

Trade of grains and oilseeds in the Region - “The Future of Agri-Food Trade in the Northern Region: The voice of the Producers”,



IGTC

International Grain Trade Coalition

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 **NAEGA**
North American Export Grain Association



BUNGE

Cargill

LouisDreyfus

CHS



VITERRA



ITOCHU

GAVILON

CGI
COLUMBIA GRAIN

⚡ MITSUI & CO., LTD.

Marubeni
CORPORATION

UGC

⚡ Mitsubishi Corporation

7 TOYOTA TSUSHO

RICHARDSON

LANSING
TRADE GROUP, LLC



Providence



Pacificor



COBANK



Agri Port
Services



Interstate
Grain Corp



BLUE WATER
SHIPPING

T. Parker
Host

ECTP

Cam
USA

TRC Group, Inc.

THE RUSSELL MARINE GROUP

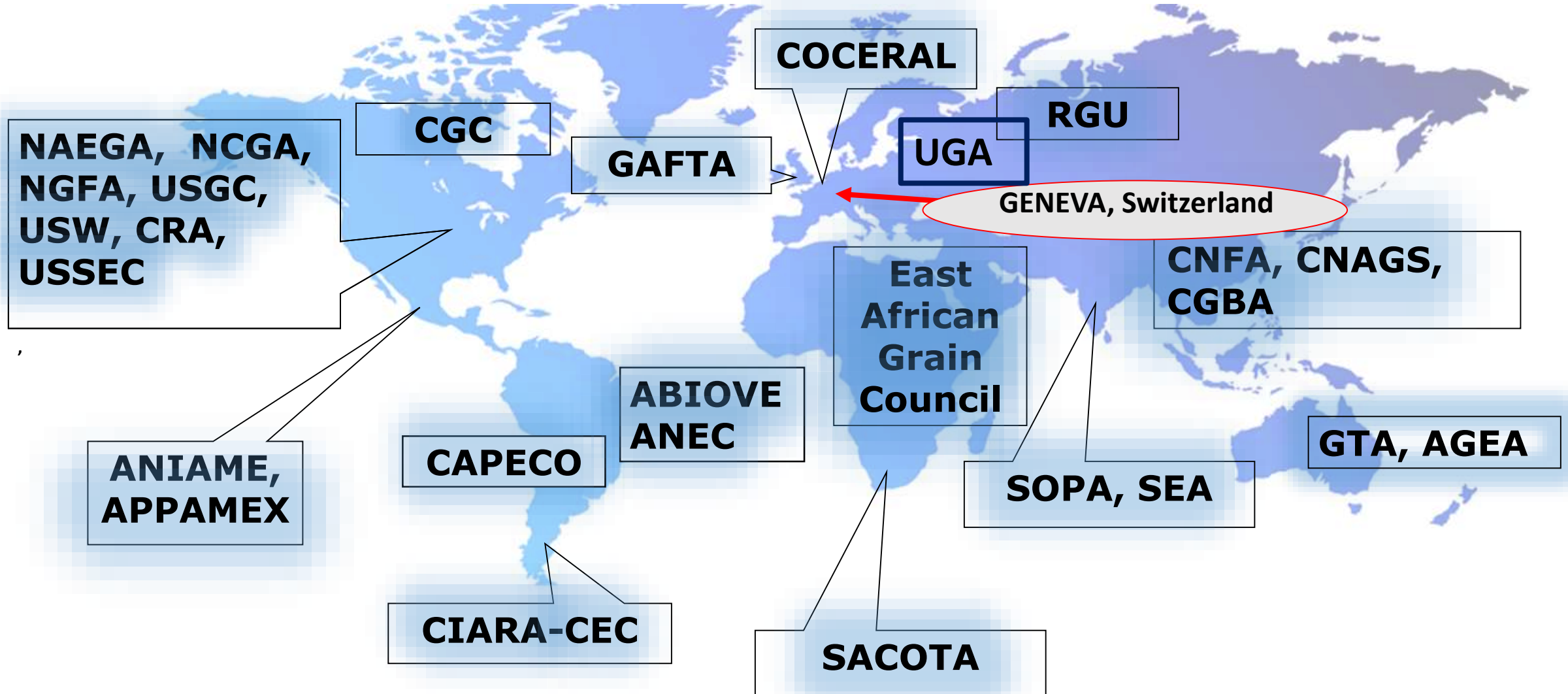
AGNIEL
COMMODITIES

WORKING TOGETHER TO MAKE TRADE WORK

NCA September 22 2017

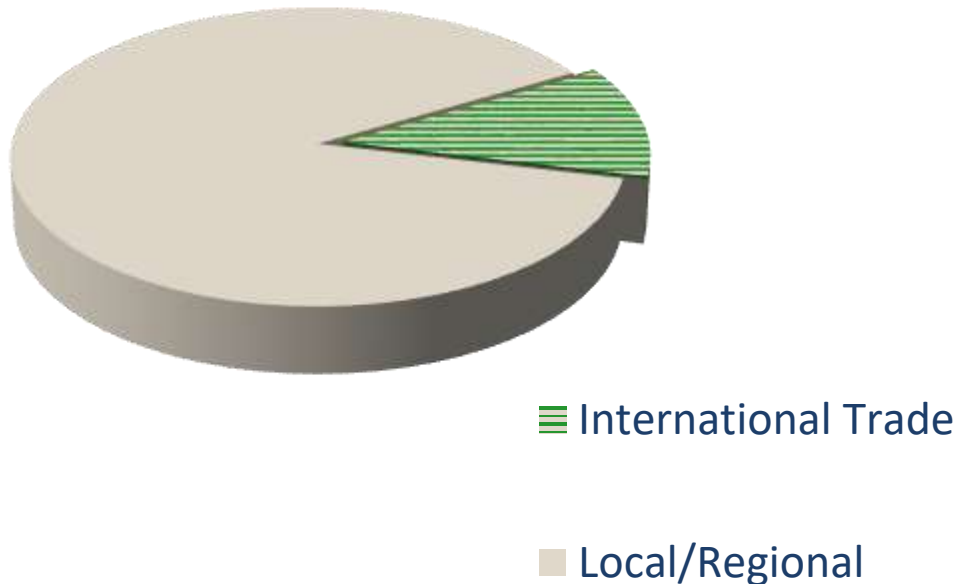


28 associations, 8000 businesses 85 countries



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

2.5 BMT Global Production

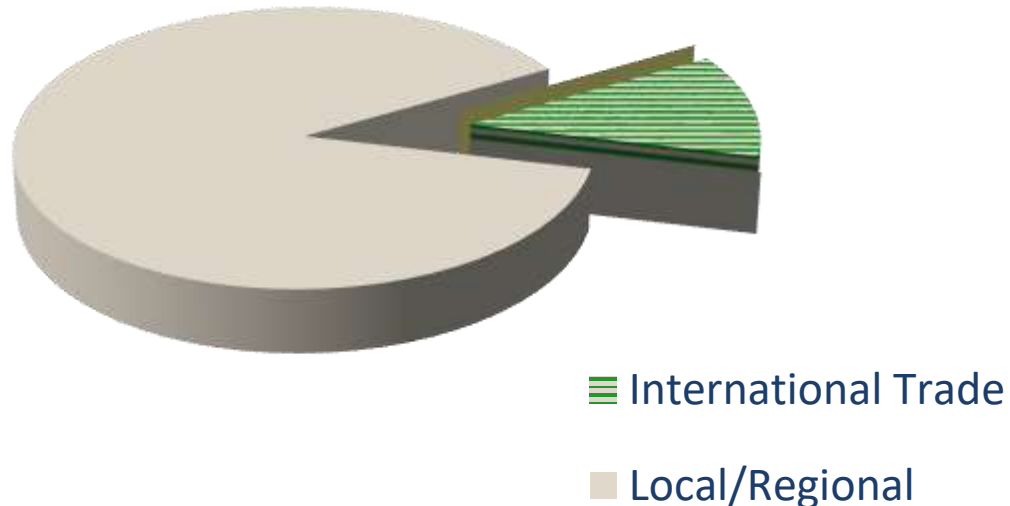


- Roughly 400 million metric tons – about 12 percent of total demand – enter into world cereal & oilseed trade, improving diversity of foods, improving nutrition & filling food needs in deficit areas
- World food trade helps assure adequacy of diet for nearly a billion people today by complementing local & regional supplies

Tomorrow = Much More

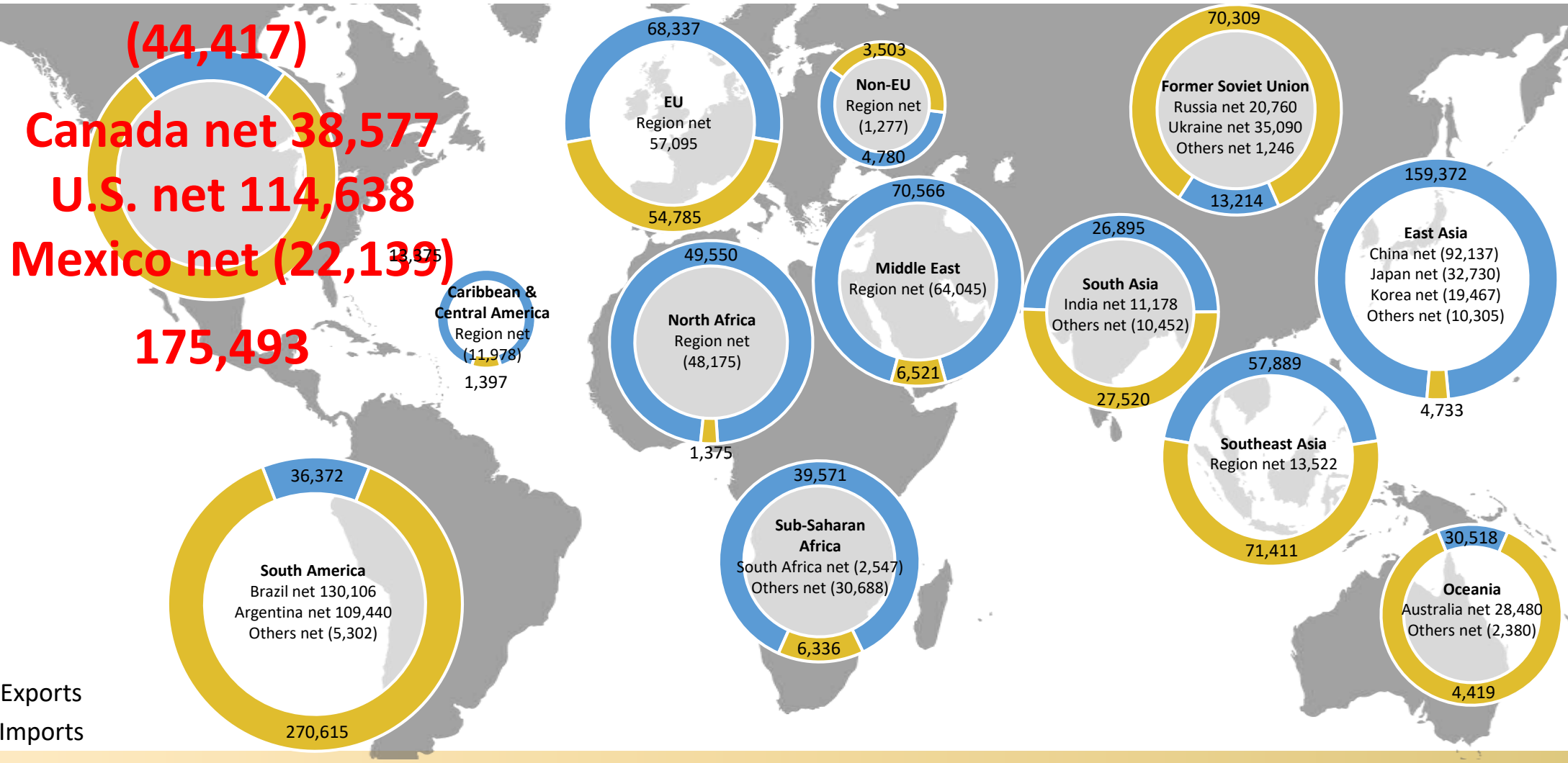
International trade will play a larger role
Carrying food to a more urban population

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.

2011-15 Annual Average International Trade of Grains and Oilseeds



Values in 1000MT

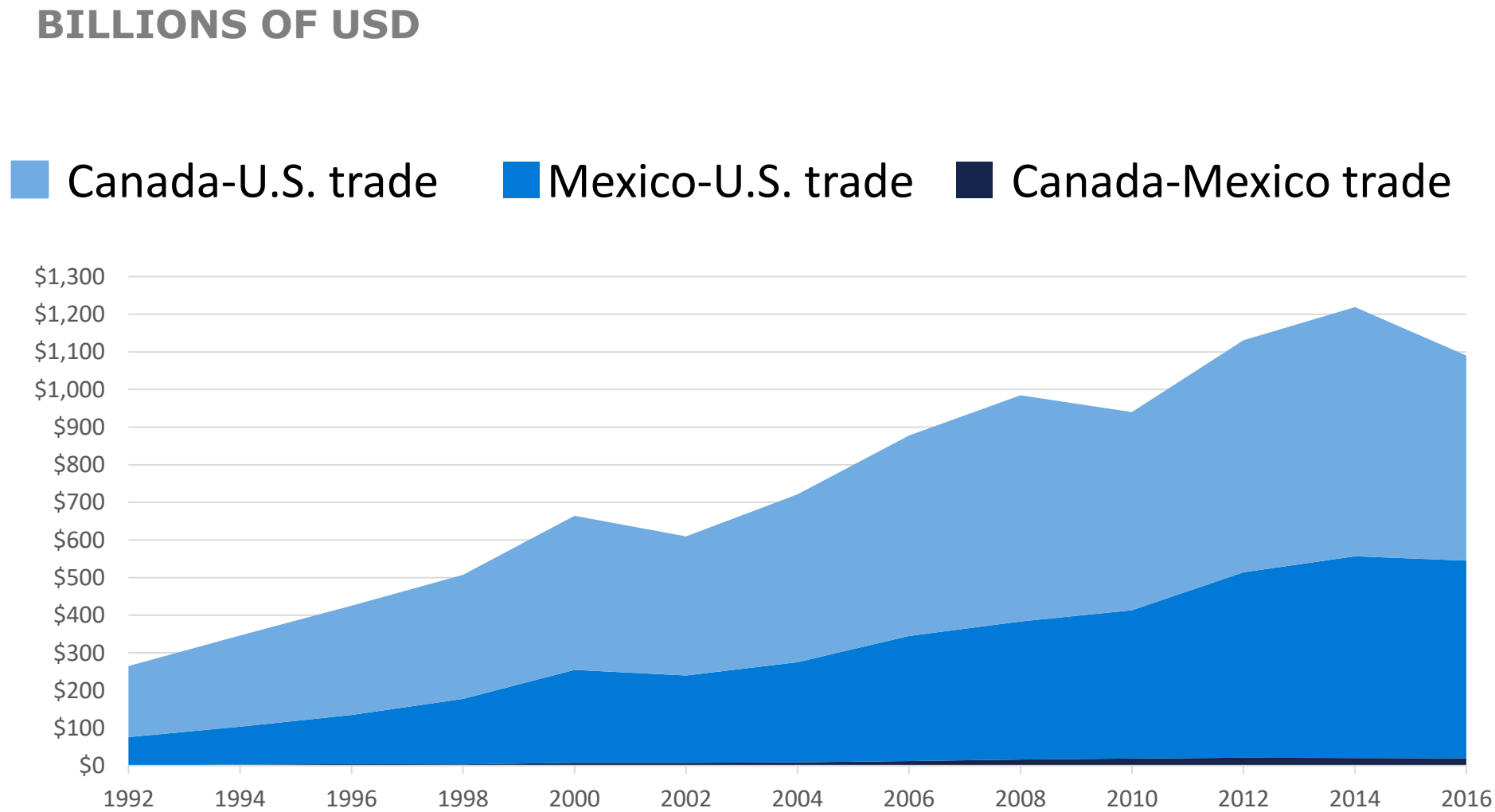
Source: The U.S. Department of Agriculture Foreign Agriculture Service Production, Supply, and Distribution Database. Updated 10/11/2016 VLM.

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.

Trade in North America

Increased from around \$350 billion in 1994 to over \$1 trillion today



Trilateral trade between Canada, Mexico, and the United States first broke the \$1 trillion mark in 2011

Sources: Americas Society/Council of the Americas.

Opportunity for the North American Food And Agriculture System

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

Trade must expand. Investment must be enabled.

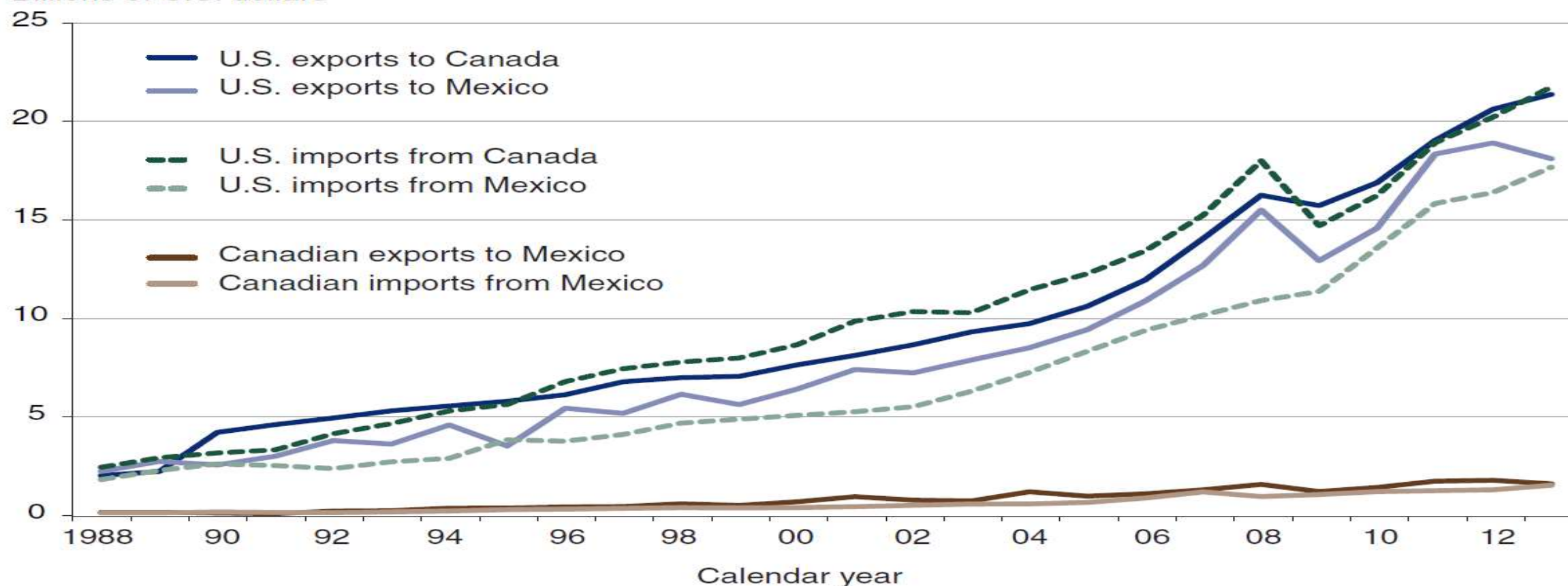
Work to deal with increasingly complexity and need for market access with sound, responsible, predictable commercial and official measures is critical to meeting the Challenge.



North American Ag. Trade A Success Story

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

Billions of U.S. dollars

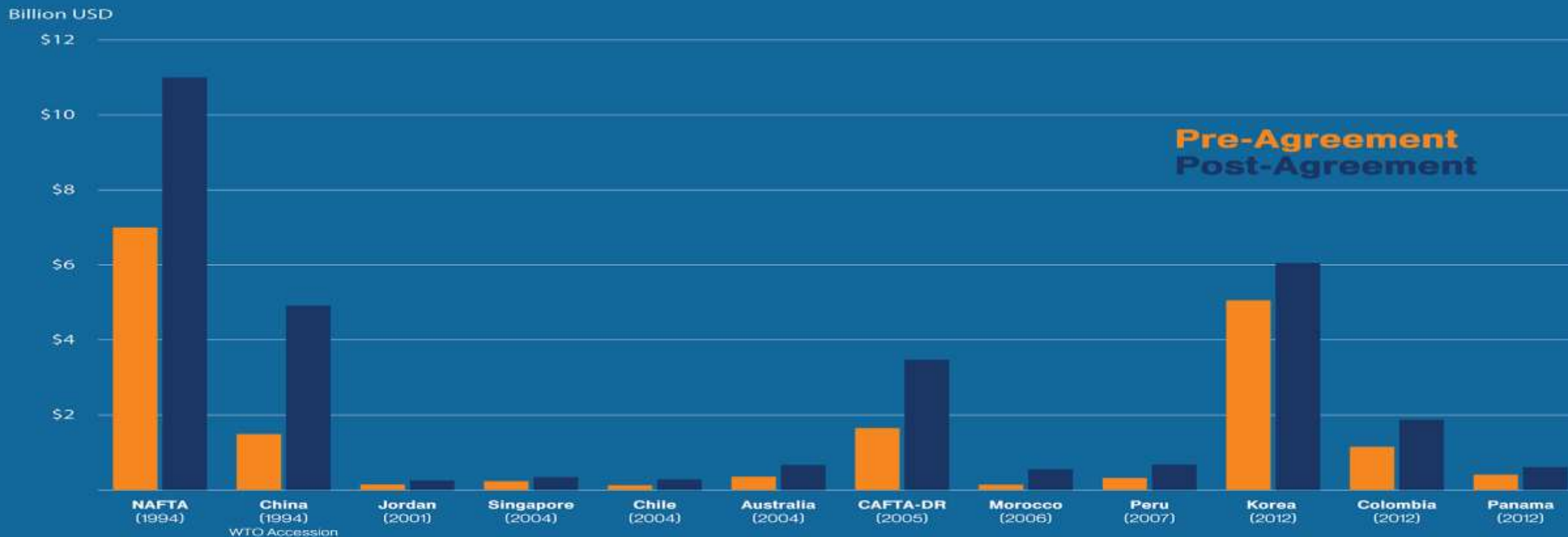


CUSTA= Canada-U.S. Free Trade Agreement. NAFTA = North American Free Trade Agreement.

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).

Trade Agreements - A U.S. Ag. Success Story

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



Twitter: @USDAForeignAg Website: www.fas.usda.gov

Source: USDA-FAS Global Agricultural Trade System (GATS)

United States Department of Agriculture
Foreign Agricultural Service



OPPORTUNITY OBJECTIVES

Benefit all from Producer to Consumer

More Trade and Investment that responds to increased Demand for Safety, Secure Sustainability, Reliability, Responsibility and Resilience.

BEST COMMERCIAL and OFFICIAL PRACTICES

- ✓ **System Integrity, Predictability, Responsiveness, and Reliability**
- ✓ **Consistent and notified requirements that enable markets to trade products and provide for proportionate and effective risk mitigation and management.**
- ✓ **Appropriate measures that allow systems to *maximize the value* of product and *minimize cost inefficiencies and handling costs* associated with the supply chain, while meeting regulatory and customer needs.**

Profitable and Sustainable Food and Agriculture Sector

Investment and Trade Priorities

- ✓ Strengthen capacity to respond to market signals and facilitate investment and trade. Insure all measures comply and have scientific merit, align standards, prevent retaliatory political responses.
- ✓ Maintain and expand market access, tariff concessions and other provisions to further economic integration.
- ✓ Improve regulatory communication and cooperation by implementing science based least trade distortive sanitary and phytosanitary measures and implementation. Deploy rapid-response mechanisms to swiftly notify and resolve SPS issues.
- ✓ Enable and Embrace Consumer Choice and Technology Advancement:
 - Production Technologies – Inform and Respond via Information Sharing and Cooperation.
 - Digital Transformation of World Trade - Date interoperability between Commercial and Official Systems

Thank You!



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Working Together to Make Trade Work