

The experience of a producer organization

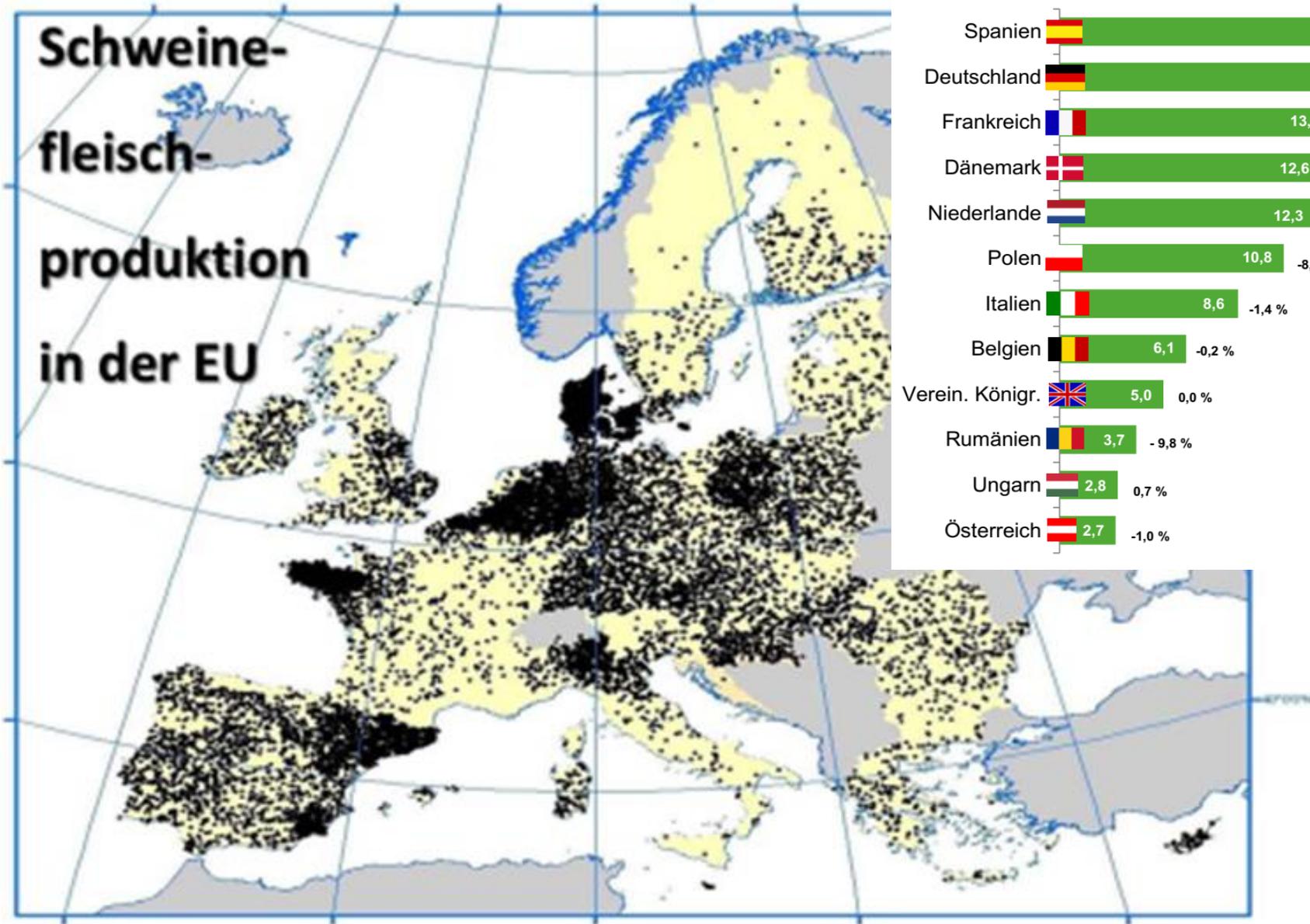


**SCHWEINE
BÖRSE
ÖSTERREICH**



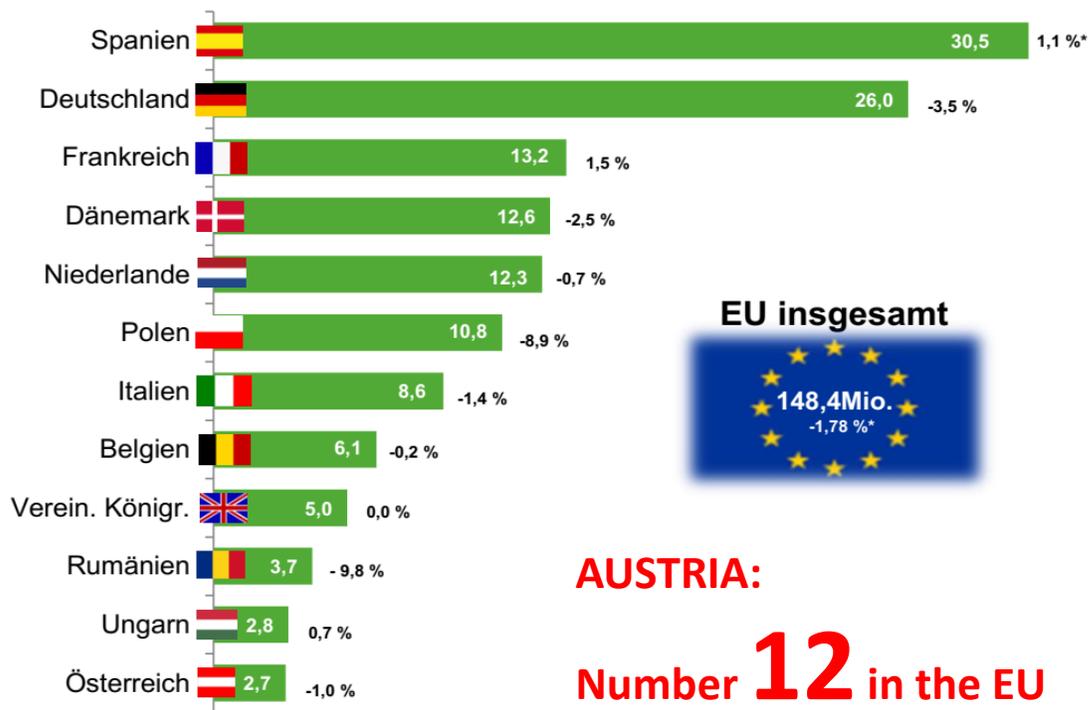
EUROPEAN PIGMEAT REFLECTION GROUP, 06.04. 2022, online meeting
Dr. Johann Schlederer, CEO, VLV and Austrian pig stock exchange

Schweinefleischproduktion in der EU



Schweinebestände in der EU

Mai/Juni Zählung 2019, in Mio. Stück



EU insgesamt

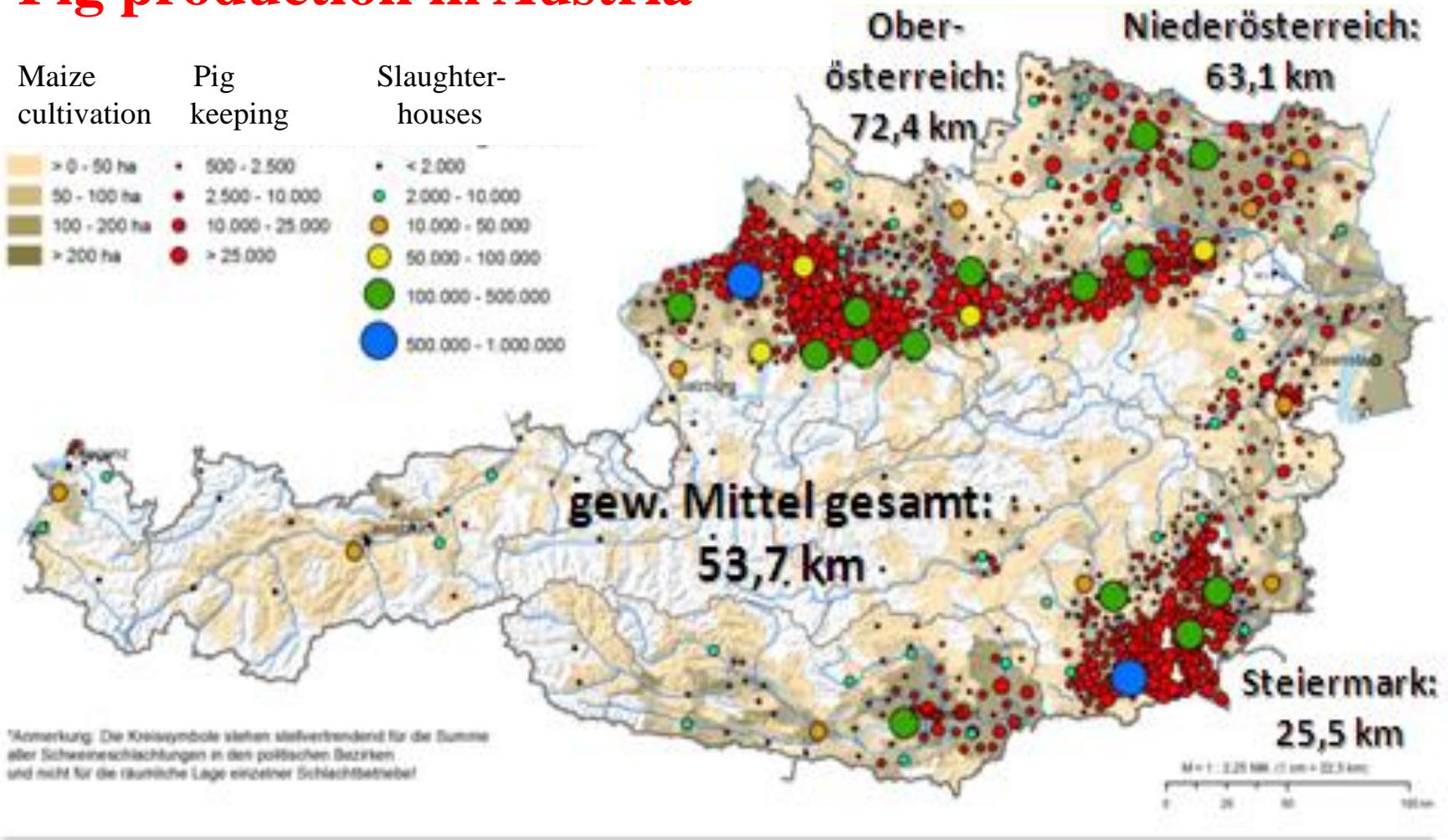


AUSTRIA:

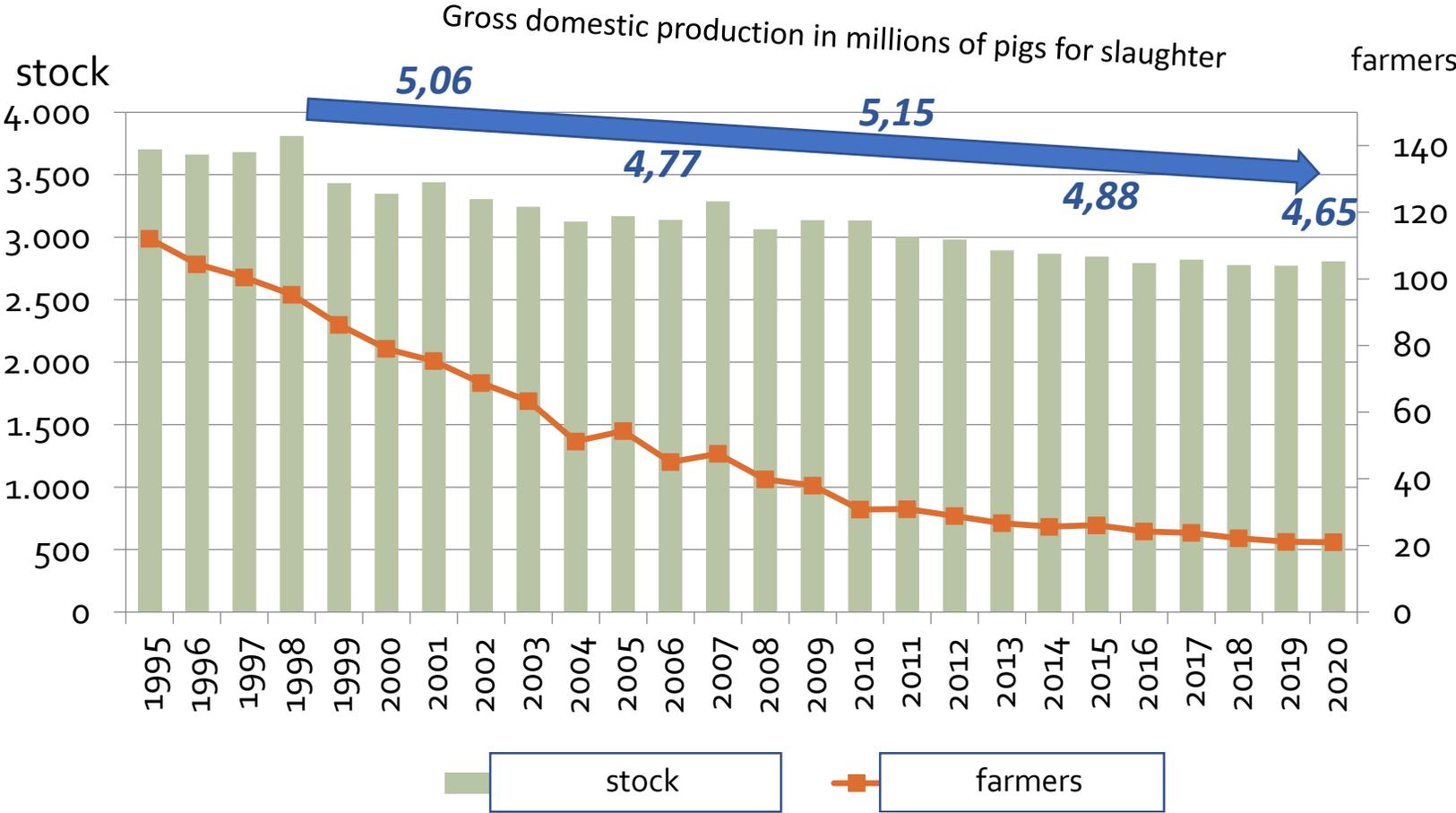
Number **12** in the EU

Pig population

Pig production in Austria



AT pig stock and pig farmers (in 1,000 pieces)



Quelle: Statistik Austria/ALFIS

Networking

for

Pig

Farmers



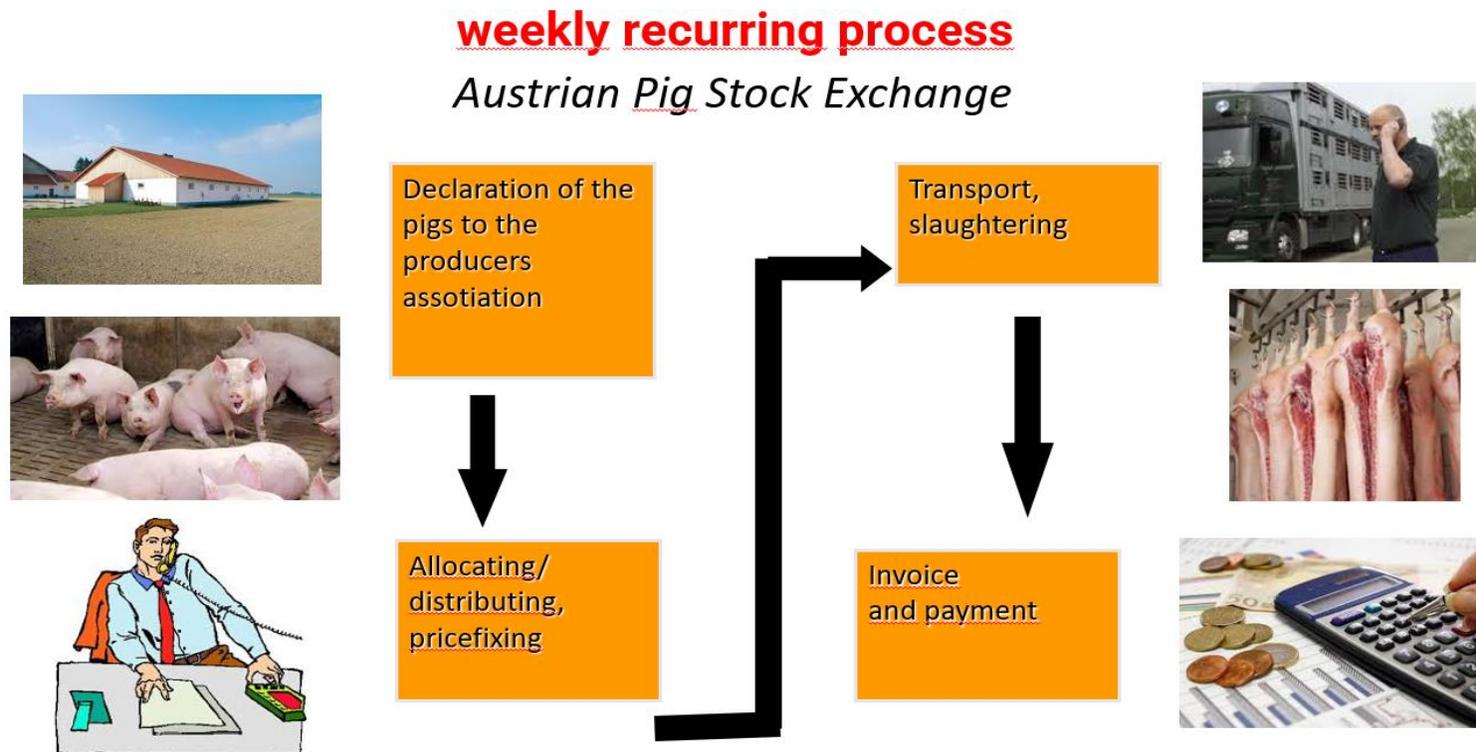
Tasks

- Representation of pig farming interests and related interests in this agricultural sector
- Coordination of research activities in pig farming
- Comment and evaluation of proposed legislation at the federal, national and EC level
- Public relations



Coordination and networking in breeding and production

The cooperation in pig production to strengthen the competitive position is visible through the Austrian Stock Exchange (Ö-Börse), which was founded in 1994. This is a cooperation agreement between the marketing organizations Styriabrid, VLV and the Gut Streitdorf producer group. With a turnover of 2.4 million pigs from approximately **3000 fattening farmers** and a market share of more than 50 percent, the Ö-Börse has now become the largest provider of pigs for slaughter in Austria.

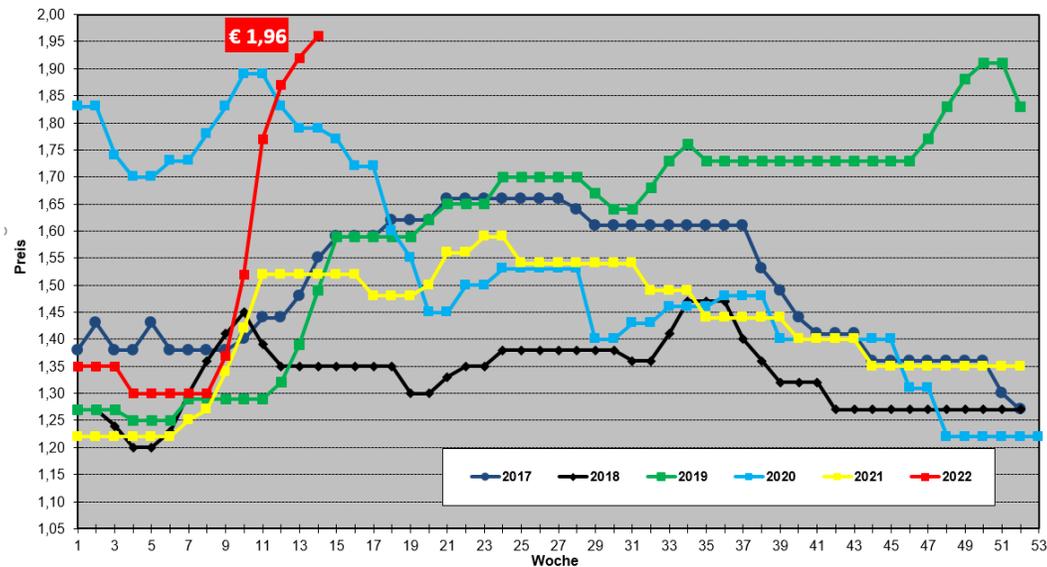


Strong position in price negotiations

- Weekly highest possible selling price for slaughter pigs
- Participation in the design of the marketing guidelines (price mask, weight regulation, ...)
- Clear guidelines for preparation, classification, data transfer and billing
- Without the stock exchange there would be no transparency and fairness on the market



Schweinebörse Basispreis 2017 - 2022

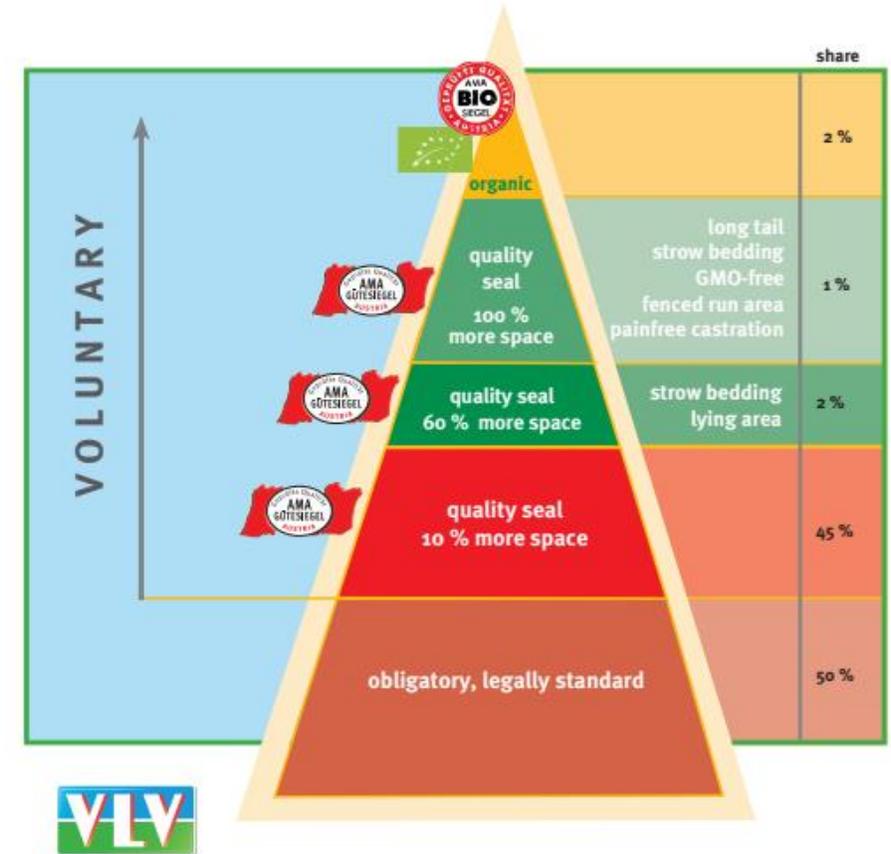


Successful marketing and risk management

- Payment guarantee - bank transfer one week after delivery
- Online billing with expedited transfer
- Weekly price guarantee if you register by Wednesday 10:00 am at the latest
- Purchase guarantee - powerful pig transport with own truck fleet
- Piglet delivery contract – exclusively for 100% delivery fatteners
- Ventilation failure insurance including manure gas, pipe water damage and broken crevices
- Brand programs: AMA seal of approval, Gustino straw, Gustino straw Klimafit Tierwohl 100



Pig-Production-AUSTRIA



Source:
VLV, Dr. Johann Schlederer
Stand: Dezember 2021

Competent and powerful representation of interests

- Representation at national and international affairs
- Outreach to counter ongoing attacks by animal welfare NGOs
- Practical solutions with official animal health service
- Representation of members' interests in the media and politics for a better image
- Fight against unjustified accusations against the pig farmer
- Practical solutions for piglet castration and tail docking



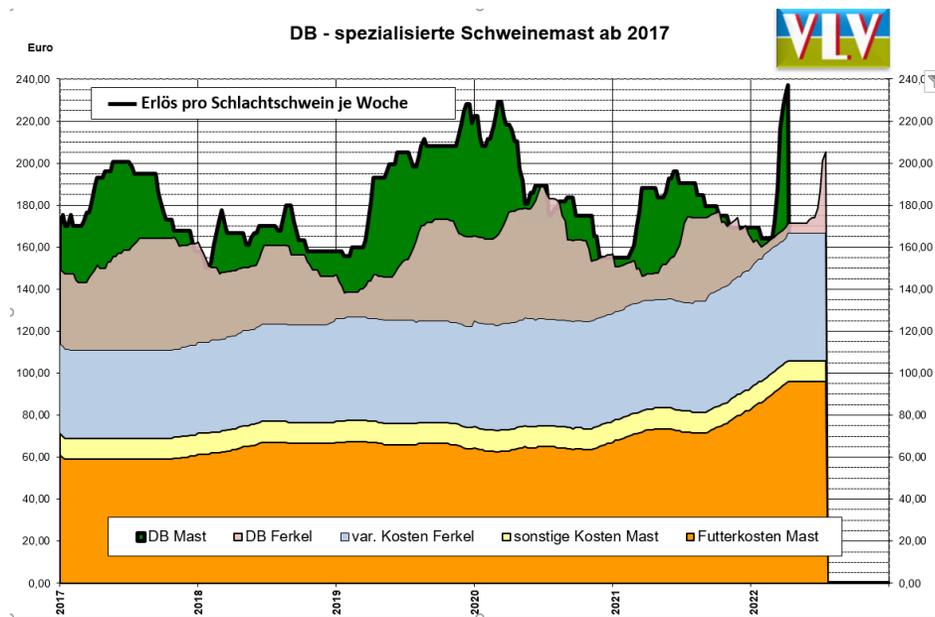
Electricity project: save energy and generate it yourself

- Energy efficiency advice: How can electricity be saved?
- joint electricity purchase: Lowest electricity prices in the long term
- VLV green electricity from Austria's largest communal photovoltaic system



Professional advice: top information at www.schweineboerse.at

- Production consulting and feed investigation
- Working groups for those who are particularly interested in improving the results
- Latest information: Internet, VLV app, circulars, events, SMS, ...
- Sales evaluation on the Internet: <http://aus.evaluation.schweineboerse.at>
- Internet sow planner for closed farms - rational self-administration
- VLV barn calendar – prepared with clear documentation for legal controls
- slaughter animal and meat inspection findings data analysis
- Barn climate advice: ventilation check, adjustment of the control devices, Troubleshooting using a "fog machine" and thermal imaging camera
- Procurement of inexpensive batteries for alarm systems



“If you don't advertise, you die”

We support the marketing activities of Agrarmarkt Austria with know-how and our farmers pay € 0.75 per slaughter pig, in the future it will be around one Euro. So I propose that all pig farmers in the EU should put one euro into advertising budgets to woo consumer confidence.



Summary: What can we do as an PO ?

We are there for our members, for representation on the market and for problems at court, as well as for politics and the media

Risk minimization in marketing and production

Provide farmers with reliable calculations for operational decisions, such as animal welfare production

Due to the bundling of offers and the significant market share, we can negotiate with the customers on an equal footing

If you turn many small screws, then you can achieve substantial advantages as a community compared to unorganized lone fighters

Summary: What we cannot do?

prevent global sales crises

decouple from the price development on the EU market

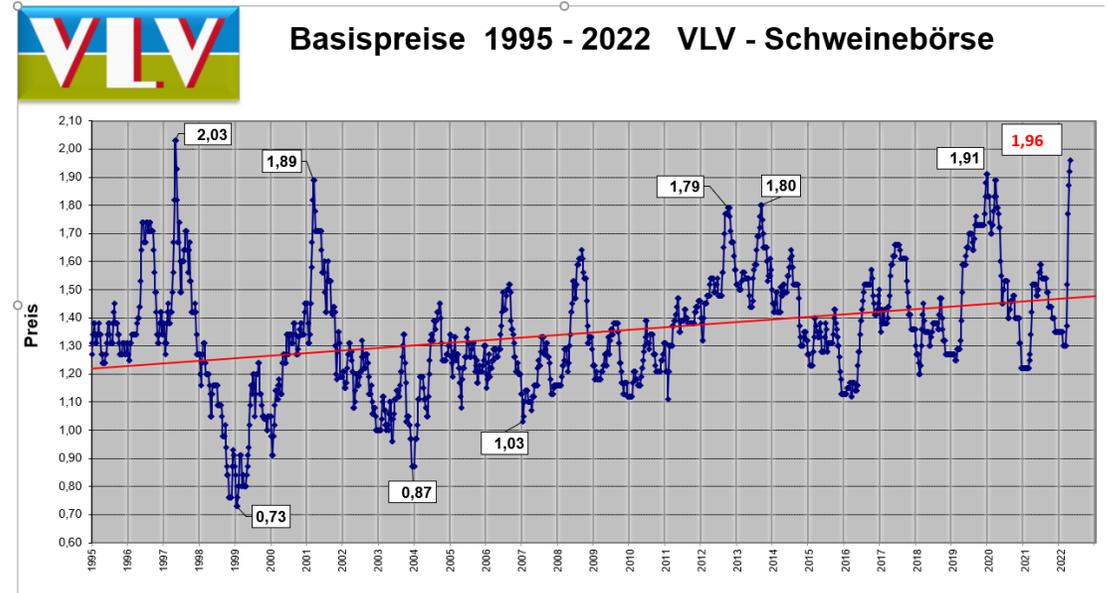
prevent price volatility

prevent crises like ASF or Covid

guarantee the members the ability to plan in the medium and long term

affect the imbalance in supply and demand on the EU market

prevent the actions of animal welfare and environmental protection NGOs



Many thanks for listening !



***Danke für Ihre
Aufmerksamkeit !***

