

Theiler-UK-V3

SPEAKERS

Jay Theiler, John Herath

John Herath 00:00

U.S. Meat Export Federation Chair-Elect Jay Theiler of Agri Beef recently returned from a state trade mission to the United Kingdom.

Jay Theiler 00:06

I was part of a delegation where I went over with the governor of Idaho, who's a rancher himself, to talk about the new trade deal. Talked a lot about the beef deal, but we also realize that there's some opportunities for pork, obviously, if they can work out some of the details on that, where the UK is taking a lot of pork from the European Union right now. So I think it's in the range of between \$2 and \$3 billion, so there's an opportunity for pork, and certainly there is an opportunity for beef. If we can get duty-free access to the British market,

John Herath 00:34

They discussed lingering non-tariff trade issues that need to be resolved to give U.S. beef and pork better access to the UK. While the UK's ban on hormone use in beef production gets most of the attention, there are other significant barriers that must be addressed.

Jay Theiler 00:47

They've been aligned with the EU for so long, and they're so dependent on import and export with the European Union that we're not sure what exactly those requirements are going to be, but there's a lot of other access issues that are creating friction that we hope we can see some movement on. Some of the phytosanitary regulations, labeling - I mean, they label right now, everything going in the UK is still part of the EU. It's labeled in eight languages. Each individual piece is labeled. So there's a lot of things like that that are details that make the trade more difficult. So hopefully we can work some of those things out.

John Herath 01:22

Theiler says there is certainly demand for U.S. red meat there.

Jay Theiler 01:25

It's a different type of product than is really produced in the UK. It's, you know, high quality grain fed beef products. I feel like the steakhouse segment is really strong there, and I think that would be a nice niche for U.S. products. A lot of what's produced, there is more sort of grass fed products. And, you know, I think they see there's potential opportunity in the states for some of their products and some lean and things like that. But there is definitely an opportunity for high quality, grain fed products from the states going over to the UK.

John Herath 01:58

For more, please visit [USMEF.org](https://usmef.org). For the U.S. Meat Export Federation, I'm John Herath.