

ULTIMATE CATFISH BUSINESS GUIDE

SUCCESS WITH CATFISH AND US COMMERCE

FREE!



*INSIDER TIPS FROM
PREFERRED FREEZER SERVICES, ELIZABETH NJ*



Importing Catfish To US Commerce - Tips and Secrets You Need to Know



Discover the Key to Successfully Importing Siluriformes/Catfish

Preferred Freezer Services is your leading authority when it comes to successful catfish business in the United States. While laws and policies have changed over the last year, we assure you that your catfish business will remain as successful, or even more, than ever.

This guide should answer any questions you might have regarding siluriformes policies and importing procedures. If you still have questions, or find that there is not enough information for you to get started with your catfish import, please feel free to contact us immediately!

Preferred Freezer Services is a full service temperature-controlled warehouse with an operating on-site I-House. Located directly off of the New Jersey Turnpike in Elizabeth NJ, we are available for all your siluriformes/catfish needs. Our goal is to be rated "The Best" by every customer, employee and vendor.

Contact Us Now:

Justin Harris - (973) 854-9400
JHarris@PreferredFreezer.com

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New Laws on Importing Catfish Have Taken Effect

As of 1 September 2017, laws regarding siluriformes have changed and taken effect, which might affect the way you do business. Your business will remain successful should you obey the new catfish laws.



Preferred Freezer Services has stayed on top of their game to remain your number one freezer service, now functioning as an Official Import Inspection Establishment - also known as an I-House.

In December 2015, the USDA concluded all siluriformes, including catfish, must be inspected by the FSIS under the Federal Meat Inspection Act. An 18-month transitional period was put in effect to help businesses get comfortable with the changes, but the period officially ended in September 2017.

All Siluriformes imports, including catfish, must be reinspected at an approved I-house. All farms and transporters of fish products should have registered as a Meat and Poultry Handler with FSIS so they can continue their business with the new laws in place.

We Can Inspect Your Catfish at our I-House in Elizabeth NJ



All catfish and other siluriformes must be inspected both prior to leaving the original country and upon arriving in the United States. These inspections can be done at any one of the 60 approved I-Houses.

For this process to run smoothly and your product to be unloaded at any of these locations, you must also send all correct documentation. Your product cannot enter US commerce without first passing FSIS import reinspection.

While there are only 60 I-Houses in the US to inspect all imported catfish coming into the country, Preferred Freezer Services operates 16 of them! We aim to provide our customers with the most convenient cold storage, which is why we made registering our locations as I-Houses a priority. Contact us now to get your catfish reinspection started.

The Catfish Inspection Process in Elizabeth NJ

To enter US commerce, all siluriformes and catfish must be reinspected at a USDA approved I-House.



I-Houses can be found across the country; you can see all our Preferred Freezer I-House locations later in this guide or contact our team today to find the best location for you and your business.

Preferred Freezer Services makes the transportation of your catfish into the United States quick and convenient. With 16 of our nationwide locations operating I-Houses, we strive to make your FSIS inspection simple.

How to Begin the Inspection Process at any I-House

All documents should be sent at least a week before the product arrives in the US for its inspection. These documents include completed 9540-1 Application, Original Health Certificate from the country of origin, and a container breakdown.

When we receive all documents, we can unload and stage the products in chimney stacks so that every label is visible to the FSIS Inspector.

Every label should be correct and include all information the FSIS requires. Any issues with labels can cause your product to fail inspection.



REMEMBER, only fish in the family Ictaluridae can be labeled with the word “Catfish” in US commerce.

Types of Catfish Inspections

Three types of inspections can happen; however, this is a predetermined decision made by the FSIS inspector's computer system.

Types of Inspection:

Three types can occur during your catfish inspection with the FSIS.

1. Skip	Few Hours	FSIS will look through product and check paperwork
2. Product Exam	One Day	Some product is thawed and examined in on-site exam room.
3. Labs	1-2 Weeks	Samples pulled from and sent for lab examination

**Choose Preferred Freezer of
Elizabeth NJ for your
Siluriformes Inspections**



A Skip will be the fastest where the paperwork is checked and the product is simply looked at for completeness and accuracy. This inspection will take the least amount of time and will allow your product to be sent out much quicker.

An Exam can also be called for and takes place in our on-site exam room (seen below).

The FSIS has an exam generator which will select the cases randomly from different pallets to be pulled aside for this inspection. The products selected will be thawed and examined by the inspector in our exam room. It takes a few hours for product to thaw, but the inspection will be quick after that.

Labs The third type requires randomly selected products to be sent to labs. However, they can often get backed up which will take your product longer to get through. This process takes about two weeks or longer.

Steps to Complete a Successful

CATFISH

INSPECTION

DOCUMENTS

You must have all of the following documents shipped to us at least 1 week prior to the arrival of your shipment:

1. 9540-1
2. Original Health Certificate
3. Container Breakdown

UNLOAD

When we have all paperwork, we will verify all the information on the sheets is correct, then unload your shipment onto our docks.

STAGING PRODUCT

Your product is staged into chimney stacks for the FSIS to come in for the inspection. The inspection will be one of three types.

FSIS CONDUCTS INSPECTION

1 of 3 inspections will occur on our dock with the FSIS inspector. Time for every inspection will vary.

1. Skip - a few hours
2. Product Exam - 1 day
3. Labs - 2 weeks

STAMPED

Our team will be given access to the FSIS approval stamps; within a few hours depending on the amount of product, your catfish will be ready to be loaded and shipped in the US.

Failing An Inspection

Contacting your embassy is only one of three things you can do should your product fail inspection; your second option is to have the product shipped back.

Preferred Freezer Services can also destroy your product if you choose to do neither of the above; we inject chemicals into all meat so that no human or animal will ingest the product if found.

This guide will go over the different possibilities for all cases where your catfish fails inspection in a later section.

While it is unlikely to occur, our team at Preferred Freezer Services of Elizabeth NJ is prepared to handle any issues that may arise.

After Catfish Passes Inspection

When a product passes the inspection, our team at Preferred Freezer Services will stamp every box individually that it was approved at our I-House. This can often take us a few hours depending on the size of the shipment, but we get it done as quick as possible.

Your product will begin its route as soon as our team finishes stamping the boxes. You can choose to have it sent out to different locations, or have it stored in our cold storage warehouse until your customer is ready to accept the product.

Get Your Catfish Inspected Now

For more information on how to get your catfish or other siluriformes inspected, call us at (932)-854-9400.

Inspections Cancelled Without These Documents

Several documents must be available prior to your catfish inspection; the FSIS inspector will cancel the inspection should any of these documents be missing, not completed, or in correct order.



A catfish inspection can only run as smoothly as you allow; the FSIS will not inspect your product unless all paperwork is in order. Preferred Freezer Services is happy to help make this process as easy as possible for you.

Our team will unload your product upon arrival and stage it for an immediate inspection, but we will not be able to touch your product if there are any issues with the paperwork.

Required Documents:

Your catfish inspection will be cancelled if these important documents are not available to us and FSIS inspector prior.

1. 9540-1
2. Health Certificate from Country of Origin
3. Container Breakdown

Choose Preferred Freezer of
Elizabeth NJ for your
Siluriformes Inspections



All documents should be shipped separately to us at least one week prior to the arrival of your shipment. From there, our team will check all the documents so that we can unload right away. So long as you send all completed documents to us, we will get them in order for the FSIS inspector.

Documents Necessary for a Siluriformes Fish Inspection

FSIS form # 9540-1 is the first document we should have to begin this process. This is the Import Inspection Application. All information included on this form should also match the information on your health certificate, another necessary document for your catfish inspection.

This form can be found on the FSIS website at <https://www.fsis.usda.gov/siluriformes> as well as any other information you may be looking for in regards to the inspection.

A Health Certificate from the Country of Origin, as mentioned above, is the second document you will need to begin your inspection. This must be written in English and match all information included on the 9540-1.

This document should also include the foreign inspection approval stamp as well as original signature of the government official that signed off on the Inspection.

Container Breakdown The last document necessary to begin your inspection is a container breakdown of what products are being imported. This helps both us and the inspector know what to expect in all cases and how much there is in total.

Once all three of these documents are in our hands, you are one step closer to the end of your catfish inspection.

Other Precautions to Take Before Your Inspection

It is also important that every box be labeled correctly; an issue with the labels will result in a failure during the inspection. It will become costly to fix and will take a lot more time.

We highly recommend that you double check your labels before shipping to us for inspection.

As long as you provide us with the correct documents before your shipment arrives and have done everything in your control to begin the inspection, we will be able to schedule an appointment immediately with our FSIS inspector and get your results quickly.



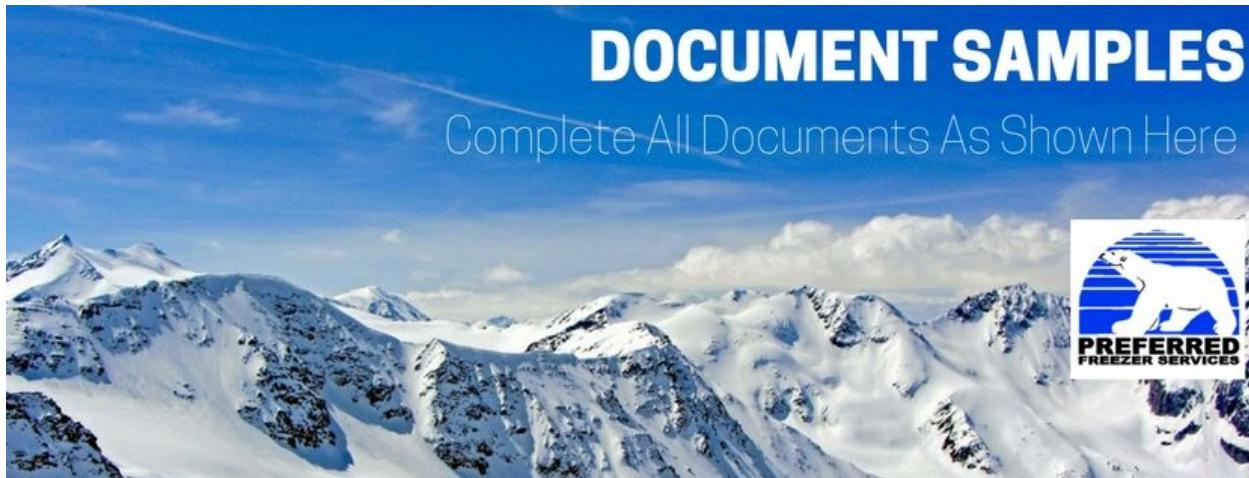
Further Detail on Documents Required for Inspection Process

These documents are incredibly important to the inspection process; if there is even a simple spelling error, the inspector will fail the inspection and you will have to pay to have any paperwork fixed.

To ensure this issue does not arise, we have created mock samples of the documents to show you exactly what must be done. These documents are examples only; please read all instructions carefully when completing your own documents.

Remember that all documents should be completed in English and must be original documents. We cannot complete your inspection without the official, original certificates or forms.

Detailed look at Necessary Inspection Documents



It is absolutely essential that all your documents be filled in correctly. We try to make this as easy as possible, so we have provided samples below of what your documents should look like when complete.

Should you still have questions beyond what we have explained in this guide and have shown in the examples, please feel free to reach out to us for additional information. This guide includes all information needed to fill out these documents correctly, but we are still always available for more guidance.

NOTE: Images of the following documents are samples only; please use as an example only when completing documents.



9540-1

The 9540-1 can be found and printed from the FSIS website by [clicking here](#). See the following page for an example of a correct 9540-1 form.

Critical Information:

Be sure that all of this information is filled out correct; the inspector pays special attention to these parts of the 9540-1 so it is important that you be sure this is correct before shipping your paperwork to us.

- Country of Origin
- Inspection Certificate Number (Found at top of health certificate)
- Export/process Establishment # (Based on your country)
- Lines 8-10 completed fully with YOUR information (Even if it is repeating)
- Box 12- if you have 1 type of fish write “1” - if you have 2 different fish separate, then put “2” on next lot box 12 and fill rest (as shown on photo)
- Shipping mark – This Number will tie the health cert to the cases and 9540-1
 - YOU MUST HAVE A SHIPPING MARK!
 - A shipping mark can only be used once per calendar year so every shipment must be different
- Net Weight in Pounds
- Case Count (Presenting can’t be 5% over or under what is stated on health cert)
- Boxes 26-28 - please follow [link](#) for help to identify your product category on PHIS
- Boxes 29- 30 - Self Explanatory; please see photo for help

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0583-158. The time required to complete this information collection is estimated to average 16 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

U.S. DEPARTMENT OF AGRICULTURE FOOD SAFETY AND INSPECTION SERVICE IMPORT INSPECTION APPLICATION (Meat, Poultry & Egg Products)		COUNTRY OF ORIGIN	INSPECTION CERTIFICATE NUMBER
4. U.S. PORT OF ENTRY/CBP PORT CODE		5. U.S. PORT OF UNLADING/CBP PORT CODE	
6. FSIS ESTABLISHMENT NUMBER <i>150 Bayway Ave, Elizabeth, NJ 07202</i>	7. NAME & ADDRESS OF FSIS ESTABLISHMENT <i>PFS of Elizabeth</i>		
8. NAME, BUSINESS NAME & ADDRESS OF CUSTOMS BROKER OR APPLICANT <i>150 Bayway Ave, Elizabeth, NJ 07202</i>		PHONE NUMBER	8a. FACSIMILE NUMBER
		E-MAIL ADDRESS	
9. NAME, BUSINESS NAME & ADDRESS OF CONSIGNEE		10. NAME, BUSINESS NAME & ADDRESS OF IMPORTER OF RECORD	
11. BILL OF LADING NUMBER(S)			
Blocks 13 through 32 repeat for each lot on the inspection certificate			
12. LOT NO. <i>1</i>	13. SHIPPING/IDENTIFICATION MARK <i>must Identity label to cert</i>	14. CUSTOM ENTRY NUMBER(S)	15. PRODUCTION DATE(S) FROM: _____ TO: _____
16. NET WEIGHT OF LOT (pounds)	17. SHIPPING UNIT PACKAGE TYPE NAME	18. NUMBER OF UNITS	19. IMMEDIATE UNIT PACKAGE TYPE NAME
20. NUMBER PER SHIPPING UNIT	21. SEAL NUMBER(S)		
22. PROCESSING EST. NO.	23. SOURCE COUNTRY(S) (if different from block 1)	24. SOURCE EST. NO.	25. HTS CODE (S)
26. PROCESS CATEGORY <i>use link for help</i>	27. PRODUCT CATEGORY <i>use link for help</i>	28. PRODUCT GROUP <i>use link for help</i>	
29. SPECIES (Dominant) <i>Siluriformes</i>	29a. ADDITIONAL SPECIES (if applicable) <i>Scientific name</i>	30. DESCRIPTION OF PRODUCT <i>frozen? fresh?</i>	
31. SUPPLEMENTAL PRODUCT CODES (GTIN, INTENDED USE CODE, UPC)		32. ESTIMATED DATE OF ARRIVAL	
12. LOT NO. <i>2</i>	13. SHIPPING/IDENTIFICATION MARK	14. CUSTOM ENTRY NUMBER(S)	15. PRODUCTION DATE(S) FROM: _____ TO: _____
16. NET WEIGHT OF LOT (pounds)	17. SHIPPING UNIT PACKAGE TYPE NAME	18. NUMBER OF UNITS	19. IMMEDIATE UNIT PACKAGE TYPE NAME
20. NUMBER PER SHIPPING UNIT	21. SEAL NUMBER(S)		
22. PROCESSING EST. NO.	23. SOURCE COUNTRY(S) (if different from block 1)	24. SOURCE EST. NO.	25. HTS CODE(S)
26. PROCESS CATEGORY	27. PRODUCT CATEGORY	28. PRODUCT GROUP	
29. SPECIES (Dominant)	29a. ADDITIONAL SPECIES (if applicable)	30. DESCRIPTION OF PRODUCT	
31. SUPPLEMENTAL PRODUCT CODES (GTIN, INTENDED USE CODE, UPC)		32. ESTIMATED DATE OF ARRIVAL	
<small>IN CONSIDERATION of the U.S. Director of Customs and Border Protection granting me/us permission to transfer the packages of foreign food product described on this form which are offered for entry into the United States, I/we agree, under bond filed with said director of Customs and Border Protection and subject to penalties prescribed in laws enacted by Congress and regulations issued there under by the Secretary of Homeland Security, to hold the said food product intact at the location indicated above until it has been inspected and passed by a food inspector from the Food Safety and Inspection Service or has been otherwise disposed of under the supervision of a U.S. Customs and Border Protection Officer or a FSIS inspector.</small>			
33. PRINTED NAME OF CUSTOMS BROKER OR APPLICANT	34. SIGNATURE	35. DATE	

Health Certificate

The health certificate should come from your country of origin after your original inspection before shipping to the US. See the following page for a correct example of a health certificate.

Critical Information:

We will not be able to alter this document in any way should any information be incorrect, so you should check the following information before shipping for inspection.

- Document Must Be In English and ORIGINAL
- Have Seal and Signature of Agency official (veterinary)
- Seal of Foreign Government
- Country of Origin
- Certificate Number
- Establishment # and Establishment Info
- Name and Address of Manufacturer/Distributor
- Product Name
- List of ingredients
- Species of animal or fish it was derived from (Scientific Names)
- Quantity and Weight of Content in Pounds
- Process Categories
- Shipping mark
 - if 2 loads come in 1 health cert, you may use the same shipping mark or state if your load has more than 1 mark
- If you have 2 different size or fish lots, split the quantity and weight (see photo)
- MUST ONLY HAVE PRODUCT THAT NEED TO BE INSPECTED ON HEALTH CERTIFICATE
- Once inspection has passed it will receive a stamp for release (as shown on photo)

34/01/17

FC VHO 2410

MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT - SOCIALIST REPUBLIC OF VIET NAM
NATIONAL AGRO-FORESTRY-FISHERIES QUALITY ASSURANCE DEPARTMENT

Must Be in English.

ORIGINAL

must be original.

TEL:

country of origin

INSPECTION CERTIFICATE

For Siluriformes consignment originated from the Socialist Republic of Vietnam
and intended for export to the U.S.A

certificate #
Reference No:

I. Consignment information:

Name of consignor: Address: Tel:	Name of consignee: Address: Tel: Fax:			
Name of the processing establishment: Address: Approval number: YOUR EST# If the source materials originate from a country other than the exporting country, source country and foreign establishment number:***				
Description of product (including below): most have scientific name FROZEN SWAI FILLET (Pangasianodon hypophthalmus) Species: Siluriformes - other Process category: Raw - Intact Product category: Raw intact meat - other Product group: Cuts Lot/Identification number(s) on the units: shipping mark Container No./ Seal No.:		Temperature of product: Ambient <input type="checkbox"/> Chilled <input type="checkbox"/> Frozen <input checked="" type="checkbox"/>		
No.	Type of packages	Number of units (CARTONS)	Net weight (Lbs)	Date (period) of Production
1.	IQF, 15 LBS BULK / CTN, 100%NW	Split BY 2,540	38,100.00	
2.	IQF, IVP 2 LBS/BAG X 10/ CTN, 100% NW	lot 224	4,480.00	JUN. 10, 2017
Place of Dispatch (port):		Place of Destination (port): NEWARK, NJ, USA		
Date of Dispatch: NOV. 07, 2017		Mean of Conveyance:		

II. Health Attestation:

The product described on the certificate was produced in accordance with the regulatory requirement in 9 CFR 557.2

Stamp/Seal

Date of issue: 7

OV. 07, 2017

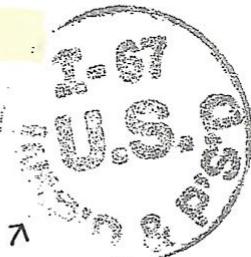
(Name, title and signature of government official)



DEPUTY DIRECTOR
NGO TAN NGOC

official Release
from USDA after passed.

***MOCK Health Certificate



Container Breakdown

This document is still incredibly important to the inspection process, but does not have as many requirements as the others. This will help us identify what will be coming in the shipment. The inspector uses it to verify what has been sent to our facility.

Critical Information:

The following information is important to include in your container breakdown; please see the example on the following page for further help creating your own document.

- Must contain how many cases per lot AND shipping marks in container
 - Please add shipping marks on break down if there are more than 1 in same shipment
- The weight per lot
- Total cases and weight



NATIONAL ROAD 30, WARD 11, CAO LANH,
DONG THAP PROVINCE, VIETNAM

Ho Chi Minh City, DEC. 17, 2017

PACKING LIST

NO. 1
2017

Applicant:

TUSTIN CA 92780
TEL: 1-

Contract No. :
Tracking Ref. :
Date of Delivery : DEC. 17, 2017
Means of Transport :
Transport receipt : VNN
Place of receipt : HOCHINH
Place of departure :
Place of destination : NEW YORK, USA
Container / Seal No. :
FDA registration number : 1502

SIZE OZ	DESCRIPTION OF GOODS	NUMBER OF PACKAGES	EACH PACKAGE		TOTAL OF WEIGHT	
			NET	GROSS	NET	GROSS
	FROZEN STRIPED PANGASIUS FILLET FIRST GRADE, SKINLESS, BONELESS, BELLY OFF, 100% NW, PROTECTIVE GLAZING IQF, BULK PACK 15 LBS/ CTN	CARTONS	LBS	LBS	LBS	LBS
3-6	SHIPPING MARK: 4727	2,950	15.00	17.50	44,250.00	51,625.00
PRODUCT OF VIETNAM FARM RAISED		TOTAL		2,950	44,250.00	51,625.00

SIGNED BY:

[Handwritten signatures and initials]

***MOCK Container Breakdown

Options After a Failed or Rejected Inspection

Catfish imports can fail the inspection for a number of reasons with only 3 options for moving forward.



What You Can Do With Your Failed Catfish After Inspection

When your catfish product fails inspections, you'll only have 3 options moving forward depending on the reason of failure. Preferred Freezer Services of Elizabeth NJ is ready to accommodate you with any decision you make regarding your failed catfish.

Paperwork Issue - If the inspection fails due to a paperwork discrepancy, we are likely able to fix this for you as an agent acting on behalf of the Importer of Record. However, if the issue arises from the health certificate, you will need to request a new one on your own and have it sent to us so that we may inspect it and apply for a new inspection.

Labeling Issue - On occasion, the product will fail due to a labeling issue. If this is the case, you can contact your embassy to have the labels fixed and apply for a new inspection.



This can take time as your embassy will have to fix all the labels with an FSIS inspector on site, but it is a great option for products that did not have any actual issues themselves.

REMEMBER, only fish in the family Ictaluridae can be labeled with the word “Catfish” in US commerce.

What Happens to Rejected Siluriformes/Catfish After Inspection

Adulterated or Rejected Fish - When a product fails inspection due to the fish itself, you have three suboptions left. You may either have the product shipped back to its country of origin or ask us to destroy the product.

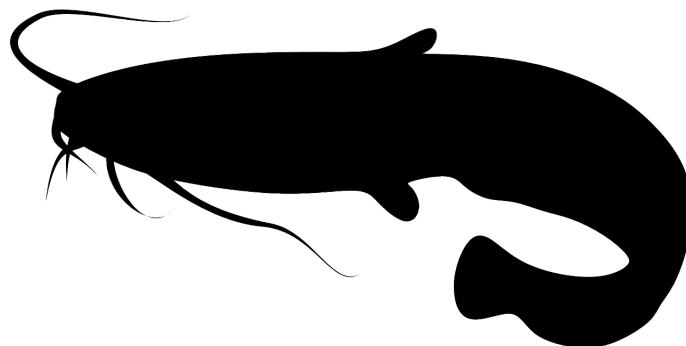
Destroying it includes injecting every part of the product with a chemical denaturant that will prevent any human or animal from ingesting it.

FSIS will also allow rejected goods to be converted to FDA pet food in some situations.

You do not have the option to contact your embassy for help when a product fails inspection due to the product itself. When you choose to ship the product back to your country, you can do with the product what you will, but you will not be able to import it back into the United States. While we have yet to see this happen, we are prepared to help you handle this in every way possible.

Why This Is Important to Know Beforehand

Catfish and other siluriformes do not fail inspections often from what we have seen, but you should be careful and have this knowledge should the situation arise. It is best to know your planned course of action as early as possible after the inspection.



Should your inspection fail at one of our Preferred Freezer Services Warehouses and I-Houses, you can contact us at any time for advice in regards to your failed product.

We aim to be rated “The Best” by every customer, vendor, and employee. Your catfish inspection will be a priority to our staff any time it enters our building.

Defining Siluriformes

Understanding what is considered a siluriformes is incredibly important to be successful in this business; check out our list and other sources to be sure your product falls under this category and is inspected.



Under the new jurisdiction being fully enforced in September 2017, the FSIS will inspect all types of siluriformes fish entering the United States whether they are farm-raised or wild-caught. This also includes eggs and air bladders of siluriformes that are imported for human consumption.

To understand what exact catfish must be inspected entering the United States, the FSIS has created a list including all siluriformes and catfish that must be inspected. You can find that list on their website at <https://www.fsis.usda.gov/siluriformes> or email your questions to Justin Harris at JHarris@PreferredFreezer.com

Siluriformes Families that Must Be Inspected for US Commerce

Because these fish can fall under a variety of names, it is best to refer to the list provided by the FSIS with the scientific name of the catfish you have. Siluriformes that fall under the jurisdiction are part of any of the following families:

- Ariidae
- Bagridae
- Clariidae
- Heteropneustidae
- Ictaluridae
- Pangasiidae
- Pimelodidae
- Schilbeidae
- Siluridae
- Sisoridae

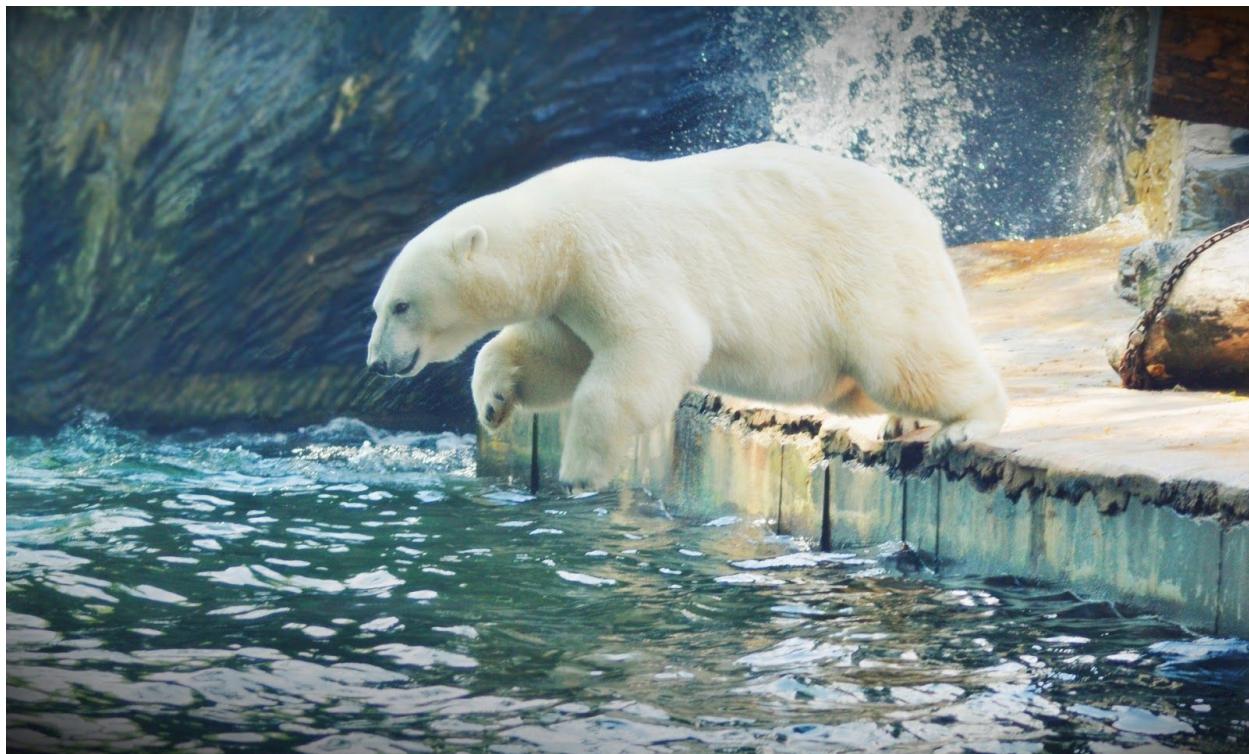
All types of fish that fall under these families must be inspected upon entering the United States.

Siluriformes Fish Product with Other Ingredients

If you have a product that has multiple ingredients besides siluriformes, your product must be inspected by FSIS under certain conditions. If it contains at least 3% raw siluriformes or at least 2% cooked siluriformes, then it is required to be inspected.

Any product with less than those amounts of siluriformes in it is exempt from the FSIS Inspection.

The United States is not currently allowing catfish that has been CO treated into the country. If your siluriformes or catfish have been smoked or treated with carbon monoxide, they will not be permitted to enter US commerce.



Should your product meet any of these criteria and require an inspection upon entering the US, it is best to think about the process early on; we hope to provide you with enough information to prevent any possible problems

For this inspection to occur, you will need to find the nearest I-House; Preferred Freezer Services currently has 16 I-Houses operating at various convenient locations across the US. Should you have more questions regarding your siluriformes imports, please see the USDA's Frequently Asked Questions, or feel free to contact our team at (973) 854-9400 or email your questions to Justin Harris at JHarris@PreferredFreezer.com

Find a Preferred Freezer I-House Location for Your Siluriformes/Catfish Inspection

Preferred Freezer Services has 16 operating and FSIS approved I-Houses for your next catfish inspection. Locate one with our map below, or contact Justin Harris at JHarris@PreferredFreezer.com with any questions about what location might be right for you.

We look forward to opening more I-House locations in the future! As we do so, we will be sure to send you all the updated information so that your siluriformes and catfish information is completely up to date.

