



“Working Together to Make Trade Work”

OUTREACH May 22, 2015

Thank you for your membership in and work with NAEGA

Please join us in **welcoming** Trevor Colbert as NAEGA’s summer intern. He will spend the next three months with NAEGA. Trevor is entering his senior year at Louisiana State University in Baton Rouge, LA where he is studying Economics.

Congratulations to Current Director of Operations, Kyle Liske, as he has accepted a new position as Director of Public Policy & Counsel with the Agricultural Retailers Association in Washington, D.C. Please join us in Thanking Kyle for 2 years of service to NAEGA as well as wishing him all the best in his new role

Your help is requested as we search of a new NAEGA Director of Operations. The ideal candidate will possess a varied set of skills necessary to successfully contribute to a fast paced trade association business. A complete job description can be found [here](#). If you know of anyone that would be a good fit with NAEGA, please let Gary or Kyle know ASAP.

Wishing you the best for the Memorial Day weekend! The office will be closed Monday, May 25.

Member Opportunities

- NAEGA Contract Seminars – Minneapolis June 2-4 – Tentative Kansas City June 25-26
- Chicago, IL – USSEC Sustainability Conference – June 2-3, 2015
- London, England – International Grain Trade Coalition and International Grains Council – June 8 and 9, 2015
- New Orleans, LA – USGC Mexico Biosafety Regulators – June 25, 2015
- Big Sky, Montana – PNWER Annual Summit – July 12-16, 2015
- Puerto Vallarta, Mexico – APPAMEX/NAEGA Forum – August 13-15, 2015

Action Reports

- U.S. Grain Standards Act Reauthorization

Information for your consideration

- Canada Foreign Grain Treatment Rules
- U.S. Country of Origin Labeling

NAEGA Calendar and Member Notices

- Upcoming Events and Notices for Members

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Member Opportunities

NAEGA Contract Seminars – Minneapolis First Week in June – Kansas City June 25-26

The NAEGA Contracts Committee is again providing for Seminars to provide in depth and interactive education on contract practices. NAEGA Seminars are conducted in two different ways: 1. “Private” funded and designed for a single member company and attended by persons invited by that member company or 2. “General” funded by registration fees, designed to cover the interests of many companies and attended by persons from several companies. In most cases the Seminars provide for intensive review of current developments and practices in international grain trade contracts and often focused on the NAEGA II. In depth examination of regulatory compliance, NAEGA services and policy concerns can also be added content for a Seminar that is designed to meet your needs. On June 2nd and 3rd, NAEGA Senior Advisor, Sam Bonilla, and Director of Operations, Kyle Liske, will be conducting a Private seminar in Inver Grove Heights, Minnesota.

We have tentative plans for a General Seminar in Kansas City on **June 25 and 26**. **Invitations for General Seminars are sent to NAEGA member company representatives.**

We have several open dates during which additional Seminars may be conducted. Currently July 20-31 and August 1-11, 17-21 are available. Please let us know if you would like to discuss options for holding a seminar at your convenience.

Chicago, IL – USSEC Sustainability Conference – June 2-3, 2015

NAEGA President and CEO, Gary Martin will speak at the U.S. Soybean Export Council’s (USSEC) U.S. Soy Sustainability Forum for U.S. Industry and U.S. Soy Family at the Hyatt Regency Chicago O’Hare hotel on June 3rd. Gary will speak on the “Industry Perspective on Sustainability” at 11:30am on June 3. NAEGA members are welcome to attend. A copy of the proposed agenda can be found [here](#).

London, England - International Grain Trade Coalition and International Grains Council – June 8 and 9, 2015

An IGTC roundtable and policy meeting will be conducted the day before the International Grains Council (IGC) conference on June 9.

The June 8 International Grain Trade Coalition meeting is open to all IGTC Members and Corporate Stakeholders. You and colleagues are welcomed and encouraged to attend the June 8 IGTC meeting. Please contact Gary or Kyle so we may provide you with related information.

The June 9 IGC Conference requires registration with the International Grain Council. Please contact us if you would like to take advantage of a discounted registration. Click here for more information on the IGC Conference: <http://www.igc.int/en/conference/confhome.aspx>.

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NAEGA Market Access Program funds may be available to fund NAEGA member personnel travel and attendance at the IGTC meeting as well as to the IGC Conference. Please contact Gary or Kyle for additional details.

New Orleans, LA – USGC Mexico Biosafety Regulators – June 25, 2015

NAEGA will join the U.S. Grains Council (USGC) in New Orleans as they host a team of biotech regulators from Mexico to educate them on the U.S. grain export system. NAEGA members are invited to join the group for lunch on Thursday, June 25th at 12:00pm noon. Please contact us for details.

Big Sky, Montana – PNWER Annual Summit – July 12-16, 2015

The 25th Pacific Northwest Economic Region (PNWER) Annual Summit brings together over 500 key business leaders, legislators, and government leaders from the ten PNWER states, provinces, and territories to address the major policy issues impacting the region.

This year’s summit will be held in Big Sky, Montana from July 12-16. [Please click here to register.](#)

Puerto Vallarta, Mexico – APPAMEX/NAEGA Forum – August 13-15, 2015

The 22nd APPAMEX/NAEGA Forum will take place in Puerto Vallarta, Mexico at the [Hyatt Ziva Hotel](#) from August 13-15. The registration fee will be \$380 USD for participants. Invitation and more details will be available soon.

[Full Details on Upcoming Events can be found in the Meetings & Events Section of the NAEGA Member’s Only Page.](#)

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Reports on NAEGA Actions

U.S. Grain Standards Act Reauthorization

NAEGA submitted [this response](#) to follow up questions by Senators from the May 5th hearing in the Senate Agriculture Committee where Vice Chairman, Steve Campbell, articulated NAEGA’s priorities in the reauthorization legislation of the U.S. Grain Standards Act (USGSA).

The Senate Agriculture Committee held a hearing on May 21st to mark-up the USGSA reauthorization legislation. NAEGA and NGFA issued this [press release](#) after the Senate Agriculture Committee approved by voice vote legislation that would reauthorize USGSA for five years. NAEGA and NGFA are pleased that the Senate bill reinforces Congress’s strong mandate that USDA’s Federal Grain Inspection Service (FGIS) has an unequivocal obligation to ensure that official grain inspection and weighing services are provided. The bill also brings more transparency and accountability to the process USDA uses to delegate to state agencies its

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authority to conduct mandatory official inspections at export facilities. A replay of the most recent Senate Agriculture committee hearing concerning the USGSA can be viewed [here](#).

NAEGA is considering making comments on the following items. Please contact us with your advice or suggestions:

2015

June 22 – Comments to USDA Animal and Plant Health Inspection Service (APHIS) on the regulation of biotechnology products: <http://www.regulations.gov/#!docketDetail;D=APHIS-2015-0036>

NAEGA Actions on Current Issues are tracked on the Member's Only Section under their relevant committee pages.

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Information for your Consideration

Canada Foreign Grain Treatment Rules

NAEGA was informed that the U.S. Wheat Associates (USW) and National Association of Wheat Growers (NAWG) sent a letter to Canada's Minister of Agriculture and Agri-Food and Minister of International Trade opposing the Canada Grains Act and Varietal Registration System (VRS). The letter argues that the Canada Grains Act and VRS limit the U.S. industry's access to the Canadian market. USW and NAWG make the argument that Canada's treatment of foreign grain is analogous to the U.S. Country of Origin Labeling (COOL) law that the WTO Appellate Body recently found to violate international trade rules. U.S. wheat is treated less favorably than Canadian domestic wheat through its grading system.

U.S. Country of Origin Labeling

The World Trade Organization's (WTO) Appellate Body [upheld a ruling](#) that U.S. mandatory country of origin labeling (COOL) requirements for meat products continue to violate Article 2 of the Technical Barriers to Trade (TBT) Agreement of WTO rules. The WTO held that COOL discriminates against livestock imports from Canada and Mexico. Those countries said they will now pursue billions of dollars' worth of retaliatory measures against U.S. exports.

House and Senate leaders said they hope to act soon to prevent such an outcome. This is the second time a WTO Appellate Body has found COOL violated U.S.'s trade obligations. After the first Appellate Body ruling against COOL, the USDA responded by revising its regulations to require origin designations for muscle cut covered commodities derived from animals slaughtered in the U.S. to specify the country in which the production steps of birth, raising and slaughter of the animal from which the meat is derived took place. The revised regulations also eliminated the allowance for commingling of muscle cut covered commodities of different origins.

The Appellate Body affirmed that the amended COOL regulations also violate WTO rules because they accord imported Canadian and Mexican livestock treatment less favorably than that accorded

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to like domestic livestock. However, the decision also upheld the lower panel’s decision that the amended COOL rules are no more trade restrictive than necessary.

Canada and Mexico responded by announcing that they will request WTO authorization to impose retaliatory sanctions (expected to be in the form of higher tariffs) against U.S. agricultural and non-agricultural products, which could be granted within a few months. Canada [issued a list of U.S. goods](#) that could be subject to retaliation, and Mexico’s Economy Ministry has said it could target products such as fruits and vegetables, juices, meat, dairy products, machinery, furniture and home appliances, among others.

In the meantime, House Agriculture Committee Chairman and Senate Agriculture Committee Chairman said they will work to avoid trade sanctions, possibly by repealing the COOL law. The House Agriculture Committee passed [a bill repealing](#) mandatory COOL for beef, pork and chicken. It could be considered on the House floor in early June.

If you would like more information or wish to provide comments on any of these news topics monitored by NAEGA, please contact us.

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NAEGA Calendar & Member Notices

2015

May

28 – Washington, DC – US Coast Guard Workshop for Alternative Security Program (ASP) sponsoring organizations – 1501 M Street, NW, Suite 500 – Jerry Cotter attending and representing NGFA and NAEGA ASP.

June

2 – Washington, DC – International Trade Commission (ITC) Public Hearing on economic effects of the Cuban embargo.

2-3 – Milan, Italy – 2nd World Agroforum organized by Russia at the World EXPO – Marcel Bruins of IGTC speaking.

2-3 – Chicago, IL – USSEC Sustainability Conference – Hyatt Regency Chicago O’Hare – Gary Martin speaking on June 3.

2-3 – Minneapolis, MN – NAEGA Contracting Seminar – Sam Bonilla and Kyle Liske presenting

8 – London, United Kingdom – International Grain Trade Coalition Roundtable and Policy Discussion. All IGTC Members and Corporate Stakeholders are invited and encouraged to participate in person at all sessions. IGTC members and corporate stakeholders are also

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encouraged to invite prospective IGTC members and Stakeholders to participate. Unless otherwise notified, the sessions will all be conducted at: GAFTA office, 9 Lincoln’s Inn Fields, London WC2A 3BP, UK. Please notify Marcel Bruins via email at mbruins1964@gmail.com or Kyle Liske via email at Kliske@naega.org, by telephone +1 202 682 4030 or Fax +1 202 682 4033 of your intentions to attend in person. Gary Martin & Marcel will be at the meeting.

9 – London, United Kingdom – International Grains Council 2015 Conference – 86-90 Park Lane, London W1K 7TN. Gary attending.

19 – Washington, DC – USDA FAS – NAEGA meets with FAS “Locally Employed Staff” from Italy, China, Algeria, Romania, India, Japan, Peru, Russia, Korea, France, Guatemala and the UK. Gary Martin to present.

25 – New Orleans, LA – US Grains Council hosting Mexican biosafety regulators – Gary Martin presenting.

29 – July 1 – Geneva, Switzerland – UN Globally Harmonized System (GHS) Subcommittee meeting – Jerry Cotter attending.

July

12-16 – Big Sky, Montana – 2015 Pacific Northwest Economic Region (PNWER) Annual Summit <http://www.pnwer.org/2015summit.html>

14-15 – U.S. Agriculture Export Development Council (USAEDC) Attaché Seminar – Westin Arlington Gateway – located at 801 North Glebe Road, Arlington, VA 22203 – NAEGA members welcome. Trevor Colbert plans to attend.

August

13-15 – Puerto Vallarta, Mexico – 2015 APPAMEX-NAEGA Forum – [Hyatt Ziva Hotel](#).

September

14-18 – London, United Kingdom – International Maritime Organization (IMO) Carriage of Cargoes and Containers (CCC) Meeting – Jerry Cotter attending.

21 - London, England - Chatham House expert workshop on Chokepoints and Vulnerabilities in the Global Food Trade. This meeting forms part of a Chatham House research project which seeks to map chokepoints, vulnerabilities and disruptive risks onto major production hubs and global trade routes for coarse grains, soybeans and fertilizers. It will identify supply chain nodes – including producing regions, inland transport networks, ports in exporting and importing countries, and maritime corridors – that are particularly exposed to disruption. Jerry Cotter attending and representing NAEGA. Jerry will present on the major challenges facing grain and fertilizer trade in the US, with a particular focus on the resilience and capacity of inland transportation and port infrastructure.

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22 – Washington, DC – 2015 OFAC Fall Symposia.

30 – October 2 – Vancouver, British Columbia – International Dry Bulk Terminals Group (DBTG) Annual Meeting – Jerry Cotter attending.

November

16-19 – USADEC Annual Workshop – Location TBD.

17-20 – Amsterdam, The Netherlands – International Genetically Modified Conference on Coexistence (GMCC-15).

December

9-11 – Geneva, Switzerland – Globally Harmonized System (GHS) Subcommittee meeting – Jerry Cotter attending.

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