



“Working Together to Make Trade Work”

NAEGA MAP Trip Report – IGTC General Assembly and Grain Trade Forum - Beijing, China

Names of Travelers:

Gary C. Martin, NAEGA CEO & President, IGTC President

Dates of Travel:

Sunday, November 25 - Wednesday, November 28, 2018

Purpose of Travel:

Consistent with advancing NAEGA UES objectives Gary C. Martin, NAEGA President and CEO, and IGTC President, travelled to Beijing to lead and accomplish the annual Ordinary Meeting of the IGTC General Assembly, and to act as co-host of the World Grain Trade Forum with the China National Association of the Grain Sector (CNAGS). During this mission, Mr. Martin joined 35 IGTC stakeholders and leaders, including NAEGA Contractor Katy Lee who serves as IGTC Secretariat and provided for exemplary administration as well as expertise in close coordination with Gary. The IGTC contingent came from 20 different companies and organizations and 13 countries at meetings and events with international and Chinese grain trade colleagues in Beijing.

The overarching objective of this mission was to achieve a market and regulatory environment supportive of trade that avoids disruptions in the international trade of grain, oilseeds, pulses and derived products.

Specific activities in support of these UES objectives included:

1. Pre-mission consultations with USDA FAS post and HQ
2. Evening event with senior grain trade leaders from China (November 25)
3. NAEGA seminar on “Improving U.S. Grain and Oilseed Access to China” (November 26)
4. NAEGA networking reception (November 26)
5. World Grain Trade Forum in Beijing (November 27)
 - a. Support for work to implement “expanded external information exchange” with partners as per the IGTC Business Plan.
 - b. Represent IGTC as a co-host of the Forum.
 - c. IGTC President key note speech at the Opening Ceremony.
 - d. IGTC President participation on the panel entitled “Outlook of Communication and Cooperation Among Associations”.
 - e. Advancement of bilateral relations between global grain trade leaders, including CEOs and presidents of major Corporate Stakeholders.
6. IGTC’s General Assembly (November 28):
 - a. Contribution to the implementation of the IGTC Business Plan, recruitment and reporting of activities over the last 12 months.
 - b. Election of IGTC Officers (President, Vice President, Treasurer, Secretary), and appointment of Management Council.
 - c. Increased engagement of IGTC participants at national and regional level.



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- d. Planning for future meetings and activities.
- 7. Ongoing post mission consultations with FAS.

Summary of Findings and Accomplishments:

NAEGA wishes to extend its appreciation to the USDA FAS Post and HQ for the exceptional and extraordinary assistance and advice that was integral to the completion a this very successful mission

We expect these events will provide for the foundation of future UES accomplishments:

1. Evening event with senior grain trade leaders from China (November 25)

NAEGA, IGTC and WTO were invited to a high-level dinner with the Vice-President of CNAGS. Representatives from CNAGS member companies were also present from various sectors including rice. The main theme of the conversation was to prepare for the World Grain Trade Forum on November 27, and to signal commitment to long-term relationship building among international partners.

2. NAEGA seminar on “Improving U.S. Grain and Oilseed Access to China” (November 26)

This U.S. stakeholder only event provided an opportunity to compare notes and consider actions to improve Chinese access to U.S. grains and oilseeds. Conversations focused on actions to address China's regulatory regime for the import of grains, oilseeds and other agri-bulks. Invitees included U.S. Embassy officials, USDA FAS, APHIS, U.S. Grains Council, U.S. Soybean Export Council, U.S. Wheat Associates, NAEGA members and their customers and the U.S. Agriculture and Food Partnership.

A focus of this meeting with U.S. stakeholders was how to address non-tariff trade barriers for GRNOS. A comprehensive project to provide for compliance with China's Decree 177 and import and export requirements for grain including in particular those promulgated by the Safety Management Office of Agricultural GMO (attached) were among the critical topics discussed. A proposed GBI project (description attached) being organized by USSEC was considered in some detail.

3. NAEGA China Grain and Oilseed Cocktail Reception (November 26)

The purpose of this event was to celebrate common interests and build understanding across a wide range of partners and stakeholders. Invited to the event were foreign missions in Beijing, major shippers, CropLife China, USDA cooperators, relevant Chinese officials, and IGTC members.

4. World Grain Trade Forum in Beijing (November 27)

The World Grain Trade Forum took place on November 27 in Beijing, China and was hosted by IGTC and the China National Association of Grain Sector (CNAGS). The Forum was a high-level event during which speakers addressed the opportunities in the grains sector to further the goals of



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global food security and economic development, as well as providing insights about current market conditions. Over 200 thought and decision leaders with interest in the global supply of grains, oilseeds and other agri-bulk food, feed and energy commodities enjoyed and participated in the ground-breaking Forum.

Speakers at the November 27 World Grain Trade Forum included:

- Patrick Yu: President, China National Association of the Grains Sector (CNAGS)
- Gary C. Martin: President, International Grain Trade Coalition (IGTC)
- Xiaohui Wang, Deputy Director, China National Grain and Oils Information Centre (CNGOIC)
- Ulla Kask, Counsellor, World Trade Organization (WTO)
- Arnaud Petit, Executive Director, International Grains Council (IGC)
- Qin Zhao, Manager of China Grain Import, Louis Dreyfus Company
- Pat O’Shannassy, CEO, Grain Trade Australia (GTA)
- Gord Kurbis, Vice President, Canada Grains Council
- Hanate Baisaika, President, Kazakhstan-China Trade Support Association
- Changming Tu, Director, Yihai Kerry
- Dezhong Wang, Chairman, COFCO Trading
- Zenhai Yang, Secretary General, China Feed Industry Association
- Sergii Ivaschenko, CEO, Ukrainian Grain Association (UGA)
- Hua Li, Assistant Director, China Feed Industry Association

5. IGTC’s General Assembly (November 28)

The General Assembly was led by IGTC/NAEGA President Gary C. Martin, IGTC Vice President Iliana Axiotiades, and Ren Zhi, Vice President of CNAGS as Beijing host. Grain trade leaders attended from IGTC associations, councils and Corporate Stakeholders attended from countries including: Australia, Canada, China, EU, Mexico, Singapore, South Africa, Ukraine and USA.

In accordance with the IGTC Articles of Association, the General Assembly was convened as its obligatory annual “Ordinary Meeting”. Key features of the meeting were as follows:

- CNAGS Vice President Ren Zhi joined Mr. Martin in presenting his sincere welcome to the IGTC delegates in China. Mr. Ren noted that the World Grain Trade Forum on November 27 was a success and the presence of IGTC was significant in contributing towards such a positive outcome.
- The CNAGS Vice President hoped that the meetings in Beijing marked the beginning of a strengthening of the friendship between IGTC and CNAGS. CNAGS requested considerations for further mutual collaboration via a proposed Memorandum of Understanding (MoU) that may involve:
 - i) Regularization of the World Grain Trade Forum which could be an active way to perform the IGTC mission.
 - ii) IGTC office in China – CNAGS hopes to provide a convenient service and one that is relevant for achieving IGTC goals and objectives.



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- There was the successful election of IGTC Officers and appointment of Management Council members (as per Article 8, 12 and 14 of the IGTC’s Articles of Association).

IGTC Officers were elected as follows for a term of 2 years:

- President: Gary C. Martin (NAEGA)
- Vice President: Iliana Axiotiades (Secretary General, COCERAL)
- Treasurer: Gerald Masila (Executive Director, EAGC)
- Secretary: Pat O’Shannassy (CEO, GTA)

Management Council members were appointed as follows:

- Member: Gary C. Martin (NAEGA)
- Member: Iliana Axiotiades (COCERAL)
- Member: Gerald Masila (Eastern Africa Grain Council - EAGC)
- Member: Randy Gordon (National Grain and Feed Association - NGFA)
- Member: Gord Kurbis (Canada Grains Council - CGC)
- Member: Jaine Chisholm Caunt (Grain & Feed Trade Association, Gafta)
- Member: Alejandra Danielson Castillo (U.S. Grains Council)
- Member: Pat O’Shannassy (Grain Trade Australia - GTA)
- Member: Rosalind Leeck (US Soybean Export Council - USSEC)
- Member and Corporate Stakeholder Representative: Randal Giroux (Cargill Incorporated)
- Member and Corporate Stakeholder Representative: Kurt Haarmann (Columbia Grain International, LLC)
- Member and Corporate Stakeholder Representative: (Charles Colbert Zen-Noh Grain Corp.)
- Member and Corporate Stakeholder Representative: Wesley Uhlmeier/ D. Michael Kaye (Archer Daniels Midland)
- Member and Corporate Stakeholder Representative: Martha Scott Poindexter (Bunge North America)
- Member and Corporate Stakeholder Representative: Chad Becnel (SGS AFL - Trade Services)
- Member and Corporate Stakeholder Representative: John Griffith (CHS. Inc)

Regarding the participation of COFCO and/or CNAGS on Management Council, it was noted that both would be eligible upon fulfilment of the obligations outlined in the IGTC Business Plan.

- Presentation of the names of Policy Team Leads and Working Group Chair to the General Assembly, with just one proposed change to be presented to Management Council on December 14: replacement of LLP Policy Team Lead Tyler Bjornson (CGC) with Krista Thomas (CGC).
- The proposed IGTC Business Plan for 2019 was presented, for approval by Management Council at the December 2019 quarterly call.
- The 12-month activity report was explained with the following highlights:
 - Explanation of the more than 50 international meetings covered over the last year, which provided IGTC with opportunities to conduct advocacy on key policy items, and strengthened relationships with partner organizations such as WTO, IGC and IPPC.



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- An overview of the achievements of the IGTC’s 5 Policy Teams and one Working Group over the past year.
- A reminder that outreach, in-person and in-writing, had been a joint effort among all IGTC. Whilst the President and Secretariat had covered many of the international meetings, a large portion of members and Corporate Stakeholders had committed to 3 or more international travel opportunities to represent the Coalition over the last year which had been very valuable.
- Examples demonstrating stronger relationships with international organizations -
 - WTO: Increased recognition of IGTC as a unique source of knowledge at WTO, with a grain-trade specific panel taking place in February 2018 on MRLs (the efforts undertaken by CGC to make this happen were noted). In addition, IGTC participated on a panel at the WTO Public Forum in October 2018 along with FAO and OECD.
 - IPPC has discussed a possible extension of the “Industry Advisory Group (IAG)” model to all IPPC standards setting activities, following transparent and trusted engagement of IGTC on the ePhyto Industry Advisory Group.
 - IGC: The first ever Memorandum of Understanding (MoU) of the IGC and its 53 member governments will be signed with IGTC in December 2018.
- IGTC members and Corporate Stakeholders were encouraged to publish the IGTC’s logo on their websites, along with hyperlinks to www.igtglobal.org. The IGTC Secretariat had been working to get permission from members and Corporate Stakeholders to do the same.

Recommendations:

1. Determine next steps for IGTC engagement with Chinese partners:
 - Lead contacts and liaisons to be identified for IGTC policy matters and governance at CNAGS
 - Strategy for engagement with other Chinese associations (e.g. CNFA) and Corporate Stakeholders
 - Finalize the “Statement of Conclusions” from the World Grain Trade Forum, with IGTC Management Council support
2. Thank IGC and WTO partners for their presence and support in Beijing, implement next steps for engagement with those organizations.
3. Table all matters arising for IGTC Management Council consideration during its quarterly call on 14 December:
 - Approval of 2019 Business Plan including IGTC membership and financial structure
 - Approval of new Policy Team Leads
 - Discussion on plans for next meetings in 2019
4. Circulate the full report of the IGTC’s General Assembly without undue delay.
5. Take note of feedback on the meeting from IGTC participants and implement any improvements for the next in-person meeting in 2019.
6. Communicate the IGTC’s successful events internally and externally, using the IGTC’s website, Twitter account and newsletters.



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7. Work closely with USDA and the U.S. cooperator network to address non-tariff trade barriers and support improvements in Chinese access to U.S. grains and oilseeds.
8. Join and work with the U.S. Agriculture and Food Partnership.

Attachments:

- *Safety Management Office of Agricultural GMO requirements memo*
- *USSEC GBI description*
- *Handbook of World Grain Trade Forum – 27 November*
- *Agenda of IGTC General Assembly – 28 November*
- *Presentations from the World Grain Trade Forum:*
 - Louis Dreyfus Company
 - Canada Grains Council
 - Grain Trade Australia
 - World Trade Organization
 - International Grains Council
 - Ukrainian Grain Association
 - Dalian Commodity Exchange
 - COFCO