



September 1, 2022

## Notice to Fertilizing Material Licensees Use of the Term “Seabird Guano” on Fertilizing Material Labels

Dear Fertilizing Materials Licensee:

Seabird guano has a history of use within fertilizing material products. To ensure uniform labeling in California and provide accurate representation to consumers, the Fertilizing Materials Inspection Program will be implementing standards for labeling of seabird guano. Beginning January 1, 2023, all new labels must meet the updated definition. For registration renewals of seabird guano-containing products, firms must provide supporting documents at the next renewal. Label changes must be submitted and approved during your firm’s next renewal cycle and must be fully implemented in the channels of trade by the subsequent renewal cycle.

As of January 1, 2023:

- 1) To be registered for distribution in California, products claiming to contain seabird guano must comply with the following definition:  
**“Seabird guano is the fecal excrement from marine birds. Seabird guano has an organic matter content greater than 40%, is a source of nitrogen (N) and available phosphoric acid (P<sub>2</sub>O<sub>5</sub>).”**
- 2) Registration application for any product claiming seabird guano must provide:
  - a. Documentation of the seabird guano supplier (invoice or proof of purchase);
  - b. Laboratory analysis of the seabird guano that includes total organic matter content, total nitrogen (N) and available phosphoric acid (P<sub>2</sub>O<sub>5</sub>).
- 3) Labels that specify the origin of the seabird guano must provide proof of that claim.
- 4) “Fossilized seabird guano” or “mined seabird guano” are not acceptable terms on fertilizing material labels. If the material meets the definition, it should be labeled as “seabird guano.”
- 5) If a seabird guano ingredient supplier has not provided the supporting data to the program, the product guarantor is responsible for providing that documentation.
- 6) At the Department’s discretion, products submitted for registration as seabird guano may require an analysis for avian DNA prior to registration. The program may also conduct DNA analysis of products in the channels of trade.

If you have any questions, please contact our office at [fertilizer@cdfa.ca.gov](mailto:fertilizer@cdfa.ca.gov) or (916) 900-5022.

Sincerely,

**ORIGINAL SIGNED BY NICK YOUNG**

Nick Young  
Environmental Program Manager

