



“Working Together to Make Trade Work”

OUTREACH March 3, 2015

Thank you for your membership in and work with NAEGA

Plans are set for the NAEGA Member Appreciation Luncheon, Annual Membership and first Board of Directors meeting of 2015 – in San Antonio, Texas – March 16, 2015

We look forward to working with you in San Antonio, Texas in a few weeks! Please let us know if you plan to attend! No registration fee is required. Please click this link to [Register Now!](#) so we can be sure to have a seat for you!

All NAEGA member personnel are welcome for the entire afternoon on March 16th in the **Pecan Room at the Hyatt Regency**. NAEGA will have a small room onsite it will use as an office. Should you have any questions when you get to San Antonio, feel free to give Gary or Kyle a call:
Gary: 202-277-4241
Kyle: 563-370-8471

At the Members Meeting each member attending is entitled to one vote on all membership matters; like election of the Board of Directors. NAEGA members are also encouraged to invite and register guests whom they think would benefit from NAEGA membership.

Beginning at 12:00 PM on Monday, March 16 in the **Pecan Room** at the Hyatt Regency Hotel, 123 Losoya St, San Antonio, Texas:

- We will start at noon with a member appreciation luncheon for NAEGA member personnel and their guests.
- An annual meeting of all NAEGA members will be conducted concurrent with lunch.
- A meeting of the Board of Directors elected at the Members Meeting will immediately follow.

The NAEGA meetings will coincide with the March 15-17, 2015 National Grain & Feed Association (NGFA) Convention at the Hyatt. A special NAEGA registration for the NGFA Convention is available for \$275.

A schedule of events for the entire 3 days can be found [here](#).

If you have not made room reservations yet, we understand the nearby Emily Morgan Hotel has space. You can reserve guest rooms at the Emily Morgan hotel at a NGFA rate by clicking [here](#).

Member Opportunities

- IGTC meeting in Singapore – March 5 and 6.
- NAEGA Annual Meeting and NGFA Convention, San Antonio, Texas — March 16, 2015
- Big Sky, Montana – PNWER Annual Summit – July 12-16, 2015

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.



“Working Together to Make Trade Work”

Action Reports:

- Destination Risk Subcommittee Meeting
- EU GM Approvals
- GOMAI RFP
- NGFA NAEGA Seafarer Access Comments

Information for your consideration

- Cuba – USACC
- US Department of Homeland Security Funding
- US OSHA Bulletin on Fumigants

NAEGA Calendar and Member Notices

- Upcoming Events and Notices for Members

Member Opportunities

International Grain Trade Coalition meeting in Singapore – March 5-6, 2015

NAEGA member personnel are invited to attend a networking reception and the upcoming International Grain Trade Coalition (IGTC) meetings in Singapore. Meetings will start on Thursday, March 5th and run through March 6th at the [Intercontinental Hotel](#), 80 Middle Road, Singapore 188966. Participation via web conference will also be available.

Roundtable discussions of recent developments of the structure of the IGTC and policy strategies will take place. You are also invited to attend a reception on the night of March 5. To RSVP for the reception, please click [here](#). If you or a colleague from your company would like to participate in these meetings, please contact the NAEGA office or IGTC Secretariat, [Marcel Bruins](#). A copy of the draft agenda can be found [here](#).

Details and registration for the March 5 Networking Reception that starts at 5:00 PM in the Malacca & Sunda rooms (level 3) of the Intercontinental Hotel can be found by logging in here: Among those planning to attend the Reception are:

Candace Roper and Manny Fernandez (COBANK)
Kim Hawks (LDC)
Mubashar Tauqir Shah and Nguyen Hoang Ha, Government of Singapore
Rosemary Richards (AGEA)
Diana Felner (Bunge)
Jaine Chisholm Caunt (GAFTA)
Geoff Honey (GTA)
Andrew Connor (USGC)
Jim Everson (CGC)

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.



“Working Together to Make Trade Work”

Gary Martin (NAEGA)
Jon Hixson (Cargill)
Cathy Liu (COFCO)
Ricardo Calderon (APPAMEX)
Gloria Gabellini (COCERAL)
Zhou Xiaoyan and You Fei (New Hope)
Gerald Masila, (Eastern Africa Grain Council)
Tiago Dos Santos Moreno (ANEC)
Marcel Bruins (IGTC)

See you in San Antonio!

The 2015 NAEGA Annual Membership Meeting and Board of Director’s meeting will coincide with the National Grain and Feed Association’s Annual Convention. NAEGA meets on March 16th, 2015 in the Pecan Room at the Hyatt Regency at 123 Losoya St, San Antonio, Texas. Please click this link to [Register Now!](#) in order for us to get an accurate number.

NAEGA is hosting Marcel Bruins, Ricardo Calderon of APPAMEX and Senior Advisors Hawk, Miller, Cotter and Duffy at its meetings and the NGFA Convention. Our guests will join an estimated 30 NAEGA member company representatives and NAEGA staff as we address our successes and plans for the future.

While we understand the Hyatt Regency is sold out of guest rooms, the nearby Emily Morgan Hotel is likely available and can be booked by clicking [here](#).

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.](#)

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

Destination Risk Subcommittee

The Destination Risk Subcommittee of the Contracts Committee met via conference call to review the results of its recent survey. Regarding the NAEGA II FOB Contract as it is currently written, Clauses 7 and 26 provide the most protection from destination risks. However, the Subcommittee

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.



“Working Together to Make Trade Work”

is recommending the Contracts Committee determine whether stronger language in these clauses should be considered.

The Subcommittee also discussed the development of the NAEGA CIF/CFR contract to serve the U.S. and Canadian exporters. There was a consensus among the Subcommittee that the buyers would likely be unaccepting of a new CIF/CFR contract. It is believed that China in particular would not simply accept a more seller friendly CIF/CFR contract. Although there was no shortage of volunteers willing to work on drafting a new CIF/CFR contract, it is the Subcommittee’s belief that the Contracts Committee would be better served to work with GAFTA to address concerns of exporting from the U.S. and Canada.

EU GM Approvals

COCERAL reports some progress in regards to the 13 [Genetically Modified \(GM\) dossiers](#) awaiting European authorization. It appears that several important Commission decision leaders are trying to collect more evidence to justify lifting the current “moratorium” of GM approvals for import. During meetings with EU officials this [factsheet](#) was presented along with [EU import data](#). COCERAL is optimistic that final authorization of these products may still come sometime in April 2015. An effort is underway to provide more information, including how and when contracting is done, cultivation turnover to better understand the general lifecycle of the GM traits related to the 10 years import authorization in the EU, and the share of non-GM available for import into the EU from third countries for food and feed users.

GOMAI RFP

NAEGA is working with the U.S. Soybean Export Council (USSEC) and U.S. Grains Council (USGC) to update and gain new market information in the Grain and Oilseed Market Access Indexes (GOMAI). A [request for proposal \(RFP\)](#) was recently published and the project is projected to be complete by mid-April.

NGFA NAEGA Seafarer Access Comments

NAEGA and NGFA submitted [joint comments](#) to the U.S. Coast Guard regarding Seafarer Access to maritime facilities. The comments recommend that the Department of Homeland Security (DHS) allow facilities under the Alternative Security Program (ASP) to include a seafarer’s access system as an annex to the facility specific part of the ASP. Seafarer access could be handled more efficiently as an annex/supplement since access control is more directed to shore personnel and covered generally in the ASP.

Thank you for your investment in NAEGA! – We very much appreciate and need your company’s many contributions to the ongoing success of NAEGA. Unpaid NAEGA 2015 Membership Dues are now past due. Reminder Invoices are being sent to all members who have yet to pay. If you have any questions, please contact the NAEGA office.

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.



“Working Together to Make Trade Work”

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

Apr. 15 – Comments to US Coast Guard on cyber security: <http://www.gpo.gov/fdsys/pkg/FR-2015-02-17/pdf/2015-03205.pdf>

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

CUBA – USACC

The U.S. Agriculture Coalition for Cuba (USACC), which is comprised of agribusinesses, commodity groups, and others in agriculture who share a commitment to normalizing trade with Cuba and ending the current embargo, issued these [talking points](#) and [key issues and answers](#) documents this week.

US Department of Homeland Security Funding

The US Congress passed a one-week funding measure to keep the Department of Homeland Security (DHS), including Customs and Border Patrol (CBP) and the US Coast Guard, from being shut down and roughly 30,000 of its 230,000 employees being furloughed. The fate of DHS funding is still uncertain and Congress continues to face the same issues of Republicans disagreeing with President Obama’s immigration policies, but avoid and government shutdowns.

US OSHA Bulletin on Fumigants

In January, OSHA issued a [Safety and Health Information Bulletin \(SHIB\)](#) on fumigants. The SHIB is **not** a standard or regulation, and it creates no new legal obligations. According to OSHA, the bulletin is designed to be advisory in nature and informational in content. In the bulletin OSHA cautions that fumigants used in the grain industry contain chemicals that can contribute to cancer, heart disease and other permanent health disorders among workers.

Toxic chemicals such as methyl bromide and phosphine are found in fumigants used for insect control on stored grain. Workers who handle both fumigants and fumigated grain are at risk for heart disease, vascular disease, cancer and permanent central nervous system damage, according to the bulletin.

OSHA states that, "the increased use of these fumigants and increases in the handling of fumigated grain, coupled with the insidious nature of these toxicants makes it imperative that employers take

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.



“Working Together to Make Trade Work”

special care in the evaluation of their grain handling facilities and transit carriers.” The agency recommends that employers carefully monitor fumigated grain shipments and storage facilities, and use industrial hygiene practices to protect potentially exposed workers.

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

March

3 – Washington, DC – White House trade briefing on US President’s international trade agenda – Kyle attending.

4 – Washington, DC – Trade Facilitation Agreement discussion – Kyle attending.

5-6 – Singapore – International Grain Trade Coalition (IGTC) Meetings. See article above

9-10 – Richmond, Virginia – 7th Annual Conference on Agricultural Trade, co-hosted by Governor McAuliffe – Gary attending for NAEGA

10 – London, UK – International Grains Council (IGC) Market Conditions Committee Meeting. Marcel Bruins attending for IGTC

16 – San Antonio, Texas – 2015 NAEGA Annual Meetings – Hyatt Regency Hotel (in conjunction with NGFA’s Convention). NAEGA Staff and Senior Advisors planning to attend.

23 – Conference Call – Global Alliance for Agricultural Biotechnology Trade (GABBT) – Global Low Level Presence (GLI) planning.

April

6-8 – Kansas City, Missouri – USDA GIPSA Advisory Committee Meeting – National Grain Center (NGC)

10 – Panama – “Summit of the Americas” - <http://cumbredelasamericas.pa/en/>, The Seventh Summit of the Americas, with a focus on “Prosperity with Equity: The Challenge of Cooperation in the Americas”, will be held in Panama City, Panama on April 10 and 11, 2015.

14-17 – Bristol, United Kingdom – International Dry Bulk Terminal Group (DBTG) Annual Operations Meeting – Jerry Cotter attending.

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.



“Working Together to Make Trade Work”

May

4-7 – Guadalajara, Mexico –GLI – Dr. Randal Giroux and Marcel Bruins attending for NAEGA and IGTC

June

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

9 – Conference Call – GAABT – Outcomes and follow us on GLI

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

July

10-14 – Tokyo, Japan – IGTC trip to visit Japanese stakeholders – Gary and Marcel attending

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 – Location TBD

September

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

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

30 – October 2 – Minneapolis, MN – 10th Oilseed & Grain Trade Summit

November

16-19 – USADEC Annual Workshop – Location TBD

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

December

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

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.



“Working Together to Make Trade Work”

[Click here to return to Index](#)

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.