

USDA AMS Fruit and Vegetable Programs





Interpreting USDA Fruit & Vegetable Inspections: Does the Shipment Make Good Delivery?

December 5, 2013

www.ams.usda.gov/paca



Your Host

Christopher Purdy
Business Development
AMS Fruit and Vegetable Program
U.S. Dept. of Agriculture (USDA)

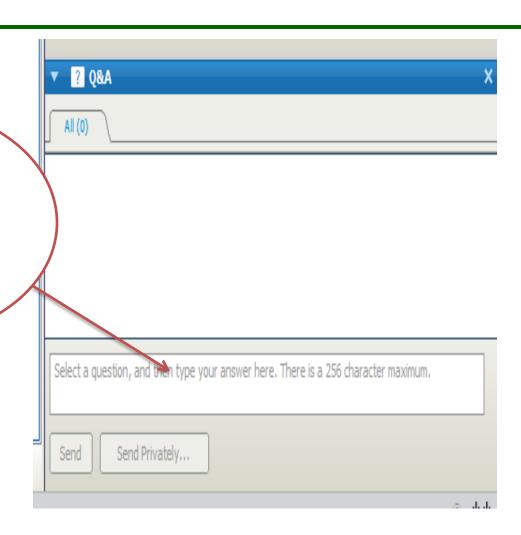


Tel. 202-720-3209 christopher.purdy@ams.usda.gov www.ams.usda.gov/fv



Communicating with webinar session speaker.

Use "Q&A" area to ask questions.
Enter questions in small window and hit "send".





Your Speaker

Jacob Garcia
Senior Investigator/Mediator

U.S. Dept. of Agriculture (USDA)
AMS Fruit and Vegetable Program
PACA Division
Central Regional Office



Good Delivery Line: 800-495-7222 option #2 jacob.garcia@ams.usda.gov www.ams.usda.gov/paca



Webinar Topics

- PACA Basics
- Good Delivery/Suitable
 Shipping Condition (SSC)
- USDA Inspection Certificates
 and How They Relate to Good
 Delivery
- Examples





How Does PACA Work?

- PACA license
- Defines common language
- Establishes fair business rules
- Provides a forum for dispute resolution
- Good Delivery line

1-800-495-7222, option #2





FAQ's on the Good Delivery Line

- Is my customer licensed and do they have any complaints pending?
- Rejection of product?
- Is the return reasonable?
- Misbranding and misrepresenting of product?
- Does the shipment make good delivery?



What is Good Delivery?

- "Suitable Shipping Condition" and "Good Delivery" are terms used interchangeably by the industry.
- The product at time of shipment, if handled under normal transportation conditions, will arrive without abnormal deterioration at the contract destination.
- Only applies to FOB transactions.



FOB Contracts

- FOB No Grade: Most common type of contract.
 - Only "condition" defects will be used against the good delivery tolerance.

 FOB Grade Specified: Both quality and condition defects will be used against the good delivery tolerance.



Other Contract Terms

FOB Acceptance Final

Open or Price after Sale (PAS)

Delivered Sale

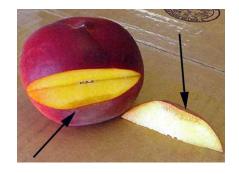




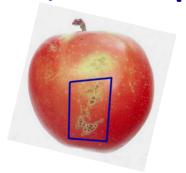
Types of Defects

•Condition Defects: Defects that will change over time (decay, bruising, discoloration, etc.)





•Quality Defects: Defects that will not change over time (scars, misshapen, etc.)





What if I suspect the shipment does not make good delivery?

- Call for an inspection immediately
 - 1-800-811-2373
- Notify the shipper
- Type of inspection
- Send the inspection to the shipper



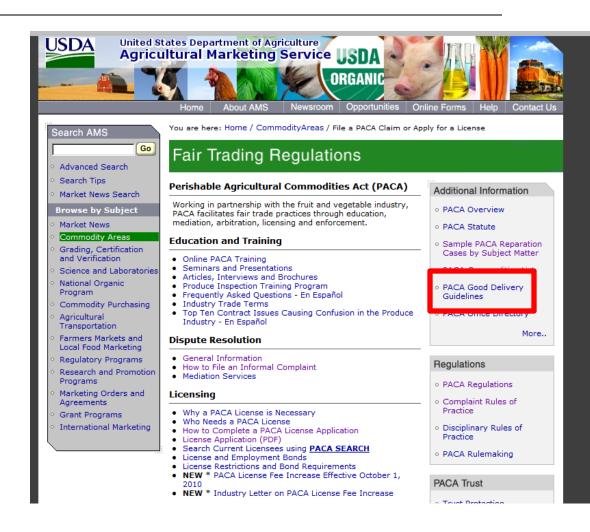
What information should I have?

- Type of contract
- Commodity
- Ship date and location
- Delivery date and location
- Inspection date
- Temperature
- Quantity shipped vs. quantity inspected
- Inspection results
- Good Delivery Guidelines



Good Delivery Guidelines

Good Delivery guidelines on our website



www.ams.usda.gov/paca



Good Delivery Guidelines

- Total Damage
- Serious Damage
- Decay

or

- Total Damage
- Decay

COMMODITY	U.S. GRADE STANDARDS	MAXIMUM % OF DEFECTS ALLOWED	OPTIMUM TRANSIT TEMP (F)†	CHILLING INJURY?
A				
Anise, Sweet	10-1	15-3	32-36‡	
Apples	10-5-1	15-8-3	30-32	
Apricots	10-5-1	15-8-3	32	
Artichokes	10-2	15-4	32	
Asparagus*	10-5-1	15-8-3	32	
Avocados	10-5-1	15-8-3	40-55	Yes
В				
Bananas	No Stds.		56-58	Yes
Beans, Fava	No Stds.	15-3	32‡	
Beans, Lima	10-5-1	15-8-3	41-43	
Beans, Snap*	13-5-1	18-8-3	40-45	Yes

USDA SCI Standardization Branch: 1-540-361-1120



Inspection Certificate (FV-300)

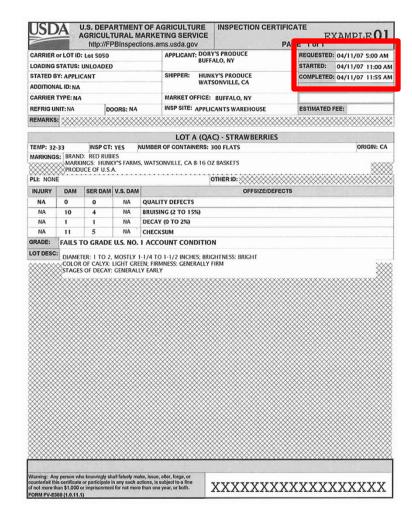
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LOADING	STATUS:	UNLOADED)	BOFF	ALO, NI	STARTED: 04/11/07 11:00 AM	
STATED B	Y: APPLIC	CANT			KY'S PRODUCE SONVILLE, CA	COMPLETED: 04/11/07 11:55 AM	
ADDITION	AL ID: NA			WAL	SONVILLE, CA		
CARRIER	TYPE: NA			MARKET OFFICE:	BUFFALO, NY		
REFRIG U	NIT: NA	DO	OORS: NA	INSP SITE: APPLIC	CANTS WAREHOUSE	ESTIMATED FEE:	
REMARKS	· ****	*****	******	***************************************	*************	***************************************	
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****	BRANI MARK PRODU	INSP CT: D: RED RUB INGS: HUNI UCE OF U.S.	IES KY'S FARMS	WATSONVILLE, CA 8-16 O	Z BASKETS	ORIGIN: CA	
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of not more th	an \$1,000 c	or imprisonmer	nt for not more	than one year, or both.	XXXXXXX	XXXXXXXXX	



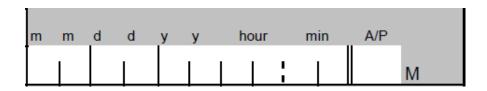
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Time and Date of Inspection

DATE AND LOCAL TIME INSPECTOR BEGAN INSPECTION.



REQUESTED: 04/11/07 5:00 AM STARTED: 04/11/07 11:00 AM COMPLETED: 04/11/07 11:55 AM

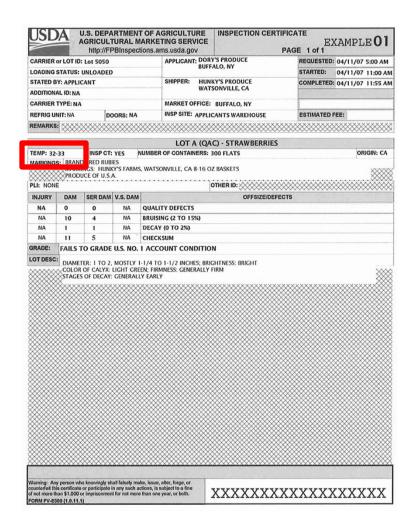
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Product Identification

CARRIER OR LOT IDENTIFICATION Loading Applicant: U.S. CEPARTMENT OF AGRICULTURE. JOSSES - LO Address:	
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Unfoased - UL INSPECTION CERTIFICATE	
PREFIX NUMBER STATE (Latinap-LI Stated by: Additional LI UI) Shipper:	
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Carrier Type / Name: Address:	
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LOT TEMPERATURES Product: Brand / Markings: Origin Lot ID: Number of Control	
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WARNING: Any person who knowingly shall falsely I, the undersigned, a duly subtorized inspector of the United States Department of Agriculture, do hereby certify that at the request of the applicant and on	
make, issue, after, force, or counterfeit this certificate, the star anciated, sensitive of the fevere described product were respected and the quality analytic condition as shown by and sensitive were as fevere material. The star anciated, sensitive of the fevere described product were respected and the quality analytic conditions is subject for to a fine.	ESTIMATED TOTAL
or participate in any south activities, is subject to a line subjector's signature impression of not more than \$1,000 or imprisonment for not more	
than one year, or both.	

	-	http://F	PBInspe	ctions.ams.usda.gov		EXAMPLE 01		
CARRIER	or LOT ID	: Lot 5050		APPLICANT: DO	RY'S PRODUCE FALO, NY	REQUESTED: 04/11/07 5:00 AM		
		UNLOADE	D			STARTED: 04/11/07 11:00 A		
	BY: APPLI				NKY'S PRODUCE TSONVILLE, CA	COMPLETED: 04/11/07 11:55 A		
	IAL ID: NA							
	TYPE: NA			The second secon	BUFFALO, NY			
REFRIG U	INIT: NA	D	OORS: NA	INSP SITE: APPL	ICANTS WAREHOUSE	ESTIMATED FEE:		
	1~~~	~~~~	*****	***************************************	***************************************	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~		
				LOT A (Q	AC) - STRAWBERRIES			
TEMP: 32	2-33	INSP CT	T: YES	NUMBER OF CONTAINERS	300 FLATS	ORIGIN: CA		
MARKING	S: BRAN	D: RED RUI	BIES	IS, WATSONVILLE, CA 8-16	OZ BACKETE			
*****		UCE OF U.S		S, WATSONVILLE, CA 6-10	OZ BASKETS	***		
PLI: NON					OTHER ID:			
MINDY	0444	CED DAY			OFFORTEMENT	AT0		
NA	0	0	NA	QUALITY DEFECTS				
NA	10	4	NA	BRUISING (2 TO 15%)				
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NA	11	5	NA	CHECKSUM				
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Product Identification

FOR EACH LOT INSPECTED, THIS AREA LISTS PRODUCT NAME, CONTAINER BRANDS AND/OR MARKINGS, STATE OR COUNTRY OF ORIGIN, AND THE NUMBER OF CONTAINERS IN THE LOT.

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Product:	Brand / Markings:	Origin	Lot ID:	Number of Containers:	Insp
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ELECTRONIC

	LOT A (QAC) - STRAWBERRIES									
EOTA (QAC) STRAWBERRIES										
TEMP: 32-33	INSP CT: YES	NUMBER OF CONTAINERS:	300 FLATS	ORIGIN: CA						
			30012/113							
MARKINGS: BRAND:	RED RUBIES									
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PLI: NONE			OTHER ID:							

Partial Inspection

 Determining the average defects of a load that has only a portion of the load inspected.

Example: Load of 1,000 cartons that has only 700 cartons inspected and has 20% condition defects.

$$700 \times 20 = 14,000$$

$$300 \times 0 = 0$$

$$14,000$$

$$14,000/1,000 = 14$$



Identified Defects and %

CARRIER OR LOT DESTIFICATION PREFIX NUMBER STATE CHIEFT THE DISINGLE BY ADDITIONAL DISINGLE CHIEFT THE DISINGLE BY ADDITIONAL DISINGLE ADDITIONAL DISINGLE ADDITIONAL DISINGLE ADDITIONAL DISINGLE BY	Loading Loading Loading Loading Try, Uniter PU Loading		is service
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REMARKS: WARNING: Any person who knowingly shall falsely make issue aller, forge, or counterfell this certificate, or participate in any such actions, is subject to a fine of not more than \$1,000 or imprisonment for not more than the one year, or have a compared to the control of the contr	Line underspret, a bit, authorise respective of the limited States Department of a the data reduced, support of the herein absorbed product over a respected bit for imprecial or Signature.		ESTIMATED TOTAL

THE REAL PROPERTY.				IARKETING SERVICE tions.ams.usda.gov		PAGE 1 of 1	EUI		
CARRIER	or LOT ID	: Lot 5050		APPLICANT: DOR'	Y'S PRODUCE	REQUESTED: 04/11/07	5:00 AM		
LOADING S	STATUS:	UNLOADE	D	BUFF	ALO, NY	STARTED: 04/11/07	11:00 AM		
STATED B	Y: APPLI	CANT			SHIPPER: HUNKY'S PRODUCE WATSONVILLE, CA COMPLETED: 04/11/07 11:				
ADDITIONA	AL ID: NA			WAI	SONVILLE, CA				
CARRIER	TYPE: NA			MARKET OFFICE:	BUFFALO, NY				
REFRIG UN	NIT: NA	C	OORS: NA	INSP SITE: APPLIC	CANTS WAREHOUSE	ESTIMATED FEE:			
REMARKS	· XXXX	*****	******	***************************************	************	***************************************	****		
				LOT A (QA	C) - STRAWBERRIES				
MARKINGS	S: BRANI MARK PROD	INSP CT D: RED RU INGS: HUN UCE OF U.S	BIES IKY'S FARMS	NUMBER OF CONTAINERS: 3		ORI	GIN: CA		
INJURY	DAM	SER DAM	V.S. DAM		OFFSIZE/DEFE	стѕ	****		
NA	0	0	NA	QUALITY DEFECTS					
NA	10	4	NA	BRUISING (2 TO 15%)					
NA	1	1	NA	DECAY (0 TO 2%)					
NA	11	5	NA .	CHECKSUM					
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PAPER

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	%	%	%	
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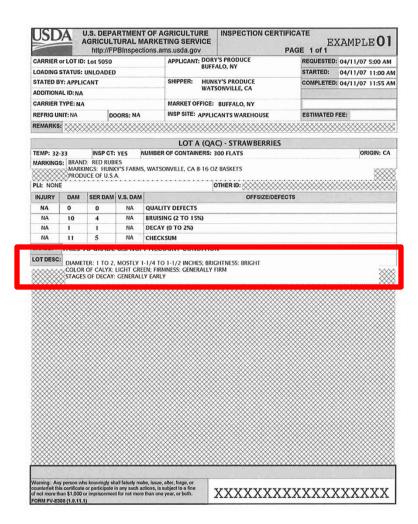
ELECTRONIC

INJURY	DAM	SER DAM	V.S. DAM	0	FFSIZE/DEFECTS
NA	0	0	NA	QUALITY DEFECTS	
NA	10	4	NA	BRUISING (2 TO 15%)	
NA	1	1	NA	DECAY (0 TO 2%)	
NA	11	5	NA .	CHECKSUM	



Lot Description

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or pa	, issue, alter, fo ticipate in any more than \$1,0	such action	ons,	is subjec	tto	fine	Inspector's								arket Office:				
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Lot Description

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LOT DESC:	DIAMETER: 1 TO 2, MOSTLY 1-1/4 TO 1-1/2 INCHES; BRIGHTNESS: BRIGHT
	COLOR OF CALYX: LIGHT GREEN; FIRMNESS: GENERALLY FIRM STAGES OF DECAY: GENERALLY EARLY XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX





Grade Statement

PREFIX NUMBER STATE Late Import List Impor						Applicant: Address: Shipper: Address:				INSPI	U.S. CEPARTMENT OF AGRICULTURE AGRICULTURA, MARRETTHS GENICE INSPECTION CERTIFICATE K -				9)								
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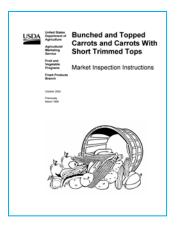
	CARRIER		AGRICULT	TURAL M	OF AGRICULTURE ARKETING SERVICE ions.ams.usda.gov	INSPECTION CERT	EXAMPLE PAGE 1 of 1	01		
LOADING STATUS: UNLOADED STATED BY: APPLICANT SHIPPER: HUNKY'S PRODUCE WATSONVILLE, CA COMPLETED: 04/11/07 11:00 STATED BY: APPLICANT ADOTTIONAL ID:NA CARRIER TYPE: NA REFRIG UNIT: NA DOORS: NA INSP SITE: APPLICANTS WAREHOUSE ESTIMATED FEE: LOT A (QAC) - STRAWBERRIES TEMP: 32-33 INSP CT: YES NUMBER OF CONTAINERS: 300 FLATS ORIGIN: MARKINGS: BIRAND: RED BUBIES PRODUCE OF U.S.A. PLI: NONE OTHER ID: INJURY DAM SER DAM V.S. DAM OFFSIZE/DEFECTS NA 1 1 1 NA DECAY (0 TO 259) SPRADE: FAILS TO GRADE U.S. NO. 1 ACCOUNT CONDITION OTHERSO COLOR OF CALYY: LIGHT GREEN: FIRMNESS: GENERALLY FIRM STAGES OF DECAY: CENERALLY FAILY NOTHERSO Volume of the property who knowledgy that failely make, issue, after, feight, or counterfails this certificate or participate in any such actions, is subject to first in first first more or the form of the more than one speak to a first first more than 1000 or imprisoment for or more than one speak to a first first more than 1000 or imprisoment for or more than one speak to a first first more than 1000 or imprisoment for or more than one speak to a first first more than 51000 or imprisoment for or more than one speak to a first first more than 51000 or imprisoment for or more than one speak to a first first more than 5000 or imprisoment for or more than one speak to a first first more than 51000 or imprisoment for or more than one speak to a first first more than 51000 or imprisoment for or more than one speak to a first first more than 51000 or imprisoment for or more than one speak to a first first more than 51000 or imprisoment for or more than one speak to a first first more than 51000 or imprisoment for or more than one speak to a first first more than 51000 or more than 5000 or more than 500		or LOT ID	: Lot 5050		APPLICANT: DOR'	Y'S PRODUCE	REQUESTED: 04/11/07 5:00	AM		
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Grade Statement

 Remember, condition only inspections do not have a grade statement.

- Meets U.S. No. 1
- Fails to Grade U.S. No. 1 Account Condition
- Fails to Grade U.S. No. 1 Account Quality





Interpreting a Certificate

PAGE 1 of 1 U.S. DEPARTMENT OF AGRICULTURE INSPECTION CERTIFICATE AGRICULTURAL MARKETING SERVICE http://FPBInspections.ams.usda.gov APPLICANT: DORY'S PRODUCE REQUESTED: 04/11/07 5:00 AM CARRIER or LOT ID: Lot 5050 **BUFFALO, NY** LOADING STATUS: UNLOADED STARTED: 04/11/07 11:00 AM SHIPPER: **HUNKY'S PRODUCE** STATED BY: APPLICANT COMPLETED: 04/11/07 11:55 AM WATSONVILLE, CA ADDITIONAL ID: NA **CARRIER TYPE: NA** MARKET OFFICE: BUFFALO, NY INSP SITE: APPLICANTS WAREHOUSE REFRIG UNIT: NA DOORS: NA ESTIMATED FEE: REMARKS:

				LOT A (QAC) - STRAWBERRIES	
TEMP: 32-	33	INSP CT:	YES	NUMBER OF CONTAINERS: 300 FLATS	ORIGIN: CA
MARKINGS PLI: NONE	MARK	D: RED RUBI INGS: HUNK UCE OF U.S.	Y'S FARM	S, WATSONVILLE, CA 8-16 OZ BASKETS OTHER ID:	
INJURY	DAM	SER DAM	V.S. DAM	OFFSIZE/DEFECTS	
NA	0	0	NA	QUALITY DEFECTS	
NA	10	4	NA	BRUISING (2 TO 15%)	
NA	1	1	NA	DECAY (0 TO 2%)	
NA	11	5	NA .	CHECKSUM	
GRADE:	FAILS 1	O GRADE	U.S. NO.	I ACCOUNT CONDITION	
LOT DESC:	DIAME			1-1/4 TO 1-1/2 INCHES; BRIGHTNESS; BRIGHT FFN: FIRMNESS: GENERALLY FIRM	2222

Warning: Any person who knowingly shall falsely make, issue, alter, forgo, or counterfest this certificate or participate in any such actions, is subject to a fine of not more than \$1,000 or imprisonment for not more than one year, or both.

STAGES OF DECAY: GENERALLY EARLY

XXXXXXXXXXXXXXXXX



- •F.O.B. no grade contract
- •Shipped from California on April 6, 2007
- •Arrived in New York on April 11, 2007
- •Contract consisted of 300 flats of strawberries.
- •Bill of Lading temperature 32 to 34 degrees.
- •Transit temperatures of 32 to 35 degrees.
- •Tolerances: 15 8 3

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				APPLICANT: DORY	ALO, NY		04/11/07 5:00 AM					
		UNLOADED		euippep	evis propiles	STARTED:	04/11/07 11:00 AM					
TATED BY		ANT			KY'S PRODUCE SONVILLE, CA	COMPLETED:	04/11/07 11:55 AM					
DDITIONAL				MADUET OFFICE								
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EMARKS:	****	*****	******	***************************************	***************************************	***********	***************************************					
			-	LOT A (QA	C) - STRAWBERRIES							
EMP: 32-3	33	INSP CT:	YES A	IUMBER OF CONTAINERS:	800 FLATS		ORIGIN: CA					
MARKINGS:	MARK		Y'S FARMS	, WATSONVILLE, CA 8-16 OZ	Z BASKETS		xxxxx					
LI: NONE	V	JCE OF U.S.	^		OTHER ID:	************						
NJURY	DAM	SER DAM	V.S. DAM		OFFSIZE/DEF	ECTS						
NA	0	0	NA	QUALITY DEFECTS	or i oracioni	2010						
NA	10	4	NA	BRUISING (2 TO 15%)								
NA	1	1	NA	DECAY (0 TO 2%)								
NA	11	5	NA .	CHECKSUM								
RADE:	FAILS 1	O GRADE	U.S. NO.	ACCOUNT CONDITION	N							
OT DESC:	COLOR		LIGHT GRE	-1/4 TO 1-1/2 INCHES; BRIC EN; FIRMNESS: GENERALLY F Y EARLY			*					
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Warning: Any person who knowingly shall falsely make, issue, after, forge, or counterfeit this certificate or participate in any such actions, is subject to a fine of not more than \$1,000 or imprisonment for not more than one year, or both.

XXXXXXXXXXXXXXXXXX



- •F.O.B. no grade contract
- Shipped from California on May 1, 2007
- Arrived in Arizona on May 2, 2007
- Contract consisted of 200 flats of strawberries
- •Bill of lading temperature 32 to 36 degrees
- •Transit temperatures of 32 to 35 degrees
- •Tolerances: 12-6-2

		IS DED/	ARTMENI	T OF AG	RICULTURE	INSPECTION CERT	TIFICATE	
03 D					ING SERVICE	INST LOTION CER		AMPLE 02
		http://FI	PBInspect	ions.am	s.usda.gov		PAGE 1 of 1	
CARRIER	or LOT ID:	LOT 4321			APPLICANT: PHO	ENIX PRODUCE ENIX, AZ	REQUESTED:	05/02/07 5:00 PM
LOADING	STATUS:	UNLOADE)		PHO	IENIA, AZ		05/03/07 6:00 AM
STATED B	Y: APPLIC	CANT				INA PRODUCE	COMPLETED:	05/03/07 6:30 AM
ADDITION	AL ID: NA				SAL	INAS, CA		
CARRIER '	TYPE: NA				MARKET OFFICE	: PHOENIX, AZ		
REFRIG UNIT: NA DOORS: NA					INSP SITE: APPL	ICANTS WAREHOUSE	ESTIMATED F	EE:
REMARKS	- XXXXX	******	******	*****	**********	***************************************	***********	************
					LOT A (O	C) STRAWPERRIES		
TEMP: 33	TO 24 F	INSP CT	. VEC. A	IIIMDED (, -	AC)-STRAWBERRIES 200 MASTER FLATS		ORIGIN: CA
		D: RED RIPE		MOMBER	OF CONTAINERS.	200 MASTER FLATS		ORIGIN. CA
XXXXX	MARK	INGS: GRO	WN, PACKEI	D, SHIPPE	d by Salina Pro	DUCE, SALINAS, CA		****
×××××	\cdots	JCE OF U.S.	.A.			OTHER ID. XXXXXXXXX	****	
PLI: NONE				I		OTHER ID:	××××××××××××××××××××××××××××××××××××××	<u> </u>
INJURY	DAM		V.S. DAM			OFFSIZE/DEF	ECTS	
NA NA	0	0	NA NA	-	Y DEFECTS			
NA NA	9	6	NA NA	_	IG (2 TO 16%)			
NA NA	10	7	NA NA	CHECKS	(0 TO 2%)			
GRADE:					UNT CONDITION	N.		
LOT DESC		O GRADE	: 0.3. NO.	1 ACCO	ONI CONDITIO	JN .		
LOT DESC	DIAME	TER: 1 TO 2 ESS: GENER		-1/4 TO	1-1/2 INCHES			
$\times\!\!\times\!\!\times\!\!\times$: GENERALI	Y EARLY				***
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Warning: An	ny person wh	no knowingly s	shall falsely ma	ake, issue, a	alter, forge, or ubject to a fine			
			ent for not more			XXXXXXX	XXXXXX	XXXXX



Good Delivery Line

Call 1-800-495-PACA (7222), then select option #2.

 Staffed by fruit and vegetable experts (Spanish and Korean speakers on staff), 7 AM – 7 PM Mon – Fri (EST)





Questions?

Jacob Garcia
Senior Investigator/Mediator

U.S. Dept. of Agriculture (USDA)
AMS Fruit and Vegetable Program
PACA Division
Central Regional Office



Good Delivery Line: 800-495-7222 option #2 jacob.garcia@ams.usda.gov www.ams.usda.gov/paca