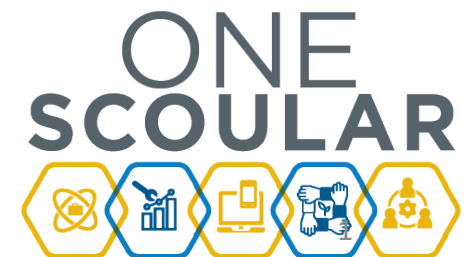


International Market Intelligence

Kyle Canning

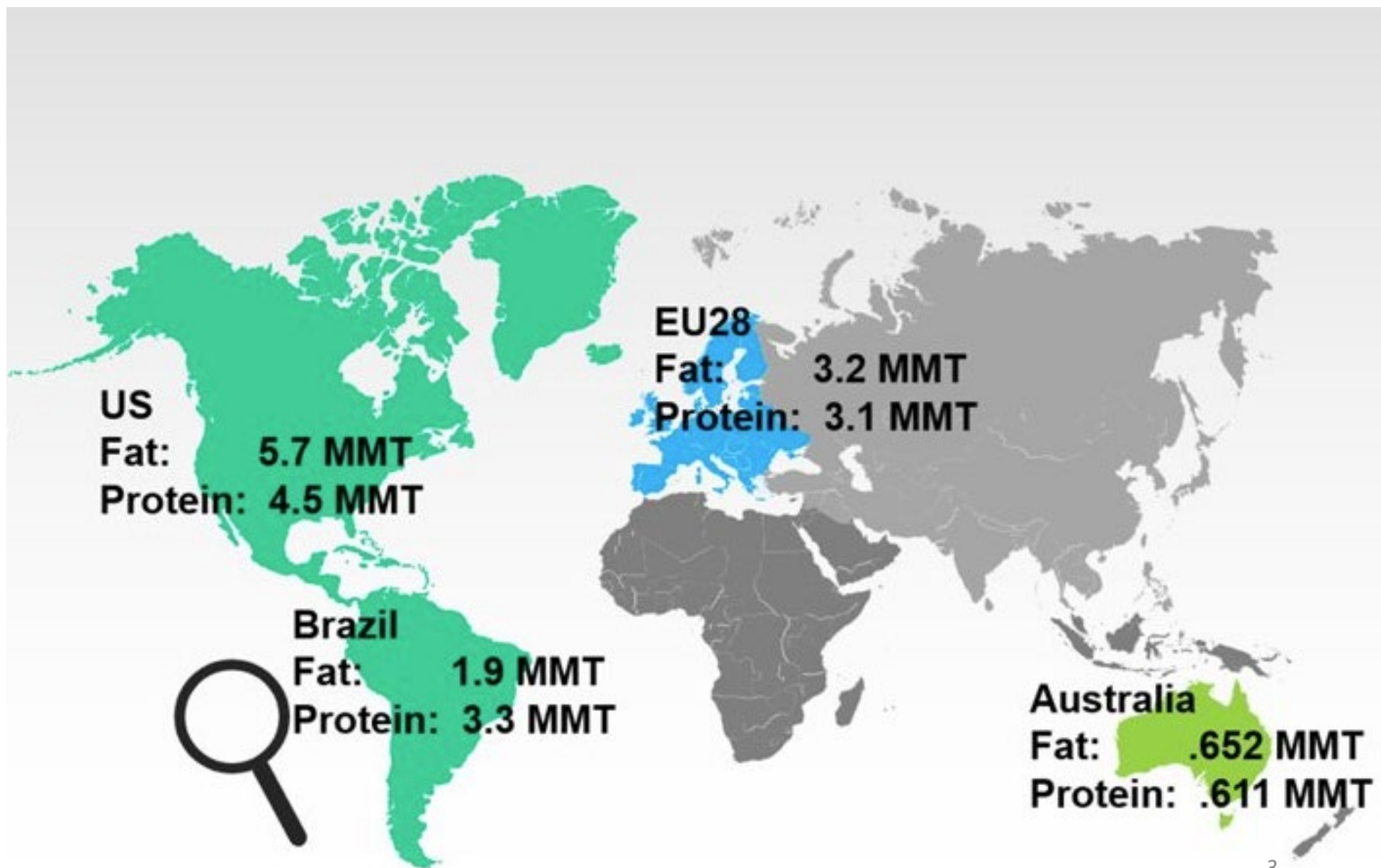
February 2nd, 2024



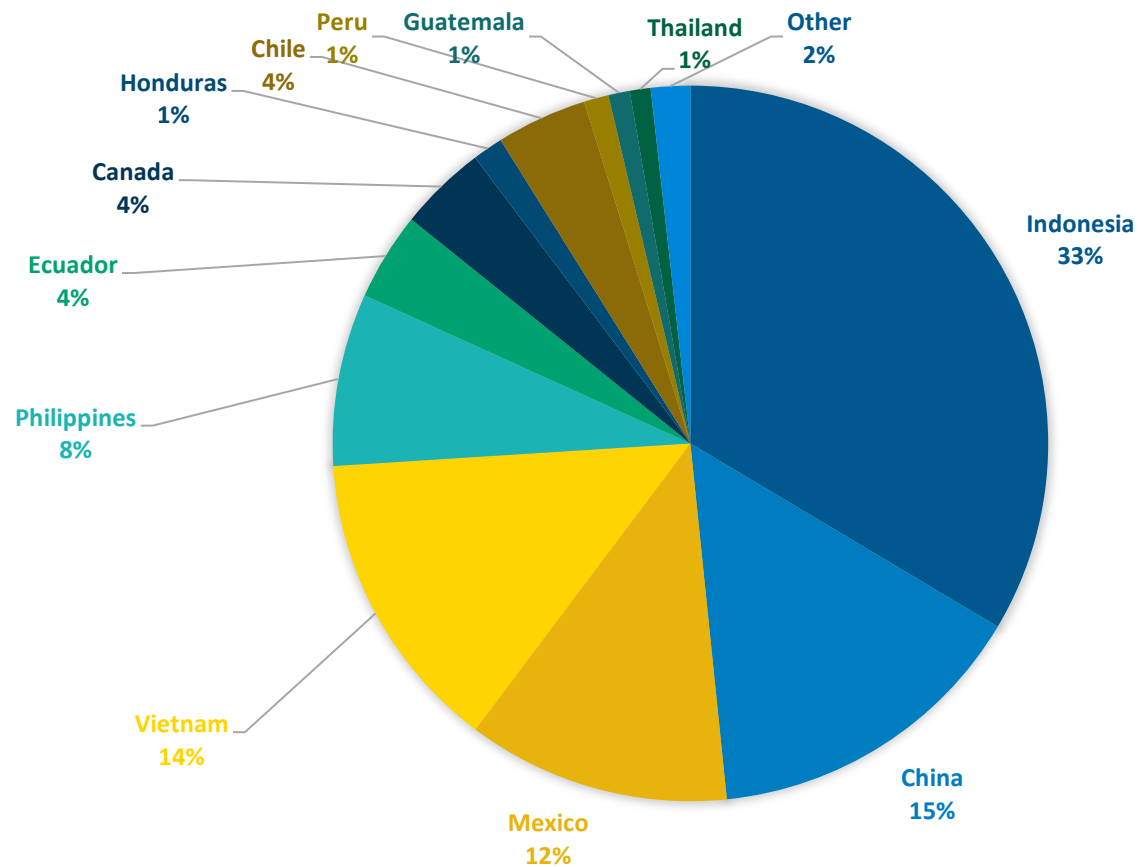
Disruption of Trade Flows



Trade Flow



Exported Animal Proteins from United States



Vietnam



Vietnam Feed Consumption

26.6 million tonnes in marketing year 2022-23



Vietnam

More strict on imports of animal proteins

- ✓ Collecting samples from containers
- ✓ Testing for DNA
- ✓ Double check and verifying



Focus on Vietnam

- New enforcement of established trade rules (DNA testing)
 - Restructured international trade flows
 - Counterparty Risk
 - Transportation risk
 - (Thousands of containers stuck at ports)
 - Millions of dollars lost
 - Rejection risk
 - Heighted scrutiny over testing



Case Study: Newcastle Virus

- Eradicated from USA since 2020
- USA has been recognized as Newcastle-free from many countries
- World Health Organization (WHO) recognizes that time and temperature of rendering is more than enough to kill Newcastle Virus

However, Poultry Meal/Feather Meal from USA, Brazil, Argentina, Korea and Australia all tested positive...

Hundreds of thousands of dollars were lost as containers had to be shipped back to their country of origin



How to mitigate risk and what to know

- Know your customer
- Work with people you trust
- Understand the trade rules
- When issue arise:
 - ASK FOR HELP
 - NARA
 - APHIS
 - FAS

