Technical Market Access Proposal
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Definition

TECHNICAL MARKET ACCESS PROPOSAL/ SURVEY
Definition

- Technical Market Access Survey (TMAS) or Market Access Proposal (MAP) refers to a document prepared by an exporting country providing specific information on a commodity being considered for export.
Contents

- Information commonly requested by a trading partner and normally included in a MAP
  - Proposed commodity/plants
  - Production area
  - Pests associated with the crop
  - Treatment and packaging: before transport
  - Quantity to be exported: per shipment
  - Method of transport: by sea or air
Initiation

WHEN DO YOU PREPARE A TMAS/MAP?
Initiation

- A TMAS may be prepared in response to a request from an exporting country for information on a particular commodity for which an import permit was requested.

- In other cases, the relevant Government authority of the exporting country, in seeking market access, may prepare a written submission (a market access proposal) to the counterpart of the importing country.
Initiation

- In both cases, the importing country requires a TMAS/MAP to carry out a Pest Risk Analysis (PRA).

- It provides the importing country with the information necessary to evaluate the Phytosanitary requirements necessary for your produce, to enter the country.
Request

TMAS – PROCESS OF PREPARATION
Information gathering

TMAS – PROCESS OF PREPARATION
Information gathering

Potential exporter facilitates the information gathering in relation to the plant/plant produce.

- Farming practices and associated pests

Protected agriculture

Sweet potato weevil trap in field
Information gathering cont’d…

- Preparation of plant/plant produce before transport

- Harvesting potatoes
- Sorting harvest – not fit for export
- Wash bin and dip tank
- Sweet potatoes & carrots on drying rack
- Packaged fresh produce
Information gathering cont’d...

- Other information required include:
  - Quantity to be exported per shipment
  - Method of transport to importing country

By sea or air
Response

TMAS – NEXT STEP
Response

- After the receipt of the TMAS the importing country prepares an Import Pest Risk Analysis.
- This process can take 3 months to years depending on the country.
- Response from the importing country will include recommendations for phytosanitary procedures to be done before the plant/plant produce can be exported.
The Process summary

1. Farmer/exporter wants to export to a new country OR a new plant/plant produce.
2. Exporter secures the market abroad.
3. Apply for an Import Permit from importing country.
4. Importing country’s National Plant Protection Organisation (NPPO) requests TMAS from Plant Quarantine and/or potential exporter.

**Potential exporter** assists the PRA Unit with information gathering in relation to the plant/plant produce:
- Farming practices & common pests
- Preparation of plant/plant produce before transport
- Quantity to be exported
- Method of transportation (by air/sea)

**TMAS** is prepared and given to the NPPO of the importing country.

**PRA Unit prepares TMAS**

After receipt of the TMAS, the importing country prepares an Import Pest Risk Analysis.
- This process can take 3 months to years depending on the country.
- Response from the importing country would have recommendations for phytosanitary procedures to be done before the plant produce can be exported.

**Importing country responses**