

US Potato Export Challenges and Opportunities

Washington State
Potato Summit
Spokane, Washington



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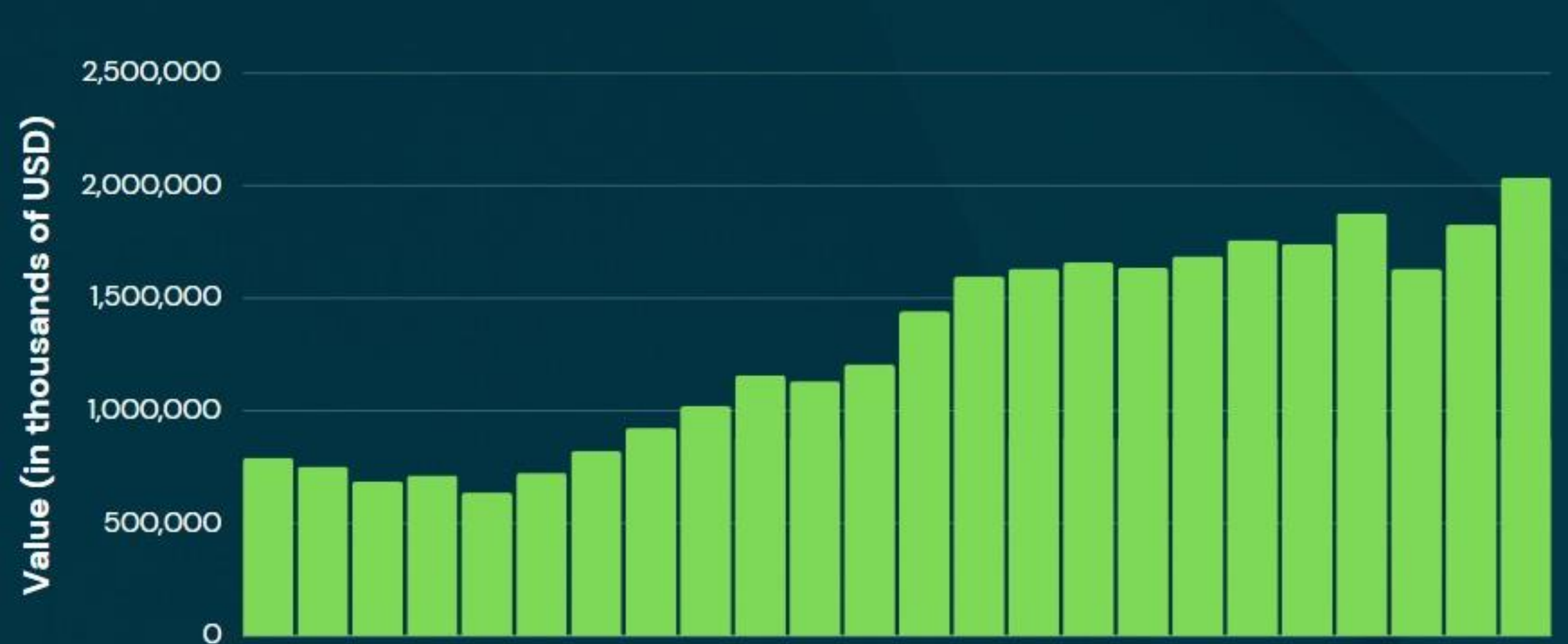
BRYANT CHRISTIE INC.

ABOUT BCI

Over 30 years experience in providing global market solutions for food, beverage, and agribusinesses.



The Drive.
October 1988



**US Potato Exports:
What we have done together in 25 years!**

AGENDA

1. Why Managing Trade is Important
2. What's going on in:
 - Mexico
 - Canada
 - Japan
 - South Korea
 - China
 - Taiwan
 - Costa Rica
3. MRLs



Taiwan Green Fry Crisis of 2018



A blue tractor is pulling a large red trailer in a field. In the background, another tractor is visible, kicking up dust. The scene is set in a rural, agricultural landscape under a cloudy sky.

Market Access/ Quarantine

1999 - 2023

Fresh & Seed Access New Access



Taiwan: Fresh (1999)

Mexico: Fresh to Border (2003)

Brazil: Seed (2004)

Panama: Fresh & Seed (2004)

Japan: Chipping (2006)

Russia: Fresh (2009)

Vietnam: Fresh (2010)

Thailand: Fresh & Seed (2011)

Philippines: Fresh (2013)

Mexico: Fresh Beyond Border (2014) – 3 weeks

Myanmar: Fresh (2018)

Indonesia: Fresh (2018)

China: Chipping (2020)

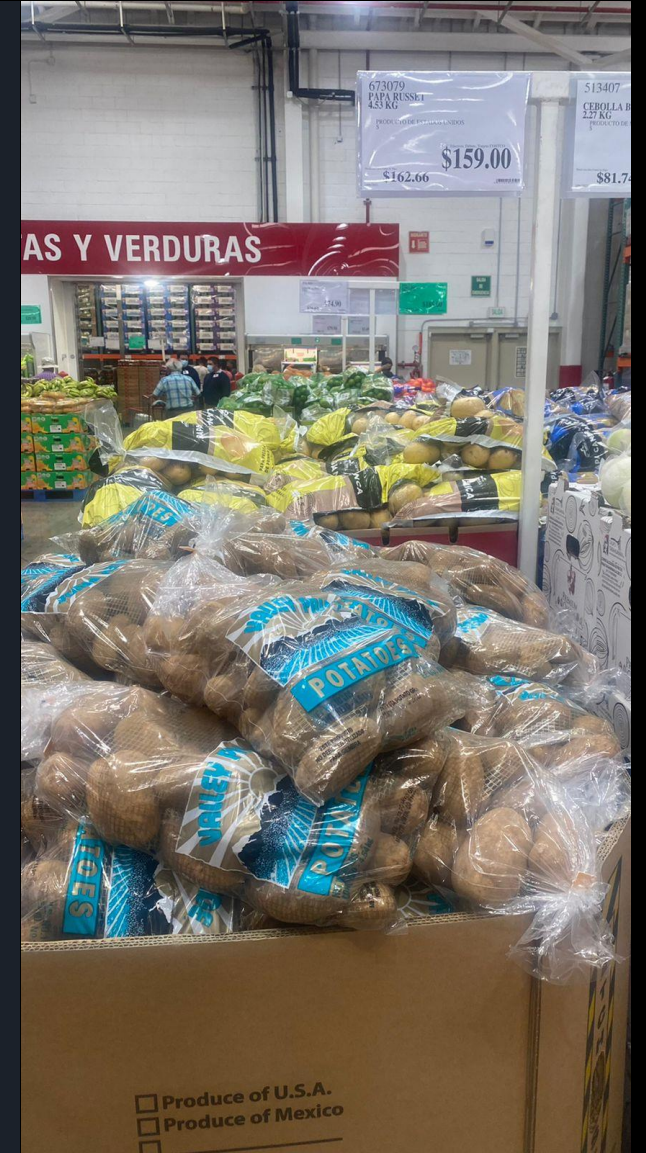
Cuba: Seed (2021)

Mexico: Fresh Beyond Border(2022)



Mexico


- Fierce Opposition
- Supreme Court Ruling/Court Cases
- Highest Levels of US Government Engagement
 - Access!
 - Audit July 2023
 - Bag Requirement



Mexico

- As of today...





Canada

- Potato Wart & PEI

A photograph showing several workers in an industrial setting. They are wearing hard hats (yellow and white) and jackets. In the center, a large white bag of material is on a wooden pallet. The workers are looking at the bag. The background shows a dark industrial structure.

Japan

- Chipping Potato Access 2006
- Two Factories - Expansion
- Largest Export Market in Asia
- Colorado Potato Beetle! (just one)
- What's Next: Table Stock Effort



South Korea

- 11 more states



China

- Done but not done.



Taiwan

- Sprouting Protocol?




Cost Rica
• Soon



A blue tractor pulling a red trailer in a field at sunset. The scene is dimly lit, with the sun low on the horizon, creating a warm, golden glow. The tractor is in the center, moving from left to right. The trailer is a large, red, open-top trailer. The field is dark brown, and the sky is a mix of blue and orange. The text is overlaid on the image in a white, sans-serif font.

MRLs

The most boring issue that
will ruin your day.

A wide-angle photograph of a vast agricultural field, likely a potato field, with rows of young green plants. Two blue tractors are visible, one in the foreground and one further back, working the field. The background shows a line of trees under a clear blue sky. The text "Korea MRLs: Maleic Hydrazide – Crisis 2021-22" is overlaid in white on the center of the image.

Korea MRLs: Maleic Hydrazide – Crisis 2021-22



23 Years of MRLs


- **Taiwan:** Positive List (2001)
- **Japan:** Positive List (2006)
- **Canada:** Positive List (2008)
- **Codex:** CIPC level (2008)
- **Hong Kong:** Positive List (2014)
- **Australia:** Potato MRLs (2015)
- **Vietnam:** Positive List (2018)
- **Korea:** Positive List (2021)
- **China:** Positive List (2022)

Do Not Use Lists

Do Not Use after 7/20		
Do Not Use after 8/10		
Do Not Use after 7/20		
Do Not Use after 7/20	Do Not Use after 7/20	Do Not Use after 7/20
Do Not Use after 7/20	Do Not Use after 7/20	Do Not Use after 7/20
Do Not Use	Do Not Use	Do Not Use
Do Not Use after 7/20	Do Not Apply within 40 days of Harvest	
Do Not Use		Do Not Use
Do Not Use	Do Not Use	Do Not Use

- Used by processors in contracts.
- Result: Growers cannot use pesticides that are legal domestically.
- Reach out to technical decision makers.
- APTA MRL Subcommittee Formed



A row of ten matches is shown against a dark red background. The first match on the left is lit, with a bright yellow and orange flame rising from its tip. The other nine matches are unlit, with their red heads and light-colored wooden stems clearly visible. The text is overlaid on the right side of the image.

EU: “It is also clear that we cannot make a change unless we take the rest of the world with us”



Potatoes MRLs:
Watching chlorpropham (CIPC) and
possible international implications

How The Potato Industry Manages Trade Issues

USDA APHIS

USDA FAS

USTR

Influential Deployment of
Strategic and Technical Leverage

Questions?

On the case!





Thank you!

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