

# *Economic Impact of trade in agriculture sector*

## *2017 PNWER Summit*

*Gary Martin, President and CEO, NAEGA*

*President, IGTC*



**IGTC**

International Grain Trade Coalition

 **NAEGA**  
North American Export Grain Association



BUNGE

Cargill

LouisDreyfus

CHS



VITERRA

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GAVILON

CGI

COLUMBIA GRAIN



mitsui & co., ltd.



CERES

GLOBAL AG CORP.

RICHARDSON

Marubeni CORPORATION

UGC

Mitsubishi Corporation

TOYOTA TSUSHO

LANSING

TRADE GROUP, LLC



EGT

NAEGA

North American Export Grain Association

Providence



Pacificor



NIDERA



COBANK



DEGESCH America, Inc.

Agri Port Services



McDonald Pelz

Interstate Grain Corp



Baltic Control

Caring about quality

PASTERNAK, BAUM & CO., INC.



BLUE WATER SHIPPING

T. Parker Host

ECTP

Cam USA



TRC

Group, Inc.

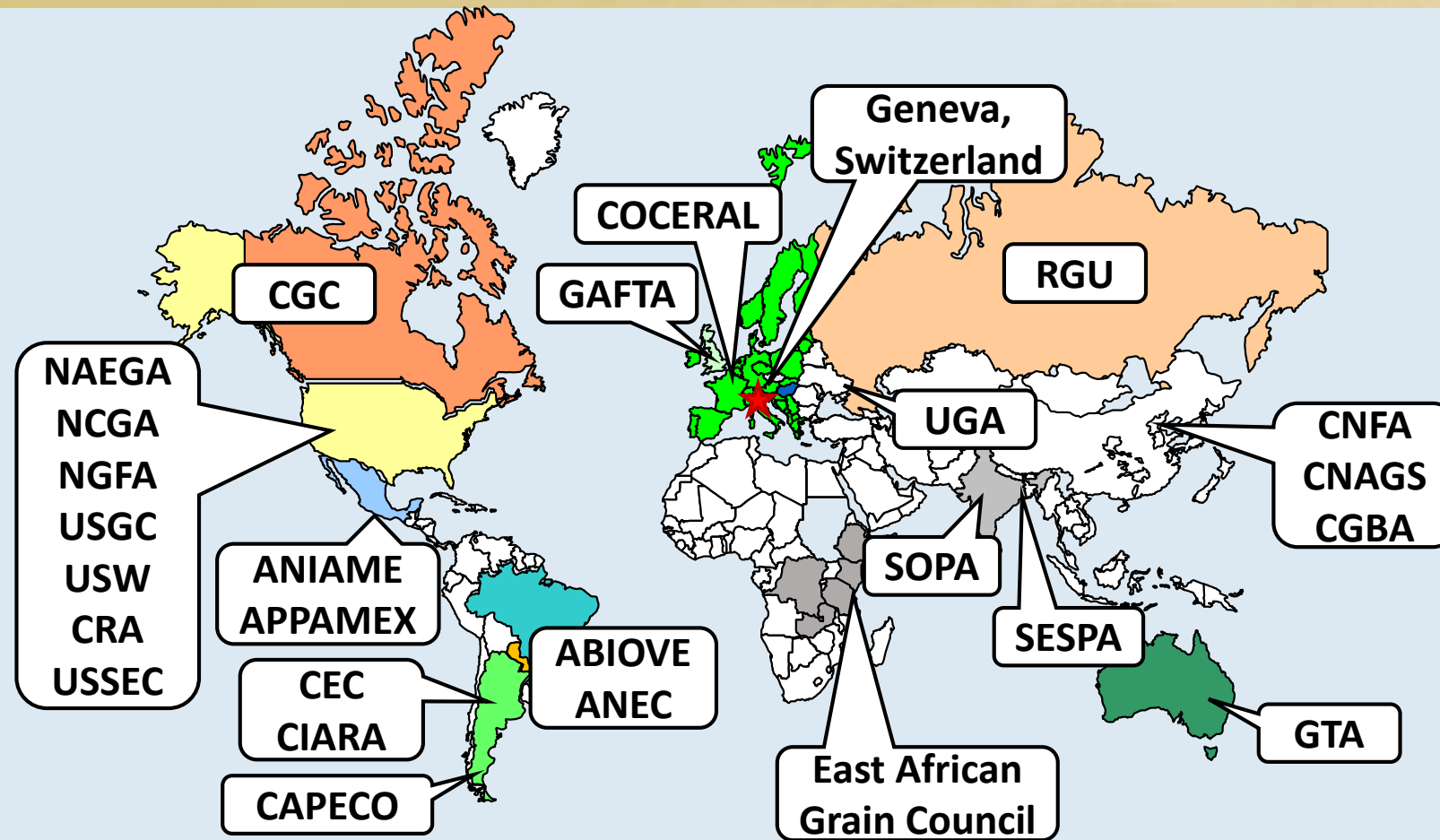
THE RUSSELL MARINE GROUP

AGNIEL COMMODITIES

WORKING TOGETHER TO MAKE TRADE WORK



# IGTC – 25 Trade Associations: 8,000 Businesses in 85 Countries

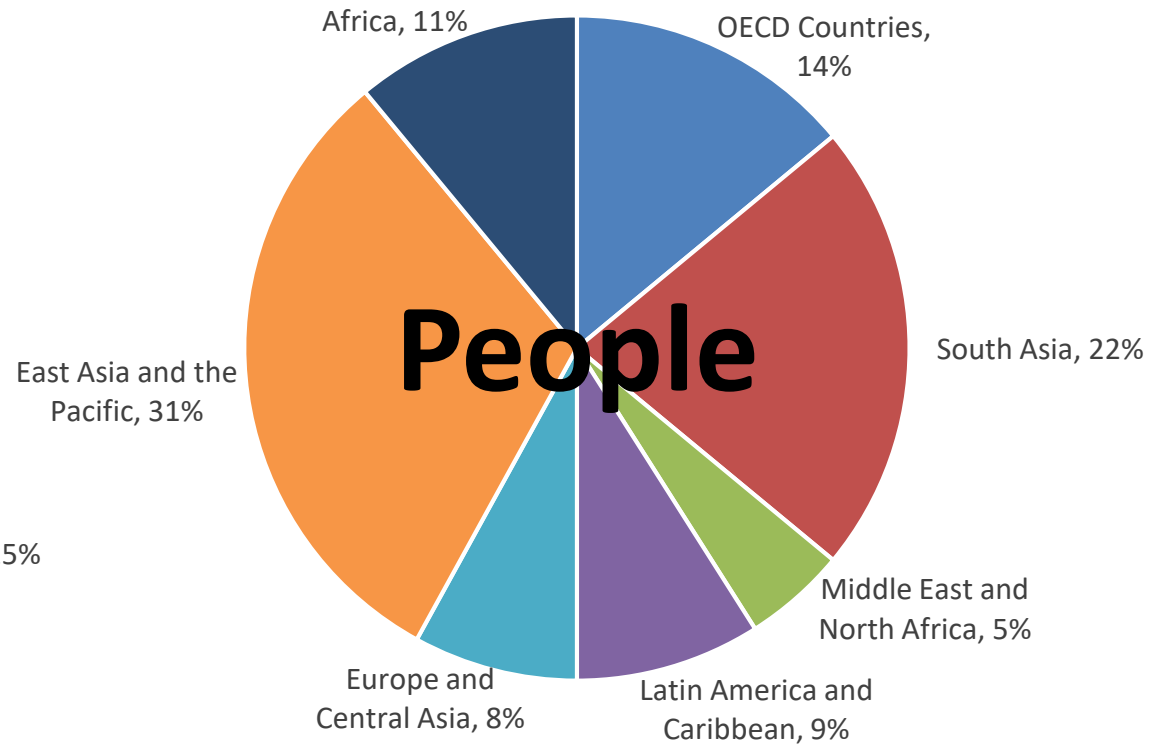
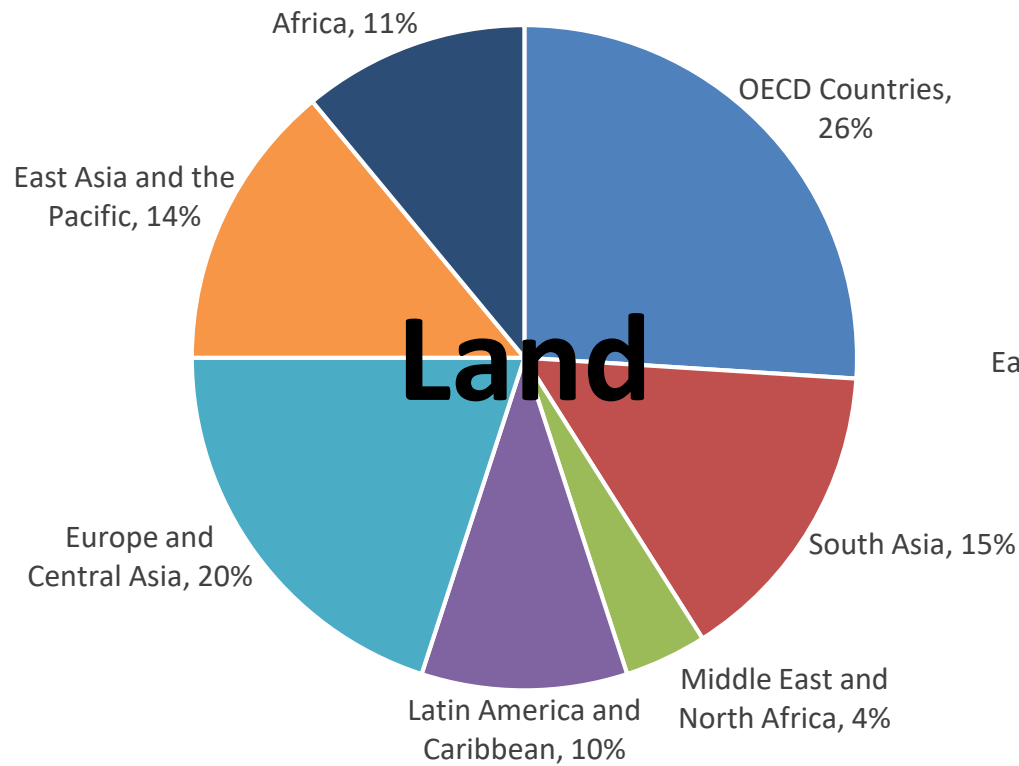


[www.igtcglobal.org](http://www.igtcglobal.org) – [secretariat@igtcglobal.org](mailto:secretariat@igtcglobal.org)



**IGTC**  
International Grain Trade Coalition

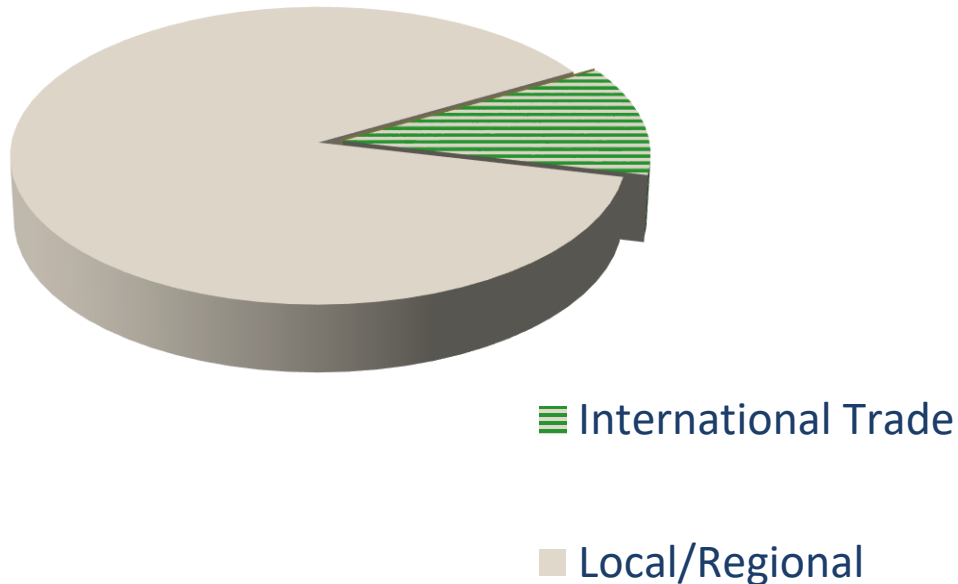
# More Ag Production Must Move Internationally



With Population growth, urbanization and broad based economic development, many low-income countries' food consumption will outstrip their production capacity, and they will become larger net importers.

# TODAY – 7 billion rely on 2.5 BMT (cereals and oilseeds)

## 2.5 BMT Global Production

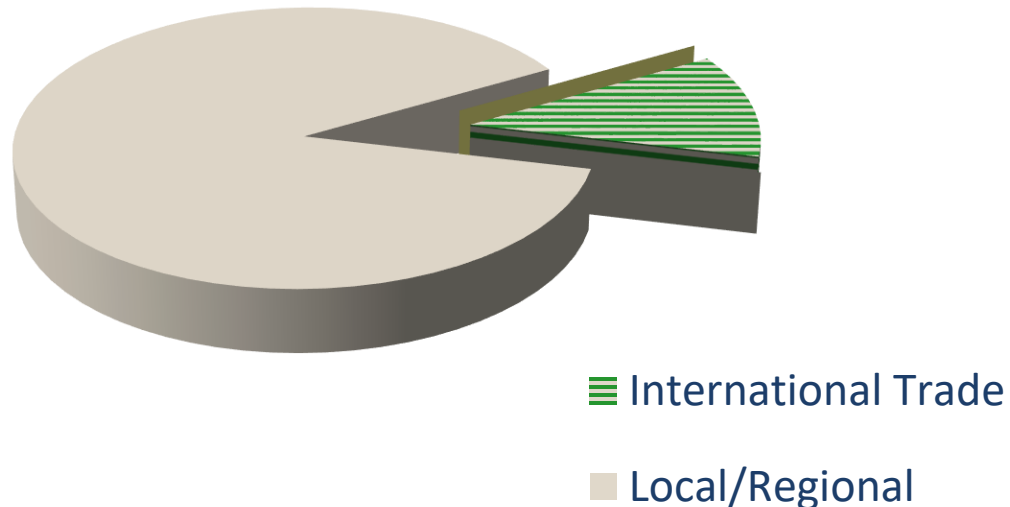


- Roughly 300 million metric tons – about 12 percent of total demand – enter into world cereal & oilseed trade, improving diversity of foods, improving nutrition & filling food needs in deficit areas
- World food trade helps assure adequacy of diet for nearly a billion people today by complementing local & regional supplies

# Tomorrow = Much More

International trade will play a larger role  
*Carrying food to a more urban population*

## 4.0 BMT Global Production



- Trade's complementary role grows more crucial, & will outpace market growth
- **1.5 BMT more** from the world's bread baskets & other areas is needed
- Areas of optimal land/water may contribute most with least environmental stress
- An estimated **600 MMT of grains & oilseeds** from areas of surplus – about 15 percent of total production – will be transformed & delivered for consumer needs.

# *Global Supply through Trade*

**Pressure has never been greater on agriculture to provide for global food security, food defense and energy security while maintaining high quality, safe products throughout the value chain.**

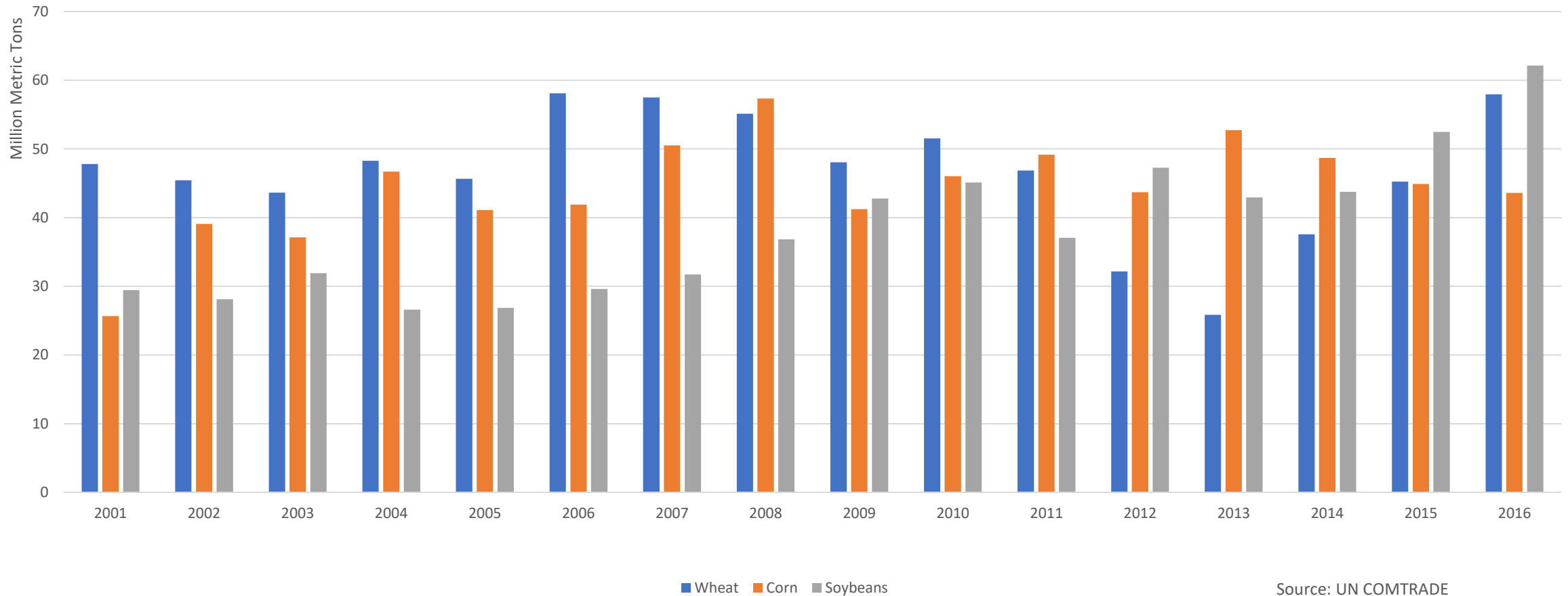
**The role of international trade in agri-bulks is expanding and increasingly complex and in need of sound, responsible, predictable commercial and official measures**

**Freedom to Market is Critical**



# U.S. and Canada – Partners Feeding the World

U.S. and Canadian Exports of Corn, Wheat and Soybeans to the World





# *NAEGA's Trade Priorities*

- Maintaining and expanding market access, tariff concessions and other provisions that have enabled economic integration.
- Improving regulatory coherence and cooperation by implementing enhanced science based sanitary and phytosanitary rules, such as a rapid-response mechanism that commits trading partners to swiftly notify and resolve SPS issues.
- Strengthening efforts to address technical barriers to trade to prevent non-tariff barriers that lack scientific merit.
- Increasing transparency and cooperation on activities related to modern agricultural production technologies, including seed-breeding innovations.
- Aligning standards, including product and ingredient registration, fortification and certification requirements.
- Enabling innovation of information technologies to improve logistics and regulatory implementation.

# Regulatory Coherence and Cooperation

## Canada-U.S. Grain and Seed Trade

[Home](#)[Overview](#)[FAQs](#)[News & Updates](#)[Contact Us](#)

### Canada-U.S. Grain and Seed Trade Information

On August 1, 2012 Canada implemented the Marketing Freedom for Grain Farmers Act. The act changes the way Western Canadian wheat and barley farmers market their grain by removing the mandatory requirement to market wheat and barley through the Canadian Wheat Board (CWB).

This site will help you navigate the changes through a detailed and growing FAQ database, industry news and opportunity to bring your questions to the experts. Select your role from the choices below to view the detailed FAQs. Also, please feel free to submit questions online.

#### Recent News

- [Commercial Grain Trade FAQs added](#)
- [Australian, Canadian and U.S. Groups Reconfirm Commitment to Innovation and Biotechnology in Wheat](#)
- [Canada-U.S. Grain Cross Border Trade Study Released](#)



#### U.S. Grain Producer

Questions and answers designed to assist U.S. grain producers.

[Read More >>](#)

#### CDN Producer

Canadian grain producers please enter here to view our FAQs.

[Read More >>](#)

#### Commercial

FAQs designed with commercial interests in mind.

[Coming soon >>](#)

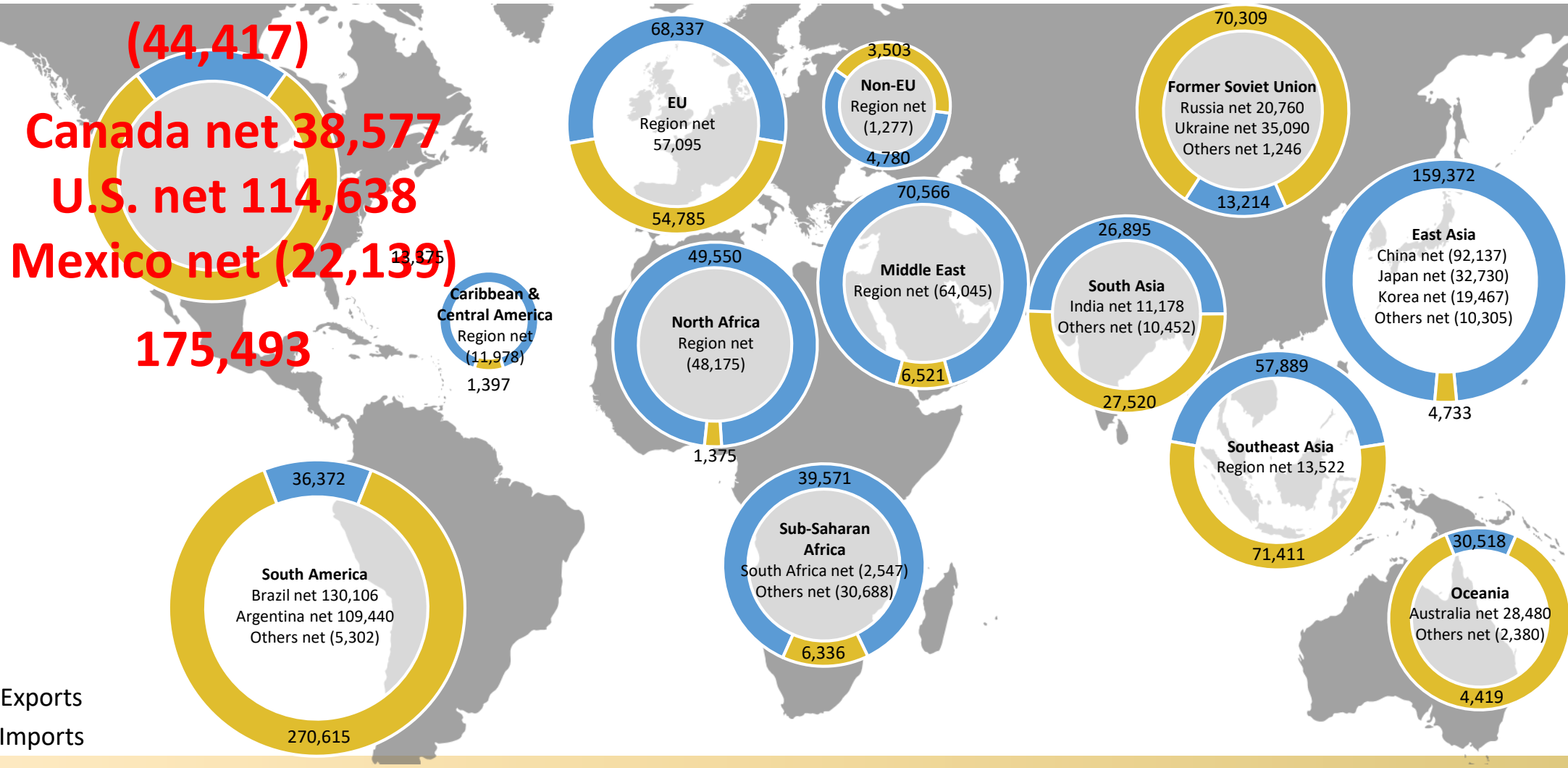
#### Seed Trade

Involved in the international seed trade? Enter here to view the FAQs.

[Read More >>](#)

<http://canada-usgrainandseedtrade.info/>

# 2011-15 Annual Average International Trade of Grains and Oilseeds



Values in 1000MT

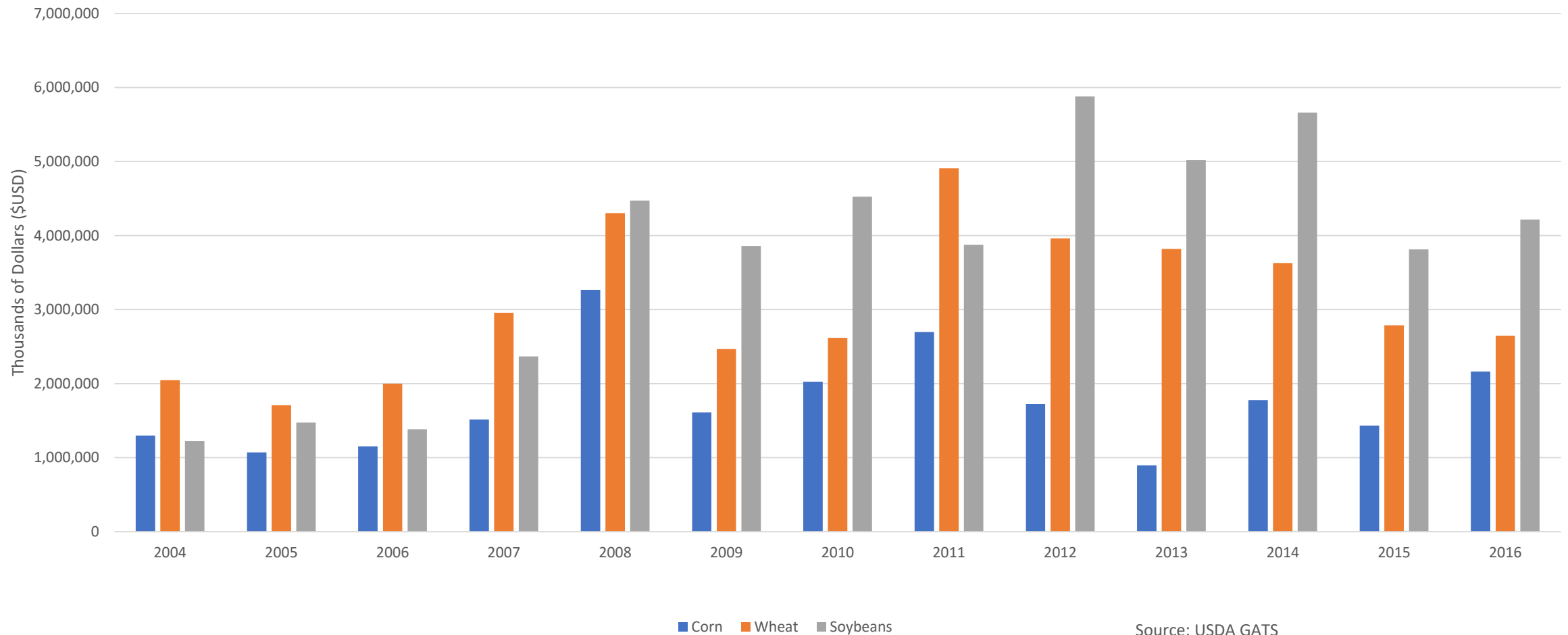
Source: The U.S. Department of Agriculture Foreign Agriculture Service Production, Supply, and Distribution Database. Updated 10/11/2016 VLM.

Values do not include intra-regional trade within the European Union.

Totals include: grains – barley, corn, millet, mixed grain, oats, milled rice, rye, sorghum, wheat; meal – copra, cottonseed, fish, palm kernel, peanut, rapeseed, soybean, soybean (local), sunflowerseed; oil – coconut, cottonseed, olive, palm, palm kernel, peanut, rapeseed, soybean, soybean (local), sunflowerseed; and oilseed – copra, cottonseed, palm kernel, peanut, rapeseed, soybean, soybean (local), sunflowerseed.

# Grain and Oilseed Trade a Success for the U.S. PNW

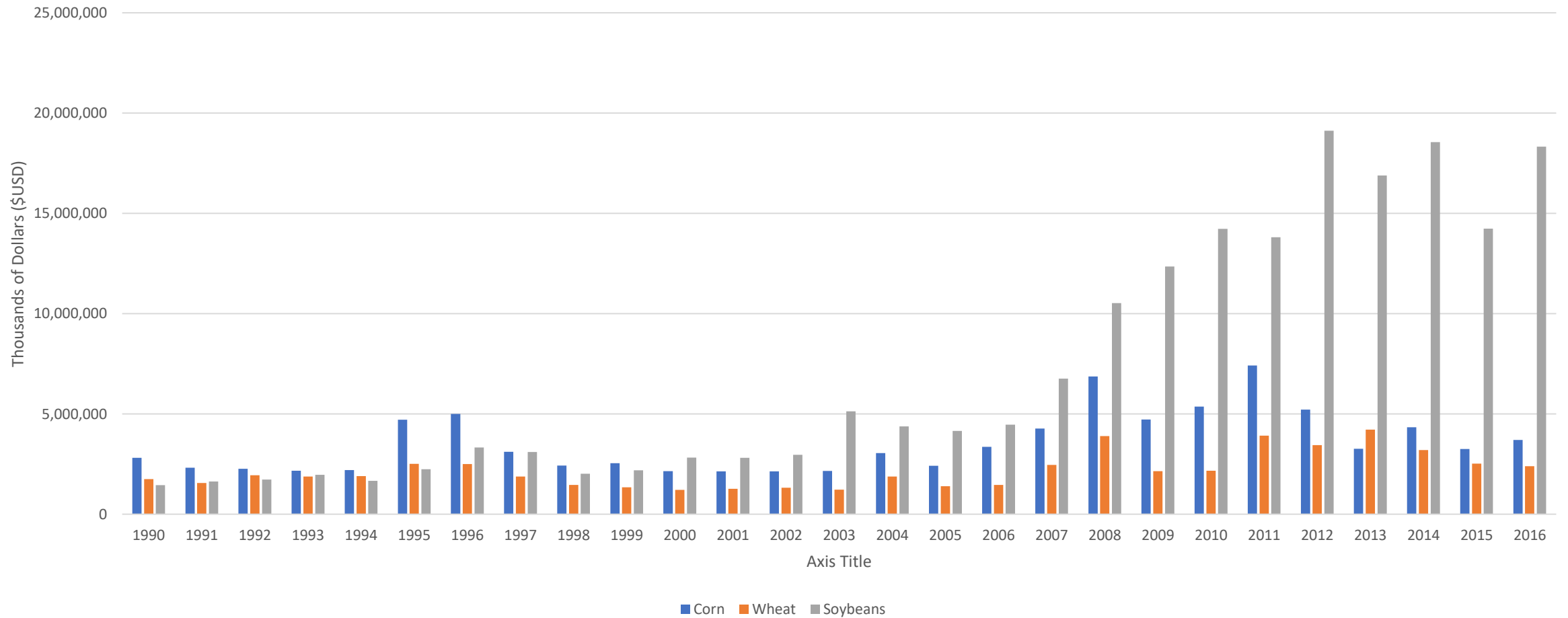
Washington, Oregon, Idaho and Montana Bulk Grain Exports to World





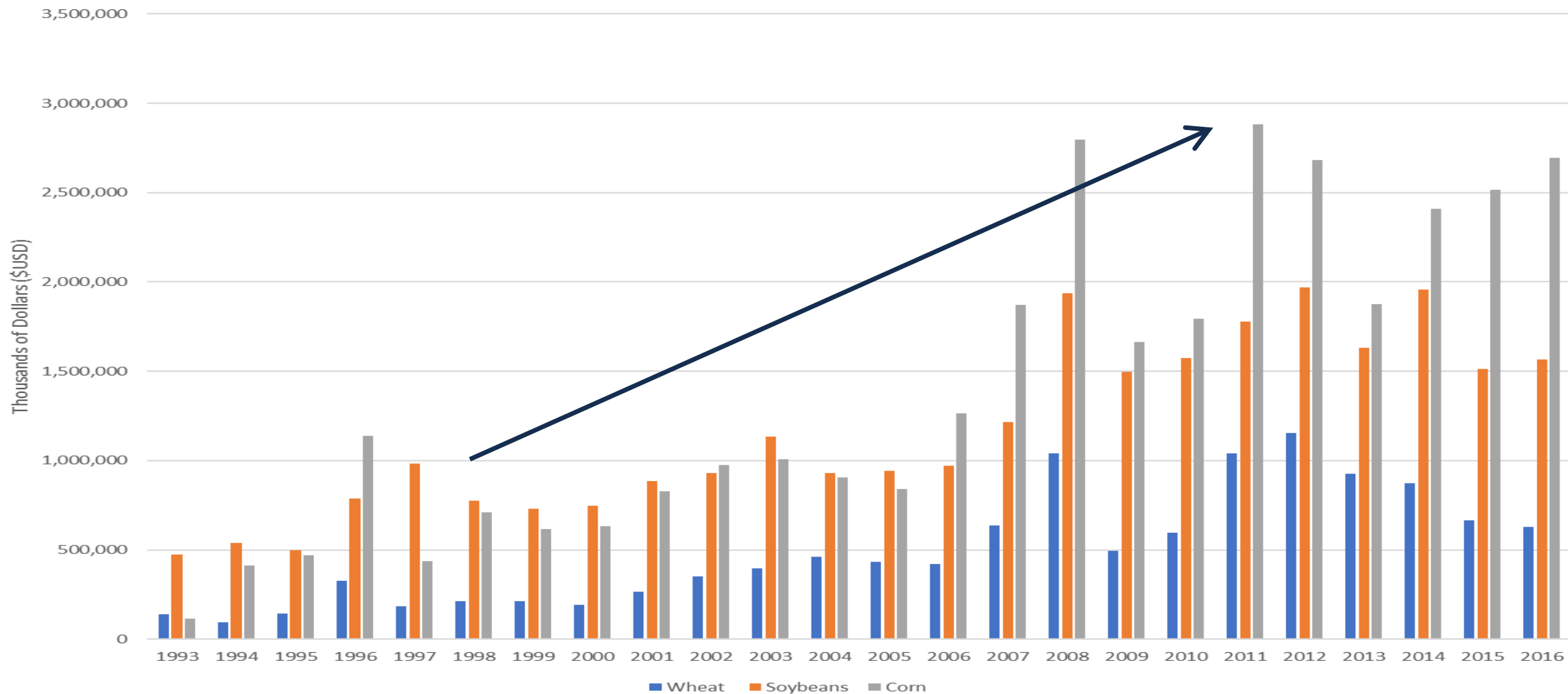
# Asia Key Market for U.S. Grains and Oilseeds

U.S. Exports to Asia - Corn, Wheat and Soybeans



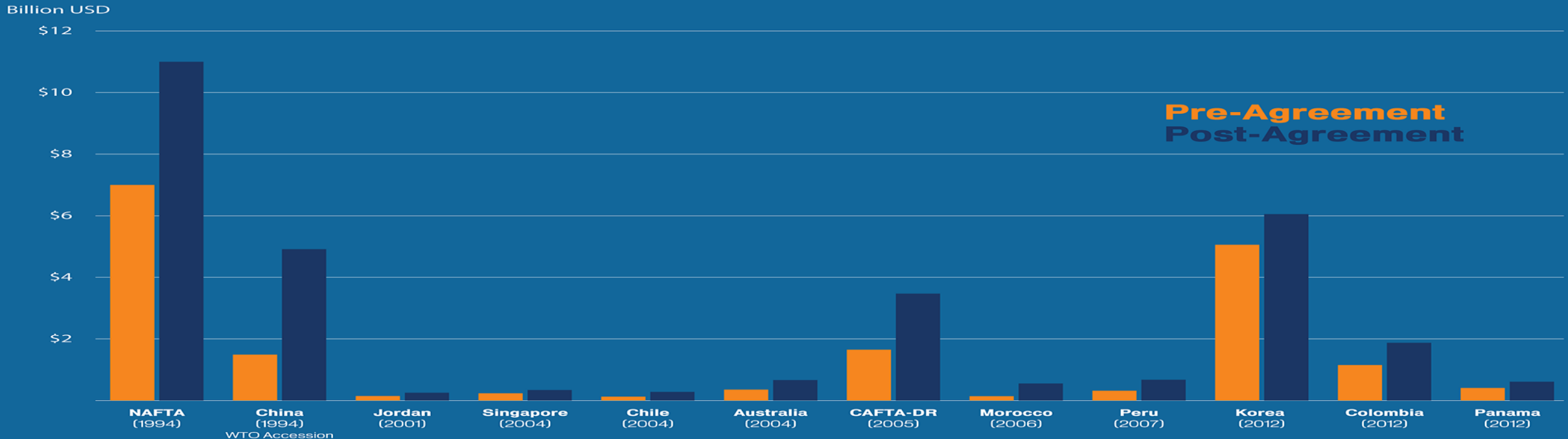
# NAFTA Grain and Oilseeds, A U.S. Success Story

U.S. Exports to Canada and Mexico of Bulk Corn, Wheat and Soybeans



# NAFTA Ag. A U.S. Success Story

## U.S. Agricultural Exports Pre- & Post-Trade Agreements



Twitter: @USDAForeignAg Website: [www.fas.usda.gov](http://www.fas.usda.gov)  
Source: USDA-FAS Global Agricultural Trade System (GATS)

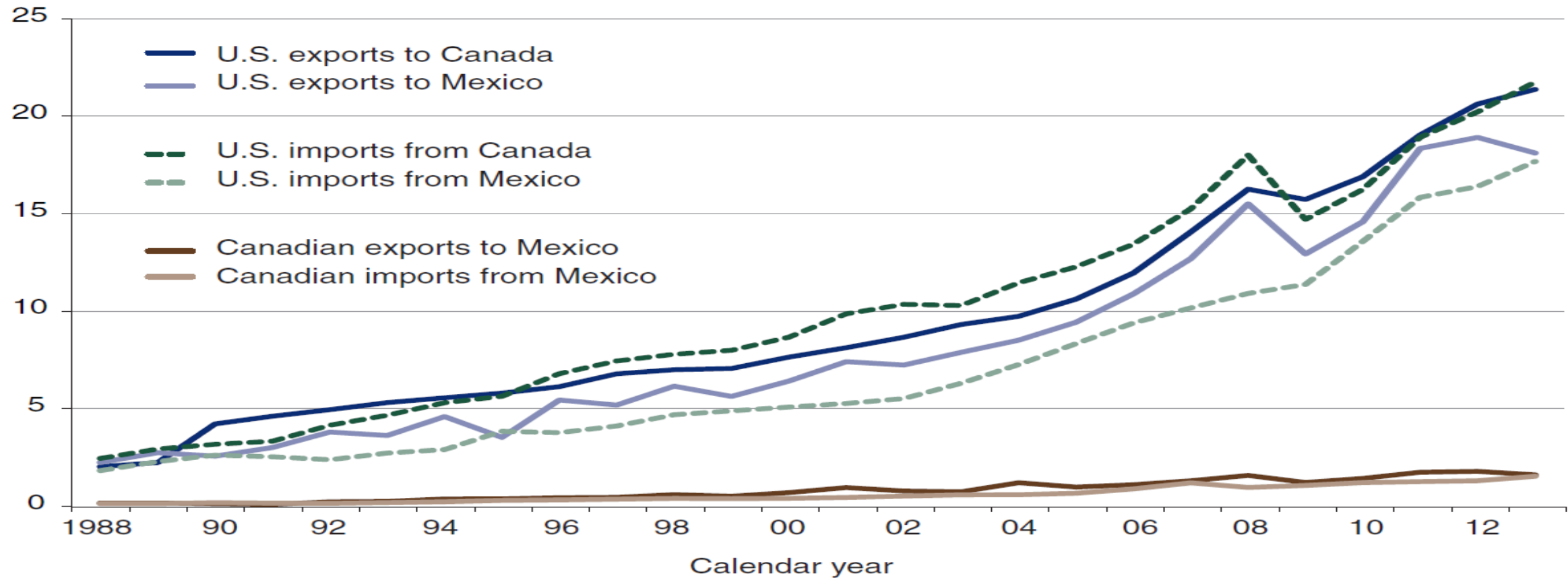
United States Department of Agriculture  
Foreign Agricultural Service



# Inter NAFTA Ag. Trade A Success Story

**Intraregional agricultural trade has experienced tremendous growth during the CUSTA-NAFTA period**

Billions of U.S. dollars



CUSTA= Canada-U.S. Free Trade Agreement. NAFTA = North American Free Trade Agreement.

Source: USDA, Economic Research Service, using U.S. trade data from U.S. Department of Commerce, Bureau of the Census, *Foreign Trade Statistics*, as presented by USDA/FAS (2014a), and Canadian trade data (for Canada-Mexico trade) from Statistics Canada, CATSNET Analytics (2014).



# *Constrained timeline → Identify Common Objectives*



# *Don't Loose site of serious market access issues*



# U.S. Negotiating Objectives



## *U.S. Objectives for Agriculture:*

- *“Maintain existing market opportunities”*
- *Eliminate non-tariff barriers*
- *Create RRM type mechanism*
- *WTO-plus standards for SPS, trade facilitation and TBT*
- *Good regulatory practices and transparency*





# Making Industry's Voice Heard



**National Grain and Feed Association  
North American Export Grain Association**  
1400 Crystal Drive, Suite 260, Arlington, VA, 22202  
Phone: 202-289-0873 (NGFA); 202-682-4030 (NAEGA)

*Submitted Electronically*

July 18, 2017

To: Global Affairs Canada  
Trade Negotiations—North America (TNP)  
Lester B. Pearson Building  
125 Sussex Drive  
Ottawa, Ontario K1A 0G2

Dear Reviewing Officials:

The North American Export Grain Association (NAEGA) and the National Grain and Feed Association (NGFA) submit this statement in response to the request for consultations on the renegotiation and modernization of the North American Free Trade Agreement (NAFTA) as requested in the June 3, 2017 issue of the *Canada Gazette*. These comments seek to inform Global Affairs Canada on the North American and Canadian grain and oilseed export sector's views on new areas that should form part of a modernized NAFTA agreement.

NAEGA, a not-for-profit trade association established in 1912, consists of private and publicly owned companies and farmer-owned cooperatives that are involved in and provide services to the bulk grain and oilseed exporting industry. NAEGA-member companies ship and support the vast majority of the highly competitive, sustainable and fungible North American grain and oilseed export supply. NAEGA works collaboratively around the world to improve and maintain the trade of grains, oilseeds and other agri-bulks by informing industry and addressing both commercial and official practices. NAEGA was founded over one hundred years ago by members of the grain trade in the United States and Canada interested in creating an American-Canadian export grain association. NAEGA's membership then, and now, consists of U.S. and Canadian commercial NAEGA member companies.

NGFA, as exporting membership companies



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## Joint Statement for USTR Public Hearing on Negotiating Objectives Regarding Modernization of NAFTA

June 27, 2017

Good morning. My name is Randy Gordon. I am president of the National Grain and Feed Association. My remarks today are presented on behalf of the NGFA and the North American Export Grain Association, with which we are co-located and have a strategic alliance.

NGFA, established in 1896, consists of more than 1,000 grain, feed, processing, milling, exporting and other grain-related companies that operate more than 7,000 facilities nationwide, and handle more than 70 percent of the U.S. grain and oilseed crop. NGFA also consists of 34 affiliated State and Regional Grain and Feed Associations. Meanwhile, NAEGA, established in 1912, consists of private and publicly owned companies and farmer-owned cooperatives involved in and providing services to the bulk grain and oilseed exporting industry.



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North American Export Grain Association**  
1400 Crystal Drive, Suite 260, Arlington, VA, 22202  
Phone: 202-289-0873 (NGFA); 202-682-4030 (NAEGA)

*Submitted Electronically*

June 12, 2017

TO: Office of the U.S. Trade Representative

RE: Docket No. DOC 2017-10603

Dear Reviewing Officials:

The National Grain and Feed Association (NGFA) and North American Export Grain Association (NAEGA) submit this joint statement in response to the request for public comments on matters relevant to the modernization of the North American Free Trade Agreement (NAFTA), as requested in the May 23, 2017 issue of the *Federal Register*. These comments seek to inform the U.S. Trade Representative on general negotiating objectives, tariff and non-tariff trade barriers, and customs and trade facilitation issues important to the grain, feed, grain and oilseed processing, and export sector that should be addressed in the negotiations.

NGFA, established in 1896, consists of more than 1,000 grain, feed, processing, milling, exporting and other grain-related companies that operate more than 7,000 facilities nationwide, and handle more than 70 percent of the U.S. grain and oilseed crop. Its membership includes grain elevators, feed and feed ingredient manufacturers, biofuels companies, grain and oilseed processors and millers, exporters, livestock and poultry integrators, and associated firms that provide goods and services to the nation's grain, feed and processing industry. NGFA also consists of 34 affiliated State and Regional Grain and Feed Associations.

NAEGA, a not-for-profit trade association established in 1912, consists of private and publicly owned companies and farmer-owned cooperatives that are involved in and provide services to the bulk grain and oilseed exporting industry. NAEGA-member companies ship and support the vast majority of the highly competitive, sustainable and fungible U.S. grain and oilseed export supply. NAEGA works collaboratively around the world to improve and maintain the trade of grains, oilseeds and other agri-bulks by informing industry and addressing both commercial and official practices.



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**North American Market Working Group  
of the U.S. Food and Agriculture Dialogue for Trade**

June 12, 2017

Edward Gresser  
Chair of the Trade Policy Staff Committee  
Office of the United States Trade Representative  
600 17th Street, NW  
Washington, DC 20006

Submitted Electronically via Federal eRulemaking Portal (<http://www.regulations.gov>)

Re: Docket No. USTR-2017-0006- Request for Comments on Negotiating Objectives Regarding Modernization of the North American Free Trade Agreement with Canada and Mexico

Dear Mr. Gresser:

The North American Market Working Group of the U.S. Food and Agriculture Dialogue for Trade appreciates this opportunity to provide its views with respect to the request of the Office of the U.S. Trade Representative for public comments on the negotiating objectives for modernization of the North American Free Trade Agreement (NAFTA) with Canada and Mexico.

The U.S. Food and Agriculture Dialogue for Trade informs and enables engagement nation-wide among a broad cross-section of U.S. stakeholders in trade. We are over 100 companies and associations representing America's farmers, ranchers, processors, and agri-businesses who regularly convene in Washington D.C. to lead and guide the work of the Dialogue and its Working Groups.

The North American Market Working Group includes more than 100 participants and provides a venue for stakeholders with strong interests in the North American market to share their views and learn about, and address challenges that are the highest of priorities for:

Food and agriculture trade in  
agreement was enacted, U.S.  
than quadrupled—growing from  
agriculture industry is a leader  
from coast-to-coast. In process  
employs 2.1 million people. In  
U.S. manufacturing, NAFTA has  
farmers, ranchers, and allied  
profitable markets for our nation

June 12, 2017

Office of the U.S. Trade Representative  
600 17th Street, NW  
Washington, D.C. 20006

Submitted Electronically via Federal eRulemaking Portal (<http://www.regulations.gov>)

Re: Docket No. USTR-2017-10603 - Request for Comments on Negotiating Objectives Regarding Modernization of the North American Free Trade Agreement With Canada and Mexico

Dear Sir or Madam:

The U.S. Biotech Crops Alliance appreciates the opportunity to provide comments in response to USTR's Request for Comments on negotiating objectives regarding modernization of the North American Free Trade Agreement with Canada and Mexico (82 FR 23699).

The U.S. Biotech Crops Alliance (USBCA) is a broad-based group of organizations encompassing the value chain dedicated to improving the environment for technology innovation and the marketability for U.S. crops produced using modern biotechnology. The goal of USBCA is to implement consensus positions on key policy issues to improve the introduction, stewardship, domestic and international regulatory policy, and distribution in U.S. and export markets of commodities and processed products containing or derived from modern biotechnology. USBCA members consist of 13 leading national organizations representing U.S. biotechnology providers; seed, grain and oilseed processors; grain handlers, feed manufacturers, grain processors and millers; exporters; and other end-users.

The North American Free Trade Agreement (NAFTA) came into force two years prior to the commercialization of the first biotech crops in 1996. Since that time, biotech acreage across multiple crops has grown rapidly because of the increased productivity and environmental benefits associated with this technology.

Since the NAFTA entered into force, the global regulatory framework for biotech crops has expanded, sometimes resulting in redundant measures, leading to an unpredictable, and time-consuming global regulatory environment, which in turn has imposed high barriers to efficient trade. Corn and soybean products often are evaluated for their safety by 20 or more governments, all generally following the same standards for assessment and evaluating the same data. The timing of approval of these products affects the entire crop value chain. If a product is commercialized in one plant crop in the absence of globally synchronized regulatory approvals, trade disruption may occur in multiple crops and processed products used for food, feed and further processing, even though the product has completed a risk assessment and been approved in one or more countries. Similarly, asynchronous approvals have contributed to the delayed introduction of new technologies for use by agricultural producers, resulting in lost opportunities for farmers and



# *Thank You!*



# NAEGA

North American Export Grain Association

**Contact:** Gary C. Martin

**Email:** [gcmartin@naega.org](mailto:gcmartin@naega.org)

**Phone:** 202-682-4030

**Website:** [naega.org](http://naega.org)