

# Report to Parliament

Official Trade and Investment Mission to  
Vietnam and China

13 September – 19 September 2014

**The Honourable Dr John McVeigh MP**  
**Minister for Agriculture, Fisheries and Forestry**

## Contents

TRADE MISSION PROGRAM.....	3
PURPOSE OF TRAVEL.....	12
Vietnam.....	12
China.....	12
Malaysia.....	12
OFFICIAL PARTY.....	13
QUEENSLAND DELEGATES.....	13
REPRESENTATIVES IN MARKET – VIETNAM.....	13
REPRESENTATIVES IN MARKET – CHINA.....	14
VIETNAM - BREAKFAST BRIEFING WITH AUSTRALIAN AMBASSADOR TO VIETNAM.....	15
VIETNAM - MEETING WITH VICE MINISTER OF INDUSTRY AND TRADE.....	17
VIETNAM - MEETING WITH VICE MINISTER OF AGRICULTURE AND RURAL DEVELOPMENT.....	19
VIETNAM SITE VISIT – THANH NGUYEN'S FOOD EXHIBITION.....	21
CHINA - TRADE & INVESTMENT QUEENSLAND BRIEFING.....	24
CHINA - DINNER WITH AUSTRALIAN AMBASSADOR TO CHINA AND CHINESE BUSINESS CONTACTS.....	25
CHINA - MEETING WITH CHINESE ACADEMY OF AGRICULTURAL SCIENCES (CAAS).....	26
CHINA - OPENING OF MEAT AND LIVESTOCK AUSTRALIA (MLA) OFFICE.....	27
CHINA - MEETING WITH SINO-AUSTRALIA TOP BEEF.....	28
CHINA - MEETING WITH MINISTER, GENERAL ADMINISTRATION OF QUALITY SUPERVISION, INSPECTION AND QUARANTINE (AQSIQ).....	30
CHINA - MEETING WITH MINISTER FOR AGRICULTURE OF THE PEOPLE'S REPUBLIC OF CHINA.....	31
CHINA - LAUNCH OF THE AUSTRALIA SINO HUNDRED YEAR AGRICULTURAL AND FOOD SAFETY PARTNERSHIP (ASA 100).....	32
CHINA - AUSTCHAM AND NATIONAL AUSTRALIA BANK DINNER AND NETWORKING FUNCTION.....	33

## TRADE MISSION PROGRAM

### SATURDAY 13 SEPTEMBER 2014 – SINGAPORE

12:30PM	<b><u>Arrive:</u></b> Brisbane International Airport
2:30PM	<b><u>Depart:</u></b> Brisbane International Airport, Singapore Airlines SQ236
8:50PM	<b><u>Arrive:</u></b> Singapore  <b><u>Transfer to hotel</u></b>
9:30PM	<b><u>Arrive:</u></b> Village Hotel Changi
ACCOMM	<b>Village Hotel Changi</b> 1 Netheravon Road Tel: +65 6 379 7111

### SUNDAY 14 SEPTEMBER 2014 – SINGAPORE and VIETNAM

7:00AM	<b><u>Depart</u></b> for airport
7:10AM	<b><u>Arrive:</u></b> Singapore International Airport  <b><u>Depart:</u></b> Singapore, Singapore Airlines SQ176
9:20AM	<b><u>Arrive:</u></b> NoiBai International Airport, Ha Noi
11:40AM	<b><u>Transfer to hotel</u></b>
1:00PM	<b><u>Arrive:</u></b> Marriott Hotel
1:00PM - 5:00PM	<b>DAFFQ Business</b>
7:00PM	<b>Casual dinner - <u>Official Party</u></b>
ACCOMM	<b>The Marriott Hotel</b> <u>8 Do Duc Duc Road, Me Tri Ward, South Tu Liem District</u> Tel: +84 4 3833 5588

### MONDAY 15 SEPTEMBER 2014 – VIETNAM

7:45AM	<b><u>Depart:</u></b> Marriott for Ambassador's residence  <b><u>Transport:</u></b> Marriott Hotel Mini Van
8:30AM	<b>Breakfast Meeting/Briefing - <u>Official Party</u> and Australian Ambassador to Vietnam, <u>Mr Hugh Borrowman</u>, <u>Mr Tom Black</u>, Counsellor (Agriculture), Department of Agriculture, <u>Ms Alison Keys</u>, First Secretary, Australian Embassy and <u>Mr Tran Tuan Anh</u>, Senior Research Officer, Economy and Trade Policy, Australian Embassy, <u>Mr Sean Riley</u>, Senior Trade Commissioner and <u>Ms Thanh Cao</u>, Senior Business Development Manager, Austrade.</b>  <b><u>Venue:</u></b> Ambassador's residence, 66 Ly Thuong Kiet Str, Hoan Kiem District

9:30AM	<b>Official Party and attendees</b> depart Ambassador's residence for Ministry of Industry and Trade (MOIT)
9:45AM	<p><b>Meeting - Official Party and Vice Minister of Industry and Trade, <u>HE Madame Ho Thi Kim Thao</u> and representatives from the International Cooperation Department, Asia-Pacific Department, Import-Export Administration Department, and Vietrade.</b></p> <p><b>Attendees:</b> Australian Ambassador to Vietnam, <u>Mr Hugh Borrowman</u>, <u>Mr Tom Black</u>, Counsellor (Agriculture), Department of Agriculture, <u>Ms Alison Keys</u>, First Secretary, Australian Embassy and <u>Mr Tran Tuan Anh</u>, Senior Research Officer, Economy and Trade Policy, Australian Embassy</p> <p><b>Objective:</b> To discuss opportunities for improving Queensland beef exports (chilled meat and live cattle) to Vietnam</p> <p><b>Venue:</b> Meeting Room 209, Building B, Ministry of Industry and Trade Headquarters, 54 Hai Ba Trung St, Hoan Kiem District Tel: +84 4 22202222</p>
10:30AM	<b>Official Party and attendees</b> depart Ministry of Industry and Trade for Ministry of Agriculture and Rural Development
10:45AM	<p><b>Meeting - Official Party and Vice Minister of Agriculture and Rural Development, <u>Dr Tran Thanh Nam</u></b></p> <p><b>Attendees:</b> Australian Ambassador to Vietnam, <u>Mr Hugh Borrowman</u>, <u>Mr Tom Black</u>, Counsellor (Agriculture), Department of Agriculture, <u>Ms Alison Keys</u>, First Secretary, Australian Embassy and <u>Mr Tran Tuan Anh</u>, Senior Research Officer, Economy and Trade Policy, Australian Embassy.</p> <p><b>Objective:</b> To discuss opportunities for improving Queensland beef exports (both chilled meat and live cattle) to Vietnam</p> <p><b>Venue:</b> Ministry of Agriculture and Rural Development, B5 Block, No.2, Ngoc Ha Street-Ba Dinh District Tel: +84 4 38468161</p>
11:30AM	<b>Official Party</b> departs Ministry of Agriculture and Rural Development for the Marriott Hotel
12:00PM	<b>Lunch – Official Party</b> own arrangements at Marriott
2:00PM	<p><b>Official Party; <u>Mr Thanh Nguyen</u> and <u>Dr Richard Trivett</u>, Chairman, Australian Rural Exports Pty Ltd</b> depart Marriott for Mr Nguyen's abattoir</p> <p><b>Transport:</b> Marriott Hotel Mini Van <b>Note: <u>Mr Nguyen</u></b> (+84 903 912 598) and <b><u>Dr Trivett</u></b> (+84 407 297 507) to join <b>Official Party</b> at the Marriott.</p> <p><b>Address:</b> Phuong Tri, Tri Tran Phung District, Tu Liem</p>
2:30PM	<p><b>Abattoir site visit – led by owner, <u>Mr Thanh Nguyen</u> - Official Party and <u>Dr Trivett</u>.</b></p> <p><b>Attendees:</b> <u>Mr Tom Black</u>, Counsellor (Agriculture), Department of Agriculture and <u>Ms Thanh Cao</u>, Senior Business Development Manager, Austrade.</p>

	<p><b><u>Objective:</u></b> to view Mr Nguyen's facility and discuss his plans to invest in a live cattle export enterprise in Queensland.</p> <p><b><u>Note:</u></b> Local party officials and media have been invited by Nr Nguyen.</p>
4:00PM	<b><u>Official Party, Dr Trivett and Mr Nguyen</u></b> depart abattoir for the Marriott
4:30PM	<b><u>Official Party, Dr Trivett and Mr Nguyen</u></b> arrive Marriott – prepare for dinner
6:00PM	<p><b>Networking Function and Dinner co-hosted by the Queensland Government and Austrade. <u>Minister McVeigh</u> and Australian Ambassador to Vietnam, <u>Mr Hugh Borrowman</u> to officiate.</b></p> <p><b><u>Objective:</u></b> To network and discuss opportunities for improving Queensland beef exports (chilled meat and live cattle) to Vietnam</p> <p><b><u>Guests:</u> 25 guests including – <u>Official Party, Dr Trivett, Mr Nguyen</u> and key influencers/decision makers in the supply chain – importers, distributors, wholesalers, retailers, Chambers of Commerce.</b></p>
7:00PM	<p><b>Dinner - Menu features Queensland and Australian produce</b></p> <p><b><u>Venue:</u></b> Event Room 4, Ground Floor, Marriott Hotel</p>
8:30PM	<b>Dinner</b> concludes
ACCOMM	<b>The Marriott</b>

**TUESDAY 16 SEPTEMBER 2014 – VIETNAM and CHINA**

7:00AM	<b><u>Depart:</u></b> Marriott Hotel Mini Van for NoiBai International Airport
8:00AM	<b><u>Arrive:</u></b> Noi Bai International Airport
10:10AM	<b><u>Depart:</u></b> Ha Noi, Vietnam Airlines VNO512 for Beijing
2:45PM	<b><u>Arrive:</u></b> Beijing Capital International Airport
4:15PM	<b><u>Official Party and delegates met by <u>Mr Zijian Zhang</u>, Commissioner, Trade &amp; Investment Queensland, Beijing and <u>Mr Yong Huang</u>, Director, Business Development, Trade &amp; Investment Queensland, Beijing</u></b>  <b><u>Transfer to hotel:</u></b> Mini Van – Trade & Investment Queensland  <b><u>Arrive:</u></b> Westin Hotel
4:30PM-5:15PM	<b><u>Briefing - Commissioner, <u>Mr Zijian Zhang</u>, TIQ, Beijing - <u>Official Party and delegates</u></u></b>  <b><u>Venue:</u></b> Executive Floor Meeting Room, Westin Hotel
5:15PM	<b><u>Informal Private Meeting - <u>Minister McVeigh</u> and <u>Minister Joyce</u></u></b>  <b><u>Venue:</u></b> Lobby, Westin Hotel
5:30PM	<b><u>Dinner - <u>Minister McVeigh</u> only departs the Westin for a private dinner hosted by the Australian Ambassador to China, <u>HE Ms Frances Adamson</u> with <u>Minister Joyce</u> and <u>Chinese officials</u>.</u></b>  <b><u>Transport:</u></b> Car - Department of Agriculture  <b><u>Venue:</u></b> Ambassador's residence
6:00PM	<b><u>Dinner <u>Official Party and delegates</u> – own arrangements at the Westin</u></b>
7:30PM – 8:30PM	<b><u>Meeting <u>Mr Lubiao Zhang</u>, Director General, Department of International Cooperation, Chinese Academy of Agricultural Sciences – <u>Official Party (ex Minister) Commissioner, <u>Mr Zijian Zhang</u>, <u>Mr Yong Huang</u> and <u>Mr Adam Stevenson</u>, General Manager, Priority Sectors and Client Services, TIQ, Brisbane.</u></u></b>  <b><u>Venue:</u></b> Executive Floor Meeting Room, The Westin  <b><u>Delegates – own arrangements</u></b>
8:00PM	<b><u>Minister</u> returns to the Westin Hotel from Ambassador's residence</b>
ACCOMM	<b><u>Westin Hotel</u></b> <b><u>Address:</u></b> 7 North Dongsanhuan Road, Chaoyang Tel: +86 10 5922888

**WEDNESDAY 17 SEPTEMBER 2014 – CHINA (OFFICIAL PARTY)**

9:00AM	<b><u>Official Party (ex Mr Letts)</u></b> departs Westin for Opening of MLA Office <b><u>Transport:</u></b> Car - Department of Agriculture (all day)
9:30AM	<b><u>Opening of Meat and Livestock Australia, Beijing Office – Official Party (ex Mr Letts)</u></b>  <b><u>Venue:</u></b> MLA Office, 2301-2302 Office Tower A, Phoenix Place 5A Shu Guang Xi Li, Chaoyang
10:00AM	<b><u>Official Party (ex Mr Letts)</u></b> departs MLA for City Shop Supermarket
10:30AM	<b><u>Official Party (ex Mr Letts)</u></b> visits City Shop Supermarket to inspect range of Queensland products including chilled beef, dairy and citrus with supermarket manager Mr Zhou.  <b><u>Venue:</u></b> The Grand Summit, 19, Dong Fang Road (E) Chaoyang District
11:00AM	<b><u>Official Party (ex Mr Letts)</u></b> departs City Shop Supermarket for Westin Hotel
11:30AM	<b><u>Official Party (ex Mr Letts)</u></b> departs Westin Hotel for ASA100 Lunch
12:00PM	<b><u>ASA100 Lunch – Official Party (ex Mr Letts)</u></b>  <b><u>Venue:</u></b> Four Seasons Hotel
1:45PM	<b><u>Official Party (ex Mr Letts)</u></b> departs Four Seasons Hotel for ACSIQ
2:30PM	<b><u>Meeting - Mr Zhi Shuping, Minister, General Administration of Quality Supervision, Inspection and Quarantine – Official Party (ex Mr Letts) accompanying Minister for Agriculture, Mr Barnaby Joyce</u></b>  <b><u>Venue:</u></b> 9 Maidian Dong Lu, Haidan District
4:00PM	<b><u>Official Party (ex Mr Letts)</u></b> departs ACSIQ for meeting with Minister of Agriculture, Mr Han Changfu
4:30PM	<b><u>Meeting with Mr Han Changfu, Minister of Agriculture - Official Party (ex Mr Letts) accompanying Minister for Agriculture, Mr Barnaby Joyce</u></b>  <b><u>Venue:</u></b> Four Seasons Hotel
5:10PM	<b><u>Launch–Australia Sino Hundred Year Agricultural and Food Safety Partnership – Official Party (inc Mr Letts), delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ.</u></b>  <b><u>Venue:</u></b> Four Seasons Hotel
5:40PM	<b><u>Official Party (ex Mr Letts)</u></b> departs Four Seasons for Westin Hotel
6:00PM	<b><u>Dinner and networking function for 300 Australian and Chinese business representatives hosted by AustCham and National Australia Bank – Official Party, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ</u></b>

	<b><u>Venue:</u></b> Jinmao Ballroom, Westin Hotel
ACCOMM	Westin Hotel

**WEDNESDAY 17 SEPTEMBER 2014 – CHINA (MR LETTS and DELEGATES)**

9:00AM	<p><b><u>Mr Letts, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ</u></b> depart Westin for meeting with <b><u>Mr. Zhang Yong, Chairman, Sino-Australia Top Beef</u></b></p> <p><b><u>Transport:</u></b> Mini Van - Trade &amp; Investment Queensland (all day)</p>
10:00AM	<p><b><u>Meeting with Mr. Zhang Yong, Chairman, Sino-Australia Top Beef - Mr Letts, delegates, Commissioner, Mr Zijian Zhang, Mr Yong Huang, and Mr Adam Stevenson, TIQ.</u></b></p> <p><b><u>Venue:</u></b> 403 Technology Building, 28 Tianzhu Road, Tianzhu Airport Development Zone, Shunyi District</p>
10:45AM	<p><b><u>Mr Letts, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ</u></b> depart Sino – Australia Top Beef for Westin Hotel</p>
11:45AM	<p><b><u>Mr Letts, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ</u></b> arrive Westin Hotel</p>
12:00PM	<p><b>Lunch - own arrangements</b></p>
12:00PM-4:30PM	<p><b><u>Mr Letts, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson - own arrangements</u></b></p>
4:30PM	<p><b><u>Mr Letts, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ</u></b> depart Westin Hotel for Four Seasons Hotel</p>
5:10PM	<p><b><u>ASA 100 Launch– Official Party (inc Mr Letts), delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ.</u></b></p> <p><b><u>Venue:</u></b> Four Seasons Hotel</p>
5:40PM	<p><b><u>Mr Letts, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ</u></b> depart Four Seasons for Westin Hotel</p>
6:00PM	<p><b><u>Dinner and networking function for 300 Australian and Chinese business representatives hosted by AustCham and National Australia Bank – Official Party, delegates and Commissioner, Mr Zijian Zhang, Mr Yong Huang and Mr Adam Stevenson, TIQ</u></b></p> <p><b><u>Venue:</u></b> Jinmao Ballroom, Westin Hotel</p>
8:00PM	<p>Dinner concludes</p>
ACCOMM	<p>Westin Hotel</p>

**THURSDAY 18 SEPTEMBER 2014 - CHINA**

10:00AM	Official Party departs Westin Hotel for Beijing Capital International Airport <b><u>Transport:</u></b> Mini Van, Trade & Investment Queensland
3:30PM	<b><u>Depart:</u></b> Beijing Capital International Airport, Cathay Pacific CX 6115 for Kuala Lumpur, via Hong Kong.  (Delayed 2 hours on tarmac)
8:20PM	<b><u>Arrive:</u></b> Hong Kong – flight to Kuala Lumpur had already departed. Overnight accommodation in Hong Kong.
ACCOMM	Overnight in Hong Kong

## **FRIDAY 19 SEPTEMBER 2014 – HONG KONG TO BRISBANE**

12:50PM	<b><u>Depart:</u></b> Hong Kong International Airport for Brisbane, Cathay Pacific CX0157
11:50PM	<b><u>Arrive:</u></b> Brisbane International Airport

### **The following changes to the trade mission program should be noted:**

- The official party was unable to accompany The Honourable Barnaby Joyce MP, Minister for Agriculture, to the State Administration of Grain meeting on 18 September 2014 in Beijing, as planned. This was due to advice received from the Department of Foreign Affairs and Trade in Beijing on 17 September 2014. The official party continued briefings with the Trade Commissioner at this time in the program.
- The official party was unable to attend two scheduled meetings on 19 September 2014 in Kuala Lumpur, Malaysia, with the Malaysian Deputy Minister of Agriculture and Agro-Based Industry and the Australian High Commissioner to Malaysia. This was caused by a two-hour flight delay whilst travelling from Beijing to Hong Kong which resulted in the official party missing their connecting flight to Kuala Lumpur. The next available flight did not arrive in Kuala Lumpur until after the scheduled meetings. Consequently, the official party had little option but to return to Brisbane early from Hong Kong on 19 September 2014, arriving Brisbane at 11:50pm on 19 September 2014.

## **PURPOSE OF TRAVEL**

### ***Vietnam***

- To progress market development and diversification opportunities for Queensland meat exports as identified by the Northern Australian Agricultural Ministers' Committee.
- To discuss improving beef exports (both live cattle and chilled meat) from Queensland.
- To gain insight into the potential for other Queensland agricultural commodities to be marketed in Vietnam.

### ***China***

- To progress market development opportunities in chilled beef.
- To discuss improving beef exports from Queensland.
- To gain insight into the potential for other Queensland agricultural commodities to be marketed in China.

### ***Malaysia***

- To discuss opportunities for the development of the Malaysian beef industry and market access issues for Queensland exporters.
- As noted previously, flight delays whilst travelling from Beijing to Kuala Lumpur resulted in the official party being unable to attend the two scheduled trade mission meetings in Malaysia.

## **OFFICIAL PARTY**

The Honourable Dr John McVeigh MP	Minister for Agriculture, Fisheries and Forestry
Mr Bruce Mills	Chief of Staff, Office of the Minister for Agriculture, Fisheries and Forestry
Mr Jack Noye	Director-General, Department of Agriculture, Fisheries and Forestry
Mr Malcolm Letts	Executive Director, Regions and Industry Development, Department of Agriculture, Fisheries and Forestry

## **QUEENSLAND DELEGATES**

Dr Richard Trivett	Chairman, Australian Rural Exports Pty Ltd
Mr Troy Setter	Chief Executive Officer, Consolidated Pastoral Company
Mr Mark Bahen	Chairman, Consolidated Pastoral Company

## **REPRESENTATIVES IN MARKET – VIETNAM**

Mr Sean Riley	Senior Trade Commissioner, Austrade (Ho Chi Minh)
Ms Than Cao	Senior Business Development Manager, Austrade (Ho Chi Minh)
Ms Alison Keys	First Secretary, Australian Embassy, Department of Foreign Affairs and Trade (Hanoi)

## REPRESENTATIVES IN MARKET – CHINA

Mr Zijian Zhang

Trade Commissioner, Trade & Investment  
Queensland (Shanghai)

Mr Yong Huang

Director, Business Development,  
Trade & Investment Queensland (Beijing)

## **VIETNAM - BREAKFAST BRIEFING WITH AUSTRALIAN AMBASSADOR TO VIETNAM**

**Date:** 15 September 2014

**Venue:** Ambassador's  
Residence, 66 Ly  
Thuong Kiet Street,  
Hoan Kiem District,  
Hanoi

### **ATTENDEES**

#### **Official Party**

<b>Mr Hugh Borrowman</b>	Australian Ambassador to Vietnam
<b>Mr Tom Black</b>	Counsellor (Agriculture), Department of Agriculture
<b>Ms Alison Keys</b>	First Secretary, Australian Embassy
<b>Mr Tran Tuan Anh</b>	Senior Research Officer, Economy and Trade Policy, Australian Embassy
<b>Mr Sean Riley</b>	Senior Trade Commissioner, Austrade

### **MATTERS DISCUSSED**

- This meeting provided an opportunity for the Australian Ambassador to Vietnam and Senior Trade Commissioner to provide a briefing to the official party on current market intelligence and the prospects for Queensland agriculture in Vietnam.
- We discussed Australia and Vietnam's growing commercial relationship, as evidenced by strong growth in two-way trade and a significant Australian investment presence in Vietnam.
- I noted my Department's recent visit to Vietnam, as part of a joint trade mission with the Northern Territory and Western Australian Governments to pursue trade opportunities for the Northern Australian livestock industry.
- I conveyed Queensland's interest in opening trade in breeder cattle and partnering with Vietnam to assist its agribusiness sector to become more globally competitive for example, through cooperation in human resources training for Ministry staff, Postharvest Technology and cattle breeding programs. We also discussed opportunities for rock lobster.

- We discussed the Vietnamese Government's concerns about the development of the local husbandry sector. The concern surrounds the TPP agreement which when signed will gradually reduce the import tax on beef to zero percent by 2018, reducing the cost of imported beef even further, potentially impacting the domestic beef industry in Vietnam. Recent media reports have expressed concerns about Australian beef flooding the market.

## **VIETNAM - MEETING WITH VICE MINISTER OF INDUSTRY AND TRADE**

**Date:** 15 September 2014

**Venue:** Ministry of Industry and Trade  
Headquarters, Meeting Room 209,  
Building B, 54 Hai Ba Trung Street,  
Hanoi

### **ATTENDEES**

#### **Official Party**

<b>HE Madam Ho Thi Kim Thoa</b>	Vice Minister of Industry and Trade
<b>Pham Thi Hong Thanh</b>	Honorary Director General, Asia-Pacific Market Development, Ministry of Industry and Trade
<b>Phan Van Chinh</b>	Director General, Agency of Foreign Trade, Ministry of Industry and Trade
<b>Trinh Dinh Thang</b>	Deputy Director General of International Cooperation Department, Ministry of Industry and Trade
<b>Mr Hugh Borrowman</b>	Australian Ambassador to Vietnam
<b>Mr Tom Black</b>	Counsellor (Agriculture), Department of Agriculture
<b>Ms Alison Keys</b>	First Secretary, Australian Embassy
<b>Mr Tran Tuan Anh</b>	Senior Research Officer, Economy and Trade Policy, Australian Embassy

### **MATTERS DISCUSSED**

- I noted the recent visit to Vietnam from 30 August to 7 September 2014 by my Department with senior Northern Territory, Western Australian Government officers. The visit was part of an engagement strategy to improve beef exports (both live and meat) from northern Australia.
- I communicated the Queensland Government's interest in building a collaborative trading relationship with Vietnam in both live cattle exports and chilled beef. Still in its infancy, this trade will require nurturing and commitment from both Australian exporters to develop the market and Vietnamese importers to maintain the integrity and increase the capacity of their supply chains.

- I acknowledged the efforts being made in Vietnam to date to improve local beef supply chains and extended an offer to assist Vietnam with supply chain development where required. Vietnamese importers have responded swiftly to increase the capacity of local feedlots and abattoirs to handle and process the growing number of Australia cattle. Existing abattoirs have upgraded to comply with Exporter Supply Chain Assurance System (ESCAS) requirements and new abattoirs have been constructed to include ESCAS compliant equipment. Over 50 abattoirs have now been ESCAS approved.
- The Vice Minister commented that trade, particularly in agriculture, is performing well and that the frequent high level exchanges such as this visit are very constructive to trade development. She confirmed that Australian beef is highly regarded in Vietnam. Australian live cattle make up about 70,000 head of the 150,000 head currently being imported each year and there are opportunities to increase live exports further. There is also interest in developing further Queensland investment in the Vietnamese supply chain and an opportunity to train the hospitality industry in beef cuisine to improve consumption levels and price.
- I invited the Vice Minister to attend the Beef Australia 2015 Exposition in Rockhampton, Queensland, from 4 to 9 May 2015. The event will attract an international audience of beef and cattle producers and provide an excellent opportunity to showcase Queensland's world-class beef industry.

## **VIETNAM - MEETING WITH VICE MINISTER OF AGRICULTURE AND RURAL DEVELOPMENT**

**Date:** 15 September 2014

**Venue:** Ministry of Agriculture and Rural Development, B5 Block, No.2, Ngoc Ha Street, Ba Dinh District, Hanoi

### **ATTENDEES**

#### **Official Party**

**Dr Tran Thanh Nam**

Vice Minister of Agriculture and Rural Development

**Vu Van Minh**

Deputy Director General, International Cooperation Department, Director of Ministry of Agriculture and Rural Development

**Chinh X.Tong**

Deputy Director General, Department of Livestock Production, Ministry of Agriculture and Rural Development

**Nguyen Van Thuan**

Head-Division of Agriculture, Forestry and Salt Quality Assurance

**Mr Hugh Borrowman**

Australian Ambassador to Vietnam

**Mr Tom Black**

Counsellor (Agriculture), Department of Agriculture

**Ms Alison Keys**

First Secretary, Australian Embassy

**Mr Tran Tuan Anh**

Senior Research Officer, Economy and Trade Policy, Australian Embassy

### **MATTERS DISCUSSED**

- I noted the recent visit to Vietnam from 30 August to 7 September 2014 by my Department with senior Northern Territory, Western Australian Government officers. The visit was part of an engagement strategy to improve beef exports (both live and meat) from northern Australia.
- I acknowledged Queensland's positive trading relationship with Vietnam and opportunities to extend it beyond cattle and beef to other products. The Vice Minister expressed interest in increasing exports of tea, coffee and cashews to Australia. We discussed the issue of Sanitary and

Phytosanitary (SPS) negotiations on compartmental prawns, mango and dragonfruit and the Import Risk Analysis (IRA) process.

- We discussed the potential to develop an agricultural student exchange initiative to share Queensland's expertise, through for example, the Australian Agricultural College Corporation.
- I noted that Queensland would welcome the opportunity to partner with Vietnam in other areas, for example, in training Ministry staff at the University of Queensland and sharing Queensland's expertise in postharvest technology, mangrove management, forestry management and fisheries management.
- I invited the Vice Minister to attend the Beef Australia 2015 Exposition in Rockhampton, Queensland, from 4 to 9 May 2015. The Vice Minister expressed interest in attending and engaging with universities and agricultural colleges during the visit.

## VIETNAM SITE VISIT – THANH NGUYEN’S FOOD EX ABATTOIR

**Date:** 15 September 2014

**Venue:** Phuong Tri, Tri Tran Phung  
District, Tu Liem

### ATTENDEES

#### Official Party

<b>Mr Thanh Nguyen</b>	Chairman, FoodEx
<b>Dr Allanda McConnell</b>	Chief Financial Officer, FoodEx
<b>Dr Richard Trivett</b>	Chairman, Australian Rural Exports Pty Ltd
<b>Mr Tom Black</b>	Counsellor (Agriculture), Department of Agriculture
<b>Ms Thanh Cao</b>	Senior Business Development Manager, Austrade
<b>Luong Minh Tung</b>	General Manager, Phuc Loc Group

### MATTERS DISCUSSED

- This site visit provided an opportunity to view Mr Nguyen’s FoodEx abattoir and discuss his plans to invest in the live cattle supply chain in Queensland, following my meeting with him on 27 August 2014.
- Mr Nguyen is an Australian citizen residing in Vietnam. He is seeking a live cattle export licence from the Department of Agriculture in order to supply his abattoir in Vietnam.
- Opportunities for the supply of live cattle from Queensland to Mr Nguyen’s abattoir rely on the attainment of an export licence. However, Mr Nguyen may be able to work with existing exporters to secure cattle for export as an interim measure.
- As a direct result of this site visit, Mr Nguyen has advised that FoodEx will be holding negotiations with three Australian suppliers for a long-term supply of cattle (slaughter, feeders, breeders) and for technical assistance with nutrition, feeding and feedlot construction.

## **VIETNAM - NETWORKING BUSINESS DINNER WITH SUPPLY CHAIN PARTICIPANTS**

**Date:** 15 September 2014

**Venue:** Event Room 4, Ground Floor,  
Marriott Hotel, 8 Do Duc Duc  
Road, Me Tri Ward, South Tu  
Liem District

### **VIP ATTENDEES**

#### **Official Party**

<b>Mr Hugh Borrowman</b>	Australian Ambassador to Vietnam
<b>Ms Alison Keys</b>	First Secretary, Department of Foreign Affairs and Trade
<b>Mr Tom Black</b>	Counsellor (Agriculture), Department of Agriculture
<b>Mr Sean Riley</b>	Senior Trade Commissioner, Vietnam, Austrade
<b>Ms Janelle Casey</b>	Trade Commissioner, Austrade
<b>Mr Van Hoang Thanh</b>	Director General (Livestock Production Department), Ministry of Agriculture and Rural Development
<b>Dr Chinh Tong Xuan</b>	Deputy Director-General, Department of Livestock Production, Ministry of Agriculture and Rural Development
<b>Mr Long Tran Kim</b>	Director General (International Cooperation Department), Ministry of Agriculture and Rural Development
<b>Dr Richard Trivett</b>	Company Chairman, Australian Rural Exports Pty Ltd

### **MATTERS DISCUSSED**

- This function was co-hosted by the Australian Ambassador to Vietnam, Mr Hugh Borrowman, and provided an opportunity to promote Queensland beef export opportunities to decision makers and influencers in the

Vietnamese supply chain including boxed beef and live cattle importers, distributors, wholesalers and retailers.

- I delivered a five minute address to the 25 guests who attended. In my speech I outlined the Queensland Government's vision to double agricultural production by 2040 and significance of Vietnam as a trading partner for high quality chilled beef and live cattle from Queensland. I also promoted the Beef Australia 2015 exhibition to be hosted in Rockhampton in May 2015.
- Australian beef and Queensland citrus were served as part of the dinner.

## **CHINA - TRADE & INVESTMENT QUEENSLAND BRIEFING**

**Date:** 16 September 2014

**Venue:** Westin Hotel, 7 North  
Dongsanhuan Road,  
Chaoyang, Beijing

### **ATTENDEES**

#### **Official Party**

**Dr Richard Trivett**

Chairman, Australian Rural Exports  
Pty Ltd

**Mr Zijian Zhang**

Trade & Investment Commissioner,  
Trade & Investment Queensland,  
China office

### **MATTERS DISCUSSED**

- This meeting provided an opportunity for Commissioner Zhang to provide a briefing to the official party on current market intelligence and the prospects for Queensland agriculture in China.
- Mr Zhang advised that he was working on an alternative meeting for Thursday morning with the Asian Development Bank as the official party was no longer attending the meeting with Minister Joyce and the Chinese Government regarding grain protocol.

## **CHINA - DINNER WITH AUSTRALIAN AMBASSADOR TO CHINA AND CHINESE BUSINESS CONTACTS**

**Date:** 16 September 2014

**Venue:** Ambassador's Residence,  
Beijing

### **ATTENDEES**

<b>The Hon Dr John McVeigh MP</b>	Minister for Agriculture, Fisheries and Forestry
<b>HE Ms Frances Adamson</b>	Australian Ambassador to China
<b>The Hon Barnaby Joyce MP</b>	Minister for Agriculture
<b>Dr Paul Grimes PSM</b>	Secretary, Department of Agriculture
<b>Ms Diana Hallam</b>	Chief of Staff to the Minister for Agriculture
<b>Dr Anna Somerville</b>	Agriculture Counsellor (Policy)
<b>Mr Rex Chen</b>	Interpreter
<b>Mr Zong Qinghou</b>	Chairman, Wahaha Group
<b>Mr Chi Jingtao</b>	Vice President, COFCO
<b>Mr Liu Yonghao</b>	Chairman, New Hope Group
<b>Mr Hu Peiyi</b>	Chairman, Shanghai Zhongfu
<b>Mr Chang Yi</b>	Director, Beijing Sanyuan Food Company Limited

### **MATTERS DISCUSSED**

- I accompanied Minister Joyce to the dinner, which was hosted by HE Ms Frances Adamson, Ambassador, Australian Embassy Beijing.
- The dinner was held to encourage Chinese industry advocacy for a Free Trade Agreement that includes strong outcomes for Australia's agricultural industries. Attendees discussed investment in Australia's agricultural industries.

## **CHINA - MEETING WITH CHINESE ACADEMY OF AGRICULTURAL SCIENCES (CAAS)**

**Date:** 16 September 2014

**Venue:** Westin Hotel, 7 North Dongsanhuan Road, Chaoyang, Beijing

### **ATTENDEES**

**Official Party (joined by The Hon John McVeigh MP at 8.00pm)**

**Mr Lubiao Zhang**

Director General, Department of International Cooperation, Chinese Academy of Agricultural Sciences

**Mr Zijian Zhang**

Trade & Investment Commissioner, Trade & Investment Queensland, China

### **MATTERS DISCUSSED**

- This meeting provided an opportunity for the official party to learn more about the research work being undertaken by the Chinese Academy of Agricultural Sciences (CAAS) and to discuss possibilities for future Queensland/Chinese agricultural research, development and extension collaborations.
- We discussed Queensland's extensive capabilities in tropical and sub-tropical Research and Development (R&D) in agriculture and my department's agri-science group which undertakes applied research and development and manages research infrastructure throughout Queensland.
- Mr Zhang advised that China views Queensland as the number one agriculture region in Australia, particularly for research, development and extension.
- Mr Zhang believes China can learn from Queensland experience in Extension, plant protection and supply chain management. He advised that China has just funded an Agricultural Science Technical Innovation Program for 13 years. It includes an element of international cooperation. China has become more selective in relation to research partners and views Australia as very important.

## **CHINA - OPENING OF MEAT AND LIVESTOCK AUSTRALIA (MLA) OFFICE**

**Date:** 17 September 2014

**Venue:** MLA Office, 2301-2302  
Office Tower A, Phoenix  
Place 5A Shu Guang Xi Li,  
Chaoyang, Beijing

### **ATTENDEES**

#### **Official Party (excluding Mr Malcolm Letts)**

**Mr Richard Norton**

Managing Director, MLA

**Ms Joy Tang**

Manager, MLA Beijing Office

**The Hon Barnaby Joyce MP  
and his official and industry  
delegation**

Minister for Agriculture

**Dr Richard Trivett**

Chairman, Australian Rural Exports Pty Ltd

**Mr Troy Setter**

Chief Executive Officer, Consolidated  
Pastoral Company

### **MATTERS DISCUSSED**

- The official party (excluding Mr Letts) attended the official opening of Meat and Livestock Australia's new Beijing office.
- The office plays a key role in creating new trade opportunities for Australia's red meat industry as well as developing cooperation and strengthening relations between industry across both countries. MLA's prime objective in setting up the new office is to improve market access and build demand for Australian red meat in the market.
- The event provided an opportunity for the official party and Queensland delegates to meet and network with senior MLA staff and Minister Joyce's industry delegation.

## **CHINA - MEETING WITH SINO-AUSTRALIA TOP BEEF**

**Date:** 17 September 2014

**Venue:** 403 Technology Building  
28 Tianzhu Road,  
Tianzhu Airport  
Development Zone  
Shunyi District,  
Beijing

### **ATTENDEES**

<b>Mr Malcolm Letts</b>	Executive Director, Regions and Industry Development, Department of Agriculture, Fisheries and Forestry
<b>Mr Adam Stevenson</b>	General Manager, Priority Sectors and Client Services Division, Trade & Investment Queensland
<b>Mr Yong Huang</b>	Director, Business Development, Trade & Investment Queensland, China
<b>Mr Abraham Zhang</b>	Board Chairman and President, Sino-Australia Top Beef
<b>Zhou Ligong</b>	Director/Vice President/CFO, Sino-Australia Top Beef
<b>Zhang Jianfeng</b>	President Secretary, Sino-Australia Top Beef
<b>Zhang Yuwei</b>	Brand Director, Sino-Australia Top Beef
<b>Louis Luo</b>	Marketing Director, ABL Funds Management Pty Ltd

### **MATTERS DISCUSSED**

- This meeting provided an opportunity to meet with senior executives from Sino-Australia Top Beef, which is seeking merger and acquisition opportunities in existing abattoirs in Australia and Queensland.
- Sino-Australia top Beef currently imports beef and lamb products from Australia, including its main business partner Mort & Co and has invested in a small cattle farm in Victoria. The company was established by some former senior executives of Mengniu Group, one of China's largest dairy companies.

- Mr Zhang outlined his role in growing the Chinese dairy industry through Mengniu (acquired by COFCO last year). Mr Zhang outlined the company goals to import premium red meat from Australia, invest in Australian feedlots and assist with herd improvement in Australia.
- Mr Zhang sees that Australia has a natural advantage in the Chinese market that it is currently not capitalising on. He is keen to work hard to raise the reputation of Australian meat in China, to the same level as highly regarded grass fed product from Inner Mongolia.
- Mr Zhang has contacts in China's CCTV channel and is interested in arranging for a Chinese documentary to be made about Queensland's grassfed production systems. He also believes he can attract capital from high net worth individuals in China.

## **CHINA - MEETING WITH MINISTER, GENERAL ADMINISTRATION OF QUALITY SUPERVISION, INSPECTION AND QUARANTINE (AQSIQ)**

**Date:** 17 September 2014

**Venue:** AQSIQ Offices  
9 Maida Donglu,  
Haidian District, Beijing

### **ATTENDEES**

#### **Official Party (excluding Mr Malcolm Letts)**

**Mr Zhi Shuping** Minister for the General Administration of Quality Supervision, Inspection and Quarantine

**The Hon Barnaby Joyce MP** Minister for Agriculture

### **MATTERS DISCUSSED**

- The official party (excluding Mr Letts) accompanied Minister Joyce to this meeting with Mr Zhi Shuping, Minister of the AQSIQ.
- AQSIQ is responsible for import and export quarantine and food safety. It has responsibility for the majority of Australia's market access issues and requests with China. AQSIQ is also responsible for ensuring the quality of products exported from China, the safety of imported and exported food and the hygienic production of domestic food.
- The purpose of the meeting was to advocate for stability in trade for key commodities such as beef, dairy and wheat, and new market access for kangaroo meat, live cattle, some stockfeeds and summer fruit.
- The Chinese Minister for AQSIQ advised that it was hoped that a number of protocols could be finalised by December this year.
- There remain problems with food safety and quality of kangaroo meat and the views of Australian animal welfare organisations on such trade.

## **CHINA - MEETING WITH MINISTER FOR AGRICULTURE OF THE PEOPLE'S REPUBLIC OF CHINA**

**Date:** 17 September 2014

**Venue:** Four Seasons Hotel, 48  
LiangMaQiao Road,  
100125 Chaoyang  
District, Beijing

### **ATTENDEES**

**Official Party (excluding  
Mr Malcolm Letts)**

**Mr Han Changfu**

Minister for Agriculture of the People's  
Republic of China

**The Hon Barnaby Joyce MP**

Minister for Agriculture

### **MATTERS DISCUSSED**

- The official party (excluding Mr Letts) accompanied Minister Joyce to this meeting with Mr Han Changfu, Minister for Agriculture of the People's Republic of China.
- The purpose of the meeting was to advocate for outcomes for agriculture in the Australia-China Free Trade Agreement negotiations and formally agree to 2014 activities and projects under the Australia-China Agricultural Cooperation Agreement (ACACA).
- Discussion was primarily on the Free Trade Agreement progress and the benefits for agricultural trade and investment.

## **CHINA - LAUNCH OF THE AUSTRALIA SINO HUNDRED YEAR AGRICULTURAL AND FOOD SAFETY PARTNERSHIP (ASA 100)**

**Date:** 17 September 2014

**Venue:** Four Seasons Hotel, 48  
LiangMaQiao Road,  
100125 Chaoyang  
District, Beijing

### **ATTENDEES**

#### **Official Party**

<b>Mr Zijian Zhang</b>	Trade Commissioner, Trade & Investment Queensland, China Office
<b>Mr Yong Huang</b>	Director – Business Development, Trade & Investment Queensland Office, China
<b>Mr Adam Stevenson</b>	General Manager, Priority Sectors and Client Services Division, Trade & Investment Queensland
<b>The Hon Barnaby Joyce and his official and industry delegation</b>	Minister for Agriculture
<b>Dr Richard Trivett</b>	Chairman, Australian Rural Exports Pty Ltd
<b>Mr Troy Setter</b>	Chief Executive Officer, Consolidated Pastoral Company
<b>Mr Mark Bahen</b>	Chairman, Consolidated Pastoral Company

### **MATTERS DISCUSSED**

- The official party attended the launch of the ASA 100, an industry initiative to promote Australia as a competitive food supplier to China.
- The event provided an opportunity for the official party and Queensland delegates to network with event attendees, including Minister Joyce's industry delegation.

## **CHINA - AUSTCHAM AND NATIONAL AUSTRALIA BANK DINNER AND NETWORKING FUNCTION**

**Date:** 17 September 2014

**Venue:** Westin Hotel, 7 North  
Dongsanhuan Road,  
Chaoyang, Beijing

### **ATTENDEES**

#### **Official Party**

**Mr Zijian Zhang**

Trade Commissioner, Trade & Investment  
Queensland, China Office

**Mr Yong Huang**

Director – Business Development, Trade &  
Investment Queensland Office, China

**Mr Adam Stevenson**

General Manager, Priority Sectors and Client  
Services Division, Trade & Investment  
Queensland

**The Hon Barnaby Joyce MP  
and his official and industry  
delegation**

Minister for Agriculture

**Dr Richard Trivett**

Chairman, Australian Rural Exports Pty Ltd

**Mr Troy Setter**

Chief Executive Officer, Consolidated  
Pastoral Company

**Mr Mark Bahen**

Chairman, Consolidated Pastoral Company

**Chinese business  
representatives**

### **MATTERS DISCUSSED**

- The official party attended a dinner with Australian and Chinese business representatives to promote the high quality Australian food and wine available in Beijing and China.
- The dinner provided an opportunity for the official party and Queensland delegates to engage with key Chinese stakeholders.
- Minister Joyce addressed the 300 invited guests.
- Fred Trocone (Wellard), Minister McVeigh, Richard Norton (Managing Director, Meat and Livestock Australia), Brett Finlay (President, National Farmers Federation) and Richard Trivett (Australian Rural Exports) were

introduced to Mr Zhang from Sino-Australia Top Beef.

- The official party met Zara Ai (Red Tree Agri) who advised that her company had recently bought an irrigated grain property outside Goondiwindi. She is interested in investing in freight infrastructure (currently owns a share of the port of Albany).

## **18 September 2014**

### **Official Party (including Mr Letts)**

Discussions and de-briefing with Trade Commissioner prior to departing for Beijing Airport for travel to Kuala Lumpur via Hong Kong.

Due to a flight delay of two hours from Beijing (see earlier note) the official party had little choice but to cancel scheduled meetings in Kuala Lumpur requiring an overnight stay in Hong Kong (at airline's expense) and return early to Brisbane – arriving Brisbane 11:50pm on 19 September 2014.