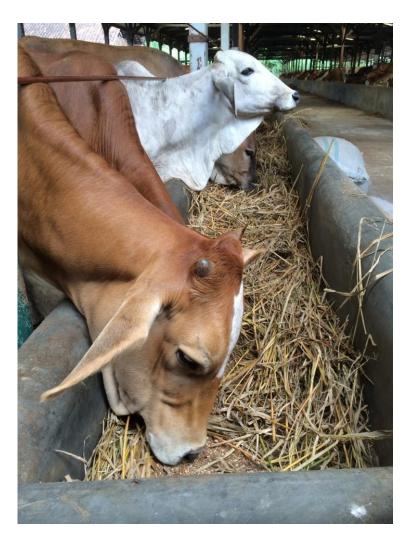


Translating market access and compliance into trade

Wayne Collier – Livestock Export Program







Market Access



Market Access

- Protocols are an agreed set of health conditions
- Negotiated between Australian and overseas Government
- Seek to improve upon generic import requirements
 - Recognising Australia's excellent animal health status
- Balances appropriate risk management with commercial reality
- Are valid until either country seeks to vary them
- Health protocols are rarely perfect but compromise allows trade
 - Whatever is in the protocol must be met



Common elements of a protocol

Element	Element
Disease freedom (country, zone & property)	Treatments (e.g. parasites / oxytet)
Residency (on-farm, in Australia & in a zone)	Vaccinations
On-farm requirements (e.g. isolation)	Individual animal inspection (infectious diseases and injury)
Testing	Other – residues / HGPS
Quarantine period	Importing Country Government oversight

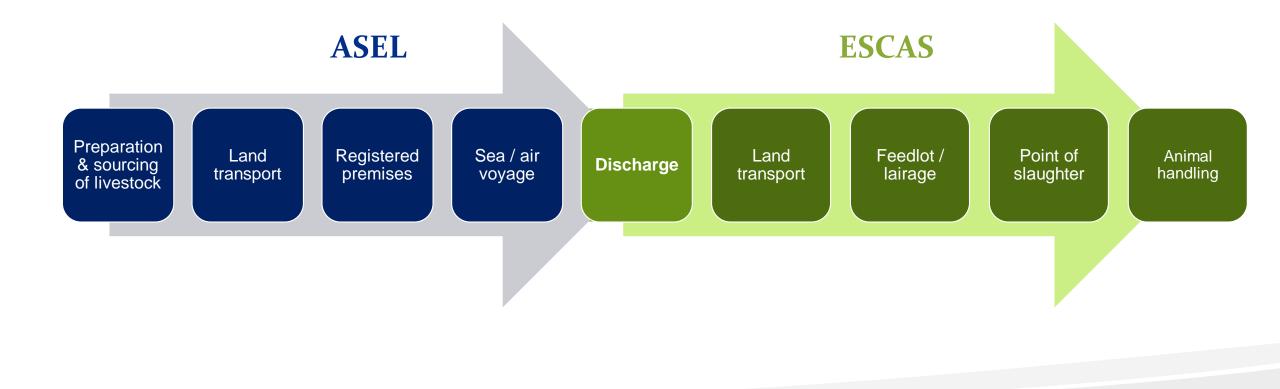




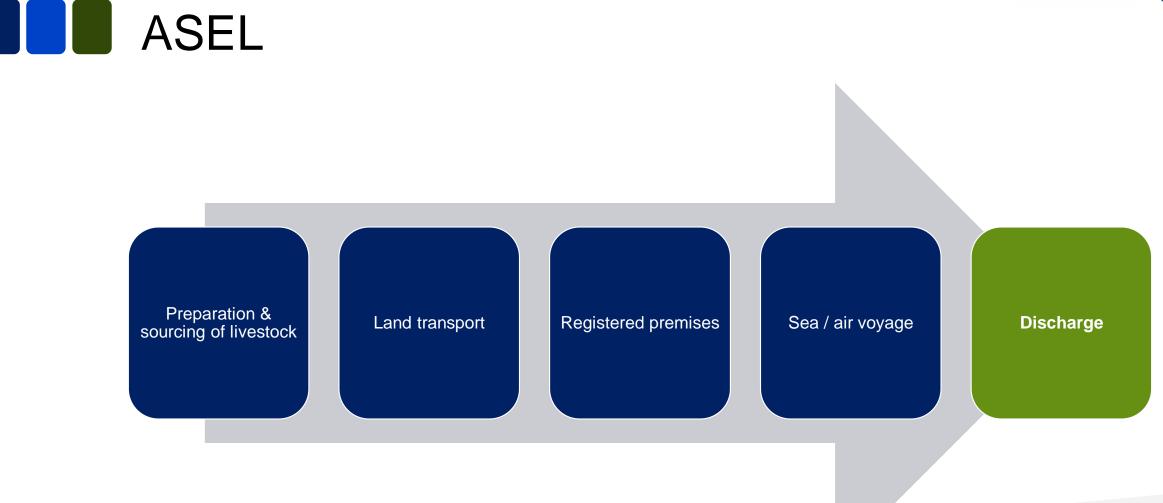
Regulation



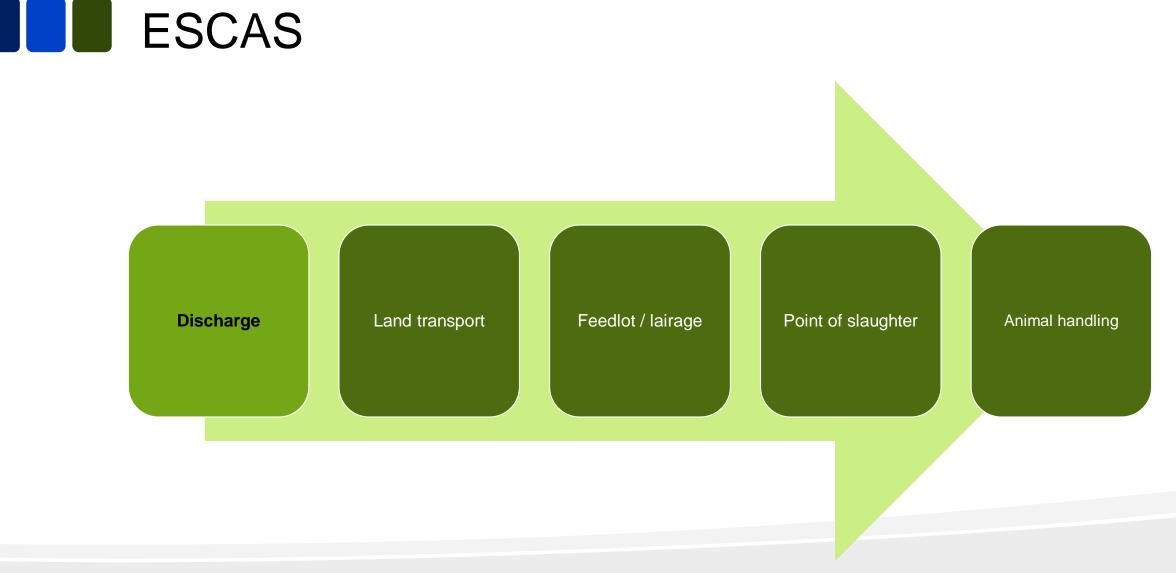






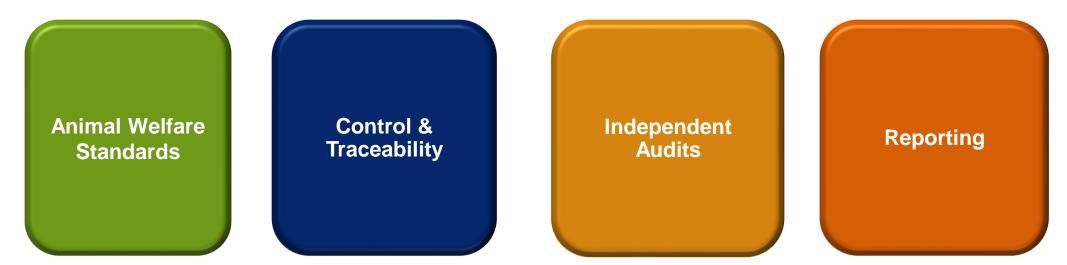








ESCAS – Key elements





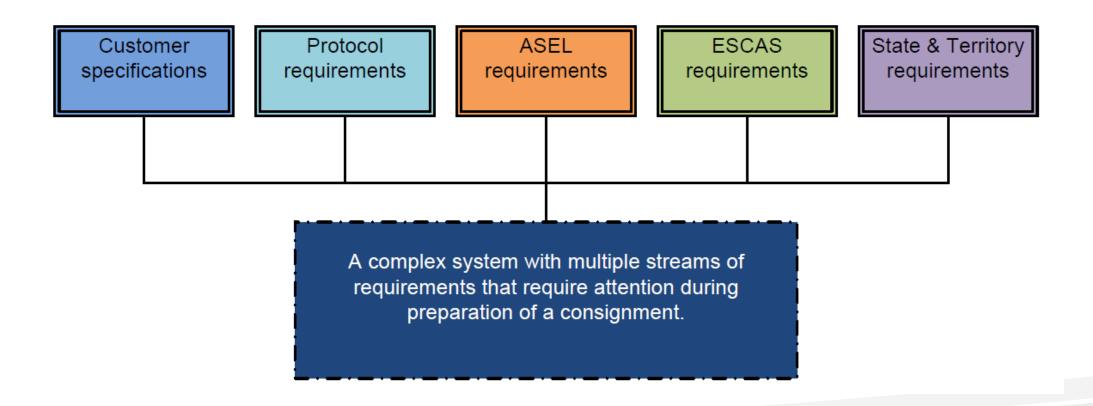


_	Supply chain element / facility name:															Exporter name:		
	Facility Type (e.g. abattoir)			Daily sla of a	ughter nimals c	obsen	red o	durin		dit						Auditor Name :		
	Facility Address:														F	Auditor signature: Audit Company:		
	Name of Primary Contact:			Email /	lddress											Date of This Audit:		
P	rimary Contact Phone No:		_													Date of Last Audit:		
_	Requirement							bee	ervat	tion						1	Summary	
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			11	72	75	74	Ħ	75	7	•	77		78	79	8	Animals that baulk	ed %	<3%
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	V = Animal vocalised (c		Indicate where checked: Land transport/Feedlot/Lajcage/Slaughter (Stun)/Slaughter (no stun)										Handling/moveme meets standard	ent Yes	No			
			Com	ments:														

SCAS Audit Summ	ary Report						
Audit details							
Reporting Revised	(Reporting period number and dates)						
Avitt type	(initial or performance)						
Exporter	(Nome)						
	(Address)						
	(Connect densite - phone/lemail)						
Importer	(Nome)						
	(Addread)						
	(Contact details - phone/lemail)						
Audit organization	(Name)						
	(Astress)						
	(Contact details - phone/lemail)						
Name and signature of auditor(s)	(Nome 1)						
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	(Name 2)	_					
	(Signature 3)	(De 495	n of Hum)				
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abattoirg)	E.p. Abottoli A (Nome/Address)						
	6.p. Abottok \$(Nome/Address)						



Requirements for consignment preparation





Exports – in practice

How does it all come together?



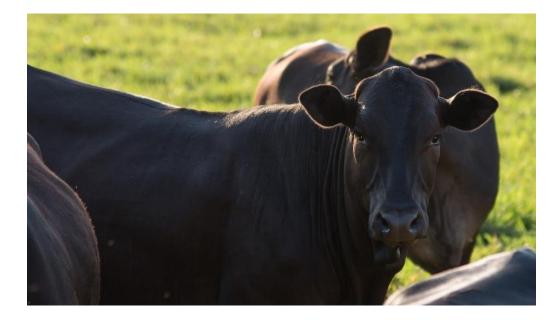




Protocols in practice



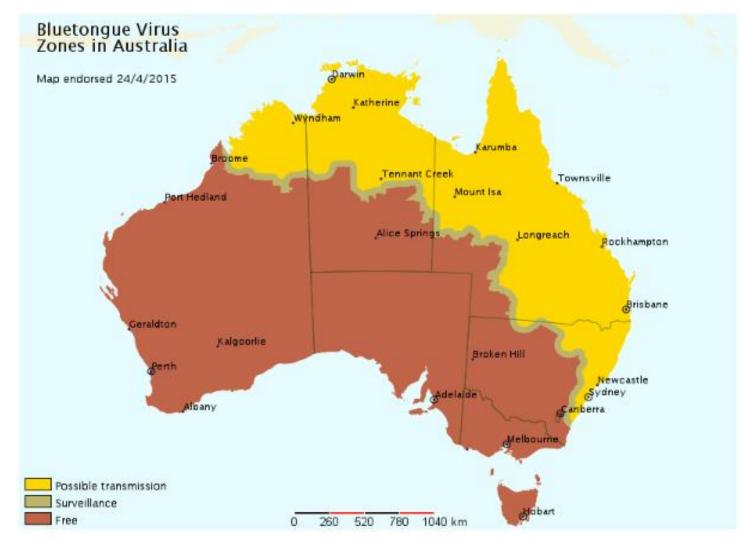
Residency and property clearances



	NAL VENDOR DECLARATION	(CATTLE) 00412	Are any of the cattle in this consignment still within a Withholding Period (WHP) or Export Slaughter Interval (ESI) following treatment with any veterinary drug or chemical?
Owner of Property Reservery Property Ins Multi be	place where the journey commenced		Yes No If Yes, give details: (heard additional details in question in growthm in growthm in the part 64 days, have any of the cattle in this consignment consumed any material that was still within a withinking period when harvested, collected or first grazed? Yes No If Yes, give details: Yes No If Yes, give details: 'and when a still within a withinking period when harvested, collected or first grazed? 1000000000000000000000000000000000000
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Requirements vary between BTV region and class (feeder / slaughter)





Quarantine and HGP freedom clearance





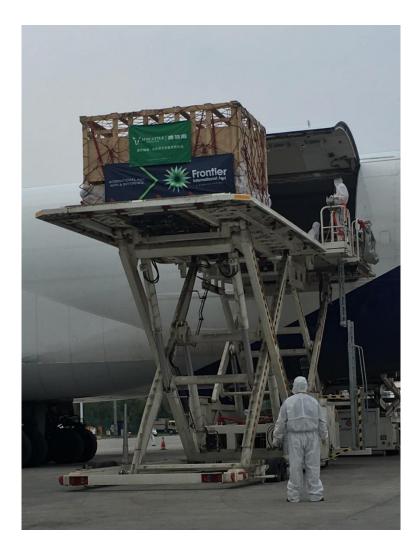


Chinese Government oversight of preparation





Successful outcome







The Commercial process

- We are in the sales business we need to deliver a quality product on time.
- Interacting with customers
- Understanding their supply chain and ESCAS
- Negotiating deals the price?
- Shipping schedules delivery dates
- Commercial arrangements terms and conditions, contracts
- Logistics and getting it right





ASEL in practice



TRACE (Tracking animal certification for export)

Notice of Intent - TRACE - Department of Agriculture - Windo	ws Internet Explorer	_		
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Australian Government Department of Agriculture TRACE Tracking Animal Certification for Exp	ort			
TRACE Home Applications TRACE Home Applications	gement 🔻		Current user: Hamish Shannon (har	nish.shannon@elde
Related Applications Submitted Reports Notice of Intent (Sea)				
Notice of Intent for Livestock Exports b	y Sea Transport			
Summary				
Application Id: 14876	Exporter: North Australian Cattle Company Pty Ltd	Status: Withdrawn	Type: Notice of Intent (Sea)	
LNC#: LNC-008038	Destination: Vietnam	Species: Cattle	Departure Date: 25/11/2015	
Note: Fields marked with asterisk (*) are mandatory.				
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TRACE

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	L247 Exporter Lie	ence Number ence Name * ralian Cattle (579			Addr GPC Addr Cull Subu State Post	code	ss Details		Exporter Conta Contact Name Patrick Underwood Phone (08) 8981 4033 Fax (08) 8981 1191 Mobile 0407 262 260 Email Patrick.underwood					E
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•Weight

Pregnancy status

•Visible disease or injury

•Sex

•Price

•Horns

•Fat score

•Blindness

1st selection

Sourcing and inspection

• On-farm selection



Source: Marie Nirme



Export documentation

- Import permit / translation
- Declarations on-farm, pregnancy, NVD / waybill, RFID
- Property of Origin Clearances
- Individual weights
- AAV and yard isolation declaration
- Cattle inspection & leave to load
- On ship- BOL, Manifests, Exporters instruction,
- Fodder and water
- Application for livestock export permits & statement of facts
- Health Certificate, Permit to export





Ship Check list



SHIP CHECKLIST

VESSEL NAME : Barkley

VOYAGE : 15-V38

CONTRACT :

STOCKMAN :

LOAD SUPERVISOR :

FOREX RATE SALES

FOREX RATE SHIP FREIGHT

	Sent / Requested	Received
INTERNAL COSTING		1
SIGNED CONTRACT OF SALE/PROFORMA INVOICE		
LATEST EDITION OF IMPORTING COUNTRY PROTOCOL ON HAND		8
REQUEST IMPORT PERMIT + ENGLISH TRANSLAT (SUBMIT WITH CRMP)		1
LIVESTOCK PREPARATION AND DOCUMENTATION	Sent	Received
LOAD ID PLAN		
NOI/CRMP ~ FAX TO AQIS CANBERRA		/
BOOKING INSTRUCTIONS TO EXPORT DEPOT/S - FAX		
CRMP - FAX TO EXPORT DEPOT/S		/
BOOKING INSTRUCTION - FAX TO AAV		1.0
PURCHASE CONTRACTS		
LIVESTOCK SOURCE DOCUMENT		6.
PROPERTY OF ORIGIN HEALTH CERTIFICATES	1	
FAX IMPORT PERMIT TO AQIS CANBERRA	- S	/
RECEIPT OF APPROVED EXPORT PROGRAM FROM AQIS	-	
APPROVED EXPORT PROGRAM - FAX TO AAV VET		/
VENDOR DECLARATION FOR EXPORT		
PREGNANCY TEST CERTIFICATES (VENDOR)		
STOCKMAN DETAILS - EMAIL SHIPPING AGENT		/
STOCKMAN ON BOARD - EMAIL LIVECORP		/
BOOKING INSTRUCTIONS TO LIVESTOCK TRANSPORT CO -FAX	2	

ORDERS

DERS	Ordered	Delivered
ORDER EARTAGS		
ORDER SYNOVEX		
ORDER PRE FEED FOR EXPORT YARDS		
ORDER SHIP FODDER		1

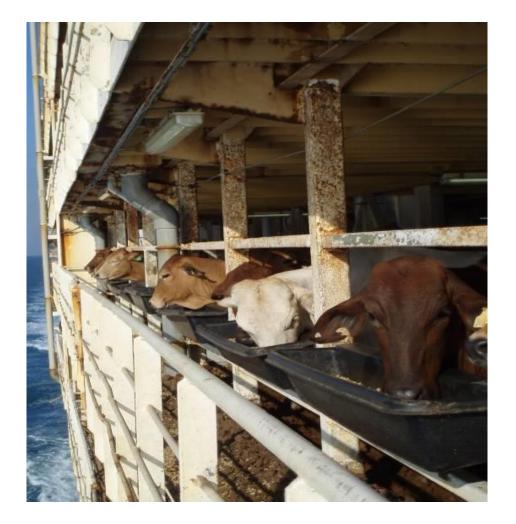
SHIPPING PREPARATION AND DOCU	MENTATION	Requested	Received
REQUEST E.D.N.'S FOR -	R - CATTLE		
	EARTAGS		
	SYNOVEX/MEDICMENTS		
	FEED SUPLEMENT		
	FODDER		
	OTHER	1 million (1997)	

euir	PING PREPARATION AND DOCUMEN	TATION cont		
SHIP	PING PREPARATION AND DOCOMEN	TATION, cont.	Sent	Received
	ADVISE E.R.A.'S TO -	SHIP AGENT		
		PORT AUTHORITY		
		STEVEDORES	-	
		SUPPLIERS		
		TRANSPORT		
	SIGNED CHARTER PARTY AGREEME	INT	/	
	CONFIRM ETA WITH SHIPPING AGEN	T		
	BOOK LABOUR STEVEDORES		/	
	LOAD ORDER DOCUMENT - FAX / E-	MAIL - SHIPPING AGENT		
				1
000	umentation to AGV		Sent	1
	COPY OF LOAD AND ID PLAN (PAGE	1)		
	A SIGNED COPY OF APPLICATION FO PERMISSION TO LEAVE FOR LOADIN		1.	
	TREATMENT INFORMATION			
	IMPORT PERMIT		maker 21	
	POO CERTIFICATES			1
	VENDOR DECS.		1.1.1.1	
	SPEY/PREGNANCY TEST CERTIFICA	TES		1
				1
oc	UMENTS TO SHIP		Printed	Returned
	BILLS OF LADING (+ Envelope for Orig	inal to Ship's Master)	_	
	MANIFESTS			2010
	EXPORTERS INSTRUCTIONS			
	BILL RELEASE		1920918-5	
	APPLICATION FOR LIVESTOCK EXPO	ORT PERMITS		
	FODDER / WATER DECLARATION		1000	
	DEPOT ISOLATION DECLARATION TO		/	
	SHIP LOAD AND WELFARE SUMMAR	Y	/	
	WAYBILLS FROM EXPORT DEPOTS		/	
	AAV'S TREATMENTS AND INSPECTIO	ON CERTIFICATE		
			C. Brinner	La
TO	CKMANS DOCS		Printed	Returned
	DAILY REPORTS			
	END OF VOYAGE REPORT			
	WEIGHT AND DISCHARGE ACCEPTA			
	LOAD SUPERVISOR TO OBTAIN COP	Y SHIP CARGO/STOWAGE/DENSITY PL	AN	
000			Sent	1
03			Sent	
	POST SHIPPING FAX to AGENT/CLIEN			
	CONFIRM E.D.N.'S (within 10 days of lo		-	
	COMPLETE FINAL INVOICE - EMAIL T	O AGENT/CLIENT		
INA	L DISCHARGE REPORTS TO OFFICE:		Sent	Received
	END OF VOYAGE REPORT - FAX TO			
	SIGNED DISCHARGE WEIGHT/ACCEI		-	
		NAL SUMMARY REPORTS TO OFFICE	-	-
			-	
	FINAL VESSEL DISCHARGE REPORT			



ASEL on the vessel

- Load plan sex/weight
- Livestock penned on weight
 - e.g 300 kg, 1.110sq/m
- Livestock fed 3 times a day
- Unlimited water supply.
- Livestock monitored 24 hrs / day
- Stockman provides daily reports and end of voyage report
- Mortality rate
 - >10 days 1%. <10 days 0.5%</p>



Cargo plan



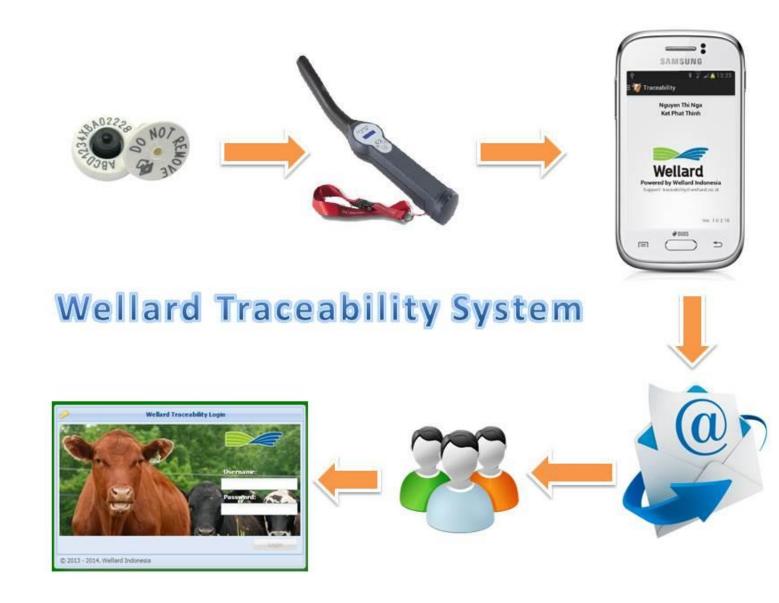
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ESCAS in practice







ESCAS Traceability & Control

 Each facility has at least One Animal Welfare Officer (AWO) present.







Feedlot and abattoir - ESCAS control and traceability









ESCAS control and traceability

1	04/20/2015 3:2998	2 123495708026	Vissan
2	04/20/2015 3:2994	2 000005838833	Vissan
3	04/20/2015 3:2998	2 123479437519	Vissan
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7	04/20/2015 3:2995	1 000015097373	Vissan
8	04/20/2015 3:2994	2 000011274740	Vissan
9	04/20/2015 3:2990	0 116001011144	Vissan
10	04/20/2015 3:2998	2 123490787261	Vissan
11	04/20/2015 3:2998	2 000150646305	Vissan
12	04/20/2015 3:2998	2 123481711511	Vissan
13	04/20/2015 3:2998	2 123492609510	Vissan
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ESCAS control and traceability







Bringing it all together





Questions

