

November 1, 2013

Volume 2, Issue 3



Livestock Exporters Association Members Elect Leadership at the Annual Meeting

Executive Committee

- Tony Clayton
President
- Dave Duzan
Vice President
- Mike Walters
Secretary/Treasurer

Board of Directors

Dr. Larry Samples
Derek Widman
David Stamey

LEA Representative

Dr. Martin Sieber

Administrative Staff

Jay Truitt
Representative

Rachael Tapper
Administrative Assistant

Washington DC Lobbyist

Jay Truitt

The Annual Meeting of the Livestock Exporters Association was held on Tuesday, July 23rd, 2013 in College Park, Maryland and the following people were elected as officers and to the LEA Board of Director for the coming year.

Tony Clayton, President, Dave Duzan, Vice-President, Mike Walters, Secretary/Treasurer and David Stamey was elected to the board replacing outgoing board member Gordon Thornhill.



LEA Announces 3.0 Export Seminar in Kansas City, Missouri for February 19, 2014

The LEA is pleased to announce our third export seminar titled "Livestock Exporting 3.0" for Wednesday, February 19, 2014 in Kansas City, Missouri. This meeting will focus on changes being made in the livestock export process being implemented by the United States Department of Agriculture-Animal Plant Health Inspection Service-Veterinary Services (USDA/APHIS/VS). This meeting will once again be held in conjunction with the US Livestock Genetics Exports (USLGE) Annual Meeting which will be held in the same location in Kansas City on February 20-21. More details will be sent out in December and registration information will be posted to the LEA website next month.

Washington Update

by Jay Truitt, LEA Lobbyist



No doubt everyone in the rest of America has been amazed at how dysfunctional Washington has been over the past months—if not much longer. For the time being it would seem that we are getting somewhat back to normal and all the folks at the various agencies that were temporarily furloughed are back at work trying to uncover from the backlog of paperwork that didn't 'shutdown' since the rest of us all continued to work.

There are a number of remaining issues that we really need to finish to avoid another round of really tough and possibly expensive consequences in the livestock exporting industry. The President signed HR 2775, the Continuing Resolution to keep the programs and people funded that are part of your network but the bill only secures funding through January 15th. Additionally, the process by which the House and Senate negotiate the differences in their two versions of the Farm Bill is officially underway now finally and is expected to be completed before the end of year or shortly thereafter.

Even with the final passage of the new Farm Bill a number of the programs that we count on to support our industry could be stopped if Congress doesn't continue to fund the various programs in January.

The Farm Bill debate itself is far from over and the differences between the House and Senate versions of the bill are dramatic meaning those negotiations will take a lot of work to reach a compromise on and this town has been short on that ingredient lately. If they can agree on the basic policy you still have a major hurdle in the funding level differences in some sections of the bill—none that directly affect us—but still key provisions that in and of themselves could unravel the whole process.

In our sections, both the House and Senate versions, fund the Market Access Program at full funding levels (\$200 million) and fully fund the Foreign Market Development Program (\$34.5 million) over the course of the future but don't think we are out of the woods. A number of challenges to these amounts have come in the past 24 months and when all cards are placed on the negotiating table we will need to make sure our friends understand how important these programs are to opening up and developing/expanding markets for us around the world.

So as always, I encourage you to give a call to your Congressional representative's office and talk to them about what is important and the need to keep these new and expanding markets in high gear. If you have trouble reaching them or finding someone to listen, give me a call in the office and I will track someone down for you. I know these are tough times to operate in and look forward to helping in any way possible—don't hesitate to let me know if there is anything we can do in DC.



Veterinary Services - The National Import and Export Services (NIES) Unit.

Joyce Bowling-Heyward, DVM, MS
Director, Import-Export Animals Staff
National Center for Import and Export Veterinary Services

Throughout its history, Veterinary Services (VS) has played a central role in protecting the health of American animal agriculture. We've offered essential services related to the import and export of animals, animal products, and biologics; emergency preparedness and response; animal disease diagnostics; animal vaccine development; and disease surveillance, control, and eradication.

In today's shifting environment, VS sees the opportunity to better use our programs and resources to reapply and refocus our core strengths. We see a chance to position our organization to better navigate the rapid changes in the way animal agriculture operates. For us to thrive, we need to change the way we execute our mission and work together differently.

As a critical part of VS' long-term strategy to enhance efficiency and improve our services to the public we are reorganizing our structure. We are flattening our organization to increase consistency of services as well as enhance external and internal communications.

To improve import and export services, we have established the National Import and Export Services (NIES) unit, with Dr. Mark Davidson serving as the Associate Deputy Administrator, and Dr. Rick Hill as an Executive Director. This business unit will cover all aspects of import and export. It will consist of several functional areas: import and export technical trade services; import and export field services; and services related to the World Organization for Animal Health (OIE) and movement of select agents. This unit will include both headquarters and field personnel, blending groups from National Center for Import and Export, Regional offices and Area offices.

We will absolutely maintain our presence in the field to carry out our critical services on the ground – our functional alignment will result in a change of how we do our work on the ground. We will also maintain our presence in our field hub locations (Raleigh and Ft. Collins). However, our functional alignment will emphasize the blending of policy development and field delivery. This change will be a gradual process, and at this time, you should expect to continue working with most of the same people you have dealt with in the past.

When our transition is complete, NIES will use 6 service centers for export certification and inspection processes in the field, and employees will specialize and maintain a higher level of training and expertise in their designated area. With all Import-Export functions consolidated under a single unit, policy development and implementation will be unified, allowing decision-making at the lowest possible level.

We will continue to work with the exporters, importers and their organizations to address your needs and concerns. We will be setting up quarterly conference calls to address overarching issues that are affecting the industry as a whole. This will increase mutual understanding and allow us to address issues effectively. NIES is committed to enhance marketability of our animals, and providing excellent customer service.



New Appointments at NIES

Richard E. Hill, Jr., the current Director, Center for Veterinary Biologics has been named Executive Director for National Import and Export Services effective November 1, 2013. Dr. Hill received a D.V.M. degree from Michigan State University in 1983 and following graduation, worked in private veterinary practice. In 1985, he joined the USDA and worked as a field Veterinary Medical Officer before joining the Biologics Program in 1986. Rick worked as an Inspector, Epidemiologist, and Team Leader, for the Biologics Program where he was involved in regulatory compliance and coordination of the pharmacovigilance program. In 1990, he received an M.S. degree in Veterinary Preventive Medicine at Iowa State University and is a Diplomate in the American College of Veterinary Preventive Medicine. In 1995, Dr. Hill transferred to the position of Quality Assurance Manager, responsible for overseeing the Quality Assurance Program at the National Veterinary Services Laboratories and Center for Veterinary Biologics Laboratory. In November 1998, he re-joined the Center for Veterinary Biologics as Director of Licensing and Policy Development. Dr. Hill served as the Director of the Center for Veterinary Biologics from 2005 through 2013.

Dr. Mark Davidson was recently identified to fill the Associate Deputy Administrator role in Veterinary Services' National Import and Export Services unit. With nearly a decade of leadership in the Western Regional Office, Mark has managed emergency response activities, encouraged local collaboration and innovation to increase export options for producers, and enhanced port safety while maintaining consistent trade levels. His previous roles in USDA have included: Area Veterinarian in Charge (Tennessee and Minnesota), a Veterinary Medical Officer in Minnesota, and a Supervisory VMO with the Food Safety and Inspection Service.

Prior to joining USDA, Dr. Davidson was a private practitioner in Minnesota and Alabama. He received his Bachelor's degree in agriculture from Western Kentucky University and his Doctor of Veterinary Medicine degree and Master's Degree in veterinary pathology from Auburn University in Alabama.

Upcoming Events

October 30-November 1, 2013

KAZAGRO EXHIBITION
Astana, Kazakhstan

February 4-7, 2014

**NATIONAL CATTLEMEN'S
BEEF ASSOCIATION
CONVENTION**
Nashville, Tennessee

February 4-7, 2014

AGROFARM EXHIBITION
Moscow, Russia

February 19, 2014

LEA EXPORTING SEMINAR
Kansas City, Missouri

September 30-October 4, 2014

WORLD DAIRY EXPO
Madison, Wisconsin



LEA Welcomes Dr. Martin Sieber as New LEA Representative.



Dr. Martin Sieber

International Livestock Consultant
Mount Horeb, Wisconsin 53572, USA
msieber@midamerica.net

Background

- Born and raised in southern Germany (father was a veterinarian)
- Undergraduate and graduate training in animal breeding at Christian-Albrechts University, Kiel, Germany
- Doctoral studies at Bavarian Research Center of Animal Husbandry near Munich (focus on relationship of lifetime productivity with type traits of dual-purpose cattle)

Experience

- Postdoctoral research at Iowa State University (calving ease, type, and production relationships)
- Research dairy scientist at Animal Improvement Programs Laboratory, USDA, Beltsville, Maryland (comparison of genetic evaluations of dairy cattle among countries and conversion formulas)
- Director of International Market Development at National Association of Animal Breeders – NAAB, Columbia, Missouri (planning, administration and implementation of programs to expand use of AI and U.S. genetics in over 60 countries)
- Director of International Technology Transfer at Minitube of America and Minitüb Germany (expansion of international use of biotechnology products related to animal breeding)

Current work

- Works with several USDA Foreign Agricultural Service export promotion programs in the US and overseas
- Development and distribution of international dairy related informational material in different languages
- National and international travel to cooperate with and assist international organizations, agricultural ministries, and U.S. embassies worldwide



Promoting US Genetics - One Event at a Time

by Dr. Martin Sieber, LEA Representative

Since September of this year, Dr. Martin Sieber has been representing LEA at various events and will continue to do so in the near future.

He managed LEA's show participation at the successful **AgroExpo Eurasia in Izmir, Turkey from September 19-22, 2013**. The event was supported with funds from US Livestock Genetics Export (USLGE) and the stand was shared with representatives from the American Jersey Cattle Association and the Holstein Association USA. Promotional materials were handed out about LEA in Turkish, along with many members' brochures, fliers and business cards.



L to R: Carl Kent, Holstein USA, Dr. Martin Sieber, LEA and Chris Lundgren, Jersey Association

Over the 4 days well over 20,000 visitors came through the exhibit areas and busiest times were daily from noon until 5pm.

Summary: When one representative from our stand was asked if they would participate again in 2014, the answer was "In a heartbeat".

Pictures from the recent AgroExpo Eurasia in Izmir, Turkey from September 19-22, 2013



Cochran Fellowship Program Promotes US Livestock Genetics

Since 1984, the U.S. Congress has made funds available to the **Cochran Fellowship Program** for training agriculturalists from middle-income countries, emerging markets, and emerging democracies. Training opportunities are for senior and mid-level specialists and administrators working in agricultural trade and policy, agribusiness development, management, animal, plant, and food sciences, extension services, agricultural marketing, and many other areas. Individuals selected for Cochran trainings come from both the public and private sectors. All training occurs in the United States. Training programs are designed and organized in conjunction with U.S. universities, USDA and other government agencies, agribusinesses, and consultants. The Cochran Fellowship Program is part of the United States Department of Agriculture's Foreign Agricultural Service. Since its start in 1984, the Cochran Fellowship Program has provided U.S.-based training for over 15,000 international participants from 123 countries worldwide.

Dr. Sieber was selected by USDA-FAS to host and train from September 28 to October 14th, 2013 a group of 6 Pakistani dairy owner and dairy managers from the private sector. They were accompanied by Asmat Raza, Senior Agricultural Specialist from the American Embassy in Islamabad.

In the past live cattle could only be imported to Pakistan from Australia and Sweden, currently negotiations are in their final stages between USDA-APHIS and Pakistan and it is expected that the borders will be opened by the end of this year. There was considerable interest in importing live cattle and it will be interesting to see the results.

Part of their training program was a meeting with LEA and Tony Clayton, President of LEA gave an excellent overview of LEA, its membership structure and all the required logistics involved in exporting cattle from the US to this part of the world.





L To R: Dave Duzan, VP of LEA met the Cochran Fellows from Pakistan at LEA's stand at World Dairy Expo in Madison, Wisconsin



In Case you missed it!!!

Ukraine Protocols for Swine and Cattle Signed

After six (6) years of negotiations with the Ministry of Agriculture in Ukraine, APHIS announced in October protocols have been signed allowing cattle and swine to be exported from the USA. Even though it is not a perfect protocol for the majority of US cattle, we extend our thanks to Dr. Jill Wallace, National Center for Import and Export and Randall Hager, Agricultural Attache, Kiev for their efforts to open this new market to US genetics.

National Pork Producers Council Supports LEA Development of Livestock Standards

LEA is pleased to announce the National Pork Producers Council (NPPC) has made a donation to the LEA in the amount of \$10,000 to be used for the development of livestock welfare standards to be used in the export process. The LEA Board of Directors has approved the initial process to begin and signed an agreement with Validus Ventures, LLC, Des Moines, Iowa in the development of these standards. LEA wishes to thank Mr. Neil Dierks, CEO, NPPC and the NPPC Board of Directors for their support LEA and the development of these standards.

APHIS Agrees to LEA Advisory Committee

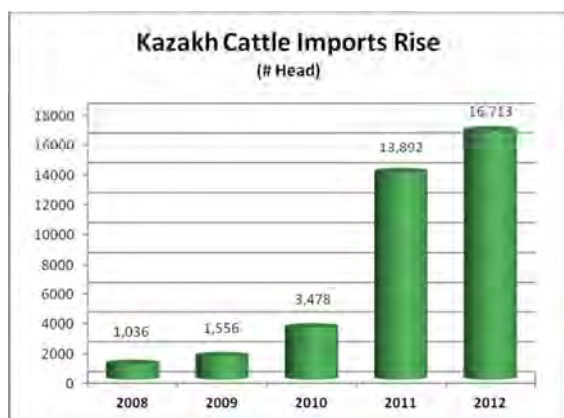
National Import and Export Services (NIES) and LEA have agreed to an advisory committee of LEA members to meet with APHIS staff once a quarter to address specific issues exporters are encountering with the export process. In the coming weeks, LEA members will be asked to submit their issues and concerns to Jay Truitt's office so they can be discussed in the first joint meeting to be held early in 2014.

Upcoming LEA Trade Shows

October 30 to November 1, 2013 Dr. Sieber will represent LEA at the **KazAgro/KazFarm exhibition in Astana, Kazakhstan.** <http://expogroup.kz>

The area of the exhibitions is over 14,000 square meters, and the exhibitions will cover over 250 companies from Australia, Austria, Belorussia, Brazil, Germany, Greece, Denmark, India, Spain, Italy, Canada, Netherlands, Panama, Russia, USA, Turkey, Ukraine, France, Czech Republic, Switzerland, South Korea and Kazakhstan.

The stand will be organized by the **North Dakota Trade Office** and in addition to the LEA handouts printed in Russian, a newly designed LEA PowerPoint presentation will be displayed through a TV on the large stand of 56 sqm. Two other Ag related companies will share the booth.



Source: Kazakhstan Customs



LEA Booth – KazAgro/KazFarm

February 4-6, 2014 Dr. Sieber will represent LEA at the **AgroFarm in Moscow.**

AgroFarm has developed consistently over recent years to become the top forum for Russian animal farmers and Russian and international suppliers. It assumes a leading position as international exhibition for animal husbandry and animal breeding in Russia.

The exhibition's special hallmark is its broad program that covers all major aspects of productive animal husbandry: **breeding and genetics, equipment and technology for animal husbandry, environmental engineering and bioenergy, as well as services.** The mixture of technical exhibition and comprehensive technical program responds to the ever growing needs of the branch for information and captures the spirit of the times.

AgroFarm is supported by the Ministry of Agriculture of the Russian Federation and is considered to be an important platform for promoting animal production. **AgroFarm** is held every year at the All-Russian Exhibition Centre (VVC) in Moscow.

Work Dairy Expo Highlights 2013

October 1-5-2013



Nik Sutter, Neogen Corporation speaks to LEA members at their morning meeting on October 4, 2013 at the World Dairy Expo in Madison WI. His presentation focused on DNA testing of dairy cattle.



A good crowd of LEA members were in attendance at the World Dairy Expo meeting.



L to R: Dave Duzan, VP LEA, Martin Sieber, LEA Representative and David Stamey, LEA Board member visit during World Dairy Expo.



We're on the
Web!

Visit us at:

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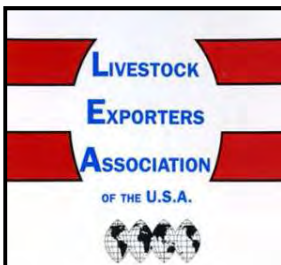
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Jay Truitt, LEA Representative

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Welcome a New LEA Member!



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