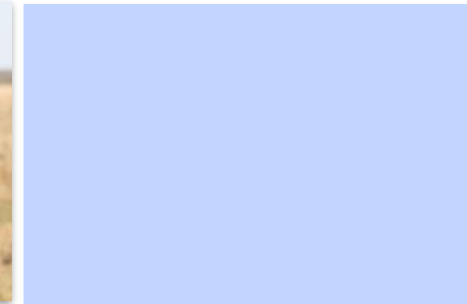
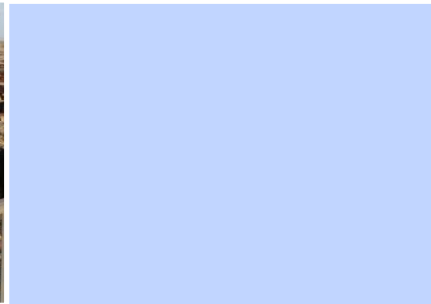
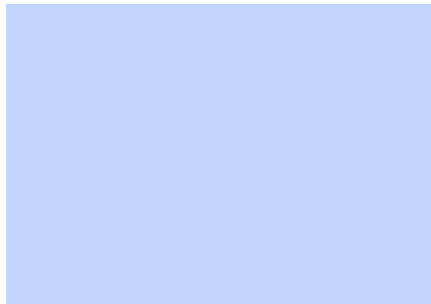




# Translating market access and compliance into trade

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

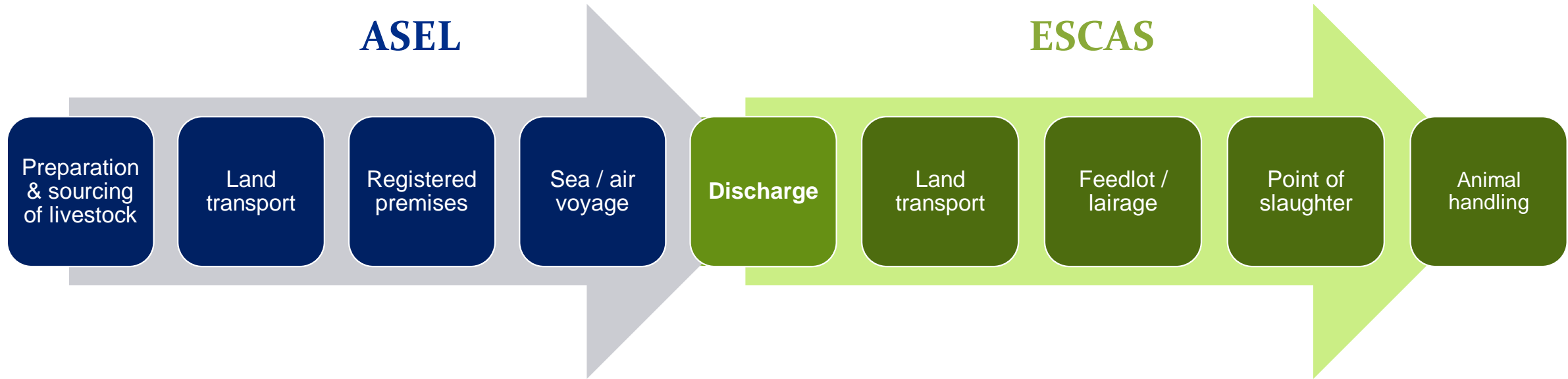
Element	Element
Disease freedom (country, zone & property)	Treatments (e.g. parasites / oxytet)
Residency (on-farm, in Australia & in a zone)	Vaccinations
On-farm requirements (e.g. isolation)	Individual animal inspection (infectious diseases and injury)
Testing	Other – residues / HGPS
Quarantine period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



# Regulation



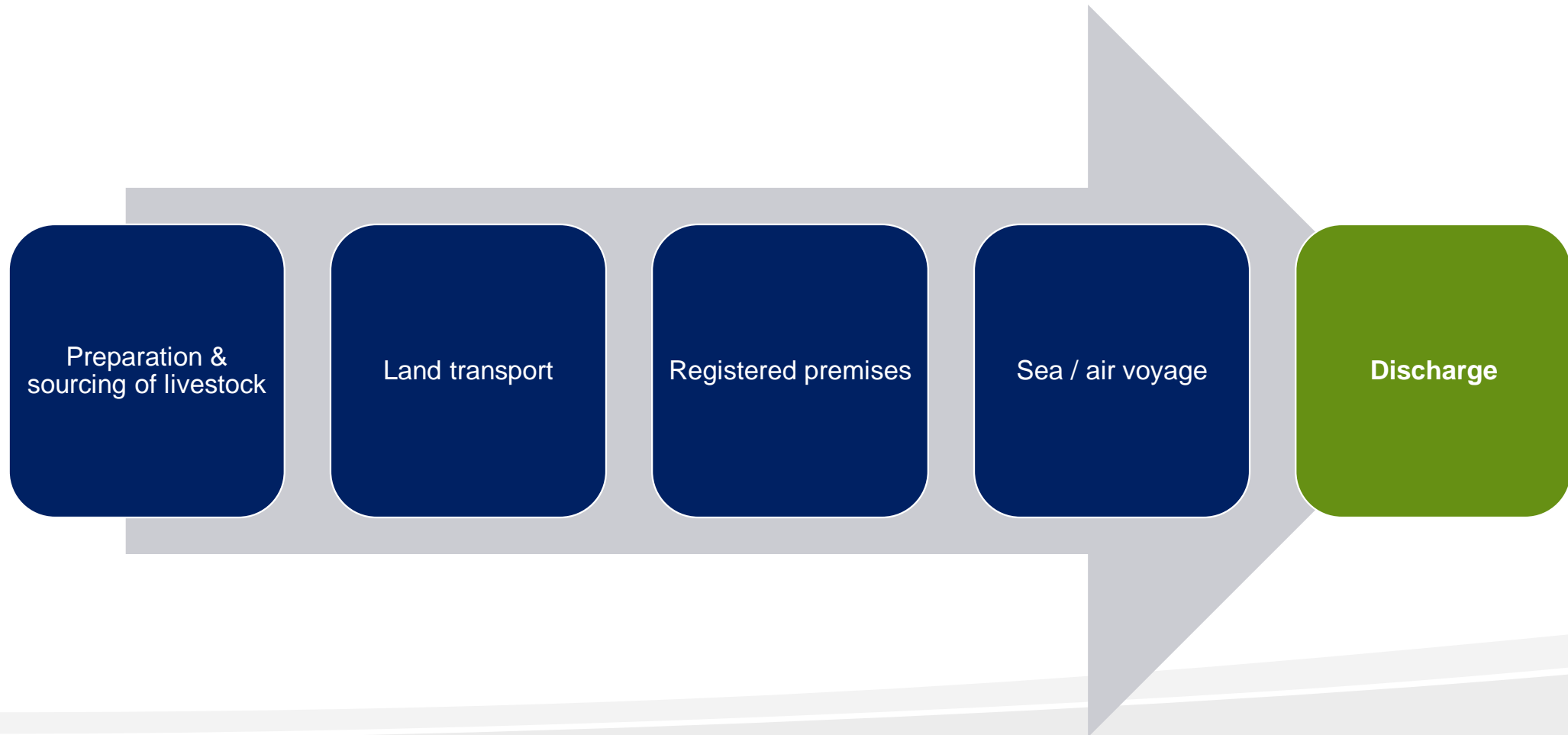
Regulation







# ASEL





# ESCAS





# ESCAS – Key elements

Animal Welfare Standards

Control & Traceability

Independent Audits

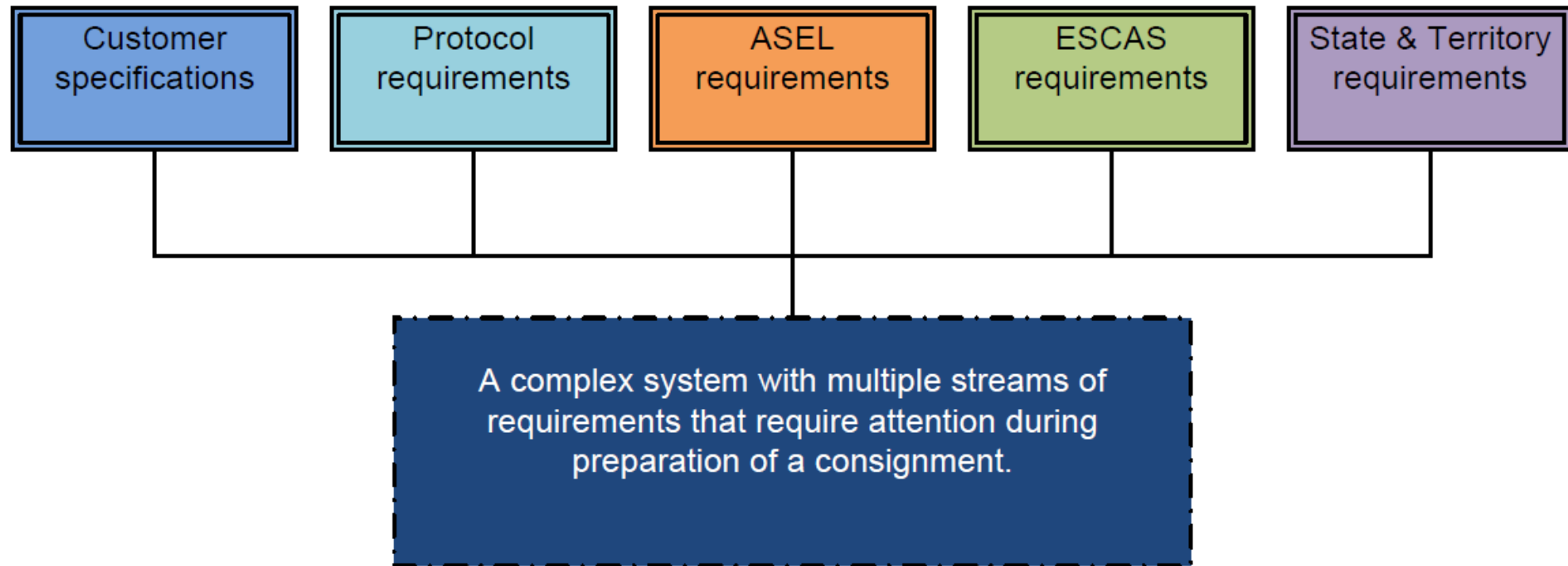
Reporting



ESCAS Animal Welfare Audit													
Supply chain element / facility name:						Exporter name:							
Facility Type (e.g. abattoir):		Daily slaughter capacity and number of animals observed during audit (abattoirs only):				Auditor Name:							
Facility Address:						Auditor Signature:							
Name of Primary Contact:			Email Address:			Audit Company:			Date of This Audit:				
Primary Contact Phone No.:						Date of Last Audit:							
Requirement	Observation										Summary		
<b>1 Handling and movement of livestock must be carried out calmly and effectively, avoiding harm, distress or injury</b>  <input type="checkbox"/> = Animal did not slip/fall/vocalise/baulk <input type="checkbox"/> = Animal fell <input type="checkbox"/> = Animal slipped <input type="checkbox"/> = Animal vocalised (cattle only) <input type="checkbox"/> = Animal baulked	1	2	3	4	5	6	7	8	9	10	Target		
	11	12	13	14	15	16	17	18	19	20	Animals that slipped	<input type="checkbox"/> %	<3%
	21	22	23	24	25	26	27	28	29	30	Animals that fell	<input type="checkbox"/> %	<1%
	31	32	33	34	35	36	37	38	39	40	Animals that vocalised (cattle only)	<input type="checkbox"/> %	<3%
	41	42	43	44	45	46	47	48	49	50	Animals that baulked	<input type="checkbox"/> %	<3%
	51	52	53	54	55	56	57	58	59	60			
	61	62	63	64	65	66	67	68	69	70			
	71	72	73	74	75	76	77	78	79	80			
	81	82	83	84	85	86	87	88	89	90			
	91	92	93	94	95	96	97	98	99	100			
Indicate where checked: (and transport/Feedlot/Chill/Slaughter (Stun)/Slaughter (no stun))						Handling/movement meets standard			<input type="checkbox"/> Yes <input type="checkbox"/> No				
Comments:													

ESCAS Summary Audit Report Template	
<b>ESCAS Audit Summary Report</b>	
Audit details	
Reporting Name:	(Company name/number/abattoir)
Sub Unit:	(Line or subline name)
Exporter:	(Company)
Facility:	(Company name/line/abattoir)
Inspector:	(Company)
Audit Organisation:	(Company name/line/abattoir)
Name and signature of Auditor:	(Signature) (Date of signature)
ESCAS Audit Summary Report This document is provided to the relevant Department of Agriculture and Fisheries (DAFF) and is subject to the Australian Consumer Data Protection Act (CDPA).	
Homebased producer:	Name and address of abattoir/other slaughterhouse
Address of all mobile slaughter units that are covered by this audit (include all mobile slaughter units):	E.g. District/Name/Address
Other slaughter units:	E.g. District/Name/Address
Other slaughter units:	E.g. District/Name/Address
Other slaughter units:	E.g. District/Name/Address
Other slaughter units:	E.g. District/Name/Address

# Requirements for consignment preparation





# Exports – in practice

## How does it all come together?





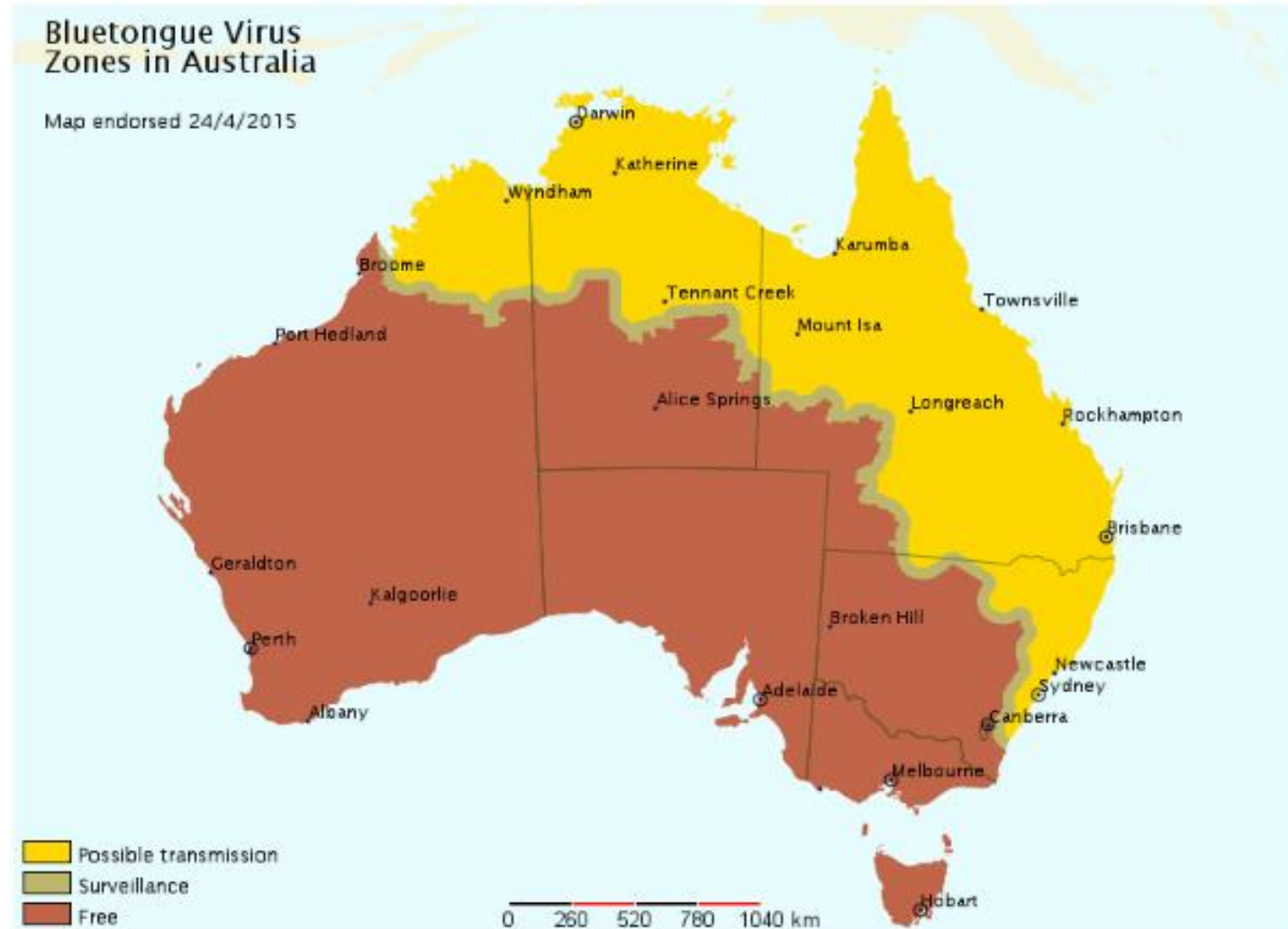
# Protocols in practice







# 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

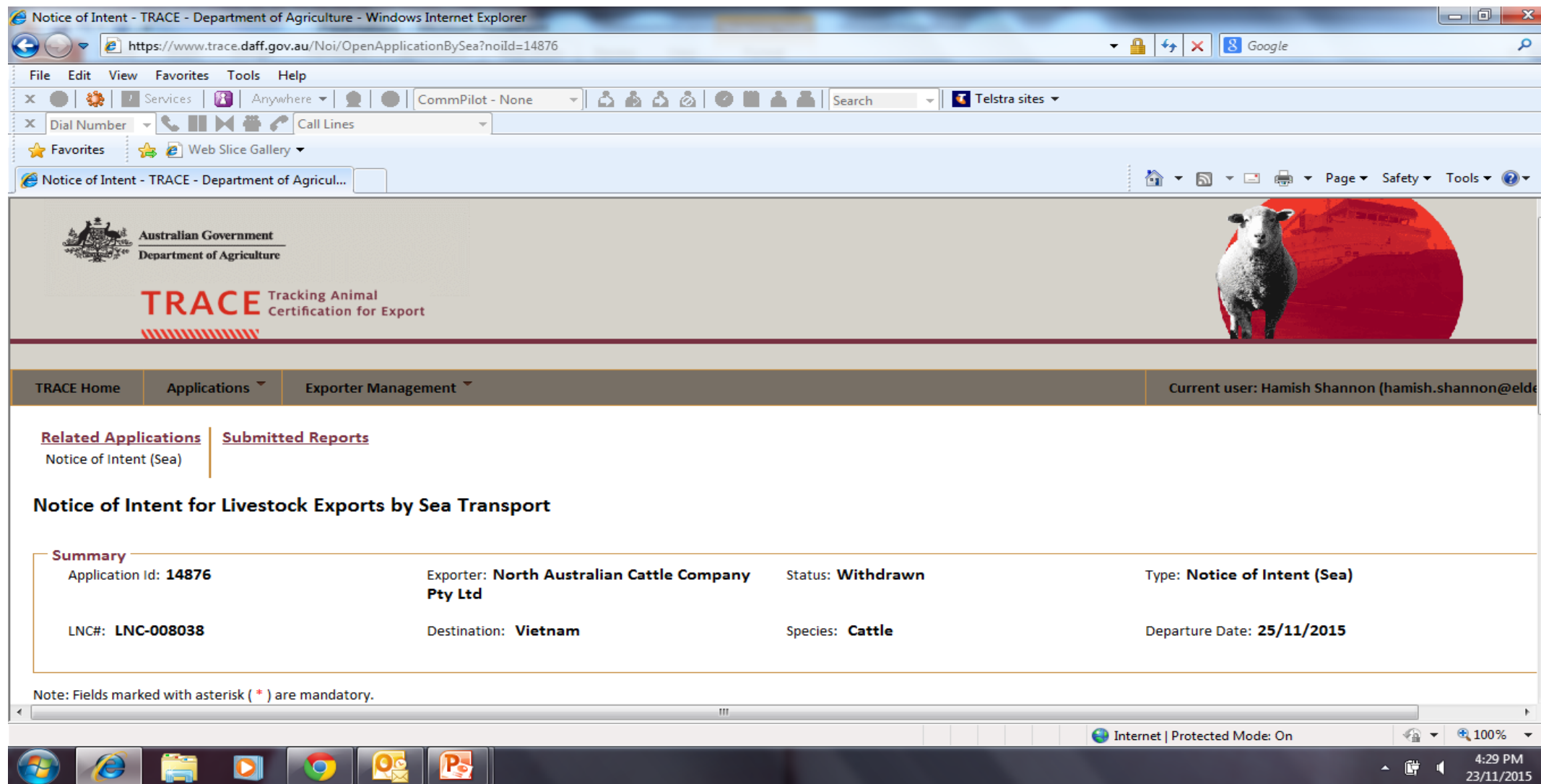




# ASEL in practice



# TRACE (Tracking animal certification for export)



Notice of Intent - TRACE - Department of Agriculture - Windows Internet Explorer

https://www.trace.daff.gov.au/Noi/OpenApplicationBySea?noiId=14876

Australian Government  
Department of Agriculture

**TRACE** Tracking Animal Certification for Export

TRACE Home Applications Exporter Management Current user: Hamish Shannon (hamish.shannon@eld)

[Related Applications](#) | [Submitted Reports](#)

Notice of Intent (Sea)

### Notice of Intent for Livestock Exports by Sea Transport

**Summary**

Application Id: <b>14876</b>	Exporter: <b>North Australian Cattle Company Pty Ltd</b>	Status: <b>Withdrawn</b>	Type: <b>Notice of Intent (Sea)</b>
LNC#: <b>LNC-008038</b>	Destination: <b>Vietnam</b>	Species: <b>Cattle</b>	Departure Date: <b>25/11/2015</b>

Note: Fields marked with asterisk ( \* ) are mandatory.

Internet | Protected Mode: On 100% 4:29 PM 23/11/2015

# TRACE

Notice of Intent - TRACE - Department of Agriculture - Windows Internet Explorer

https://www.trace.daff.gov.au/Noi/OpenApplicationBySea?noiid=14876

File Edit View Favorites Tools Help

Services Anywhere CommPilot - None Search Telstra sites

Dial Number Call Lines

Favorites Web Slice Gallery

Notice of Intent - TRACE - Department of Agricul...

Note: Fields marked with asterisk ( \* ) are mandatory.

Exporter	Importer	Premises	Description of Livestock	Transport	AAV Details	Document Upload	Application Check	Declaration & Submit	Correspondence
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p><b>Exporter Details</b></p> <p>Exporter Licence Number L247</p> <p>Exporter Licence Name * North Australian Cattle Company Pt</p> <p>ABN 40009644679</p> <p>ACN 40 009 644</p> </div> <div style="width: 30%;"> <p><b>Exporter Address Details</b></p> <p>Address Line 1 * GPO Box 2599</p> <p>Address Line 2 Cullen Bay</p> <p>Suburb/Town</p> <p>State</p> <p>Postcode</p> <p>Country Australia</p> </div> <div style="width: 30%;"> <p><b>Exporter Contact Details</b></p> <p>Contact Name Patrick Underwood</p> <p>Phone (08) 8981 4033</p> <p>Fax (08) 8981 1191</p> <p>Mobile 0407 262 260</p> <p>Email Patrick.underwood@elders.com.au</p> </div> </div>									

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# Sourcing and inspection

- On-farm selection



1<sup>st</sup> selection

- Weight
- Sex
- Pregnancy status
- Price
- Horns
- Fat score
- Visible disease or injury
- Blindness

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





# 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%





# Cargo plan



**STOWAGE PLAN**  
Voy. No. 15003-6

in, Australia										DATE	31 October, 2015						
a, Indonesia										DATE	05 November, 2015						
17	18	18	18	18	18	18	18	18	18	13	16	18	18	18	17	14	325
NG		13	16	10	13	12	12	10	9	9	12	11	11	13	13	12	194
LO.		10	13	12	12	10	9	9	12	11	11	11	13	13	12	12	165
		18	18	13	18	18	18	16	18	13	16	18	18	18	17	14	317
																<b>Deck 4</b>	<b>1001</b>
		20	18	18	18	18	16	16	18	13	16	18	18	16	13		236
		16	15	8	13	12	13	10	9	9	12	11	11	13	13	12	177
		7	13	12	12	12	13	10	9	9	12	11	11	13	13	12	144
																<b>Deck 3</b>	<b>783</b>
		14	13	13	13	13	13	12	12	9	12	13	14	11			162
		15	13	12	12	13	13	10	9	9	12	11	11	13	13		164
		7	13	12	12	13	10	9	9	12	11	11	13	13			129
																<b>Deck 2</b>	<b>609</b>
		13	13	12	13	13	13	10	13	10	13	13					113
		12	13	11	19	16	12	10	15	15	13	11	13	12			158
		13	13	12	13	13	13	10	13	10	13	11	13	12			139
																<b>Deck 1</b>	<b>522</b>
																<b>Total</b>	<b>2915</b>

**LOADING SEQUENCE**

Dk.No.	Seq.No.	Class	Head	AW	Dk.No.	Seq.No.	Class	Head	AW	Dk.No.	Seq.No.	Class	Head	AW
Deck 1	1	F. Heifers	489	315	Deck 4	5	F. Steers	1001	325					
Deck 1	2	F. Steers	33	325										
Deck 2	3	F. Steers	609	325										
Deck 3	4	F. Steers	783	325										

1914 Heads

1001 Heads

**TOTAL 2915 Heads**

Noted by:



*[Signature]*



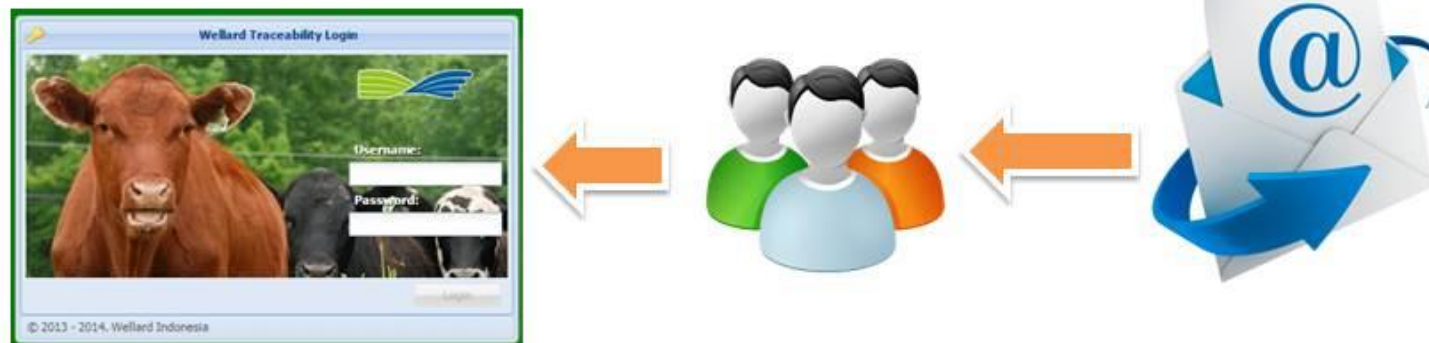
# ESCAS in practice







## Wellard Traceability System



# ESCAS Traceability & Control

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





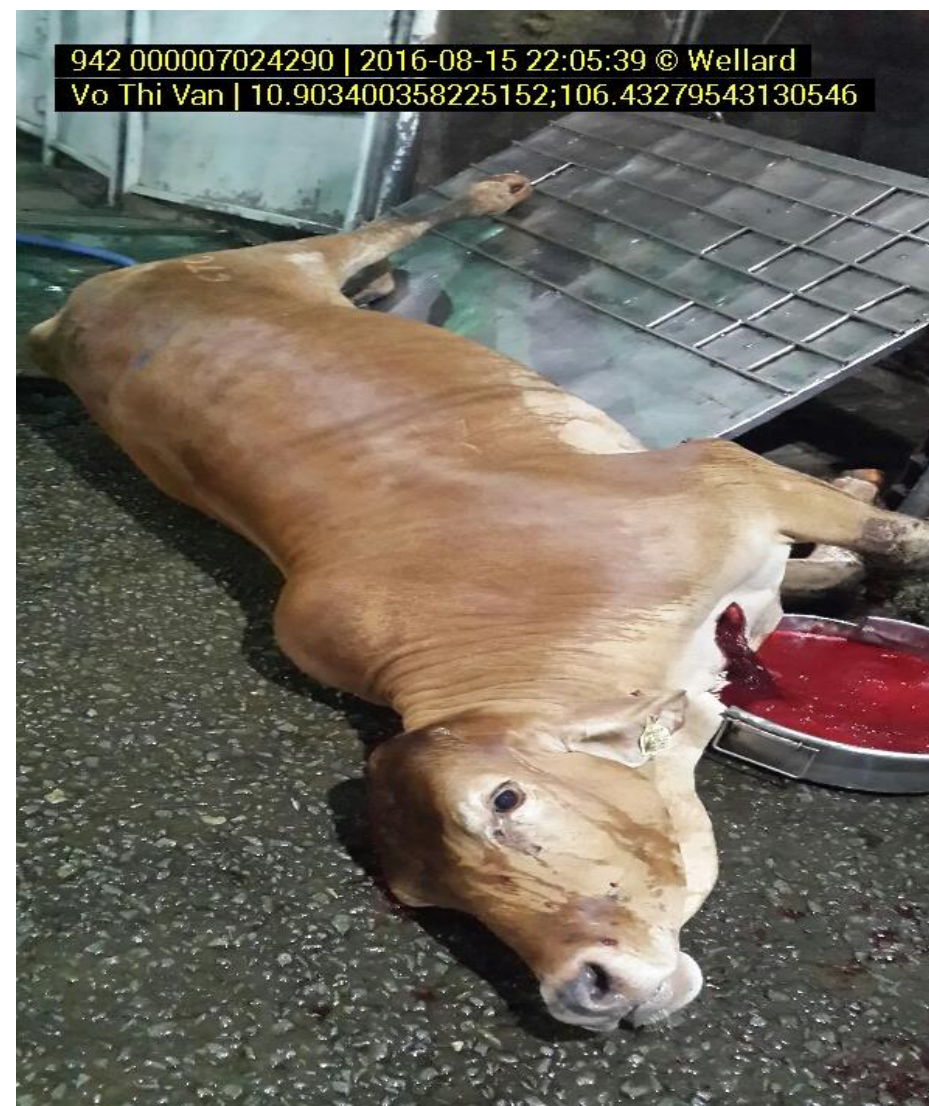
# Feedlot and abattoir - ESCAS control and traceability



# ESCAS control and traceability

1	04/20/2015 3:29	982 123495708026	Vissan
2	04/20/2015 3:29	942 000005838833	Vissan
3	04/20/2015 3:29	982 123479437519	Vissan
4	04/20/2015 3:29	982 123479437105	Vissan
5	04/20/2015 3:29	982 091008272086	Vissan
6	04/20/2015 3:29	982 123489596697	Vissan
7	04/20/2015 3:29	951 000015097373	Vissan
8	04/20/2015 3:29	942 000011274740	Vissan
9	04/20/2015 3:29	900 116001011144	Vissan
10	04/20/2015 3:29	982 123490787261	Vissan
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13	04/20/2015 3:29	982 123492609510	Vissan
14	04/20/2015 3:29	982 123421782351	Vissan
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17	04/20/2015 3:29	982 091008272102	Vissan
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# ESCAS control and traceability







Bringing it all together





# Questions

