



**Asia-Pacific
Economic Cooperation**

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Export Certificates - An Industry Perspective

Submitted by: E. & J. Gallo Winery



**7th Wine Regulatory Forum
Ha Noi, Viet Nam
11-12 May 2017**



Export Certificates An Industry Perspective

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APEC Wine Regulatory Forum | May 11-12, 2017

Ha Noi, Viet Nam

This Presentation

1. E. & J. Gallo Winery: Who We Are
2. Export Certificates: A Business Case Study
3. Wine is a Microbiologically Safe Product
4. APEC Wine Regulatory Form
5. Industry Request

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1. E. & J. Gallo Winery: Who We Are

- Founded in 1933 in Modesto, CA by brothers Ernest & Julio Gallo
- Today we are the largest winery in the world with over 100 brands!



California

- Headquartered in Modesto, CA
- 12 Wineries
- 49 Vineyards
- Presence in Central Valley, North Coast and Central Coast
- Recent expansion into Washington!



Worldwide



- Active in over 100 countries
- International is 20% of business
- Largest exporter of California wine

2. APEC Export Certificates: A Business Case Study



- In 2016 Gallo spent 4,542 hours producing 6,030 export certificates for 17 APEC economies
- Within one country, pending on port of import and distributor, different documents are required!



2. APEC Export Certificates: A Business Case Study

Most common certificate requests:

- Certificate of Analysis
- Certificate of Free Sale
- Certificate of Manufacture
- Sanitary Certificate
- Certificate of Purity
- Certificate of Weights and Sizes
- Certificate of Sanitation
- Factory Certificate
- Good Manufacturing Practice (GMP) Certificate


 CERTIFICATE OF QUALITY AND QUANTITY

E&J Gallo Winery
 April 26, 2017

CERTIFICATE OF ANALYSIS

PRODUCT	ALCOHOL BY VOLUME %	TOTAL SULFUR DIOXIDE mg/L	TOTAL ACIDITY g/100ml	REDUCING SUGAR g/100ml	SORBIC ACID mg/L
PV Merlot 5.0L	12.0%	102	0.53	1.26	179

SHIPPED TO: United Brands Pte Ltd

CERTIFIED BY:
E & J GALLO WINERY

INTERNATIONAL DOCUMENTATION

Notary Public

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3. Wine is a Microbiologically Low Safety Risk Product

- Studies¹ have shown wine is a microbiologically low safety risk product due:
 - High acid and polyphenolic content;
 - Alcohol content; and
 - The use of winemaking additions such as sulphur dioxide (INS 220-228) and sometimes potassium sorbate (INS 202).
- Hurdle technology

¹ *Microbiologically, Wine is a Low Food Safety Risk Consumer Product*, FIVS. Presented at the 39th World Congress of Vine and Wine (2016) <https://doi.org/10.1051/bioconf/20160704003>



- GOAL: being transparency, consistency, reduced paperwork burdens for companies and governments.
- Current work acknowledging wine's unique product characteristics:
 - Proposed single consolidated, streamlined export certificate
 - Exploring specific requirements for certificates of analysis

5. Industry Request

- Industry would like to encourage economies requiring export certifications to consider implementing the APEC Model Wine Certificate and to streamline documentation requirements amongst ports.



Thank you.