

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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POLICY

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El Salvador

Post: San Salvador

US beef gains full access to El Salvador market

Report Categories:

Export Accomplishments - Other

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Report Highlights:

Since 2008 USDA/FAS/San Salvador, working with USDA/FSIS and USDA/APHIS, has been engaged in an intense negotiation with the Government of El Salvador to allow full access for U.S. bovine meat and products to the local market. This coordinated effort has finally paid off and now all U.S. federally inspected establishments are eligible to export both boneless and bone-in beef to El Salvador.

General Information:

Requirements for U.S. beef and beef product exports to El Salvador have been updated in the FSIS Export Library to reflect the full access gained after FAS/San Salvador, in coordination with FSIS and APHIS, finalized four years of negotiations with El Salvador's Ministry of Agriculture (MAG).

Previously, El Salvador did not recognize the U.S. BSE controlled risk status granted by the World Animal Health Organization (OIE), thus restricting access of bone-in beef, and beef and products of animals over 30 months of age. In order to comply with the previous requirements, U.S. boneless beef exports had to go through an Export Verification (EV) program managed by the Agricultural Marketing Service (AMS), which increased the cost of the products making them less competitive in this market.

With the new requirements U.S. beef exporters now have unrestricted access for both boneless and bone-in beef to the Salvadoran market. It is expected that this change in export requirements will result in short term shipments of U.S. beef valued at \$200,000 to casual food franchises that were waiting for the opportunity to include many U.S. beef cuts in their menus.

For the longer term, the impact of the new requirements is estimated at \$2.5 million of potential annual sales to not only food franchises, but also to hotels, restaurants and the retail market.

Government Certificate Legal Entry Requirements:

- A. Beef and beef products - Obtain FSIS Form 9060-5, Meat and Poultry Export Certificate of Wholesomeness. The following statements must be included in the "Remarks" section of FSIS Form 9060-5 or on an [FSIS Letterhead Certificate](#):
- 1. The beef and beef products were derived from animals that were born and raised in the United States or were legally imported in accordance with U.S. import regulations.*
 - 2. The beef and beef products were not derived from the following specified risk materials: the brain, skull, eyes, trigeminal ganglia, spinal cord, vertebral column (excluding the vertebrae of the tail, the transverse processes of the thoracic and lumbar vertebrae, and the wings of the sacrum) and dorsal root ganglia of cattle 30 months of age and older, and the tonsils and distal ileum of the small intestine of any cattle regardless of age.*
 - 3. The feeding of ruminants with ruminant origin meat-and-bone meal and greaves is prohibited in the United States.*
 - 4. The cattle from which the beef and beef products were obtained were not subjected to a stunning process with a device injecting compressed air or gas into the cranial cavity, or to a pithing process.*

5. *The beef/beef products were produced and handled in a manner which ensures that such products do not contain and are not contaminated with mechanically separated meat from the skull and vertebral column of cattle.*
- B. Beef tallow for human consumption - Obtain FSIS Form 9060-5, Meat and Poultry Export Certificate of Wholesomeness. The following statement must be provided in the Remarks section:

"That the maximum content of insoluble impurities of the tallow does not exceed 0.15 percent of its weight."
- C. Signature on certificates - All required forms and supplementary statements must be signed by a veterinarian. Name and degree (DVM or equivalent) must be typed or printed after the signature.
- D. For re-export of ruminant meat originating from Australia and New Zealand to El Salvador, the shipment must be accompanied by a copy of the official export certificate of Australia or New Zealand and an original FSIS 9060-5, Meat and Poultry Export Certificate of Wholesomeness. Exporters are responsible for obtaining a copy of the Australian or New Zealand certificate.

Plants Eligible to Export

All U.S. federally inspected establishments are eligible to export to El Salvador.