SURVIVING IN A MULTIPLE CERTIFICATE WORLD

The Chilean Experience

Cristián Cossio Wunderlich, DVM
• Primarily exporter
• Copper – 53% of exports
• World-Class food exporter
  – Processed food
  – Fresh fruit
  – Salmon and trout
  – Wine
• Other exports
  – Mining products
  – Cellulose
  – Forestry and wood
SURVIVING IN A MULTIPLE CERTIFICATE WORLD

Chilean fishing activity in 2011
Gobierno de Chile

- Catch 3.4 million tons
- Aquaculture 0.78 million tons

31,000 export operations

~480 processing plants

Exports 1,176,534 tons
(M US$ 4,697,234)

- Catch 2.2 US$/kg
- Aquaculture 6.2 US$/kg

Government of Chile | Ministry of Economy, Development and Tourism | National Fisheries Service
# Fishery products exports volume per year

<table>
<thead>
<tr>
<th>Year</th>
<th>Tons</th>
<th>M US$</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>1,390,936</td>
<td>3,682,930</td>
</tr>
<tr>
<td>2007</td>
<td>1,413,242</td>
<td>3,826,891</td>
</tr>
<tr>
<td>2008</td>
<td>1,356,041</td>
<td>4,110,687</td>
</tr>
<tr>
<td>2009</td>
<td>1,436,146</td>
<td>3,799,209</td>
</tr>
<tr>
<td>2010</td>
<td>989,012</td>
<td>3,578,310</td>
</tr>
<tr>
<td>2011</td>
<td>1,176,534</td>
<td>4,697,234</td>
</tr>
<tr>
<td><strong>Avg. 2006 - 2011</strong></td>
<td><strong>1,317,075</strong></td>
<td><strong>3,799,605</strong></td>
</tr>
</tbody>
</table>

Source: IFOP - Customs
### Main destinations of fishery exports in 2010-11

**Gobierno de Chile**

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>1.128.687</td>
<td>1.472.019</td>
<td>31,5%</td>
<td>31,3%</td>
</tr>
<tr>
<td>USA</td>
<td>602.847</td>
<td>877.047</td>
<td>16,8%</td>
<td>18,7%</td>
</tr>
<tr>
<td>China</td>
<td>315.968</td>
<td>392.874</td>
<td>8,8%</td>
<td>8,4%</td>
</tr>
<tr>
<td>Brazil</td>
<td>268.462</td>
<td>305.166</td>
<td>7,5%</td>
<td>6,5%</td>
</tr>
<tr>
<td>Spain</td>
<td>202.697</td>
<td>237.753</td>
<td>5,7%</td>
<td>5,1%</td>
</tr>
<tr>
<td>South Korea</td>
<td>70.697</td>
<td>130.038</td>
<td>2,0%</td>
<td>2,8%</td>
</tr>
<tr>
<td>Russia</td>
<td>88.335</td>
<td>113.313</td>
<td>2,5%</td>
<td>2,4%</td>
</tr>
<tr>
<td>France</td>
<td>89.208</td>
<td>108.323</td>
<td>2,5%</td>
<td>2,3%</td>
</tr>
<tr>
<td>Thailand</td>
<td>54.756</td>
<td>100.522</td>
<td>1,5%</td>
<td>2,1%</td>
</tr>
<tr>
<td>Others</td>
<td>756.653</td>
<td>960.178</td>
<td>21,2%</td>
<td>20,4%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3.578.310</strong></td>
<td><strong>4.697.234</strong></td>
<td><strong>100,00</strong></td>
<td><strong>100,00</strong></td>
</tr>
</tbody>
</table>

Source: IFOP - Customs
SURVIVING IN A MULTIPLE CERTIFICATE WORLD

Participation per economic group 2011 (%)
Gobierno de Chile
Institutional scope of Sernapesca
Gobierno de Chile

Mission
To monitor the compliance of the fishing and aquaculture in order to contribute to a sustainable development of the sector, in benefit of the country, through monitoring, control and surveillance.

Strategic Objectives
To enforce the legal and regulatory regulations established for the sector, contributing to its sustainable development.

To guarantee the sanitary quality of the exportation products, in order to comply with the sanitary agreements established with importing countries.

To protect the sanitary and environmental status of aquaculture, to ensure its sustainable development.
To control the sanitary quality of the fishery products for export and grant the corresponding sanitary certificates

To conduct all the inspection tasks to control the sanitary quality of this products

Food safety – Animal Health
Technical coordination
SURVIVING IN A MULTIPLE CERTIFICATE WORLD

Sernapesca’s experience
Gobierno de Chile

• Sernapesca’s standard model – Codex based (generic)
  – Human consumption
  – Non human consumption

• More than 34 formats of Certificates

• 26 different languages
  – EU - 23 different languages (EUR-LEX, PDF, html, downloadable, etc.)

• Unique purpose for certificates
  – Argentina - LBM
  – Canada - Raw roe-on farmed scallops
  – Brazil – Aquaculture and catch models
**SURVIVING IN A MULTIPLE CERTIFICATE WORLD**

**Sernapesca’s experience**

**Gobierno de Chile**

- New models/modification of certificates
- Notifications (WTO, embassies, etc.)
- Added phrases
  - Redundancy
  - Uruguay – *Vibrio cholerae*
  - Indication of levels in certificate
  - HACCP – Including EU regulations (CE N° 853/2004)
  - Clients particular requirements – Sernapesca’s policy
- Animal Health attestations
SURVIVING IN A MULTIPLE CERTIFICATE WORLD

Challenges

Gobierno de Chile

- Codex generic certificate
- Improvements
  - PDF format
  - Electronic certification
    - SICEX
    - TRACES
- Certification elimination
  - Efficient and reliable control systems
  - Confidence in governments and institutions
    - Japan
    - Canada
- Communication between CA
SURVIVING IN A MULTIPLE CERTIFICATE WORLD

Sernapesca contact points
Gobierno de Chile

Cecilia Solís Fernández, DVM
Head of Fisheries Health Department
csolis@sernapesca.cl

Cristián Cossio Wunderlich, DVM
ccossio@sernapesca.cl

www.sernapesca.cl
Thank you
HEALTH CERTIFICATE FOR FISHERY AND AQUACULTURE PRODUCTS
Certificado Sanitario para producto de la pesca y acuicultura

1. Description of product / Descripción de los productos:

- Species (Latin and common name) / Especie (nombre científico y común):
- Presentation of product and type of treatment (if applicable) / Presentación del producto y tipo de tratamiento (si es aplicable):
- Producer / Producción:
- Number and type of packaging (volume and type of equipment) / Número y tipo de empaquetado (volumen y tipo de equipo):
- Net weight / Peso bruto:
- Storage conditions and temperature / Condiciones de almacenamiento y temperatura:

2. Origin of product / Origen de los productos:

- Name(s) and official approval number(s) of establishment / Nombre(s) y número(s) de aprobación oficial de establecimiento:
- Name and address of depositor / Nombre y dirección del depósito:

3. Destination of products / Destino de los productos:

- The product is depalletized / El producto se despaletiza:
- Country and place of destination / País y lugar de destino:
- By the following means of transport / Por el siguiente medio de transporte:
- In the following container(s) / En el(s) contenedor(es):

Name and signature of official inspector / Nombre y firma del inspector oficial:
14. Sanitary Certification:

The Official Veterinary Inspector certify that:

a) the fish were handled, packaged, prepared, processed, frozen, stored and transported in hygienic - sanitary facilities officially authorized by the competent Sanitary Authority from the Country of Origin, respecting the criteria organoleptic, parasitological, chemical, microbiological or virological the country exporter and conditions, at least, equivalent Standards and Codes of Practice of the Codex Alimentarius;

b) the fish has been obtained under hygienic conditions, in establishments that have implemented Good Manufacturing Practice – GMP, Sanitation Standard Operating Procedure SSOP and Hazard Analysis Critical Control Point – HACCP, under systematic verification of the Official Inspection Service;

c) the consignment comply in every respect the requirements on quality and safety, stipulated under the official authorities of the country of origin relating to Fish and Fishery Products, with regard to healthy and wholesome fish, having been subjected to the Official Program of Residues Control And Contaminants for Fish, and fit for human consumption, destined for export taking in account the normal time of transportation;

d) bivalve molluscs and gastropods were harvesting in areas subjected to sanitary control officers for identification of marine biotoxins, according to internationally recognized standards (7);

e) frozen fish was not defrosted during storing, has the temperature in the muscle thickness not higher than -18°C;

f) packing material is used for the first time and satisfies the necessary sanitary-hygienical requirements.

g) means of transport are treated and prepared in accordance with the rules approved in the producing country.

Certificate N°:
HEALTH CERTIFICATE FOR FISH AND FISHERY PRODUCTS FROM AQUACULTURED

Signature and stamp of Official Veterinarian

Modelo conforme Circular N° 002-2012 DIPESE CGIDIFOA
The undersigned authorized officer of the National Fisheries Service, certifies that the declared product have been elaborated and processed in a non-radioactivity contamination zone.

El funcionario autorizado por el Servicio Nacional de Pesca, certifica que el producto declarado se ha elaborado y procesado en una zona de no contaminación radiactiva.

Product/Producto: 1) FROZEN MUSSEL MEAT COOKED  
2) FROZEN HALF SHELL MUSSEL COOKED

Scientific Name/Nombre Científico: MYTILUS CHILENSIS

Ship/Baño: M/V MSC CHIARA

Destination/Destino: TUNS PORT

Container N°/Contenedor N°: CRLU1206582

Seal/Sello: 0240290

Pack/Enviado: CASES

Gross Weight/Peso Bruto: 1) 14.700  
2) 10.600

Net Weight/Peso Neto: 1) 14.000  
2) 10.000

Container N°/Contenedor N°:

Pack/Enviado:

Gross Weight/Peso Bruto:

Net Weight/Peso Neto:

TALCAHUANO, CHILE  de  23 ABR. 2006  
Lugar y Fecha  de  Nombre y Firma de Inspector Oficial
IV. Sanitary Attestation / 卫生证明

The undersigned official inspector hereby certifies that:

1. The products described above come from an establishment which is approved and supervised by SERNAPESCA of Chile and registered by AQSIQ, and are in compliance with the Chilean requirements and are allowed for free sale.
   以上产品生产加工企业是智利渔业局批准和监管并经过中国国家质量监督检验检疫总局注册的企业，产品符合智利的要求并允许自由销售。

2. The raw materials used to produce fish oil, fish meal or other aquatic animal proteins may be either aquatic animals caught in the country or region’s domestic sea or in the open sea or farmed aquatic animals or aquatic animals by-products from plants manufacturing aquatic products for human consumption. Aquatic animals dying abnormally or being killed for disease eradication cannot be used as raw materials. The products must not contain any ingredients of other non-aquatic animal and should not be contaminated by any products of animal origin from third countries.
   原料来自于本国海域，公海捕捞水生动物或者养殖水生动物，是上述动物的原体或供人类消费水产品加工厂的副产品加工生产，没有使用因疾病死亡或者以扑灭动物疾病为目的而捕获的水生动物，不包含其它动物源性成分，并且没有受到第三国动物源性产品的污染。

3. The products have been subject to a heat treatment of at least 85 °C for 15 minutes throughout its substances, or have been treated with other means which are recognized by AQSIQ to be equivalent.
   加工过程中，经过温度不低于 85 °C，时间不少于 15 分钟的热处理，或者经国家质检总局认可其他等效的加工处理方式。

4. Effective measures have been taken to avoid contamination both during and post the production process.
   生产过程中和生产后采取有效措施避免污染。

5. The products do not contain any hazardous substances which pose a risk to public or animal health, and are in compliance with the safety and hygiene standards of the People’s Republic of China concerning fish oil, fish meal and other aquatic animal proteins. The products are not fit for human consumption.
   不含有危害动物或人体健康的有害物质，符合中国有关安全、卫生相关安全卫生标准要求。产品不适合人类食用。

6. SERNAPESCA of Chile examined a random sample prior to dispatch and confirm the following requirements are fulfilled:
   经智利渔业局随机抽样检验，结果符合以下要求：

   - Salmonella [沙门氏菌]: Absence in 25 g / 25 克样品中未检出; n = 5, c = 0, m = 0, M = 0;
   - Enterobacteriaceae [肠杆菌科]: n = 5, c = 2, m = 10, M = 300 in 1 g / 1 克样品中不超过 3x10^2;

   Where:
   - n = number of samples to be tested; / n - 检验的样品数;
   - m = threshold value for the number of bacteria; the result is considered satisfactory if the number of bacteria in all samples does not exceed m; / m - 细菌数的阈值，如果所有样品中细菌数都没有超过 m, 该结果为合格；
   - M = maximum value for the number of bacteria; the result is considered unsatisfactory if the number of bacteria in one or more samples is M or more; and / M - 细菌数的最大值，如果有 1 个或多个样品中细菌数等于或大于 M, 该结果为不合格；
### Parte 1: Datos de la partida expedida

<table>
<thead>
<tr>
<th>Núm. de referencia del certificado</th>
<th>Número de referencia del certificado.</th>
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<tbody>
<tr>
<td>Autoridad competente</td>
<td>Servicio Nacional de Pesca</td>
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<tr>
<td>Autoridad local competente</td>
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</table>

### Parte 2: Datos de la partida de partida

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<tr>
<th>País de origen</th>
<th>Cód. ISO</th>
<th>País de destino</th>
<th>Cód. ISO</th>
<th>Región de origen</th>
<th>Código</th>
<th>Región de destino</th>
<th>Código</th>
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<tbody>
<tr>
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<td></td>
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### Lugar de origen

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<th>Número de autorización</th>
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### Lugar de salida

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</table>

### Medios de transporte

- Avión  
- Buque  
- Vehículo de carne  
- Vehículo de frutas y hortalizas

### Desección de las mercancías

<table>
<thead>
<tr>
<th>Cód. de la mercancía (Código ISO)</th>
<th>Cód. de la mercancía (Código ISO)</th>
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<tbody>
<tr>
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</table>

### Temperatura de los productos

<table>
<thead>
<tr>
<th>Ambiente</th>
<th>De refrigeración</th>
<th>De congelación</th>
</tr>
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<tbody>
<tr>
<td></td>
<td></td>
<td></td>
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</table>

### N° del producto/recipiente

<table>
<thead>
<tr>
<th>Título del Embalaje</th>
<th>Título del Embalaje</th>
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<tbody>
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### Mercancías certificadas para

<table>
<thead>
<tr>
<th>Alimentos para animales</th>
<th>Licores y bebidas</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

### Para introducir la UE hacia un tercer país

<table>
<thead>
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<th>País de destino</th>
<th>Cód. ISO</th>
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### Identificación de las mercancías

<table>
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<tr>
<th>Especie</th>
<th>Naturaleza de la mercancía</th>
<th>Número de autorización de los establecimientos</th>
<th>País natal</th>
<th>Número de lote</th>
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</thead>
<tbody>
<tr>
<td></td>
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