Halstrom-Japan-Trade-Deal-V2

SPEAKERS
John Herath, Dan Halstrom

John Herath 00:00
Japan's chief tariff negotiator was in Washington, D.C. last week looking to finalize the U.S. -Japan Trade and Investment Agreement recently announced by the White House. U.S. Meat Export Federation President and CEO Dan Halstrom, was in Tokyo when the agreement was announced, and he offers these observations from the market.

Dan Halstrom 00:15
I think there was a bit of relief in the Japanese trade having met with several importer distributors, and, of course, some of our member exporters as well while I was there. I think the fact that a deal had been done on autos, which is obviously one of the big sticky points with Japan, kind of laid to rest any concerns there might have been on possible retaliation from the Japanese side, should a deal not have been reached. So when you're talking about your second largest export market in the world, 2024 we saw about $1.9 billion on beef and about $1.4 billion on pork, for a total of about $3.3 billion in sales. And it's been pretty consistent right in that range.

John Herath 00:59
The latest trade deal follows a Japan trade agreement from the first Trump administration that put U.S. red meat on a level playing field.

Dan Halstrom 01:05
One needs to remember, as it relates to Japan in 2020 in Trump administration one, the Japan - U.S. ag agreement was announced. And that was really key, because we were not on a level playing field at that time with our global competitors. And that phase one agreement in 2020 put us all on a level playing field, even though our duties are higher than some other countries. Currently we're at 21.6% on U.S. beef into Japan, but it got us on a level playing field, and the fact that we got this deal done, at least at the minimum, maintains that level playing field. I think that's really important to remember, because it wasn't that long ago where we were at a severe disadvantage tariff wise.

John Herath 01:49
For more information on how this and other recent trade deals affect the U.S. red meat industry, please visit USMEF.org. For the U.S. Meat Export Federation, I'm John Herath.

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