



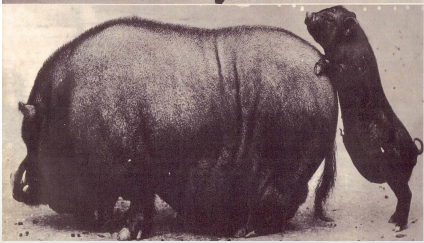
CLAYTON
AGRI-MARKETING, INC.

XXIII Range Beef Cow Symposium
Opportunities and Obstacles in Livestock Exporting
Thursday, December 5, 2013

Tony Clayton, President Clayton Agri-Marketing, Inc.

Global Excellence through Genetics and Service

Opportunities or Obstacles?

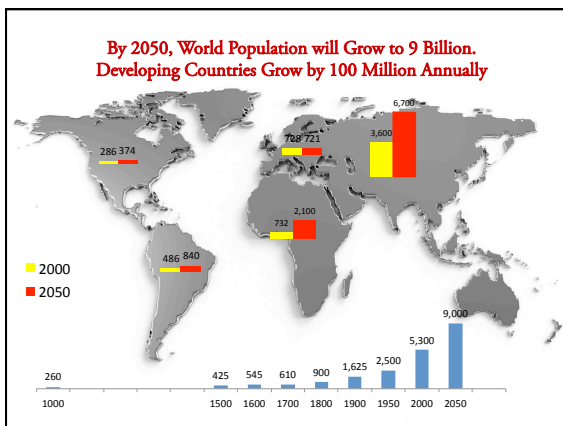
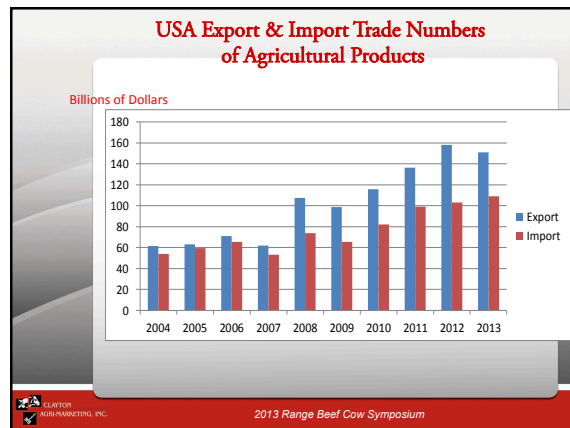


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What is Driving the Export Market?



Population Growth
Urbanization
Expanding Economies



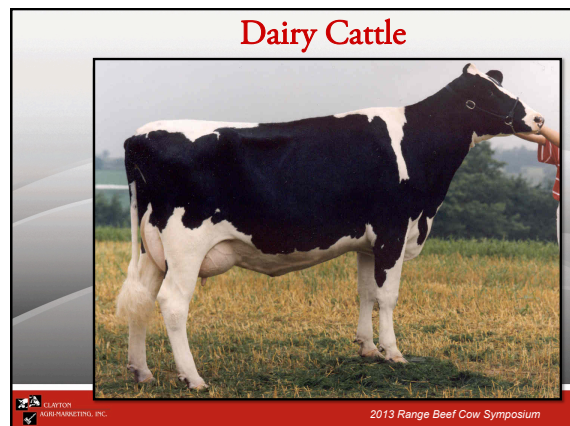
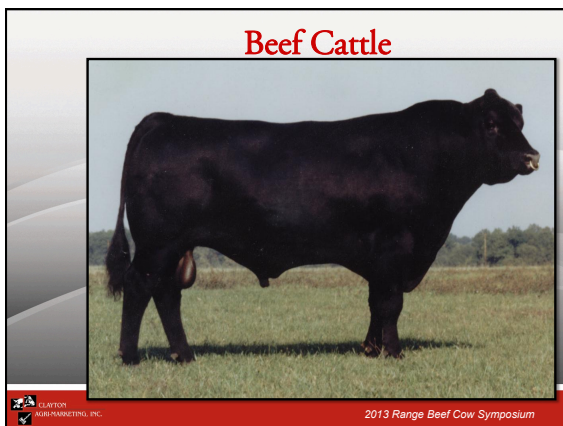
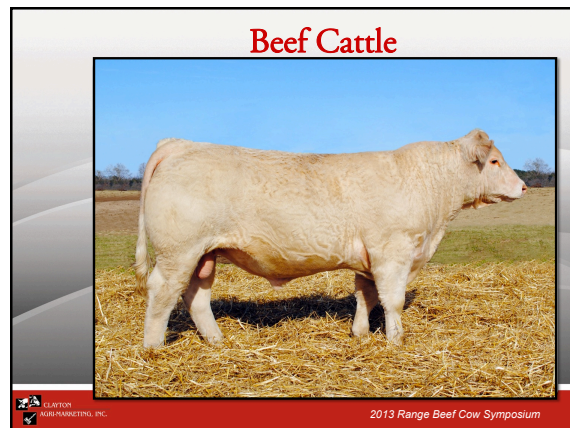
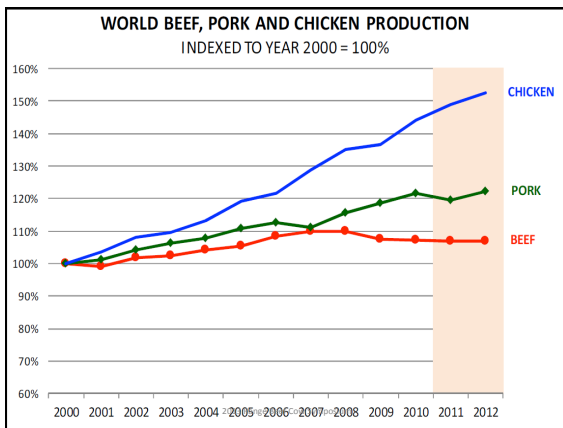
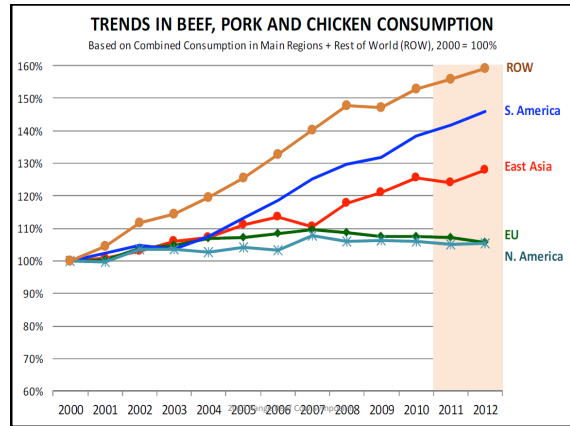
What Happens When You Make More Money?



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What Happens When You Make More Money?

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Diseases Will Influence The Market

- Foot and Mouth Disease
- BSE Disease
- Tuberculosis
- Schmallenberg Virus
- West Nile Virus (Equine)
- Avian Influenza (Poultry)
- H1N1 Flu (Swine)
- PEDv (Swine)

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Cattle Markets

- Turkey (Dairy, Beef & Feeder/Slaughter)
- Egypt (Dairy, Feeder & Slaughter)
- Russia (Dairy & Beef)
- Kazakhstan (Beef)
- Iraq (Dairy & Beef)
- Mexico (Dairy & Beef)
- Libya (Dairy)
- Vietnam (Dairy)
- Jordan (Dairy)
- Ukraine (Dairy & Beef)

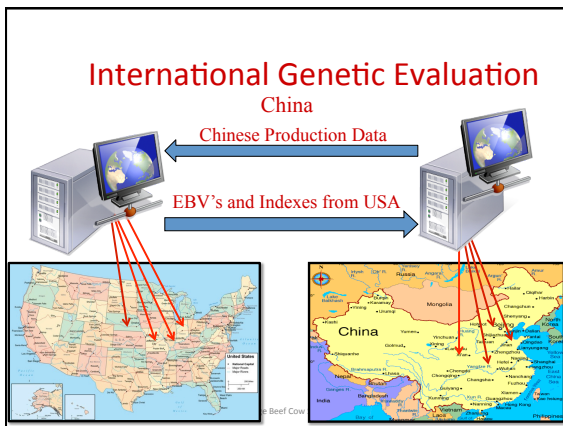


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What Is The Competition Doing?



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American Genetics Produced in China and Registered in the USA

INTERNATIONAL ABG CERTIFICATE OF REGISTRY	
登记号: 9939001 姓名: G60 出生日期: 3/3/09 系名/品种/名称: 9939001	WHITE SAMPSON 316-10 父系登记号: 91239010 母本生产指数: 113.1 母系指数: 95.8
WHITE SAMPSON 472-11 父系: 9849011 母本生产指数: 106.4 母系指数: 91.2	WHITE WILMA DE SICA 父系登记号: 9156401 母本生产指数: 99.6 母系指数: 86.7
WHITE D DORA 17-1 生产指数: 10 产仔指数: 10 断奶指数: 22 截止后体况: 770	WHITE ZURU 308-15 母本生产指数: 98.8 母系指数: 81.7
WHITE D DORA 352-6 母本生产指数: 106.2 母系指数: 106.6	WHITE D DORA 429-8 母本生产指数: 106.2000 母系指数: 114.6
育种编号: 1668 WHITE SHIREHAMROC C/O MIKE LEMMON 4728 N 200 W ALBION, IN 46701	系属日期: 4/21/09 种猪场: Yang Ren Shen Group Meishan Whitebreed 13Shan East Hilli Lemmon Shouliniao Village, Yanluo Town, Zhaozhou County Hebei, China 412012
NATIONAL SWINE REGISTRY 5/18/09 Suzuki & Quisenberry CHIEF EXECUTIVE OFFICER	性状 期望后代差异 性状 期望后代差异 性状 期望后代差异 产仔指数 6.17 * 21000 大数 21000 大数 断奶指数 0.67 * 断奶指数 0.67 * 断奶指数 截止后体况 2.72 * 截止后体况 2.72 * 截止后体况 母本生产指数 107.0 * 母本生产指数 107.0 * 母本生产指数 母系指数 母系指数 母系指数

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Obstacles

Animal identification in USA

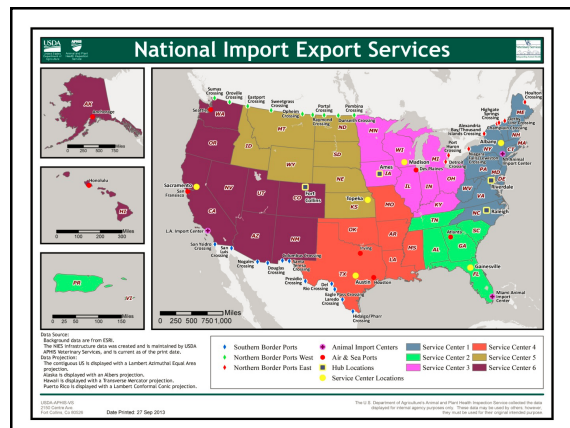
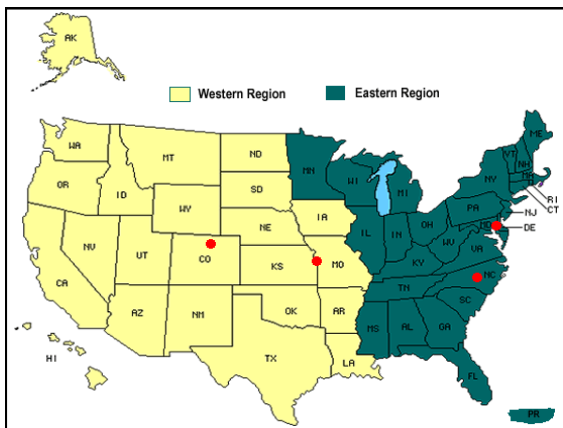


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Obstacles/Concerns

- Effective USDA/APHIS/USTR Negotiators
 - Blue Tongue
 - BSE
- US Export Regulations
 - Tuberculosis risk to producers & exporters
 - APHIS Export Procedures
 - Reorganization of APHIS on October 1, 2013
 - No more Area Veterinarians In-Charge
 - Six Regions for exports combining several states

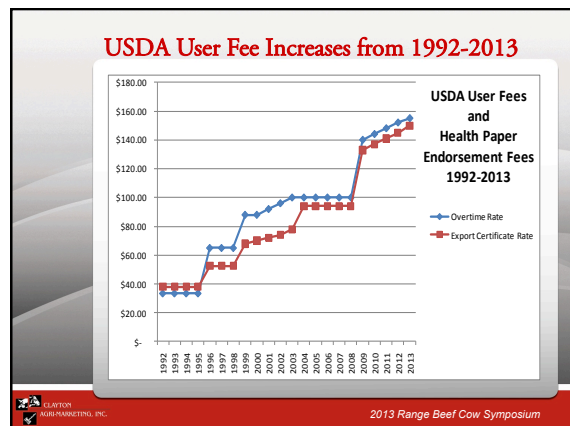
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Concerns

- Price of corn and other feed stuffs
- Animal Welfare Groups-Transportation
- Boeing Airlines advisory on capacity
- Ability to transit countries and airports
- Emergence of foreign livestock dealers
- Requirements of importing governments for pedigree information
- Continuing increases of User Fees

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Where Do The Export Dollars Go?

Every Billion Dollars of Agricultural Exports Creates 8,400 jobs in the US Economy



What Does Exports Do For The Economy?

- For every \$1 billion in agricultural goods exported creates approximately 8,400 jobs
- In 2011 livestock exports increased by 23% over the previous year to \$951 million
- In 2012 livestock exports increased by 14% making the industry a billion dollar industry for the first time

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What's Ahead for US Agriculture? Numbers Will Drive Our Industry and Country!

- 310 million Chinese will move to the middle class by 2020 with demands for more food and products

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