

Non-Tariff Business Barriers in Soy Industry

Chinmayee Deulgaonkar
Managing Director, FoodChain ID India



Agenda

- What and Why of Non-Tariff Barriers?
- What today's customers want?
- Way ahead





We are FoodChain ID

Your **trusted source** for actionable food industry insights and solutions, with an integrated offering that puts the power of wide-ranging capabilities all **under one roof**.

- 1 Product Development Solutions
- 2 Food Safety Solutions
- 3 Regulatory Compliance
- 4 Product Certification
- 5 Testing Compliance

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Our Business Capabilities Snapshot

Product Development Solutions 	Food Safety Solutions 	Regulatory Compliance 	Product Certifications 	Testing Solutions 
<ul style="list-style-type: none"> • Recipe, Specifications • Label compliances • Product Formulation • Recipe Management software 	<ul style="list-style-type: none"> • BRCS Certification • FSSC / ISO 22000 • GLOBALG.A.P • IFS • Food Fraud Database • Audits and Inspections • Food Safety Training 	<ul style="list-style-type: none"> • Regulatory Data Libraries and Subscriptions • Regulatory Product Assessment • Food Additives • Regulatory Market Intelligence • Regulatory Compliance advisory 	<ul style="list-style-type: none"> • Non-GMO Project Verification • USDA-NOP • EU Organic • COR • FoodChain ID Non-GMO • Bioengineered Standard Compliance • Global Sustainability Certifications • ProTerra • Bonsucro • Vegan 	<p>DNA-based Services</p> <ul style="list-style-type: none"> • GMO Testing • Animal Speciation • Metagenomics <p>Contaminants</p> <ul style="list-style-type: none"> • Pesticides • Heavy Metals • Mycotoxins • Vet Drug Residues • Antibiotic Residues <p>Contract Research</p>

*Use of training and consulting is not linked in any way nor does it provide an advantage to the granting of certification



Chinmayee Deulgaonkar

Managing Director, FoodChain ID India

Education & Professional Qualification

- Master's in Food Science & Technology
- Global Leadership Program from INSEAD
- BRCGS Trainer
- FSSAI National Resource / FOSTAC Master Trainer

Experience

- 24 years of experience in Industry, Consulting & Certification
- 2000+ man-days of food safety audit
- Trained 1000+ FSMS Lead Auditors
- Contributed writing FAO guidelines for ASEAN countries
- Trained 1500+ regulators from State FDA, CFSSO, Dubai Municipality

Member

- Alumni of US Department of State
- Vice President- AFSTI Mumbai

What and Why of Non-Tariff Barriers (NTB)

Raise your hand if you agree

Tariffs are powerful negotiating tools.


Export will improve if tariffs are taken care of.

Product quality is overlooked if tariff's are reduced.



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Soya bean



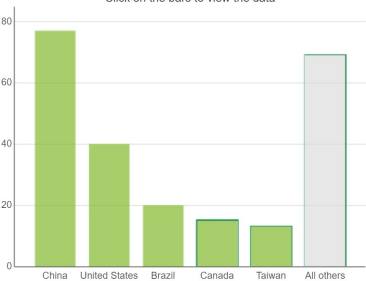
- 0 MAIN HIGHLIGHTS
VIEW DATA
- 40 RISK
VIEW DATA
- 0 EMERGING ISSUES
VIEW DATA
- 0 INCREASING ISSUES
VIEW DATA
- 4 FRAUD ISSUES
(VULNERABILITY ASSESSMENT)
VIEW DATA
- 196 SUPPLIER CHECK
VIEW DATA

Hazards in Soya bean

🔍 Search by Commodity

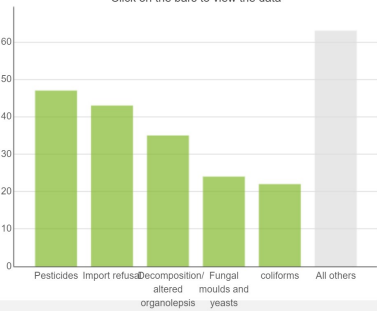
🔍 Advanced text search

Number of reports by country of origin (top 5)
Click on the bars to view the data



Country	Number of Reports
China	78
United States	40
Brazil	20
Canada	15
Taiwan	12
All others	70

Number of reports by hazard (top 5)
Click on the bars to view the data



Hazard	Number of Reports
Pesticides	48
Import refusals	45
Decomposition/ altered moulds and organisms	35
Fungal yeasts	25
coliforms	22
All others	65

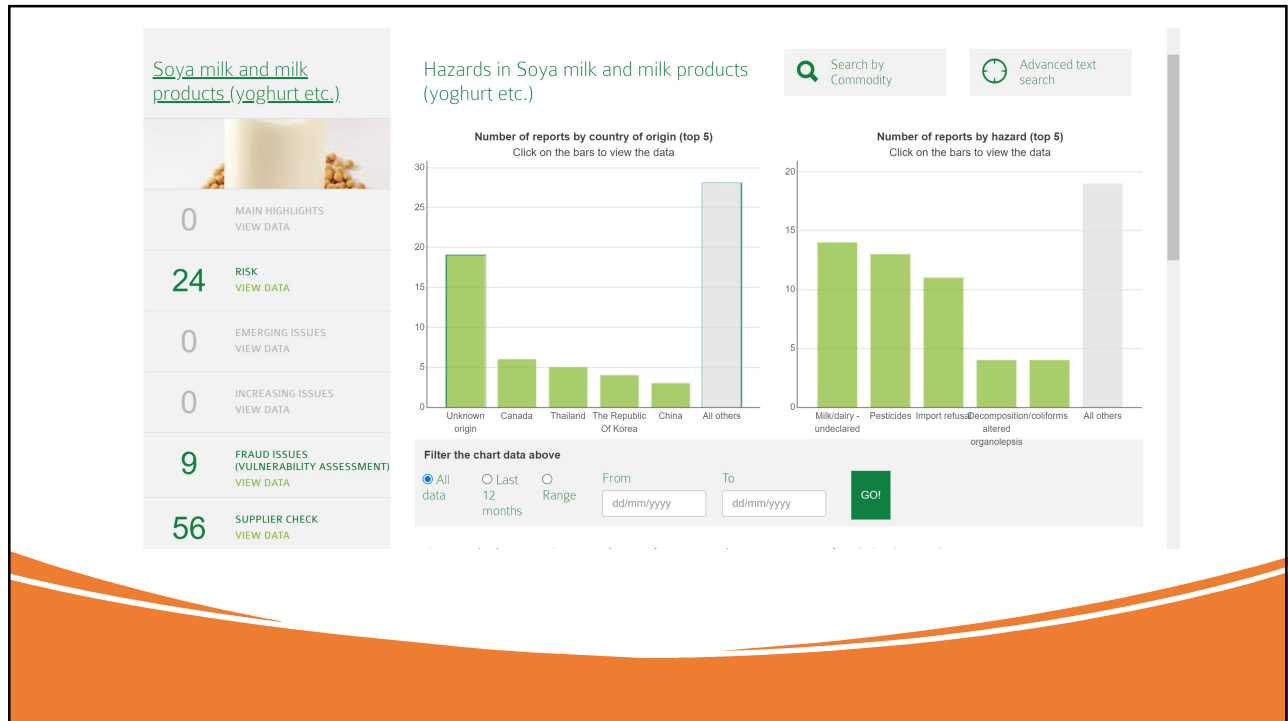
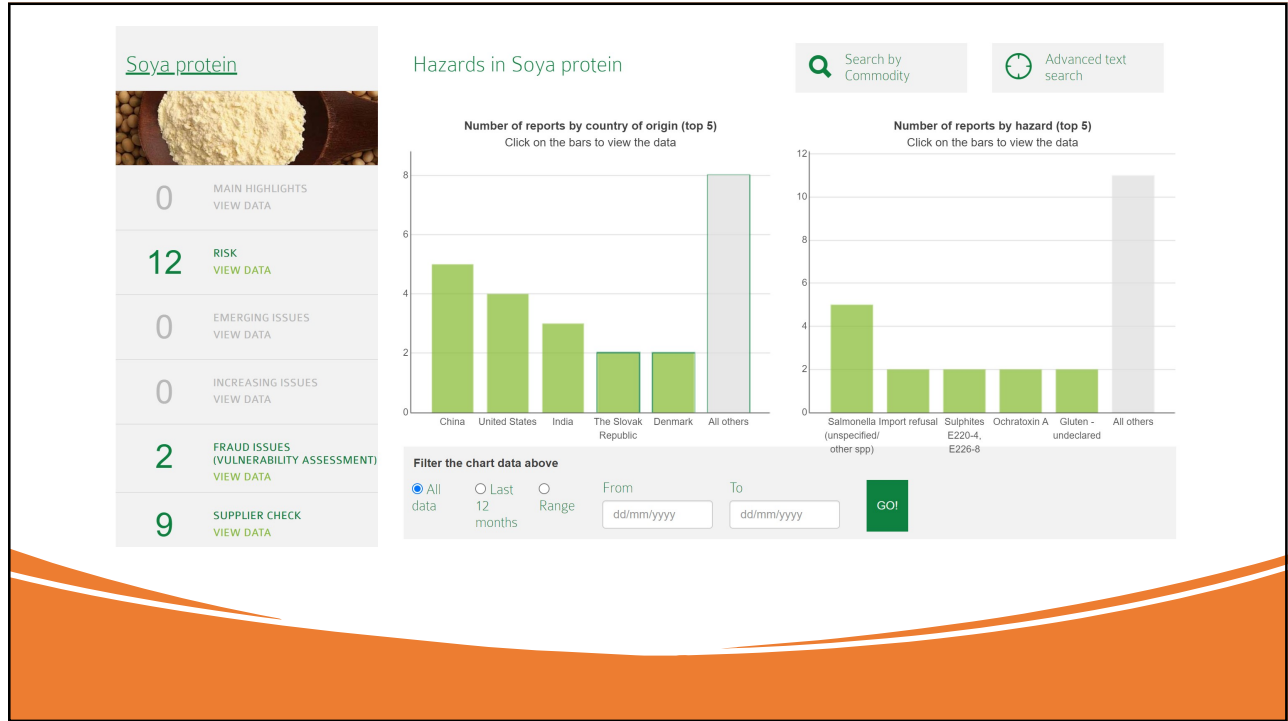
Filter the chart data above

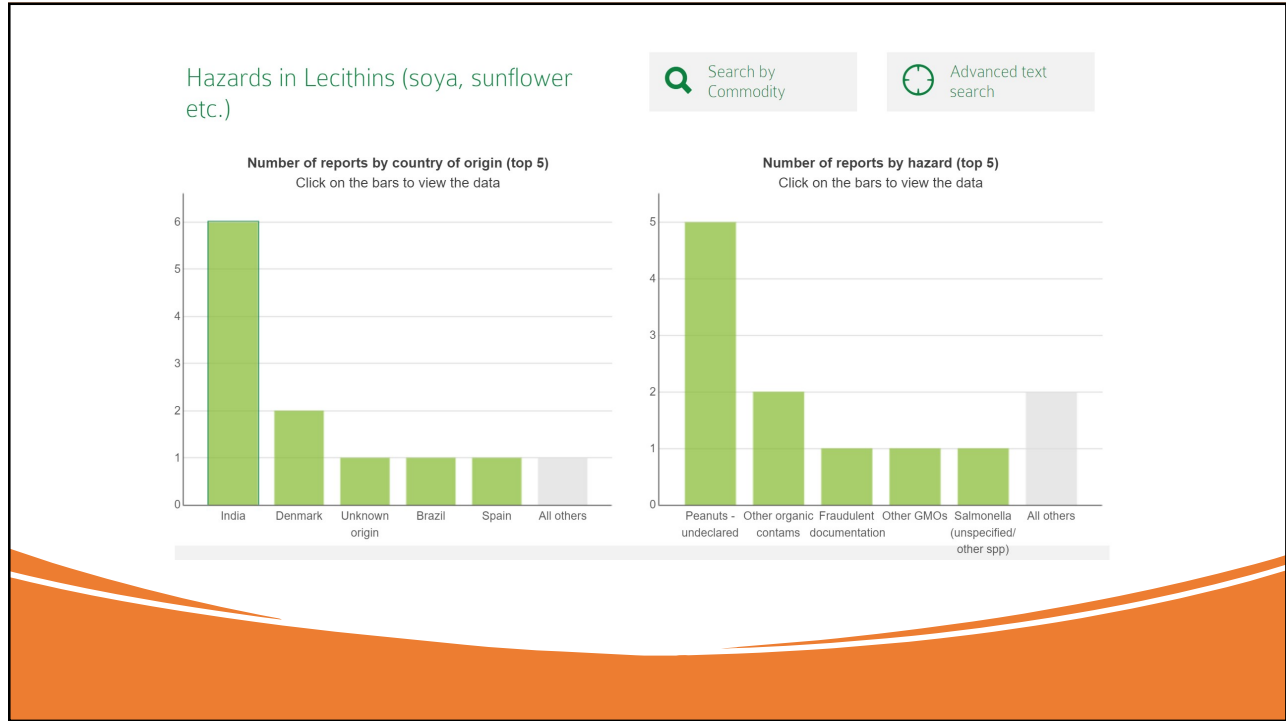
All data
 Last 12 months
 Range

From
dd/mm/yyyy

To
dd/mm/yyyy

GO!





Translate in Hindi

Unable to find it !!

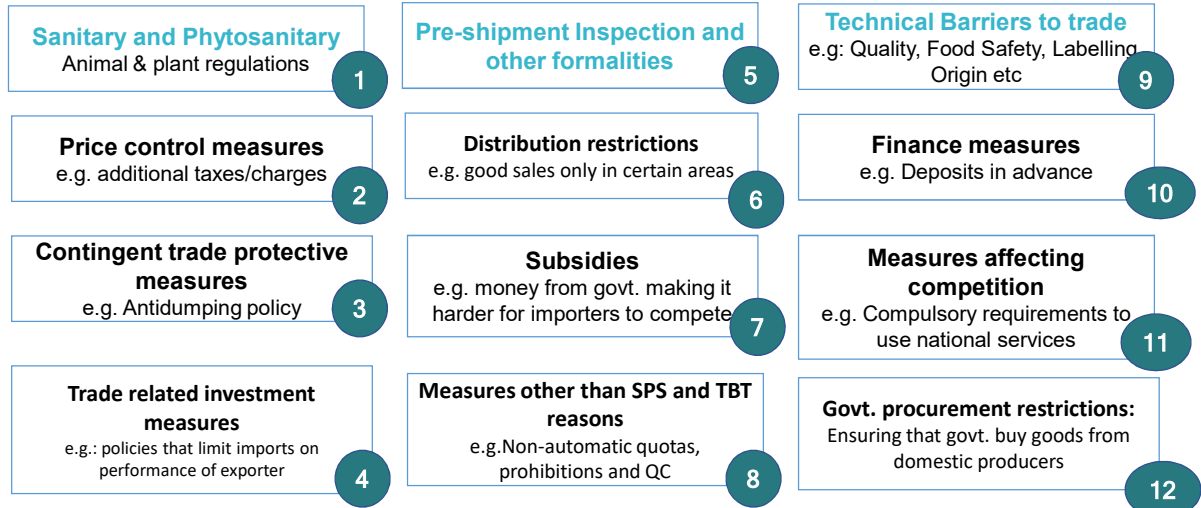
इसे खोजने में असमर्थ

ये मील / मिल नहीं रहा

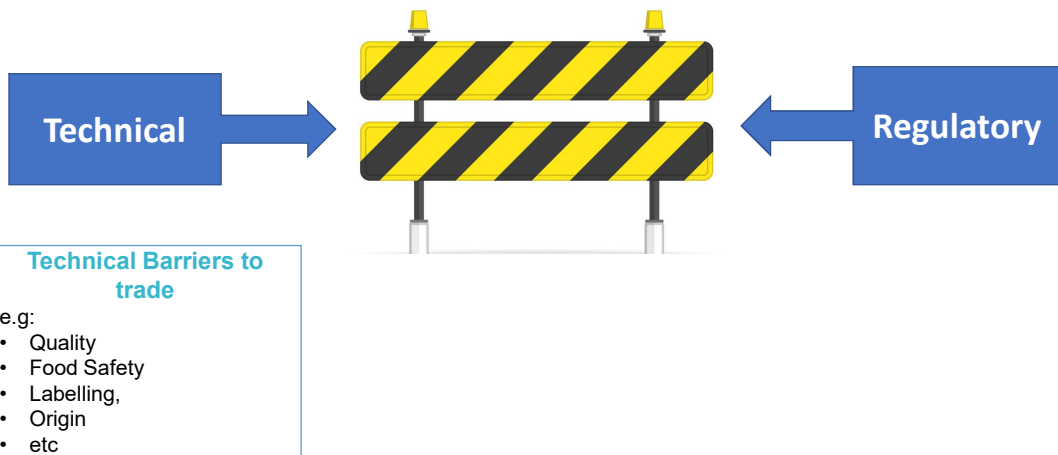
इसे ढूँढ नहीं पा रहा

ये छपड़ता नहीं है

The Non-tariff barriers



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Hazards in Soy Protein



Salmonella
Sulphites
Ochratoxins A
Undeclared gluten
Import refusals

Probable reasons

- Poor hygiene conditions
- Improper process conditions
- Improper handling conditions
- Inadequate training
- Testing inadequacy
- And what else?...

During Review Meeting

- Senior Management has informed about **increased overseas rejections**.
- Factory Manager: Pressure for **cost reduction**
- Purchase Manager: **High price increase** of raw material.
- Legal Manager: Manufacturing unit has received **“Improvement Notice”** notice from FDA
- FSTL: Most objectives **lacked to reach the targets by 15-18%** including production performance.
- Warehouse Manager: **High inventory**, no space for new products to be stored.
- QC Manager: **Change in labelling legislations** to be incorporated in next 4 months. Increased inhouse rejections.
- Maintenance manager: High breakdown maintenance
- HR manager: Increased political interference, challenge in preventing the **workers absentism**.

Which collective risk do you see !!



Senior Management
Increased overseas rejections



Legal Manager
FDA “Improvement Notice” < 15-20% in meeting objectives



FSTL



Maintenance Manager
High breakdown maintenance



Warehouse Manager
High Inventory,
No space



QA Manager
Change in labelling
regulations, increased
inhouse rejection



HR Manager
High absentism



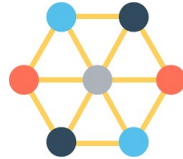
Purchase Manager
High RM increase

What standards are asking...

Is this not in our control?



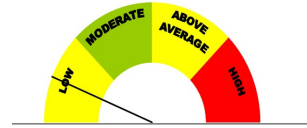
Identified Risk



Mitigation Plan



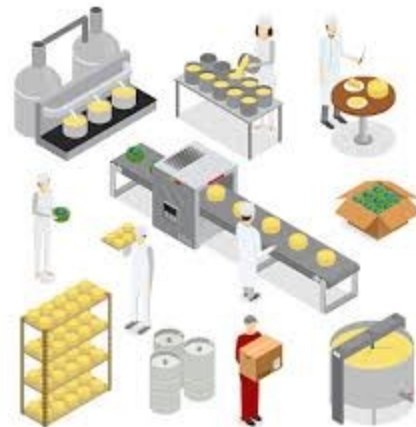
Objectives



Effectiveness of Actions on risk

General Focus of the Certification standards – site Level

- Organization Commitment
- Factory Standards / Pre-requisite program focusing on Infrastructure, Hygiene & Sanitation
- Product Control
- Process Control
- HACCP, **VACCP & TACCP**
- Management System (Quality & Food Safety)
- Traceability
- Legal Compliances
- Allergen management
- And so on...



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Agri / other Commodities

- Commodity specific
- ProTerra
- Bonsucro
- RTRS
- Ethical Tea, Coffee
- Ethical Cocoa
- RSPO
- Rainforest Alliance and so on.....



Seafood : Farms / Sea caught

- Best Aquaculture Practices (BAP)
- GlobalGAP – Aquaculture
- MSC – Fishery
- MSC - CoC
- Global Aquaculture Alliance
- SEDEX



Fresh Produce

- GG- F&V
- GG – Floriculture
- SEDEX



Animal Farms

- National / Customer specific Animal welfare standards



Processing Plants

- GFSI Food Safety Standards like FS22000, BRC, SQF, IFS
- ISO 22000
- SMETA
- EHS Standards
- Kosher
- Halal etc



Voluntary Product Standards

- **Non-GMO**
- **Vegan**
- **Gluten-Free**
- Lactose Free
- Organic
- Geographical Identity
- Vegetarian
- NGMO project verification



FOOD SUPPLY CHAIN



Warehouses, Logistics

- BRC Storage & Distribution
- ISO 22000
- FSSC
- IFS



Agents, Brokers, Traders

- BRC Agents and Brokers
- FSSC
- IFS



Animal Feed / PET Food

- GFSI Food Safety
- FAMI QS
- GMP B+



Food Packaging

- BRC Packaging
- FSSC Packaging
- SQF Packaging
- IFS Packaging



Food Equipment Manufacturer

- ISO 22000



The “Dil Mange More”
saga
What today’s customers
want?

FOODCHAIN ID®

Forest Products
Carbon Footprint
Cropland
Pasture
Built-up Land
Fisheries

SUSTAINABLE FOOTPRINTS

6 Sustainable Development Goals:

- 1 NO POVERTY
- 2 ZERO HUNGER
- 3 GOOD HEALTH AND WELL-BEING
- 4 QUALITY EDUCATION
- 5 GENDER EQUALITY
- 6 CLEAN WATER AND SANITATION

5 key principles of sustainability for food and agriculture:

- Increase productivity, employment and value addition in food systems
- Protect and enhance natural resources
- Improve livelihoods and foster inclusive economic growth
- Enhance the resilience of people, communities and ecosystems
- Adapt governance to new challenges

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Seeing Food Clearly

Demonstrate footprints for

358

Society & culture

- Nutrition, health
- Traditions, customs
- Access, equity, sovereignty

Economy

- Subsistence
- Processing
- Trade
- Profitability

Environment

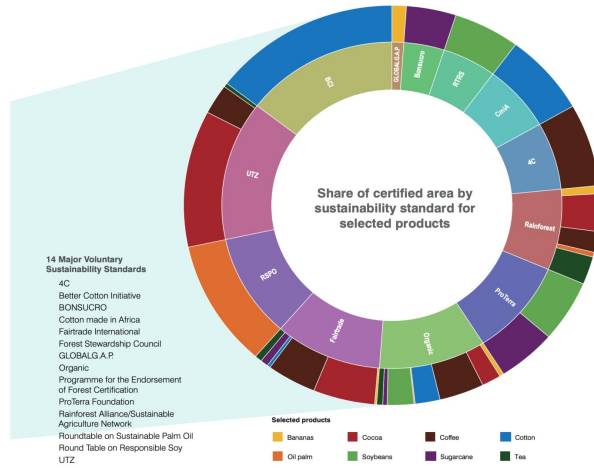
- Atmosphere
- Biodiversity
- Water
- Soil

Food production (Intersection of all three)

- Demand-supply
- Rural viability
- Landscape
- Ecosystem services

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Seeing Food Clearly

Bizarre of sustainability labels



- 14 Major Voluntary Sustainability Standards
- 4C
 - Better Cotton Initiative
 - BONSUCRO
 - Cotton made in Africa
 - Fairtrade International
 - Forest Stewardship Council
 - GLOBALG.A.P.
 - Organic
 - Programme for the Endorsement of Forest Certification
 - ProTerra Foundation
 - Rainforest Alliance/Sustainable Agriculture Network
 - Roundtable on Sustainable Palm Oil
 - Round Table on Responsible Soy
 - UTZ



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Seeing Food Clearly

<p>Sugar</p>	<p>Cotton</p>	<p>Aquaculture</p>	<p>Paper</p>		
<p>Seafood</p>	<p>Cocoa</p>	<p>Rice</p>	<p>Tea</p>	<p>Soybean</p>	<p>Palm Oil</p>
<p>Fresh Produce</p>	<p>Coffee</p>				

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Seeing Food Clearly



- Non-tariff barriers refer to any measures, other than customs tariffs, that regulate imports or exports into a country.
- Industrialized countries use non-tariff barriers to protect local industries against foreign competition.

Thank You !!

Chinmayee Deulgaonkar
E-Mail: cdeulgaonkar@foodchainid.com
www.foodchainid.com