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Submission No: .....149.....

**Sidley, Kristine (REPS)**

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**From:** John Berry [JBERRY@amh.com.au]  
**Sent:** Wednesday, 21 April 2004 3:34 PM  
**To:** Committee, Treaties (REPS)  
**Subject:** Submission to the Joint Standing Committee on Treaties - US Free Trade Agreement

Dear Sir/Madam

Attached is a submission to the Committee from Australia Meat Holdings Pty Limited.

Any issues can be directed to myself on telephone (07) 3810 2318.

John K Berry  
General Manager, Corporate Affairs  
Australia Meat Holdings Pty Limited

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BY: .....

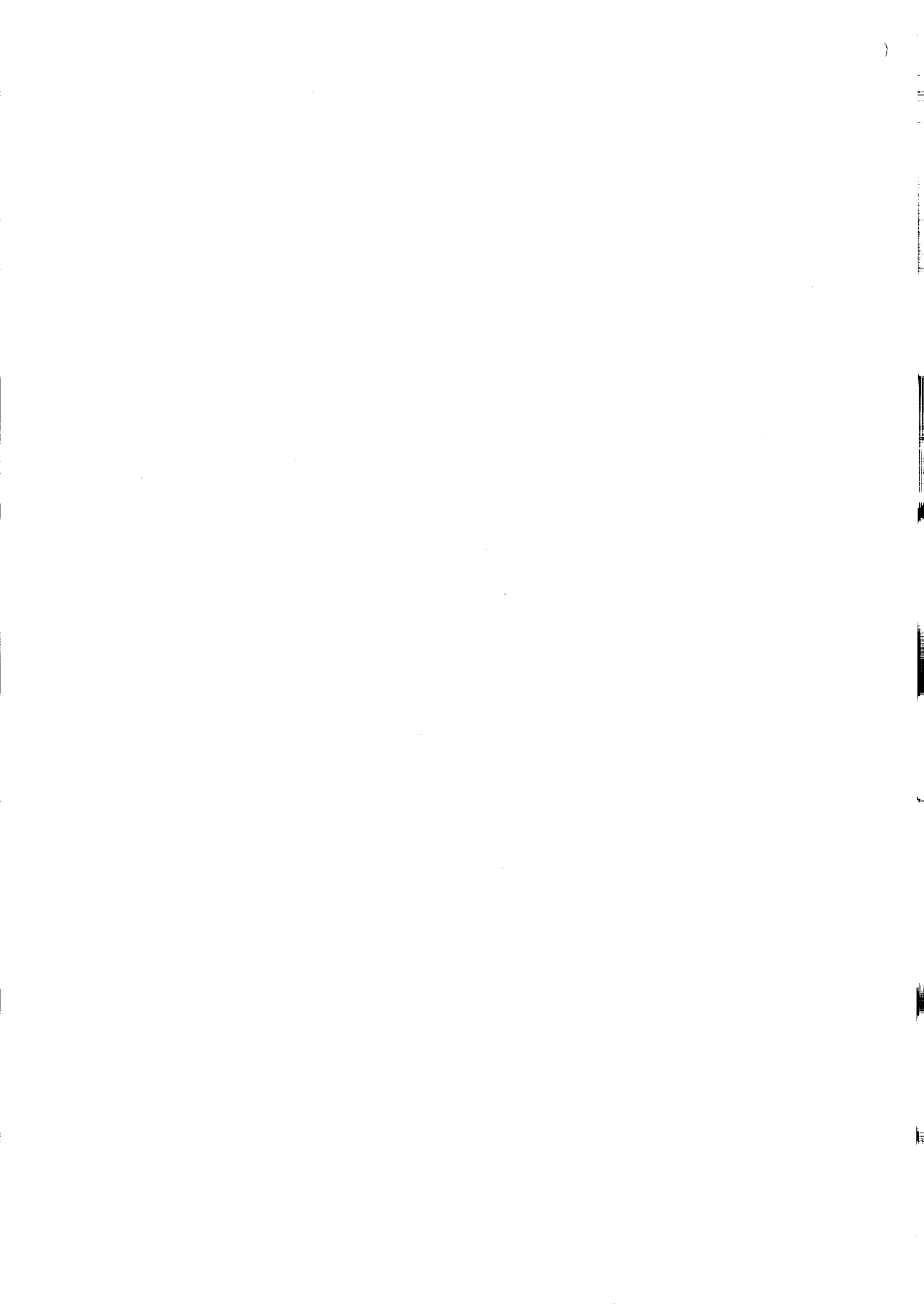
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Thank you.

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# AUSTRALIA MEAT HOLDINGS PTY LIMITED

Incorporated in Queensland

A.C.N. 011 062 338



Head Office: KK/JB FTA

15 April 2004

The Secretary  
Joint Standing Committee on Treaties  
Parliament House  
CANBERRA ACT 2600

## Australia / United States Free Trade Agreement

Dear Sir/Madam

Australia Meat Holdings Pty Limited (AMH) is an integrated meat based food processing and distribution group with facilities throughout Australia. We are headquartered in Queensland where also are our major investments in three grass and one grain fed beef processing plants. A typical year at AMH involves:

- Processing of 1.4 million head of cattle.
- Production of 536,000 Metric Tonnes of product.
- Product value of \$1.5 billion.
- Employment of 4800 people.
- Exports to more than 50 markets.

AMH's business mirrors the global profile of Australian meat processing exports. United States (US) exports represent approximately 42 percent of our global business. Specifically, AMH represents approximately 26 percent of the total US shipments from Australia. The viability of this business requires orderly access to the US market over 12 months of the year.

The meat industry is confronted with commercial decision making situations in which time is an important variable. Both processors and livestock producers are faced with a dynamic, ever-changing market, and are forced to predict outcomes and act accordingly in that environment. The industry is affected by seasonality in both livestock production and beef marketing.

175 Riverview Road Dinmore Queensland 4303  
Fax: - Administration/Planning & Ops Accounting:  
Marketing/Sales/Feedlots:  
Corporate Services

Postal Address: PO Box 139 Booval 4304  
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07 3282 3693 ~  
07 3816 0356 ~

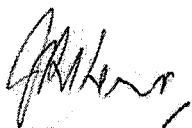
Telephone: (07) 3810 2100  
Livestock: 07 3816 1523  
IT Department: 07 3816 0535  
WorkCover: 07 3816 1213

The trade outcomes were achieved in a complex negotiating environment, which for beef was compounded by the commercial implications in the US of the BSE case on 23 December 2003 and pressure from the US farm lobby which aimed to limit increased market access for beef from Australia.

AMH is a member of the Australian Meat Industry Council (AMIC), which with other peak industry bodies formulated a clear industry position for the purposes of the FTA negotiation. This position was revised by industry during the negotiation process and communicated to the Australian negotiating team. An AMIC representative was also present in Washington for the final stage of negotiations.

AMH is strongly supportive of the outcomes achieved by the Australian US Free Trade negotiators for beef. The result delivers increased market access resulting in free trade.

Yours sincerely



**John Keir**  
**Joint Chief Executive Officer**