



Frequently Asked Questions on PAM

- 1. What is Product Authentication Mark (PAM)?**
This is a mark of quality that is affixed on all finished products to demonstrate their conformity to approved standards.
- 2. When is PAM issued?**
The mark is issued upon application by the manufacturer or importer having paid the application fee.
- 3. What is the application fee for PAM?**
The cost of each PAM stamp is ₦2.00. Each stamp shall as far as possible be applied to each retail unit.
- 4. How is the mark issued?**
The marks are issued as PAMs that are specific to each product. These stamps bear security features plus a QR Code that a smart phone is able to scan and are to be issued in exact quantities commensurate to the production units.
- 5. How is the mark applied?**
The mark is applied on each and every product to ensure traceability and tracking and shall not be defaced in any way to ensure legibility and conspicuousness. They may be applied by hand or using suitable applicators.
- 6. When should an importer/manufacturer start using the mark?**
The effective date is 2nd Quarter 2018.
- 7. What happens to products without PAM and are still in the market?**
Products already in the market without PAM are allowed for sale up to end of Second Quarter 2018. No product will be allowed for sale in Nigerian market without the PAM after 30th June, 2018.
- 8. What happens to those products that do not have the PAM at point of sales after 30th June 2018?**
These products shall be assumed substandard or counterfeit and shall be seized and destroyed. However, those goods that were produced/ imported legally prior to commencement of the programme can still apply for the PAM stick.
- 9. How do we handle imported products that have no SONCAP certificate?**
The test report used to clear the goods at the point of entry will form the basis of issuance of PAM and the importer will be required to submit the test report, packing



list and receipt of payment of the requisite penalties for goods that are subject to destination inspection.

10. Do raw materials require PAM?

No, PAM are applied to items that will sell at a retail outlet.

11. In case where PAM are not issued on time due to technicalities, how will SON ensure that there is no delay at the port of entry?

PAM don't form clearance trail, it is after port clearance that PA should be affixed. However, application for PAM must be submitted before SON final clearance.

12. Where will PAM be applied, at the warehouse or port of entry?

Affixing of PAM should be after clearance but before offer for sale. The fixing should be at the warehouse.

13. Do fertilizers require PAM?

Yes, for packaged direct sale fertilizer. Locally re-package fertilizer will require PAM.

14. We import thousands of items like bearings and belts; does it mean we have to put PAM on each?

Yes.

15. Goods in warehouse that may not sell by 30th June, 2018, can we use old SONCAP certificate to apply for PAM?

Yes, you can apply for PAM using old SONCAP certificate.

16. SON said PAM will be made available within 3 working days, what happens to air freights where the period is less than 48 hours?

Clearing will take place and sticking will be made before availing for sale.

17. Do the PAMs have validity period?

Yes, they are guided by the SONCAP and shelf life of the product.

18. We import in bulk such as auto paints in drums and re-package for sale. The SONCAP certificates are obtained for the drums. How do we get the PAM for the subsequent smaller items?

PAM are for sellable finished products. Local PAM PAMs will suffice for the finished locally re-package products.

19. We import photocopying papers at five rims per carton. Do we put PAM on carton or rim?

PAM shall be affixed on each rim.



20. Are the PAM applicable to petroleum/lubricant industries?

Yes, it applies to all finished and package product for sales.

21. We import paper for making exercise books; will we be required to use PAM?

Local PAM will suffice for the finished products.