Australian Alpaca
ASSOCIATION

AUSTRALIAN ALPACA ASSOCIATION Ltd (AAA)

Minutes of the Board Meeting held at Sydney Airport, Qantas Meeting Room 22 September 2017

1. CONVENING OF MEETING

AAA President, declared the meeting open at 9.35am

PRESENT: Ian Frith, Fiona Vanderbeek, Steve O'Keefe, Sue Harris & Chris Williams

IN ATTENDANCE: Carolyn Young (during the morning) & David Reed (in the afternoon)

2. APOLOGIES: Andrew Hulme & Sharon Dawson

3. REGISTER OF DECLARATION OF INTEREST – It was noted by the President that this Register was to be used by directors for any listed agenda items or anomalies that arise during the meeting where an interest needs to be declared.

4. CONFIRMATION OF PREVIOUS MINUTES

Minutes of the AAA Board meeting held 17 August 2017 were held over for consideration at the Board Meeting to be held on 15 October 2017.

5. LIVE EXPORT OF ALPACAS

The Australian Alpaca Association has been asked to make a submission on the exposure draft of the Export Control Bill 2017. To inform itself regarding the issues and gather current information regarding export of alpacas the Board invited three exporters to meet with the Board.

5.1. **Steve Ridout of Wildflower Alpacas & International Alpaca Exports Pty Ltd**

Steve Ridout declined the Board's invitation to attend.

5.2. **Carolyn Young of Surburton Livestock Export**

Carolyn has assisted alpaca breeders in exporting and importing alpacas in the past. She has now given up her export licence but still operates a quarantine facility near Branxholme in Western Victoria.

When the regulations changed some time ago, in addition to holding an export licence, exporters were also required to have an approved arrangement with the Department of Agriculture and Water Resources (DAWR). The approved arrangement must specify what animal groups the exporter intends to export and must specify which countries the exporter will export to. It must also specify how the exporter will handle the export for each species the exporter deals with. An exporter can expect to be audited three to four times a year.

There are currently not more than 50-60 licensed exporters in Australia of whom only a few export camelids. (Otway/Austrex/Wellards/North Australian Cattle Co/International Alpaca Exports)

Many countries to which Australia exports have a protocol in place setting out requirements for import of particular species into that country although not many countries have protocols for import of alpacas. China does have a protocol for alpaca imports. Where there is no protocol in place in a particular country it may still be possible to export to that country – in that case the exporter must obtain an Import Permit which will usually have a raft of conditions attached to it (otherwise found in a protocol).

Elders have now sold their export business to North Australian Cattle Company. (The sale was announced as complete on 1 June 2017. The buyer is a partnership between Australian and Chinese owned and Hong Kong- based, Zhoushan Fanda Australian Cattle Industrial Co Ltd.)

The hold up on approx. 62 animals in NZ waiting to be exported to the EU is over Blue Tongue. The vector for transmission of Blue Tongue is a particular kind of midge; it is not transmitted animal to animal. As the midge is not present in NZ, NZ does not vaccinate for it or keep records about whether or not animals have been vaccinated. The EU requires a declaration from NZ that the animals have not been vaccinated for Blue Tongue. As NZ does not keep records it is not willing to make the declaration. There is no vaccine against Blue Tongue available in Australia. There is an inexpensive blood test available for Blue Tongue (approx. $10/animal) which could resolve the issue of whether the animals in question are infected with or vaccinated against Blue Tongue.

The Board invited Carolyn to submit her comments on the exposure draft of the Export Control Bill 2017 and directed her attention to the specific questions set out in Appendix C to the Regulatory Impact Statement.

5.3. **David Reed of Austrex**

David is Regional Trading Manager with Australian Rural Exports Pty Ltd (Austrex) and has been with the company for four years. Prior to that he was with Elders for eight years, where he did a lot of breeding sheep export, mainly to China. Austrex' core business is in live cattle export; it exports about 120,000 cattle into SE Asia each year mainly from northern Australia. From Southern Australia, Austrex also exports breeding stock both beef and dairy cattle. In addition Austrex exports breeding sheep, goats and alpacas, high value low volume animals by air mainly to China. Austrex is one of the top two exporters of live animals in Australia. David says there are only three to four main exporters in Australia. He would say the other main exporters are Landmark and Wellard Ltd (which exports animals for slaughter only by sea not breeding animals).

Austrex was established 43 years ago and was originally part of the Packer Group. Their strategy is to source animals from multiple origins (in case of a localised animal health issue and to hedge against price fluctuations) in order to support long term customers.

Austrex sees itself as a global exporter. It has exported cattle and sheep into Turkey, Russia and the UAE. It also exports from NZ, Uruguay & Chile. To date they have done

limited work in Europe but are on the point of establishing an office in France headed up by a French national who has worked for Austrex in Australia. David says that in terms of livestock Australia produces the cleanest, greenest product in the world and for this reason he is confident that it should be possible to open a protocol for export of alpacas direct to EU.

Holland, Germany and France are strong within the EU. There are still limits on animal movements between EU member countries, for example an animal in Holland must undergo a TB test before it may cross the border to Germany.

To establish a high-end market in China the alpaca industry will have to spend time and money in China marketing the alpaca industry. The alpaca industry should also identify and establish good relations with the influencers in the Chinese alpaca market including key academics. Other strategies include contacting localised breed societies in China, including wool sheep breeders, joining a trade mission to China and attending the national sheep show in Nanjing. All of this will involve forming a strong relationship with Austrade who are likely to assist by providing translators for meetings etc.

Finally, David suggested that we establish two enquiry lines on our website one for export enquiries and one for domestic purchase enquiries. He said that Austrex gets 15 international enquiries per day regarding export of live animals to other countries. He suggested that we set up a link from Austrex' website to the proposed AAA website enquiry line so that any enquiries for export of Australian alpacas were automatically passed on to us.

6. GENERAL BUSINESS

There being no General Business the Meeting closed at 4.20pm

Chairman _____ Dated 17/12/17