstanding the previous provision, as for the products produced in the fields under the conversion period, the description “under the conversion period” shall appear before or after the name as prescribed by the former provisions.
3. Notwithstanding 1., as for the agricultural products harvested in the collection areas , the description of one of the former examples (1), (3), (6), or (7) shall appear.

Article 5 The names of the Organic Processed Foods and their ingredients shall be labelled by the methods prescribed below:

Division	Criteria
Labeling of names	1. To attach one of the following labels. (1) “有機〇〇” or “〇〇(有機)” (which means organic 〇〇 or 〇〇 (organic) in Japanese.) (2) “オーガニック〇〇” or “〇〇(オーガニック)” (which means organic 〇〇 or 〇〇 (organic) in Japanese.) (Note) The general name of the processed food shall be filled out in 〇〇. However, when the general names of organic agricultural and livestock processed product described in 〇〇 is the same as the general name of organic agricultural processed products, the name shall be prescribed by Minister of Agriculture, Forestry and Fisheries. 2. Notwithstanding the criteria 1., if organic agricultural products harvested in the field under the conversion period are used, manufactured, or processed as the ingredients, the description “under the conversion period” shall appear before or after the name

	as prescribed in 1.
Labeling of names of the ingredients	1. As for organic agricultural products (except for the organic agricultural products harvested in the fields under the conversion period), organic processed foods (except for those in which organic agricultural products harvested in the fields under the conversion period are used as ingredients) or organic livestock products, are used as such as “organic” shall appear in general names of agricultural products or agricultural product processed foods. 2. If organic agricultural products harvested in the fields under the conversion period are used, manufactured or processed as ingredients, the description “under conversion period” shall appear before or after the raw material names as prescribed in 1.

6. Except of the Questions and Answers on the Japanese Agricultural Standards for Organic Agricultural Products and Organic Processed Foods

(Q31) Should certified overseas production process managers of organic processed foods procure ingredients with the Organic JAS mark to produce and sell organic processed foods?

(Answer)

1. The Ministerial Ordinance provides countries whose systems are equivalent with the JAS system under article 15-2 of the JAS Law. Organic agricultural products and organic agricultural processed foods produced and certified in those countries are equivalent with the those certified by the Organic JAS in terms of production criteria and distribution treatment, to which certified importers are able to attach the Organic JAS mark after imported to Japan.

2. Certified overseas production process managers of organic processed foods in those equivalent countries which are provided by the Ministerial Ordinance are able to procure ingredients certified as organic agricultural products or organic agricultural processed foods in the grading systems of those countries and manufacture or process organic processed foods.

(Q38) Are organic foods, produced in country B in accordance with the system of country A and imported via country A, able to carry the Organic JAS mark with the certification of country A? The system of country A is approved as equivalent with the Organic JAS system, while that of country B is not

(Answer)

1. Certified importers are able to import organic agricultural products and organic agricultural processed foods which were graded under the overseas systems and attach the Organic JAS marks to the products if the following 3 conditions are satisfied:

- a) Japan approved the system of exporting countries of the organic products as equivalent with the Organic JAS system;
 - b) the products are produced and graded in those equivalent countries; and
 - c) the certificates issued by the governmental organizations of the equivalent countries or their copies are attached to the products.
2. Certified importers are not able to attach the Organic JAS mark to organic products made in country B, because country B is not approved to have an equivalent system.

**Manual of Proceedings for Production/Manufacturing/Marketing and Certification
intended for Organic Products exported from Argentina to Japan.**

1. Aim

Set the operations, activities and documents that will ensure compliance with the compromises assumed by Argentina in the Memorandum of Understanding to be signed by SENASA and MAFF.

2. Scope and Field of application

Producers, Manufacturers, Marketing people who wish to export organic products to Japan, and Certification Bodies that expect to certify organic products to Japan.

3. Legal Basis

3.a. Argentine Regulation

DATE	NORM	CONCEPT
6/3/92	Res. SAGyP N° 423.	ORIGINAL NORM
6/3/92	Res. IASCAV N° 82	It approves a National Record of Certification Bodies of organic products of vegetable origin, and it sets the requirements for their entitlement.
6/4/93	Res. SAGyP N° 354.	It modifies inc. b) of art. 5° of the Res. SAGyP N° 423/92, concerning the way pests and diseases are handled.
3/4/94	Res. IASCAV N° 116.	It updates Annex B of the Res. SAGyP N° 423/92. It includes pheromones .
8/4/94	Res. IASCAV N° 331.	It sets Minimum Requirements of Control and Precaution Measures within the Control System, contemplated in art. 10 of the Res. SAGyP N° 423/92.
10/20/95	Res. IASCAV N° 188.	It enlarges 1.6 of Annex I of the Res. IASCAV N° 331/94 as well as the Annexes A and C of the Res. SAGyP N° 423/92.
1/14/99	Res. SENASA N° 60	It approves the Procedural Manual for Supervision visits that SENASA practices to the Operators.
6/9/2000	Res. SAGPyA N° 270.	It prohibits the use of GMO and by-products. Annex VII regulates the request for a shorter transition period.

4/28/2000	Note DICA N° 66	It sets requirements regarding the presentation of the operators official list. The Regulations Manual of the Certification Bodies must be in accordance to the norms and must be submitted to SENASA for approval. Sets precautionary measures to avoid contamination with GMO.
08/11/2000	Notes DICA N° 135 and 136	They enlarge the Inspection requirements for operators as well as precautionary measures to avoid use of or contamination with GMO. It sets criteria for pesticides monitoring.
9/13/99	Law 25.127.	It sets institutional order for the regulation system and the organic production control.
01/25/01	Regulatory Decree N° 97 of Law 25.127.	The Agriculture Secretariat sets the implementation rules for the Law. SENASA shall control the fulfillment of these rules, authorize and audit the certification bodies and penalize them if necessary.
02/16/01	Regulatory Decree N° 206 of Law 25.127.	It approves the Regulation of Production, Marketing, Control and Certification System of Organic Productions. SAGPyA will enact, by a SENASA's proposal, the rules to keep the regulation updated.

3.b. Memorandum of Understanding (MOU):

MOU shall be applied whenever JAS and Argentine norms differ.

3.c. Supplementary Requirements for Organic Products exported from Argentina to Japan:

Organic products exported from Argentina to Japan shall satisfy supplementary requirements provided in Annex in addition to MOU. (*)

4 Legal Arrangements

4.1 Agreement between the Operator and the Certification Body which shall include the MOU contents.

4.2 Duties of Certification Bodies entitled by SENASA.

5. Inspection System: Requirements

Fulfillment of compliance with the annual schedule of inspections by performing controls

including primary production to shipping, and by establishing at least one (1) inspection per year per operator.

6.SENASA's Audit System

6.1 Scheduled audits to Certification Bodies.

6.2 Not scheduled audits to Certification Bodies.

6.3 Supervision Visits to Operators (Producers – Manufacturers – Marketing Agents).

(*) Annex: Supplementary Requirements for Organic Products Exported from Argentina to Japan

Producers, Manufacturers, Marketing people who export organic products to Japan and Certification Bodies that certify organic products to Japan shall satisfy the following supplementary requirements.

1.0 Cross References

1.1 Organic Agricultural Products

Cross references for Organic Agricultural Products are:

- a. SAGyP N° 423. (Argentina), hereinafter Rule 423;
- b. SAGPyA N° 270. (Argentina), hereinafter Rule 270; and
- c. Japanese Agricultural Standard of Organic Agricultural Products (Japan).

1.2 Organic Agricultural Processed Foods

Cross Reference are:

- a. Rule 423 (Argentina); and
- b. Japanese Agricultural Standard of Organic Processed Foods (Japan).

2.0 Transition to Organic

2.1 Transition Period

Without prejudice to Section 4 in the Rule 423, the organic production rule shall be applied for the fields for no less than 3 years before the first harvesting of perennial plants, and no less than 2 years before the sowing or planting of the other plants than perennial plants.

2.2 Labeling of “In Transition to Organic”

Without prejudice to Section 4 in the Rule 423, the labeling of products in transition to organic may be only made after no less than one year before the first harvest.

2.3 Reduction of Transition Period

Without prejudice to Exhibit VII of the Rule 270, the transition period shall be reduced for the following fields:

- a. newly developed fields; or
- b. fields which have not been used for cultivation; and
- c. those in which prohibited substances have not been used for no less than 2years.

The transition period shall be no less than one year before the first sowing or planting.

3.0 Primary Production

3.1 Use of Substances for Controlling Pests and Diseases not Listed in Exhibit B

Without prejudice to Subsection b), Section 5, Rule 423, substances not listed in Exhibit B shall not be used.

3.2 Use of Vegetative Reproductive Materials

The latter part of Subsection c), Section 5, Rule 423 shall read as follows:

Where obtaining organic origin seeds *or vegetative reproductive materials* is impossible, the use of conventional seeds *or vegetative reproductive materials shall* be authorized by the certification body. *For vegetative reproductive plants, the youngest vegetative reproductive materials shall be sourced for all practical purposes.*

4.0 Process

4.1 Calculation Basis for Percentage of Organic Agricultural Ingredients in Organic Agricultural Processed Foods

Without prejudice to Section 6 in the Rule 423, organic agricultural ingredients shall be no less than 95% of all the ingredients of organic agricultural processed foods, excluding salt, water and processing aids.

5.0 Permitted Substances

Additional requirements, which are in line with either the Organic JAS or the Codex Guidelines for Organically Produced Foods, are indicated in Exhibit A, B, C of Rule 423 and Exhibit I of Rule 270 in bold.

ANEXO II: LISTADO DE IMPORTADORES JAPONESES DE ALIMENTOS ORGANICOS:

MITOKU CO., LTD.

5-31-10, Shiba, Minato-ku, Tokyo 108-0014

Tel: 03-5444-6750 / Fax: 03-5444-6753 / E-Mail: import@mitoku.co.jp

ILAYDA CO., LTD.

7-7, Uguisudani-cho, Shibuya-ku, Tokyo 150-0032

Tel: 03-6415-3101 / Fax: 03-3463-3037 / E-mail: info@ilayda.co.jp

ALISHAN ORGANIC CENTER

185-2, Koma-Hongo, Hidaka-shi, Saitama 350-1251

Tel: 042-982-4812 / Fax: 042-982-4813 / E-mail: info@alishan.jp

THE OYAMA COMPANY, LTD.

74, Kyomachi, Chuo-ku, Kobe 650-0034

Tel: 078-331-9461 / Fax: 078-321-5242 / E-mail - - -

KITANO SHOJI CO., LTD. / Attn: Import Dept.

1-11-8, Oyodo-Minami, Kita-ku, Osaka 530-0055

Tel: 06-6458-7801 / Fax: 06-6453-0212 / E-mail: import@kitano-kk.co.jp

FUJI TRADING CO., LTD./ Attn: Import & Sales Headquarters

3-9-3, Shin-Yamashita, Naka-ku, Yokohama 231-0801

Tel: 045-622-2989 / Fax: 045-623-7022 / E-mail: import@fujitrading.co.jp

YOUKI TRADING CO., LTD.

3-17-1, Shibuya, Shibuya-ku, Tokyo 150-0002

Tel: 03-5466-8760 / Fax: 03-5466-8570 / E-Mail: info@youkitrading.co.jp

VOX TRADING CO., LTD./ Attn: Food Dept.

14-15, Nihonbashi-Odenmacho, Chuo-ku, Tokyo 103-8570

Tel: 03-3665-6241 / Fax: 03-3665-6249 / E-Mail - - -

(interés especialmente en frutas frescas o desecadas)

W W TRADERS

3-43-5-203, Kami-Ikedai, Ota-ku, Tokyo 145-0064

Tel: 03-6425-2201 / Fax: 03-6425-2202 / E-mail - - -

SHINMEI TRADING CO., LTD.

6-6-19, Tenjinbashi, Kita-ku, Osaka 530-0041

Tel: 06-6882-1886 / Fax: 06-6882-5818 / E-mail: info@shinmei-trading.co.jp

(actualmente importan principalmente desde China y Rep. de Corea)

KODAMA CORPORATION

51-5, Morioka-Kamihannoki, Higashi-Uracho, Chita, Aichi 470-2101

Tel: 0562-83-1231 / Fax: 0562-84-1826 / E-Mail: y-kodama@ipc-tokai.or.jp

AKEBONO BOEKI CO., LTD.

1-6-14, Nishi-Shinbashi, Minato-ku, Tokyo 105-0003

Tel: 03-3595-1644 / Fax: 03-3595-1645 / E-Mail: sales@akebonoboeki.co.jp

(actualmente importan especialmente frutas frescas o desecadas y jugos de frutas desde Iran)

(En los casos en los cuales no se menciona el e-mail se debe a que las empresas desean que el primer contacto se realice por fax o teléfono)

ANEXO III: BIOFACH JAPAN

La Biofach se realiza en forma anual desde 2001. En la última edición el área total de exhibición se ha incrementado en un 21% respecto de años anteriores.

En 2007 participaron 208 empresas, de las cuales 134 fueron compañías extranjeras pertenecientes a 19 países. La participación de empresas extranjeras se ha incrementado en un 30%.

Los países que se destacaron por su presencia en cantidad de empresas fueron Alemania (29 empresas) y Austria (26 empresas). Entre los países de América Latina se destaca por su continuidad Brasil, ya que participa desde hace cuatro ediciones. Guatemala, Canadá, Croacia, México y Polonia han participado por primera vez en 2007.

En dicha edición visitaron la feria 15.448 visitantes correspondientes a los siguientes sectores:

Empresas procesadoras de alimentos	23.9%
Mayoristas y distribuidores	57.5%
Prensa	0.5%
Otros (Department store y cadenas de tiendas especializadas, Restaurantes, hoteles y empresas de catering, asociaciones, consultores, empresas certificadoras)	10.7%
Público en general	7.4%

EXPOSITORES

En la edición 2007, se incorporaron dos secciones especializadas:

- Organic Wine Pavilion: se presentaron variedad de vinos de alta calidad, se ofrecieron seminarios y se realizó un “sushi evening” acompañado por vinos orgánicos seleccionados.
- Natural Personal Care Pavilion: incluyó a expositores de medicamentos naturales, cosmética, aromaterapia, productos para spa, ropa de algodón y lana orgánica, fibras textiles naturales, alimentos para bebés.

Los sectores tradicionalmente presentes en esta feria son:

- Alimentos orgánicos: materias primas y productos semi preparados, frutas y vegetales, productos cárnicos, productos lácteos, alimentos preparados, alimentos congelados, productos para la salud,
- Bebidas orgánicas

- c. Insumos agrícolas e insumos para procesos industriales,
- d. Productos de limpieza para el hogar: detergentes, limpiadores, etc.
- e. Juguetes y papeles
- f. Packaging, elementos de decoración
- g. Servicios: consultoría, organismos de certificación y control, asesoría en management.

CRITERIOS DE ADMISIÓN: Biofach tiene un procedimiento de admisión con el fin de garantizar que los productos a exhibir sean orgánicos, a ser cumplimentado por las empresas interesadas. En el caso de que una empresa haya participado en alguna edición anterior de Biofach (Alemania, Brasil, China, Estados Unidos, o Japón), no será necesario repetir dicho procedimiento.

Para mayor información, se sugiere visitar la siguiente página: www.biofach-japan.co

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