



Q: How do you describe the value of AFFI membership in two words?

A: “*PROBLEM SOLVED.*”

AFFI’s reputation as a credible advocate delivers results on legislative and regulatory issues affecting the entire industry. However, AFFI also is highly effective in company-specific issues that require government advocacy and expertise. The following are recent examples of how companies have experienced first-hand the value of AFFI membership:

- *An AFFI member company that processes meat and poultry products has the potential to add a second shift at a plant. The Food Safety and Inspection Service (FSIS) had not responded to a request for an inspector on the second shift. No inspector meant no second shift, which meant lost business and jobs. AFFI opened the right doors, and FSIS has agreed to a second shift inspector.*
- *An AFFI member company’s Food and Drug Administration (FDA)-regulated product meant to be “fully cooked” is being utilized as “ready-to-eat.” The customer found a pathogen in the product, and the distributor is concerned about recalls and liability. AFFI served as a resource to brief the companies on FDA’s policy concerning “ready-to-eat” products, and referred the distributor to AFFI’s legal counsel for work related to liability concerns.*
- *An AFFI member company’s meat and poultry product has been designated historically as “not-ready-to-eat.” FSIS is now challenging that position, saying the blanched product is “ready-to-eat.” The change, if upheld, would require significant changes to the company’s HACCP plan and testing policies for Listeria monocytogenes (Lm). AFFI is working to find a way to maintain the product’s “not-ready-to-eat” status.*
- *An AFFI member company is selling a frozen fruit to a customer that utilizes it on a “fresh fruit and salad bar.” The company’s customer wanted documentation that the frozen fruit can be considered fresh. AFFI provided the documentation, to the customer’s satisfaction.*
- *An AFFI member company was notified that a flavor it uses contains an allergen. AFFI briefed the company on FDA’s current policy on allergens, as well as the potential impact of pending allergen legislation. AFFI also referred the company to AFFI’s legal counsel for help with liability issues.*

Q: Where do you turn?

Visit www.affi.com or call AFFI’s Industry Affairs Division at (703) 821-0770 for more information.