

Halstrom-Asia-Trade-Progress-V2

SPEAKERS

John Herath, Dan Halstrom

John Herath 00:00

President Donald Trump announced trade progress with a number of countries on a swing through Asia. And while details still need to be worked out, the talks offer positive signs for exports of U.S. beef and pork according to U.S. Meat Export Federation President and CEO, Dan Halstrom.

Dan Halstrom 00:14

Starting with Malaysia, the U.S. historically has faced numerous non-tariff trade barriers in the Malaysian region. We're excited to see some of those barriers eliminated. U.S. pork has made strides in recent years in Malaysia, and there's room for further growth. But I think the larger potential is for U.S. beef. A similar situation in Vietnam. There the issue is tariff. Relief on tariffs is going to be mandatory so we can compete on a level playing field, so hopefully this is the first step in obtaining that. Thailand, another one with prohibitively high tariff rates that has also been noted. Another market that's a much smaller market is Cambodia, which is probably more of a beef market than a pork market opportunity, But the commitment there for duty free access is also encouraging. Won't be a big market, but honestly, in that whole Southeast Asia region, you add all these markets together, it is significant.

John Herath 01:10

There were also positive signs for resumption of red meat sales into China.

Dan Halstrom 01:14

De-escalation of tariffs is essential, and it's been holding back demand, obviously, on both pork and beef. Fifty-seven perc duty on pork. You know, there's business being done, but there'd be a lot more if we were back down to a more reasonable level. And the same thing on beef. And of course, the real issue on beef really doesn't have anything to do directly today with tariffs. It's all about access on plant registration. But that being said, there are some good signs outside of beef and pork. There's resumption of trade in the soybean sector and some commitments going forward. So I think the positive there, besides the impact for soybeans, it confirms that ag exports are being looked at and prioritized.

John Herath 01:55

For more, please visit USMEF.org. For the U.S. Meat Export Federation, I'm John Herath.