Australian Stud Merino Export Guidelines

As at August 2018

A review of Australia’s Merino export policy was undertaken in 2009 after which the Livestock Export (Merino) Repeal Order (No. 1 of 2009) was passed, to take effect 1 January 2010, thereby removing all restrictions on Australia’s Merino export trade.

The Australian Association of Stud Merino Breeders (AASMB) has undertaken to continue its role as the peak industry body that oversees the quality of Stud Merinos for export. Its aim in a deregulated environment is to help streamline the entire process to ensure quality as well as speedy delivery and payment.

SUPPORT FOR STUD VENDORS AND BUYERS
It is recommended that vendors and buyers notify AASMB of any sales as soon as possible. Then if there are any problems or concerns during the process or delivery, one of AASMB’s nominated Stud Export Coordinators can be allocated to assist. In addition, there could be the opportunity to share transport of animals to quarantine, etc.

CONTACT
The Australian Association of Stud Merino Breeders Limited (AASMB)
Telephone: 0417 561 983   Email: office@merinos.com.au

STUD EXPORT GUIDELINES
Below are the recommended guidelines on procedure for the export of Stud Merino sheep and genetic material, commencing 2018. This is a working document and feedback is welcome from industry. This document has been revised in Aug 2018.

1. **Health Protocols**
   An overseas buyer and the selling agent and/or vendor must first of all determine if there is a current health protocol between the overseas buyer’s country and the product they wish to purchase from Australia. Checks need to be made on which countries have health protocols in existence with Australia for sheep breeder (live animals) embryos and semen. If there is no protocol, it is up to the buyer to contact his country’s biosecurity department and sort this out before proceeding further. If protocols appear to be in place, this is to be confirmed by AQIS and/or Biosecurity Australia prior to animals being selected.

2. **Import Permit**
   Buyers should obtain Import Permits beforehand where possible or as soon as possible after the sale to prevent unnecessary delays and the likelihood of increased costs. The buyer or buyers’ representative is to liaise with the agreed *Service Provider or with the buyer’s nominated import agent to obtain details of any special requirements or documents for clearance. It is essential to ensure at the beginning of the process that the animals/genetic material being considered for export meet the requirements on the importing country’s import permit. Quarantine centres in Australia may not take the delivery of any purchases without an import permit in place.

   Any purchases left for more than 30 days in Australia (either farm, in transit to quarantine or in quarantine) may be charged an additional weekly fee for maintenance (feed etc) and administration. Please ensure import permits are arranged as quickly as possible.
3. **Sourcing a Purchase**  
Farm visits and inspections are to be arranged in consultation with growers and/or agents.

4. **Find & Agree on a *Service Provider***  
An overseas buyer and the selling agent and/or vendor should then agree who is to be contracted to complete the sale process through to completion. It is recommended that one contract for all services be entered into.  
A buyer is to ensure that an appropriate Service Provider is able to either directly or by subcontract establish that links are in place for purchase, insurance, health requirements, transport, quarantine and delivery to country of destination are in place (see Recommended Contract Chain below).

5. **Genuine Australian Stud Merinos**  
Animals/genetic material for export should always come from a currently registered Australian Merino or Australian Poll Merino stud registered in the current Australian Stud Merino Flock Register. Buyers should check genuine stud status prior to purchasing. This can be done by either viewing the Flock Register on The Australian Association of Stud Merino Breeders website: [www.merinos.com.au](http://www.merinos.com.au)

   a) **AASMB Ear Tag Identification**  
   An animal purchased for export shall bear an AASMB ear tag so as to positively identify it from all other animals. Contact the relevant State Stud Merino Breeders Association if tag required.

   b) **Pedigree Certificate**  
   The AASMB will provide upon request, a pedigree certificate to the Vendor for completion, which is to be signed by the vendor, then forwarded for sign off by the relevant State Stud Merino Breeders Association and certification by the Australian Association of Stud Merino Breeders (AASMB). This should be obtained once the purchase has taken place. The AASMB will accept no liability or responsibility for the accuracy of descriptions provided which shall be the responsibility of the Vendor. A fee for service is charged to the Vendor relating to ear tags and documentation. (see further details under Vendor Responsibilities in this document)

6. **Terms of Trade**  
A buyer must agree to terms of trade, i.e. a non-refundable deposit to cover expenses, including delivery of their purchase to quarantine. Full payment is to be made to the vendor prior to departure of the purchase from quarantine to the buyer’s country.

   A buyer/buyers’ full name, address, country, telephone and email contact is to be provided to all parties (Vendor or Agent, Service Provider, Quarantine Centre).

7. **Insurance**  
Once the sale has taken place (either at the fall of the hammer in an auction, or upon receipt of the agreed deposit in a private sale) the Vendor shall contact either their Service Provider to ensure insurance is arranged or contact their chosen insurance company directly to arrange insurance of the animal from point of sale until delivery to the quarantine centre.

   NB: It is highly recommended the vendor notify their request for insurance cover via email so the details are in writing, and then follow up with a phone call if confirmation of the request has not been received from the insurer within 1 business day.

   Upon arrival at the quarantine centre, it is the responsibility of the buyer to ensure the purchase is insured.
8. **Veterinary Inspection**
A veterinary inspection must be prearranged for the buyer by the Service Provider in respect of health and any other necessary examination required by the country of intended destination. Contact is to be made by the Service Provider with a Quarantine centre to either obtain a quote or book animals in for pre export quarantine (PEQ). If animals are purchased from different studs, they all to have been delivered to the quarantine centre before tests begin.

9. **Health Declarations**
Vendors intending to send their animals for export must provide the necessary declarations as to the health status of the property of origin in relation to the Australian Standards for the Export of Livestock (ASEL) and requirements, if any, on the Import Permit. This declaration is to be verified prior to quarantine and list the ear identification tags for traceability of animals to be exported. The contracted Service Provider is responsible for obtaining the applicable documentation whether it be a letter provided from vendor's veterinarian outlining diagnosed clinical cases of diseases on the farm for the past 5 years with dates, signed by the vendor for non notifiable diseases, and by the local Department of Primary Industries or Agricultural Department for notifiable diseases, or in some other acceptable format.

10. **Managing Health Risks/Positive Tests**
Most health protocols state that if a positive result occurs whilst in quarantine, that animal is to be removed from the group, wait for a period of time and then retest all remaining animals. Buyer, vendor and Service Provider need to agree during initial negotiations how to handle positive health tests should they occur, and the risk management steps that are to be costed in. One solution is to have back up animals included in quarantine to reduce the risk of short shipment. Another option that could be agreed to if a positive result occurs, is for the vendor to pay for the retest and the buyer to pay for the additional agistment per day. However, whatever approach is taken, it must be agreed between the parties beforehand so that all quarantine costs are covered.

11. **Health & Welfare**
When organising overseas transportation, the Service Provider is to ensure there is no cause for the Australian Standards for the Export of Livestock (ASEL) rejection criteria to be enforced. Health and welfare is to be of the highest priority with particular attention paid to horned and pregnant animals. Unless otherwise approved, long horns should be no greater than one curl, and horns should be tipped if they could cause injury. With ewes, pregnancy status must be confirmed (if pregnant, cut-off is 115 days on day of export. Unless full wool is required, it is preferable for animals to be shorn, or have wool no longer than 25 mm, in order to decrease the requirement of 10% increase in room allowance and heat stress for tropical destinations including transit countries.
Timing of delivery should also be considered. Leaving animals in quarantine or in transit for extended periods due to extended public holidays or not having completed documentation/permits is unacceptable for the animals welfare and can also be costly for both the vendor and purchaser. In addition, seasonal conditions should be considered to ensure animals are not travelling in extreme weather conditions.
VENDOR RESPONSIBILITY

(refer to pages 1-3 above for details of each point set out below)

Once a vendor and/or agent is approached re a sale, the recommended process is to

Prior to negotiations, check with the buyer that:

- Health protocol between country of destination and Australia has been established and confirmed by AQIS
- A Service Provider is in place
- Quarantine process is in place and the delivery arrangements have been made
- Funds are available
- Import Permit requirements have been checked and permit is or will be able to be obtained without delay
- Notify The Australian Association of Stud Merino Breeders Limited (AASMB)
  Telephone: 0417 561 983     Email: office@merinos.com.au
  It is recommended to do this prior to negotiations, particularly if it is a first experience of selling to an overseas buyer. Alternatively notify as soon as possible after.

Once sheep have been selected:

- Health Risks Management have been agreed in the event of positive tests
- Deposit is paid
- Insure the purchase either directly or via the Service Provider - from point of sale to delivery at quarantine in Australia
- AASMB Ear Tags in place
- Complete Pedigree Certification (see below for more details)
- Health Status Declaration & Contact AI/quarantine centre arranged by Service Provider
- Import Permit has been obtained by buyer/Service Provider
- Transportation to quarantine is arranged with Service Provider (these arrangements may vary depending on individual circumstances, timing and agreement with buyer and Service Provider – eg: Vendor may personally deliver the purchase to quarantine directly or share delivery with other vendors in the same area, etc. )

NB: Check the vendor’s overseas transportation complies with Health and Welfare protocols. Including, ensuring animals are not sent to quarantine without Import Permits being obtained; or that animals are not left for unnecessary periods due to issues such as timing eg: public holidays (eg Christmas holidays) and that animals are not delivered during periods of extreme weather.
BUYER RESPONSIBILITY

(refer to pages 1-3 above for details of each point set out below)

Prior to negotiations, ensure you check:

- Health protocol between country of destination and Australia has been established and confirmed by AQIS
- Service Provider is in place
- Import Permit obtained or requirements can be met so there are no delays obtaining the permit
- The vendors you are purchasing from are genuine Australian Stud Merino Breeders
- Quarantine process is in place and the delivery arrangements have been made;
- funds are available

Once sheep have been selected,

- Health Risks Management agreed with Vendor in the event of positive tests
- Deposit is paid
- Ensure the vendor or Service Provider insures the purchase from point of sale to delivery to quarantine in Australia
- Import Permit obtained
- Service Provider coordinates all links for purchase, quarantine and delivery to your country
- The weight and height of the individual animals are to be obtained as soon as possible by the Service Provider in order to obtain a quotation for overseas transportation costs
- Provide your full address and contact details to vendor and Service Provider
- Ensure AASMB Ear Tags in place
- Pedigree Certificate is being completed by vendor
- Vet Inspection to be arranged
- Overseas transportation complies with Health and Welfare protocols – NB This includes ensuring animals are not left in quarantine for unnecessary periods of time due to extended public holidays (eg Christmas holidays) or being delivered during periods of extreme weather.
**RECOMMENDED CONTRACT CHAIN AND SERVICE PROVIDER**

It is recommended that one contract for all services be entered into.

The Service Provider:

- must be able to process export sales from purchase through quarantine and delivery to country of destination.
- is to sub-contract other service providers which may include agents and/or growers, an AI Centre, an exporter, and any other export suppliers, insurance from point of sale, the import agent nominated by the buyer and the transport company that will deliver to country of destination.
- is responsible for the collection of funds from buyers and payment to sub-contracted service providers. It is strongly recommended that a non-refundable deposit and full payment prior to departure become normal procedure. The amount of non-refundable deposit is to be agreed between parties at the commencement of negotiations and/or be the percentage that is normal company policy. The deposit is to cover expenses likely to be expended particularly for health tests in the case of a cancelled shipment.

**AGENTS**

Agents are responsible for their normal activities, i.e. selling the animals, and possibly buying if sub-contracted by the buyer and/or the Service Provider. The Service Provider pays an agent for this service, or the grower if no agent is involved, and then has the responsibility to continue the process through to completion.

**EXPORT PEDIGREE DOCUMENTATION**

1) The vendor obtains and completes a Pedigree Certificate
   For a Pedigree certificate - Contact
   The Australian Association of Stud Merino Breeders (AASMB)
   Telephone: 0417 561 983   Email: office@merinos.com.au
   Correspondence: PO Box 72, Williamstown Vic. 3016
   Web: www.merinos.com.au

2) Vendor to email the completed certificate to the relevant State Stud Merino Breeders Association and AASMB and put the original in the post to the relevant State Stud Merino Breeders Association (as listed on the following page)

3) The State Association checks the details including ear tags and upon approval will sign off the certificate and forward to the Australian Association.

4) The Australian Association checks the details and upon approval, certifies the documents.
   The AASMB will email the certified copy to the vendor and Service Provider and any other relevant party if requested and email address provided eg the buyer and destination country’s stud sheep breeder association.

**Fees for Export Pedigree certification**

An administrative fee is charged to the Vendor for the certification of Export documentation:

- $55 per Ram, Semen Sire, Ewe or Donor Ewe for Embryos  (prices include GST)

Additional fees may apply for postage and handling if urgent certification is required eg for Express postage or the original certified pedigree needs to be posted internationally.
CONTACT DETAILS

The Australian Association of Stud Merino Breeders (AASMB)

Chief Executive Officer
PO Box 72
Williamstown Vic. 3016
Telephone: 0417 561 983   Email: office@merinos.com.au

State Stud Merino Breeder Associations

Western Australia
Stud Merino Breeders’ Association of Western Australia (Inc)
Executive Officer
PO Box 135
Claremont WA 6010
Tel: 08 9384 6466   Email: office@merinowa.com.au

South Australia
South Australian Stud Merino Sheepbreeders’ Association (Inc)
Executive Officer
PO Box 108
Goodwood SA 5034
Tel/Fax: 08 8212 4157   Email: info@merinosa.com.au

New South Wales
NSW Stud Merino Breeders’ Association Ltd
Administration Officer
Locked Bag 4317
Sydney Olympic Park NSW 2127
Tel: 02 9763 2744   Email: office@merinonsw.com.au

Victoria:
Victorian Stud Merino Sheepbreeders’ Association (Inc)
Executive Secretary
PO Box 219
Bendigo Vic 3552
Tel: 03 5439 5094   Email: office@merinovictoria.com

Queensland
Queensland Merino Stud Sheepbreeders’ Association (Inc)
Secretary
"Victoria Downs"
Morven Qld 4468
Tel: 07 4654 8109   Email: secretary@qmssa.net

Tasmania
Stud Merino Breeders’ Association of Tasmania
Secretary/Treasurer
1796 Tunnack Rd
Baden TAS 7120
Tel: 03 6254 7198   Email: office.smbat@gmail.com