

EU CLIMATE ON SALMONELLA IN NUTS



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- 🌐 CHEMICAL ENGINEER, NJIT
- 🌐 HEAD OF BUSINESS DEVELOPMENT - STERIPURE

LEADING EU COUNTRIES FOR US NUTS / TREND - IMPORT - CONSUMPTION



- 🌐 GERMANY – NETHRLANDS – BELGIUM
- 🌐 ITALY – SPAIN - FRANCE
- 🌐 UNITED KINGDOM

EU TRENDS WITH ALMONDS AND DRIVERS, 1



ALMOND FLOUR MARKET WILL INCREASE BY 8.3%
BETWEEN 2018 – 2028 (Source FMI – Future Market
Insights).

- 🌱 VEGAN, PALEO DIETS AS A SUBSTITUTE FOR MEAT
- 🌱 GLUTEN / GRAIN FREE DIETS FOR BAKERY PRODUCTS,
CRISPY CRAKERS, RAW SNACKING AND CEREALS

EU TRENDS WITH ALMONDS AND DRIVERS, 2



ALMOND MILK

- 🌐 LACTOSE INTOLERANCE SUBSTITUTE AND LONGER SHELF LIFE
- 🌐 SUBSTANTIAL INVESTMENTS FROM MAJOR INDUSTRY PLAYERS ARE MADE IN R&D ACTIVITIES AS IT SUITS VEGAN, VEGETARIAN AND OTHER SPECIFIC DIETS

EU TRENDS WITH ALMONDS AND DRIVERS, 3



ALMOND BUTTER MARKET RANKING: USA - EUROPE – ASIA PACIFIC

- 🌐 ONLINE RETAIL AND FITNESS INDUSTRY
- 🌐 GROWING DEMAND FOR PEANUT BUTTER SUBSTITUTES
- 🌐 RISING MARKET FOR COSMETICS AND SKINCARE DUE TO ITS ABILITY TO BLEND WELL WITH NATURAL OILS

EU CLIMATE WITH REGARDS TO SALMONELLA / CONSUMERS



- 🌐 RECENT ALERTS ISSUED BY TV / INTERNET / NEWSPAPERS / HEALTH AND FOOD ASSOCIATIONS
- 🌐 CAUSES PANIC AND DISTRUST FOR CONSUMERS
- 🌐 CONSUMERS ASSOCIATE SALMONELLA WITH A LACK OF CLEANLINESS
- 🌐 OFTEN BOYCOTT BRAND'S AND RETAIL STORE CHAINS FOR PROLONGED PERIODS OF TIME

EU CLIMATE WITH REGARDS TO SALMONELLA / RETAILERS



- 🌐 PRODUCT RECALLS ARE EXPENSIVE
- 🌐 CONSUMERS PERCEPTION OF QUALITY AFFECTS BRAND RECOGNITION AND LOYALTY
- 🌐 RISK OF LITIGATION FROM CONSUMERS OR THIRD PARTY ORGANIZATIONS IF CONTAMINATION LEADS TO PHYSICAL HARM OR DEATH

EU CLIMATE WITH REGARDS TO SALMONELLA / PACKERS



- 🌐 AT HIGH RISK FOR CROSS CONTAMINATION
- 🌐 POOR MANUFACTURING/PACKING PRACTICES CAN CONTAMINATE PRODUCT THAT HAS ALREADY BEEN PASTEURIZED
- 🌐 IDEALLY PASTEURIZATION AND PACKING IN SEALED KRAFT BAGS SHOULD OCCUR AT THE SAME SITE TO REDUCE RISK

EU CLIMATE WITH REGARDS TO SALMONELLA / DISTRIBUTION



- 🌐 LOW DETECTION CAPABILITIES FOR THE PRESENCE OF SALMONELLA
- 🌐 INCREASED COST OF DISTRIBUTION FOR MANUFACTURERS DUE TO QUARANTINE/SHIP/RE-PROCESS THE CONTAMINATED LOTS

EU CLIMATE WITH REGARDS TO SALMONELLA / REGULATORY AFFAIRS



- 🌐 1ST LAYER: SIVEP (Service d'inspection vétérinaire et phytosanitaire aux frontières. THE PHYTOSANITARY AND VETERINARY SERVICES / CUSTOMS
- 🌐 2ND LAYER: DGCCRF / DDPP (Direction générale de la concurrence, de la consommation et de la répression des fraudes).

EU CLIMATE WITH REGARDS TO SALMONELLA / 1ST LAYER – SIVEP AND CUSTOMS



- 🌐 PENDING LAB RESULTS CAN DELAY PRODUCT CUSTOMS CLEARANCE AND DISTRIBUTION
- 🌐 USE RASSF (EXTERNAL) AND SANCO (INTERNAL) TOOLS FOR REPORTING / SHARING / SYNCHRONIZING INFORMATION ACROSS ALL EU COUNTRIES
- 🌐 CUSTOMS REQUEST TRANSIT SERVICES TO SHOW CERTIFICATE FROM SIVEP BEFORE CLEARANCE

EU CLIMATE WITH REGARDS TO SALMONELLA / 2ND LAYER – DGCCRF – DDPP



- 🌐 FOR SALMONELLA DETECTION IF WITHIN EU SOIL ALREADY – PRESENT IN EACH EU COUNTRY – WELL SYNCHRONIZED
- 🌐 Direction générale de la concurrence, de la consommation et de la répression des fraudes
- 🌐 FOLLOW THE CONTAMINATED GOODS SUPPLY CHAIN TO INVESTIGATE AND ON SITE TESTING / AUDITS
- 🌐 CAN HALT SHIPMENTS / AND INITIATE SHUTDOWNS AND PRODUCT RECALLS IF REQUIRED

EU CLIMATE WITH REGARDS TO SALMONELLA / RASSF



RASFF – THE RAPID ALERT SYSTEM FOR FOOD AND FEED
- CREATED IN 1979. PROVIDES A ROUND THE CLOCK
SERVICE TO ENSURE THAT URGENT NOTIFICATIONS ARE
SENT, RECEIVED AND RESPONDED TO COLLECTIVELY AND
EFFICIENTLY

INTERACTIVE SEARCHABLE ONLINE DATABASE AVAILABLE
TO CONSUMERS TO USE SINCE JUNE 2014

THE EU HAS ONE OF THE HIGHEST FOOD SAFETY
STANDARDS IN THE WORLD

EU CLIMATE WITH REGARDS TO SALMONELLA / RASSF



SALMONELLA NUTS AND SEEDS - COMPARISON STATISTICS 2018 VS 2019 / FROM MARCH TO JUNE (4 MONTHS)

- 🌐 FROM 1 TO 5 CASES IN USA – FOR CALIFORNIA ALMONDS ONLY
- 🌐 57 TO 113 –NUTS AND SEEDS REJECTIONS ARE MAINLY EXPORTS FROM AFRICA, ASIA AND NORTH AMERICA

EU CLIMATE WITH REGARDS TO SALMONELLA – CHALLENGES / OPPORTUNITIES 1



- 🌐 NUTS ARE PART OF A COMPLEX AND DIVERSE SUPPLY CHAIN WHILE MOVING ALONG A WEB OF SYNCHRONIZED CHECKPOINTS FOR PATHOGEN CONTROLS
- 🌐 3 OPTIONS GIVEN - SHIPPING BACK / DESTRUCTION / TREATMENT
- 🌐 MOST OF THE SUPPLY CHAIN ACTORS ASSUME THAT A PASTEURIZATION STEP WILL BE DONE AFTER THEM BY SOMEONE ELSE OR A KILL STEP IS DOWN THE LINE

EU CLIMATE WITH REGARDS TO SALMONELLA – CHALLENGES / OPPORTUNITIES 2



- 🌐 REQUEST FOR PASTEURIZATION IN EUROPE IS AN INCREASING TREND AMONG EU RETAILERS AND PROCESSORS
- 🌐 BENEFICIAL TO WORK CLOSELY WITH AN EU SERVICE PROVIDER THAT CAN REDUCE LOSSES
- 🌐 SUBSCRIBE TO AN ALL IN 1 SOLUTION AGAINST PATHOGEN PRESENCE IN EUROPE WITH STERIPURE OR EQUIVALENT

EU CLIMATE WITH REGARDS TO SALMONELLA – CHALLENGES / OPPORTUNITIES 3



🌐 A FEW WORDS ON BREXIT...

🌐 STERIPURE VIDEO (3 – 4 MIN)

EU CLIMATE WITH REGARDS TO SALMONELLA – END



THANK YOU

QUESTIONS?