



*“Working Together to Make Trade Work”*

## **OUTREACH January 13, 2015**

**Thank you for your membership in and work with NAEGA**

**Make Plans Now** for the 2015 NAEGA Annual Meeting in San Antonio, Texas on March 16, 2015. Rooms at the Hyatt Regency can be booked at the NGFA rate by clicking [here](#).

**Thank you for your investment in NAEGA!** – We very much appreciate your many contributions to the ongoing success of NAEGA. Annual Membership packages were sent out this past week to all NAEGA Member Representatives. We appreciate your commitment to the association and your prompt payment of dues.

### **Membership Transition**

NAEGA welcomes the membership transition of Noble Logistics to [Noble Agri](#). Noble Agri is a newly created joint venture between Noble Group and COFCO. Noble Agri engages in agricultural trading and processing businesses which originates from low-cost producing regions such as South America, South Africa, East Europe, India, and Australia to supply regions with high demand such as Asia and the Middle East.

### **Member Opportunities**

- Conference Call – NAEGA Grades and Inspection Committee – January 14<sup>th</sup>, 2015
- San Antonio, Texas – NAEGA Annual Meeting – March 16<sup>th</sup>, 2015

### **Action Reports:**

- China Trip Plans
- NAEGA MAP Trip Report
- U.S. Agriculture Coalition for Cuba

### **Information for your consideration**

- Japanese Shipping Company Plead Guilty to U.S. Antitrust Violations
- Outcomes of Recent U.S.-China Trade Talks
- U.S. and Mexico Outline Objectives for Improving Cross-Border Commerce

### **NAEGA Calendar and Member Notices**

- Upcoming Events and Notices for Members

## **Member Opportunities**

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**Conference Call – NAEGA Grades and Inspection Committee – January 14<sup>th</sup>, 2015**

The Grades and Inspection Committee will have a conference call on Wednesday, January 14<sup>th</sup> at 3:30pm Eastern, 2:30pm Central, 12:30pm Pacific. A number of items are planned to be discussed including: committee organization, Electronic Phyto-Sanitary certification, International Plant Protection Convention’s Grain Standard, U.S - Chinese Vessel Comparison Study, reauthorization of the U.S. Grain Standards Act, and much more. A complete proposed agenda can be found [here](#).

Please let us know if you plan to call in!

**Mark Your Calendars for the NAEGA Annual Meeting  
San Antonio, Texas – March 16, 2014**

We look forward to working with you in San Antonio, Texas in March! The 2015 NAEGA Annual Meeting will take place on Monday, March 16, 2015 at the Hyatt Regency Hotel in San Antonio, Texas. The Board Meeting will immediately follow the Members Meeting.

NAEGA meetings will coincide with the March 15-17, 2015 National Grain & Feed Association (NGFA) Convention. Rooms at the Hyatt Regency can be booked at the NGFA rate by clicking [here](#). A special NAEGA registration for the NGFA Convention is available for \$275.

**Thank you for your investment in NAEGA!** – We very much appreciate and need your company’s many contributions to the ongoing success of NAEGA. Your membership year starts anew this month. Invoices for NAEGA’s 2015 Membership Dues were mailed to member representatives this past week. Payment is due by February 16. Prompt payment is appreciated. If you have any questions, please contact the NAEGA office.

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

[Click here to return to Index](#)

## **Reports on NAEGA Actions**

### **China Trip Plans**

NAEGA member representatives will be soon be invited to meetings in Beijing. Gary Martin and two NAEGA consultants are completing plans for a mission to Beijing, China from January 25-31, 2015. Marcel Bruins and Tom Dorr will join Gary at several meetings with key Chinese NAEGA counterparts, industry, and government officials. Topics covered will include food safety, plant health, and crop biotechnology. International policy developments such as the

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International Plant Protection Commission’s (IPPC) development of a standard for international movement of grain, the Global Low Level Presence Initiative (GLI), and the recent progress of the International Grain Trade Coalition (IGTC) will also be covered. Please let Gary or Kyle know if you, or someone from your company might be interested in participating in meeting with the NAEGA team.

### **NAEGA MAP Trip Report**

NAEGA President and CEO, Gary C. Martin, reported on his recent trip to Brussels, Belgium and Geneva, Switzerland in late November for IGTC stakeholder meetings. In Switzerland, Gary finalized the formal establishment of the IGTC as a non-profit organization. In both Belgium and Switzerland he met with key IGTC stakeholders. During these meetings, the recent progress of the IGTC was explained and Marcel Bruins was introduced as the new Secretariat of the IGTC. Stakeholders heard about the business plan for the future of the IGTC and were encouraged and supportive on the increased effort by the IGTC.

By working with NAEGA’s European counterpart, COCERAL, Gary was also able to secure a meeting with the Director General of Trade for the European Commission, Mr. Jean-Luc Demarty, while he was in Brussels. The common positions of the EU-US grain trade were discussed with Mr. Jean-Luc Demarty in the context of the TTIP.

The Trip Report can be found on the [International Programs Committee webpage](#) on the “Members Only” site.

### **U.S. Agriculture Coalition for Cuba**

Several NAEGA companies and member representatives are working via NAEGA with the U.S. Agriculture Coalition for Cuba (USACC).

NAEGA members are invited and welcome to join in USACC plans for a U.S. Agri-business group visit to Cuba. Tentatively scheduled for March 1st through March 5th, 2015, the travel will likely be the first major U.S. business delegation to Cuba since U.S. President Obama announced changes to the Administration’s policy toward Cuba in December 2014. USACC has title the travel mission as a **“Learning Journey to Cuba”** and notes the Cuban government has already indicated they welcome the visit.

A public launch of the Coalition was held on January 8<sup>th</sup>, 2015 at the National Press Club in Washington, DC. The USACC is comprised of more than 30 prominent U.S. food and agriculture companies and associations who seek to advance trade relations between the U.S. and Cuba by re-establishing Cuba as a market for U.S. food and agriculture exports. To see a current list of USACC members please see [this invitation](#) to the Public Launch of the USACC.

Secretary Vilsack was a keynote speaker noting that Cubans import 80% of their food. The USDA reports \$415.2 million in agricultural exports to Cuba in 2013 and about \$300 million reported through the first 11 months of 2014. A number of Members of Congress and Missouri Governor, Jay Nixon, were also speakers at the Public Launch.

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A copy of the press release announcing the launch can be found [here](#). More information about USACC can be found at: <http://www.usagcoalition.com/>

If you or a colleague are interested in joining the “Learning Journey to Cuba” please contact us as soon as possible. Participation may be limited.

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

[Click here to return to Index](#)

## **Information for your Consideration**

### **Shipping Company Plead Guilty to U.S. Antitrust Violations**

Nippon Yusen Kabushiki Kaisha (NYK) has agreed to enter a guilty plea and to pay a \$59.4 million criminal fine for conspiring to fix prices, allocate customers, and rig bids of international ocean shipping services. The plea agreement is subject to court approval.

“This is another step in the effort to restore competition in the ocean shipping industry to benefit U.S. consumers,” said Bill Baer, Assistant Attorney General in charge of the Department of Justice’s Antitrust Division. “Three companies have now agreed to plead guilty to participating in this long-running conspiracy. We are not done. Our investigation is ongoing.”

According to the charge, NYK and its co-conspirators conspired by agreeing on prices, allocating customers, agreeing to refrain from bidding against one another and exchanging customer pricing information. The companies then offered non-competitive prices. The U.S. Department of Justice press release about the guilty plea can be found [here](#).

### **Outcomes of Recent U.S.-China Trade Talks**

The U.S. Trade Representative Office (USTR) issued a [fact sheet](#) on the outcomes of the 25<sup>th</sup> U.S.-China Joint Commission on Commerce and Trade (JCCT) that took place from December 16-18 in Chicago.

In addition to China announcing import approvals for three biotech varieties of U.S. corn and soybeans and agreeing to discuss improvements in their regulatory framework for the review and approval of technology used in agriculture (see NAEGA OUTREACH Dec. 22, 2014), China also clarified its position on its Competition Law. China stated that in enforcing its Anti-Monopoly Law (AML) all business operators will be treated equally. Where AML violations are found, China is to impose enforcement measures that address the harm to competition, not measures designed to promote individual competitors or industries. China’s anti-monopoly enforcement agencies will (1) when undertaking administrative actions, strictly follow statutory limits on their authority, procedures and requirements, as laid out in China’s relevant laws, regulations and rules;

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and (2) before imposing penalties, notify the parties of the facts, grounds and basis according to which the penalties are to be decided, notify the parties of their rights in accordance with the law, and provide the parties with the right to state their cases and to defend themselves.

### **U.S. and Mexico Outline Objectives for Improving Cross-Border Commerce**

After a High-Level Economic Dialogue, U.S. and Mexico identified progress in cross-border commerce and anticipated further achievements in 2015. In a [joint statement](#), the U.S. and Mexico said, in 2014 the two sides “made significant strides regarding mechanisms for transportation and communications infrastructure planning and development” that have directly facilitated freight flows, reduced bottlenecks and improved logistics. For instance the two Governments are expediting the movement of goods and expanding supply chain security through a new mutual recognition arrangement between their trusted trader programs and the harmonization of data requirements for northbound rail shipments.

In 2015 the U.S. and Mexico will continue work to harmonize their data requirements to facilitate customs processes in all modes of transportation. Operations of three new facilities will be initiated: the West Rail Bypass in Matamoros, Tamaulipas-Brownsville, Texas; the Guadalupe-Tornillo port of entry in Chihuahua-Texas; and the Tijuana Airport Pedestrian Facility. Progress is anticipated on the proposed Otay II border crossing in the Tijuana-San Diego border region. Regulatory cooperation will be pursued in such areas as energy, food safety and transportation to facilitate cross-border trade and co-production.

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

[Click here to return to Index](#)

## **NAEGA Calendar & Member Notices**

### **2015**

#### **January**

**14** – NAEGA Grades and Inspection Committee Conference Call – 3:30pm Eastern, 2:30pm Central, 1:30pm Pacific.

**16** – Conference Call – Pacific Northwest Economic Region (PNWER) Agriculture Working Group

**16** – Conference Call – U.S. Biotech Crops Alliance (USBCA) Executive Committee – 3:00pm-5:00pm Eastern

#### **March**

**1-5** – Cuba – U.S. Agriculture Coalition for Cuba travel to Cuba– “A Learning Journey to Cuba” (tentative)

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**5-6** – Singapore – International Grain Trade Coalition (IGTC) Meetings and General Assembly

**16** – San Antonio, Texas – 2015 NAEGA Annual Meetings – Hyatt Regency Hotel (in conjunction with NGFA’s Convention).

**April**

**10** – Panama – “Summit of the Americas”

**June**

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

**July**

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

**14-15** – U.S. Agriculture Export Development Council (USAEDC) Attaché Seminar – Location TBD

**November**

**16-19** – USADEC Annual Workshop – Location TBD

[Click here to return to Index](#)

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