

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Removing barriers and maintaining access for FL grapefruit

Report Categories:

Export Accomplishments - Other

Approved By:

Daryl A. Brehm

Prepared By:

Lashonda McLeod

Report Highlights:

Florida origin grapefruit would likely have been rejected for commercial sale in the European market as a result of a proposed Organization for Economic Cooperation and Development (OECD) brochure for import inspectors. U.S. Government officials negotiated changes in the proposed brochure to allow Florida grapefruit continued access to this \$50 million annual market.

General Information:

Last fall, USDAs Foreign Agricultural Service (FAS) Paris office teamed with the USDA Agricultural Marketing Service, the United States citrus industry in Florida, and U.S. State Department officials at the U.S. Mission to the OECD to avoid a potentially detrimental trade barrier for U.S. grapefruit exporters shipping to the European Union.

FAS Paris discovered that an OECD committee was ready to print a new import inspection manual, used by EU officials, which could jeopardize nearly \$50 million in annual Florida grapefruit sales. The newly proposed grapefruit manual did not account for characteristics found in sub-tropical regions (such as Florida).

The manual serves as a grading guide (interpretive brochure) for EU inspectors. Under the proposed brochure, large amounts of grapefruit would be unacceptable for commercial sale or reduced in value due to a low grading. The U.S. team worked months behind the scenes with OECD staff and on the diplomatic front with importing countries to resolve the issue. Thanks to the U.S. team's success, the new brochure set fair grading standards for Florida grapefruit, and the sales continue.