

Sentry Conference 2020
Presentation
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Collaboration NZ agriculture Sector

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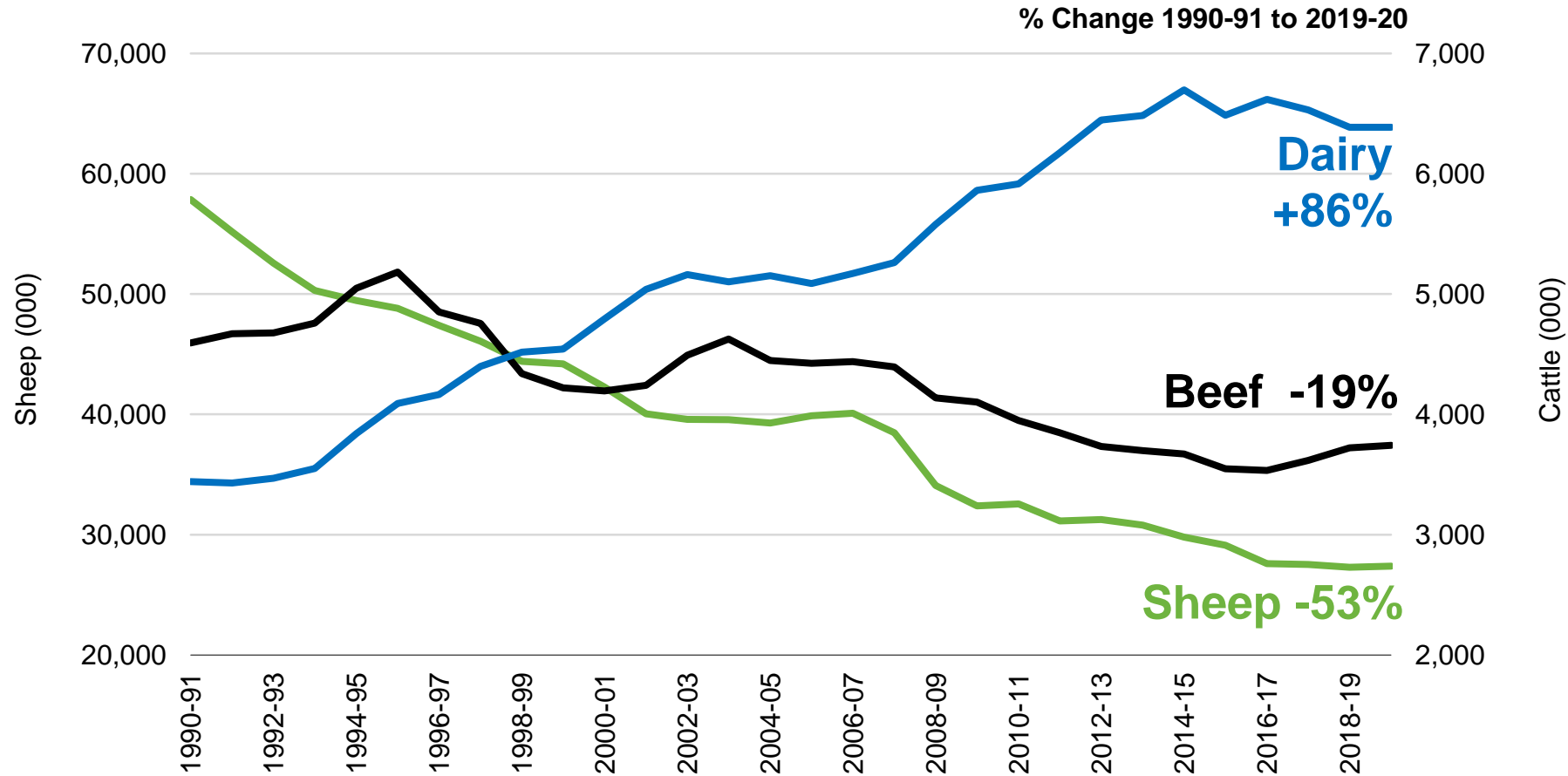
New Zealand Red Meat representative
NZ House London

Change to NZ agriculture

- ▶ Biggest change- Farmers stopped believing whatever we produce should be paid for by the consumer ,if not the government should help.
- ▶ "Get the Government out of our lives"
- ▶ Market diversification. 30 Countries to 130 Countries
- ▶ Product differentiation. Carcass cuts to over 400 specs for lamb
- ▶ New product development. Chilled product from 30 to 100 day shelf life
- ▶ Modernisation processing plants. Reduce processing cost in plants (Robotics)
- ▶ “Adapt to the market and change farm production to suit”
- ▶ A new partnership with Government in the 1990’s

Sheep and Cattle Numbers

New Zealand



Source: Beef + Lamb New Zealand Economic Service | Statistics New Zealand

A new partnership in NZ Agriculture Research, Biosecurity, Animal Health, FTA's

Research Consortia's established across Industry in partnership with Government
Government Industry Agreements (GIA's) across 20 sectors now in place

Animal Health risks have been an ongoing partnership

Free Trade Agreements (FTA's) Pan Industry/ Government Working party

1.TB / Electronic Animal ID program

Developed into a partnership with Industry original funding \$80 million 50/50 split

- ▶ Success of the program 1700 herds infected now 30 herds infected
- ▶ 5 year funding agreement in partnership with Deer, Dairy, Beef Industry
- ▶ The current program has a target of eradication in herds by 2026, vectors by 2040
- ▶ Animal Electronic ID program has similar model Deer, Dairy, Beef

2. Partnerships in FTA process

There is a whole Industry /Government working party that is involved from the start and all understand the strategy

Each sector also has a direct involvement with MFAT and MPI in working up the story around the FTA outcomes

Key aspects of the of the negotiations are about seeking comprehensive and fully encompassing outcomes which are supported by the land based industries

Industry organisations work in the country during the negotiating phase ensuring our position is well understood

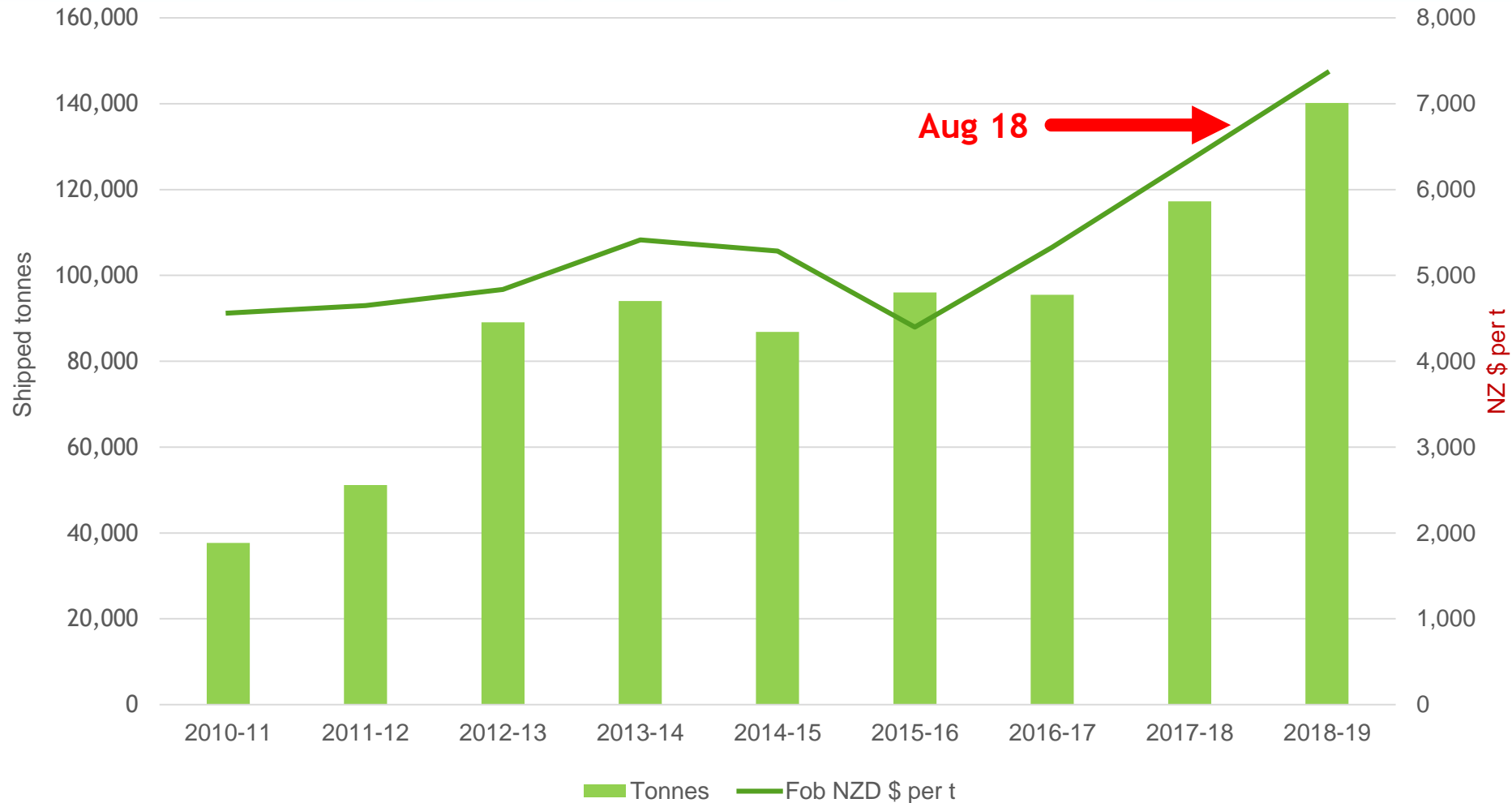
FTA Impact on NZ Agriculture

- ▶ NZ was the first Trade deal for China with a developed country started in 2005 and took three years to negotiate (Sept 2008)
- ▶ Tariffs 100% free for China exports to NZ in 2016 and 96% tariff free to china for NZ 2019
- ▶ Upgrade in 2014 which improved outstanding Dairy tariffs phased out by 2024, clear process for dispute settlement, improve visa process for NZ travelling to China, Horticulture ,Documentation, Fumigation and acceptance of equivalence

▶ Sheep and Beef prices ; NZ \$	Nov 2014	Nov 2019	Feb2019
▶ Ewes: 30kg DWT	\$83	\$180	\$135
▶ Lambs: 18,5kg DWT	\$105	\$160	\$130
▶ Steer: 300kg DWT	\$1580	\$1920	\$1700

NZ Lamb Exports to China

Shipped Weight



Source: Beef + lamb New Zealand Economic Service

“ If you have eaten

today thank a Farmer”

