



“Working Together to Make Trade Work”

OUTREACH February 2, 2015

Thank you for your membership in and work with NAEGA

Hope you can join us in San Antonio! 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](#).

Member Opportunities

- Contracts Committee – February 4, 2015
- Alternative Security Program – February 5, 2015
- Learning Journey to Cuba – March 1-4, 2015
- NAEGA Annual Meeting and NGFA Convention, San Antonio, Texas — March 16, 2015

Action Reports:

- APPAMEX Meeting
- Beijing, China Meetings
- Cuba – US Legislation
- NAEGA Biotechnology Committee Meeting
- NAEGA Mission to Rome, Italy
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Member Opportunities

NAEGA Contracts Committee – February 4, 2015

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The Contracts Committee will convene via conference call on Wednesday, February 4th at 3:30pm Eastern, 2:30pm Central, 12:30pm Pacific. Agenda items include: Destination Risk Subcommittee Survey Results, Contracts and Rules, Clause 20, Laytime Deductions for West Coast Loading, Electronic Bills of Lading, NAEGA Arbitrators, AAA Arbitrators, and Contract Intellectual Property Rights.

Please let us know if you would like to be included! We will send a complete proposed agenda to all who indicate they will call in.

Alternative Security Program – February 5, 2015

NAEGA-NGFA Alternative Security Program (ASP) Subscribers will meet via conference call on Thursday, February 5th at 11:30am Eastern, 10:30am Central, 8:30am Pacific time. Agenda items include: the Renewal of the ASP, Cyber Security, Seafarers Access at Maritime Facilities, and other issues/changes to the ASP.

Please let us know if you plan to call in and we will send you the call in coordinates.

Learning Journey to Cuba – March 1-4, 2015

Plans are just about complete for the U.S. Coalition for Cuba (USACC) U.S. Agri-business group visit to Cuba. Scheduled for March 1st through March 4th, 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 titled the travel mission as a **“Learning Journey to Cuba”** and notes the Cuban government has already indicated they welcome the visit.

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. There are currently 75 people signed up to participate. The registration deadline is Friday, February 6th and may close before then due to space limitations on the chartered flight.

**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.

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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

Thank you for your investment in NAEGA! – We very much appreciate and need your company’s many contributions to the ongoing success of NAEGA. 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.

APPAMEX Meeting

NAEGA members and NAEGA’s Mexican counterpart, APPAMEX, met via conference call to discuss joint APPAMEX-NAEGA activities for 2015, E-Phytos and the soil issue.

Plans are being made for the APPAMEX NAEGA Forum to occur either the second or third week of August. NAEGA members who have suggestions for the agenda should contact us now.

Both the Grades and Inspections and Contracts committee have indicated a strong interest encouraging the electronic transfer of phyto-sanitary certificates (E-Phytos). For several years US officials have indicated to us that they are working bi-laterally with Mexican officials to provide for E-phytos. APPAMEX understands that Mexico is now finally in position to begin accepting and issuing E-phytos. APPAMEX believes that a pilot program of e-phytos for exports from both the U.S. and Mexico is scheduled to begin around April of 2015. NAEGA and its members indicated an interest in continuing to work with APPAMEX and expedite the deployment of E-Phytos between Mexico and the U.S.

APPAMEX also reported growing concern over the uncertainty and lack of valid rationale for actions by Mexican border officials that add costs and time for border crossing of rail shipments of grains and oilseeds. Officially the actions are based on Mexico’s implementation of a zero tolerance for “soil”. Apparently the number of actions against rail shipments is increasing and most often results in costly delays in crossing as well as unwarranted methyl bromide applications.

APPAMEX and NAEGA have placed a high priority on the deployment of E-Phytos as well as stopping unwarranted actions by border officials.

Beijing, China Meetings

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Thanks all NAEGA member personnel who joined Gary Martin for several meetings as part of the NAEGA International Programs mission last week in Beijing, China. Extensive meetings were conducted from January 23- 30 in order to collect information and advice as NAEGA and the International Grain Trade Coalition IGTC develop strategy for near, medium and long term in regard to and in collaboration with China. Key elements for consideration included China’s approach to food safety and security, as well as rural development. Learning about China’s grain trading and investment environment as well as livestock feeding, food processing and crop production methods was also critical to the mission.

During the trip, the NAEGA completed multiple meetings that included discussions with: USDA’s Foreign Agriculture Service (FAS); several industry representatives; Trade and Agriculture staff from the Embassies of Australia, Brazil and Canada, Dr. Han Jun of the China Development Research Council (DRC); CropLife China and its 5 member company representatives; GAFTA; Dr. Song Hongyuan; Chinese Ministry of Agriculture’s Research Center for Rural Economy; Dr. Huang Jikun, Founder and Director of the Center for Chinese Agricultural Policy (CCAP) of the Chinese Academy of Sciences (CAS), professor of Institute of Geographic Sciences and Natural Resources Research and vice-president of Chinese Association of Agricultural Economics and Chinese Association of Agro-Technology Economics; The Chairman and his staff of the China Chamber of Commerce (CCCFNA); The President and many staff of COFCO; and the Hanver Li of JCI Intelligence.

The biotechnology approval dilemma was one of the key topics examined. China has recently taken action on several events that were pending regulatory actions in 2014.

As you will likely recall, China notified three companies who are owners of crop biotechnology products that the PRC approval for import in corn and soybeans intended for use as food, feed or processing was completed. Exporters should now be able to acquire PRC Ministry of Agriculture Biosafety Certificates for commodity shipments into China for the three recently approved events: Bayer - Soybean A5547-127; Pioneer - Soybean 305423x40-3-2; Syngenta - Corn MIR 162.

Now we understand that in addition to the 3 events afforded biosafety certificates in December, five other events completed, in late 2014, the necessary “field study” and are awaiting the biosafety certificate to provide for import to be used as food, feed or processing. The five that are in position to receive a commodity import Biosafety Certificate are :

1. Bayer Canola Ms8Rf3GT73
2. DAS Corn DAS-40278-9 Enlist
3. Monsanto Soybean MON87705
4. Monsanto Corn MON87427
5. Monsanto Soybean MON87708

These five biotech events were submitted by the technology owners for final import safety certificates in a November 2014 window. In January 2015, the Chinese MOA asked technical questions and requested additional data. The technology owners complain that the questions and data requests are inconsistent with past Chinese practice. The technology owners indicated that none of the new questions concerned data from the local studies conducted just prior to final

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submission. The technology owners assert that the questions were focused on data and information submitted by companies and accepted by NBC/MOA earlier in the process, and (according to the technology owners) could have been posed and resolved at that time.

There also 5 events awaiting the permits for field trails:

- | | | |
|-------------|---------|-------------|
| 1. Bayer | Canola | Rf3 |
| 2. DAS | Soybean | DAS-44406-6 |
| 3. DAS | Soybean | DAS-81419-2 |
| 4. Monsanto | Soybean | MON87751 |
| 5. Syngenta | Soybean | SYTH0H2 |

10 other biotech events are just starting the regulatory process (operations for local study / conducting Local Study that will probably take at least another year before an import food and feed use certificate can be considered). These include the Syngenta Corn 5307 (Duracade) that was placed into the commodity production in the US in 2014 and we have reported on in the past. The 10 are:

- | | | |
|-------------|---------|-------------|
| 1. Monsanto | Alfalfa | J101 |
| 2. Monsanto | Alfalfa | J163 |
| 3. Monsanto | Soybean | MON87769 |
| 4. Bayer | Soybean | FG72 |
| 5. Monsanto | Canola | MON88302 |
| 6. Pioneer | Canola | 73496 |
| 7. Syngenta | Cotton | COT102 |
| 8. Syngenta | Corn | 5307 |
| 9. DAS | Soybean | DAS-68416-4 |
| 10. Pioneer | Corn | 4114 |

A complete report on this trip and the recommendations for both NAEGA and IGTC actions that result will soon be completed and available to all NAEGA members.

If you would like assistance with accessing China Biosafety Certificates for any crop biotechnology product, please feel free to contact the NAEGA staff.

Cuba – U.S. Legislation

NAEGA is following several bills pending in both the US House of Representatives and US Senate that address changes to US policy toward Cuba. Interested NAEGA members are welcome to contact us for additional details.

NAEGA Biotechnology Committee Meeting

The Biotechnology Committee met via conference call to report and discuss a number of policy issues. The call included topics such as the Safe Affordable Food Coalition, China’s regulatory status and upcoming NAEGA travel, EU, U.S. Biotech Crops Alliance (USBC), International Trade Coalition (IGTC), and Global Low Level Presence (GLI) and Low Level Presence (LLP) Initiatives. The agenda can be found [here](#). A report on the call will soon be available.

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NAEGA Mission to Rome, Italy

NAEGA President, Gary C. Martin, and International Grain Trade Coalition (IGTC) Secretariat, Marcel Bruins, are traveling to Rome, Italy this week to meet with officials from the UN Food and Agriculture Organization (UN FAO) to discuss the International Plant Protection Convention’s (IPPC) pending International Standard for Phytosanitary Measures (ISPM) on the movement of grain, E-Phytosanitary Certificates, Agriculture Market Information Service (AMIS), the Global Low Level Presence Initiative (GLI), and grain dusts and hazardous material.

Later in the week, Mr. Martin will present and participate in the U.S. Soybean Export Council’s (USSEC) U.S. Soy Trade and Sustainability Buyers Conference February 4-6. He will provide prepared remarks for two sections of the agenda (attached): first on Biotech approvals and industry impact and second on NAEGA priorities as part of the U.S. Soy Industry Panel. USSEC is expecting around 125 soy buyers from around the world to attend. Some more details for the conference can be found [here](#).

USDA APHIS Industry Meeting

Following the request from the recent Grades and inspections committee meeting, NAEGA hosted a conference call with USDA APHIS to update on E-phytos. APHIS has been working with a number of countries to begin working with e-phytos. They began accepting e-phyto certificates from the Netherlands in June 2014. The biggest obstacle seems to be foreign governments and their abilities regarding e-phytos. USDA APHIS plans to start working with Federal Grains Inspection Service (FGIS) on their program of issuing electronic weight and grade certificates.

Regarding the “soil” issue, USDA APHIS has conducted soil samples and the results came back showing minimal soil by weight, although 84% of the samples did contain some soil peds present. The average weight of soil was 0.02% with a range of 0.0%-0.09%. The USDA APHIS plans to discuss these results with Mexican officials and maintain bilateral negotiations. The negotiations will likely turn on the definition of “soil,” and the amount of a tolerance. A report on the two calls will soon be available.

Weed Seed Exam Results and Canada Phytosanitary Measures

USDA Animal and Plant Health Inspection Service (APHIS), conducted a weed seed exam of corn from the following states: Indiana, Ohio, Kentucky, North Dakota, South Dakota, Iowa, Wisconsin, Missouri, Minnesota, Kansas, Illinois, and Nebraska. 121 – 1,000 gram samples of corn were taken for four targeted weed seed species—*Eriochloa villosa* (wooly cupgrass), *Aegilops cylindrical* (jointed goatgrass), *Alopecurus myosuroides* (slender foxtail), and *Solanum elaeagnifolium* (silverleaf nightshade). The results showed that no weed seeds showed up in any of the 121 samples taken from the 12 states.

NAEGA provided funding for the analysis.

The analysis is a critical component in risk assessment discussions that lead to the least trade distortive measures for plant health risk management. The findings were used by APHIS to support

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their efforts to provide for risk assessment by Canadian authorities (CFIA) as they proceed to revise under directive D-12-05 for phytosanitary measures applied to imports of U.S. As a result corn has been exempted from further measures contemplated under an upcoming revision of D-12-05. CFIA has stated that once they incorporate appropriate “alternative documentation,” they will circulate the revised draft D-12-05 to Canadian stakeholders and APHIS. They will notify implementation of the final draft using the WTO notification process.

A final report and the results of the weed seed exam can be found on the [International Programs Page](#) on the Members’ Only website.

West Coast Labor Dispute Letter

NAEGA was included in a [letter](#) with a number of other food and agricultural groups expressing disappointment in the failure to resolve the ongoing labor dispute between the International Longshore and Warehouse Union (ILWU) and the Pacific Maritime Association (PMA). The dispute has resulted in a sever slowdown of terminal activity at five west coast ports. The slowdown has caused a drastic reduction in containers being loaded which has resulted in waste of perishable food products and a serious loss in revenue.

The ILWU and PMA are urged to take into account the impact this dispute is having and resolve their differences as quickly as possible. In addition, the federal government is urged to consider all available remedies to bring this dispute to a rapid end.

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

2015

Mar. 23 – Comments to USDA on Monsanto’s petition to deregulate Genetically Engineered corn for increased ear biomass: http://www.aphis.usda.gov/brs/fedregister/BRS_20150120b.pdf

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

Business Leaders Welcome US President’s Commitment to Trade

The [U.S. Business Coalition for TPP](#), a broad-based and cross-sectoral group of U.S. companies and associations representing the principal sectors of the U.S. economy including agriculture, manufacturing, merchandising, processing, publishing, retailing and services, issued the a statement supporting the President Obama’s recent rhetoric on trade.

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“The Coalition applauds the Administration’s efforts to negotiate a comprehensive, high-standard and commercially meaningful Trans-Pacific Partnership (TPP) agreement. Such an agreement will extend America’s global leadership on important issues and provide economic opportunity for U.S. businesses and consumers alike. As well, the President called upon Congress to pass Trade Promotion Authority (TPA), which will set a high standard for trade agreements like TPP. In fact, TPA will give Congress a stronger role on trade negotiations and strengthen the ability of Congress and the Administration to work together to get the best possible deal for the American people.”

TSA TWIC Delays

The US Transportation Security Administration (TSA) issued a [notice](#) stating that some Transportation Worker Identification Credential (TWIC) applicants are experiencing delays of more than 75 days to receive their TWIC cards. Applicants should apply for their TWICs at least ten (10) to twelve (12) weeks prior to the time they will be needed.

US President’s Trade Position in the State of the Union Address

U.S. President Barack Obama outlined his international trade priorities in his State of the Union Address to the US Congress. The White House issued this [fact sheet](#) on the State of the Union Address.

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

February

3 – Rome, Italy – NAEGA/IGTC meetings at UN FAO regarding E-Phytos.

4 – Rome, Italy – NAEGA/IGTC Meetings at FAO regarding the Agriculture Market Information Service (AMIS), Global Low Level Presence Initiative and the International Plant Protection Convention (IPPC)

4 – NAEGA Contracts Committee Call – 3:30pm Eastern, 2:30pm Central, 1:30pm Pacific.

9 – Washington, D.C. – Annual Grain Industry Sector Meeting with USDA Animal and Plant Health Inspection Service (APHIS) – 1:00pm – 5:00pm Eastern

11 – Washington, D.C. – Meeting at Ann Heilman-Dahl at USTR on TTIP and RED – Gary Martin attending for NAEGA.

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12-13 – Washington, D.C. – US Biotech Crops Alliance (USBCA) Domestic Working Group (DWG) Meeting

March

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

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

10 – London, UK – International Grains Council (IGC) Market Conditions Committee Meeting

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

April

10 – Panama – “Summit of the Americas”

May

4-7 – Guadalajara, Mexico – Global Low Level Presence Initiative (GLI)

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

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