



*"Working Together to Make Trade Work"*

## OUTREACH March 21, 2016

Thank you for your membership in and work with NAEGA

### Member Opportunities

- Modernizing U.S Biotech Regulations – March 30
- U.S. Food and Agriculture Dialogue for Trade Agreements– March 31
- REGISTER NOW – NAEGA/IGTC/CGC Events in Winnipeg, Canada – April 11-14
- USACC Cuba Learning Journey – NEW DATE May 23-26
- IGTC Strategy Meeting and IGC Grains Conference – June 13-14
- NAEGA/APPAMEX Forum – October 5-8
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- Upcoming Events and Notices for Members

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## Member Opportunities

### **U.S. Food and Agriculture Dialogue for Trade Agreements**

You and colleagues are welcome to participate in a U.S. Food and Agriculture Dialogue for Trade Agreements round table session on March 31 at 2:00pm. The Dialogue includes a broad cross section of U.S. food and agriculture stakeholder representatives. At the Thursday March 31 meeting we will focus on perspectives from across the U.S. value chain on the text and process for ratification of the Trans-Pacific Partnership (TPP) as well as developments in the negotiations for the Trans-Atlantic Trade and Investment Partnership (TTIP).

The dialogue will take place in the Multipurpose Room of Arent Fox, LLC at 1717 K Street NW, Washington, DC.

To register please click [here](#).

Please contact Ryan if you have any questions.

### **APHIS on Modernizing U.S. Biotech Regulations**

The U.S. Animal and Plant Health Inspection Service (APHIS) is holding its third public meeting on “Modernizing the Regulatory System for Biotechnology Products” on March 30, 2016 at the University of California-Davis in Davis, California. At this public meeting representatives from the Environmental Protection Agency (EPA), the Food and Drug Administration (FDA), the United States Department of Agriculture (USDA), and the White House Office of Science and Technology Policy (OSTP) will review progress made on efforts to modernize the regulatory system for biotechnology products and will illustrate the current roles and responsibilities of the EPA, FDA, and USDA regarding biotechnology products by discussing case studies of hypothetical products.

All NAEGA members are invited to attend, either in person or via the web. If you are interested in attending, please register in advance at the link [here](#).

Two draft documents, found [here](#) and [here](#), will be the basis for discussion. Several opportunities will be available during the meeting for questions.

Please let Ryan or Gary know if you have any questions.

### **NAEGA/IGTC/CGC Events in Winnipeg, Canada – April 11 -14**

You and company colleagues are invited to a series of industry events at the Fairmont Hotel in Winnipeg, Canada on April 11-14. Please join us for:

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### *"Working Together to Make Trade Work"*

Monday, April 11:	IGTC General Assembly and Strategy Session
Tuesday, April 12:	Canada Global Crops Symposium, to register, click <a href="#">here</a> .
Wednesday, April 13:	Luncheon Program with NGFA, NAEGA and GAFTA
Thursday, April 14:	NAEGA Contract Seminar.

#### *IGTC Strategy Session and General Assembly*

The events will kick off on April 11 when the International Grain Trade Coalition (IGTC) holds a Policy Strategy Session, Roundtable Discussion on relevant policy and commercial concerns, and an IGTC General Assembly. The IGTC day begins at 8am on April 11 at the Fairmont Hotel in Winnipeg. Please click below for agendas for the IGTC meetings:

- *Strategy Session draft agenda* [here](#).
- *General Assembly draft agenda* [here](#).

Please register for the IGTC meetings before March 31 by clicking [here](#).

#### *Canadian Global Crops Symposium*

The **Canadian Global Crops Symposium** follows the IGTC meetings. The Symposium will begin with a reception at the *Journey to Churchill exhibit*, Assiniboine Park Zoo at 6pm on the evening of April 11 and last until early afternoon on April 13. An agenda for the Symposium can be found [here](#). Registration and payment for the Symposium can be completed [here](#).

#### *Industry Luncheon*

On April 13 from 12:15 to 1:30pm following the close of the Symposium NAEGA in conjunction with Canada Grains Council is hosting an **Industry Luncheon at the Fairmont Hotel**. Chaired by the Western Grain Elevator Association's Wade Sobkowich, the lunch will feature interaction with a panel from NGFA, NAEGA and GAFTA who will discuss developments in grain trade commercial practices. Please register with the Canada Grains council via email to: [office@canadagrainscouncil.ca](mailto:office@canadagrainscouncil.ca)

#### *NAEGA Seminar*

An interactive, industry-wide opportunity to exchange and learn as part of NAEGA's ongoing **Contracts and Best Practices for the International Grain and Oilseed Trade** seminars. Please join NAEGA Senior advisor Sam Bonilla and President Gary Martin in an intensive and informative review of commercial and official practices to improve predictability, reduce risks, resolve trade barriers and facilitate profitable trade. The preliminary agenda includes:

- Open dialogue on current contracting practices as they related to trade risks.
- A "Road Map" of the NAEGA II Model Contract
- Perspectives the global contracting environment in GAFTA, FOSFA and other contract models and practices.
- Discussion on possible modifications to the NAEGA II Model Contract;
- Case Study Exercises on:
  1. Calculating laytime, dispatch and demurrage;
  2. Contract Terms;

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3. Arbitration and other alternatives for dispute resolution;

To register for the NAEGA seminar, please contact Gary or Ryan.

We look forward to seeing you in Winnipeg! For more information about any of these events, or if you need assistance with travel or making a hotel reservation, please do not hesitate to contact Gary or Ryan.

#### **USACC Cuba Learning Journey – NEW DATE**

The U.S. Agricultural Coalition for Cuba (USACC) has changed the date for its 2015 learning journey to Cuba to accommodate the President's March visit to Havana. The learning journey will now take place from May 23-26. During the trip the USACC will be holding workshops in Havana to develop a Cooperative Food and Agriculture Industry Agreement (CFAIA) between the USACC and Cuba's food and agriculture industry. The workshops and CFAIA will include trade, supply chains, production, sustainability and investment.

NAEGA, as a member of the USACC, is currently very active on shaping the CFAIA. All NAEGA members are welcome to participate. For a preliminary itinerary please click [here](#). Please let us know if you are interested in participating in the USACC and U.S. policy developments toward Cuba.

The USACC is a coalition of more than forty agriculture groups founded on the improvement of trade ties between the U.S. and Cuba.

#### **IGTC Strategy Meeting and IGC Grains Conference – June 13-14**

An International Grain Trade Coalition (IGTC) Strategy Session is planned for June 13 at the Club Quarters Hotel, 61 Lincoln's Inn Fields, London. You and company colleagues are invited to attend. The meeting will begin at 12:30pm with a working lunch, followed by an update on key policy items and agreement on IGTC next steps and action. More information is to come; please let us know if you plan to attend by registering [here](#) with IGTC.

Acting on the agreement of the International Grains Council (IGC) in December 2015, IGTC will take advantage of the meetings in London and be prominent at the upcoming IGC meetings on June 13 and 14. Following a report to the IGC on Monday June 13, IGTC will be the sponsor of the lunch at the IGC Conference on June 14. The day of the June 14 Conference will see IGTC provide a literature table at which its members and corporate stakeholders may make informational material available to the more than 400 expected attendees from governments and industry involved in the grain trade. Prior to the IGC Conference lunch, IGTC will update attendees on developments related to electronic management of trade documents. After lunch, IGTC President Gary Martin is scheduled to address the IGC Conference on IGTC views related to the Conference theme '*Changing dynamics: the new trading environment*'.

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You can take advantage of an IGTC 20% discounted registration for the IGC Conference (<http://www.igc.int/en/conference/confhome.aspx>) at the Jumeira Carlton Tower Hotel. To access the discounted registration please email directly to: conf@igc.int quoting the discount code: [\(IGTC16\)](#).

Also on the evening of June 14 during the evening, GAFTA is holding its 2016 London dinner, at 8 Northumberland Avenue. Again, IGTC participants, including NAEGA member representatives and colleagues, can access a 20% discount. To be included in the IGTC 20% discount for the GAFTA dinner, please contact Katy Lee: [Secretariat@IGTCglobal.org](mailto:Secretariat@IGTCglobal.org)

### **NAEGA/APPAMEX Forum – October 5-8**

Please save the date for the 23<sup>rd</sup> Annual NAEGA/APPAMEX Forum to be held on October 5-8 in Cancun, Mexico. This year's forum will take place at the [Iberostar Hotel](#) in Cancun. All NAEGA member representatives and their colleagues are invited to attend. More information, including a link to registration and a preliminary agenda, will follow. A copy of last year's agenda can be found [here](#).

For more information, please contact Gary or Ryan.

### **Seminars and Internships**

**NAEGA Seminars:** Please click [here](#) for more information on NAEGAs in-depth, interactive education on contract practices.

**Internships:** Information on working for NAEGA as an intern in our Washington, D.C. office can be found [here](#).

***Full Details on Upcoming Events can be found in the Meetings & Events Section of the NAEGA Member's Only Page.***

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### **Action Reports**

#### **NAEGA Meetings in Coronado**

A warm thank you to all members who were able to attend NAEGA's very productive Committee, Annual Membership and Board of Directors Meetings in Coronado, California on March 14 and 15. The meeting book containing the agendas and background information for the meetings can be found [here](#).

On Monday the 14<sup>th</sup> following meetings of the Production Technology and Contracts Committees, **The NAEGA Annual Membership Luncheon** featured [U.S.-Canada Grain Trade Panel Discussion](#) at which NAEGA's agenda for Canada and U.S. cooperation was highlighted. Look for future emails and meetings from the Canada-US Grain and Seed Trade Task Group.

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NAEGA members then met for your 2016 Association Annual meeting. Members reviewed NAEGA By-Laws and Directory. An updated directory can be found [here](#). After considering reports on the 2015 activity and plans to provide for additional direction on Board of Director elections, Members filled 8 seats with one year terms on the Board of Directors:

Re-elected Board Members are: Wesley Uhlmeyer, ADM; John Griffith, CHS; Steve Campbell, Louis Dreyfus Commodities; Terry James, Richardson International; Steve Strong, Bunge; Randal Ritchie, Gavilon Grain;

New Board Members are Augusto Bassanini, United Grain; and Ron Marshal, Toyota Tsusho America.

They join Steve Smalley, Cargill; Ron Williams, Columbia Grain; Tsuyoshi Nakano, Mitsui & Co.; Charles Colbert, Zen-Noh Grain Corporation; Holly Womack, CoBank; and David Smoot, Viterra whose terms also expire in 2017.

As a result of this election, NAEGA has filled 14 of the maximum 17 seats on its Board of Directors as currently provided for by its By-laws. At the next annual membership meeting, the term of all 14 will be concluded. The NAEGA Board of Directors is now considering options to present to Membership to further define qualifications for seating on the Board as well as terms. NAEGA members should plan to consider a recommendation from the Board of Directors later this year well in advance of the next election during the 2017 annual meeting.

The new Board of Directors met following the Annual Members meeting. The 2016 Board of Directors organized itself by naming officers who in turn comprise the NAEGA Executive Committee. Steve Smalley, is Chairman of the Board. Steve Campbell is First Vice-Chairman. Charles Colbert, Steve Strong, John Griffith, Wesley Uhlmeyer, and Terry James are all Vice-Chairmen. Holly Womack is the Secretary and Treasurer. The Board of Directors actions also included:

1. Approving a revised 2016 Budget;
2. Revising Committee Membership and Contacts (See the Directory [here](#));
3. Approved action plans for all committees. Please watch for reports and minutes from the Committee meeting;
4. Approved plans for revisions to NAEGA Arbitration including a new list of NAEGA Arbitrators;
5. Reviewed NAEGA Staff and Senior Advisor activity and plans

Minutes from the Annual, Board, and Committee meetings will be available and posted to the NAEGA members only section of [www.naega.org](http://www.naega.org). **To establish access to the members only website** or if you questions or advice for NAEGA, please contact Gary or Ryan.

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## **Future Actions**

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

**Comments to USDA on Regulatory Efficiency**

The U.S. Department of Agriculture (USDA) has issued a request for public comment regarding ongoing administrative efforts to identify and reduce regulatory burdens. As part of this effort, USDA is seeking public comment on departmental efforts to:

1. Identify and reduce regulatory burdens;
2. Remove unintended regulatory obstacles to participation in and compliance with USDA programs;
3. Improve current regulations to help USDA agencies advance the USDA mission;

In particular, USDA would appreciate comments on how to reduce burdens through technological advances. Comments should be submitted by March 28, 2016. If you would like to provide and input or have any comments you would like to submit to USDA, please contact Gary or Ryan.

**US GIPSA Requests Comments on Marketing of Grains, Oilseeds and Related Products:** The Grain Inspection, Packers and Stockyards Administration has issued a request for information (RFI) on the marketing of grains, oilseeds, pulses and other related products, including distillers dried, grains and solubles (DDGS). GIPSA would like feedback on three issues:

1. Are there any market-identified quality attributes that GIPSA does not currently describe (or provide testing) that would facilitate the marketing of grain, oilseeds, and related products?
2. What role should GIPSA take, if any, in standardizing the testing of inputs and outputs of ethanol co-product processing? Has anything changed in the marketing of ethanol and ethanol co-products since GIPSA's last ANPR in 2007 related to standardization, product description, or quality assessment?
3. Are there any other services that GIPSA could offer to facilitate the marketing of grain, oilseeds, or related products?

GIPSA last issued a review on the marketing of these products back in 2007 with an advance notice of proposed rulemaking. As a result of the 29 comments received GIPSA but did not continue the rulemaking process.

GIPSA comments on this RFI are due on April 18. A copy of the notice can be found [here](#). Please contact Gary or Ryan if you have advice for NAEGA comments.

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

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**Information for your Consideration**

**OFAC Further Eases Cuba Sanctions**

The U.S. Treasury's Office of Foreign Assets Control (OFAC) has moved to further loosen regulations on business and personal ties with Cuba following the Obama Administration's moves in 2014 to open of trade and official ties with the island nation. As of March 16, 2016 certain travel, banking trade restriction with Cuba will be eased, including:

- Allowance of travel to Cuba for people-to-people exchanges.
- Banking transactions known as “U-turn” transactions where money from Cuba passes through a U.S. bank on the way to a foreign bank.
- U.S. banks are now allowed to open and maintain bank accounts for Cuban nationals.
- Expanded physical and business presence in Cuba for entities that include the exporters of certain goods.
- Shipping regulations were expanded to allow shippers to travel to tertiary destinations after dropping off U.S. originated cargo in Cuba.

For more information, click [here](#). NAEWA remains engaged in ongoing efforts to open up trade and commercial ties with Cuba through the U.S. Agriculture Coalition for Cuba (USACC). For more information on USACC please visit the NAEWA website or contact Ryan.

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

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**Calendar & Member Notices**

*Click [here](#) for a Copy of the IGTC Calendar*

**2016**

**April**

**4-7** – Havana, Cuba – USACC Learning Journey. For more information, click [here](#).

**4-8** – Rome, Italy – 11<sup>th</sup> Session FAO Commission on Phytosanitary Measures – for a preliminary agenda, click [here](#).

**11** – IGTC Strategy Meeting and General Assembly, Winnipeg, Canada

**12-13** – Canada Global Crops Symposium – Winnipeg, Canada – for more information click [here](#).

**14** - Industry Luncheon and Trade Practices Panel, Winnipeg, Canada

**14** – Contracts and Best Practices for the International Grain and Oilseed Trade Seminar – Winnipeg, Canada

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**18** – GIPSA request for information on marketing grains, oilseeds, pulses DDGS and related products.

**20** – DBTG Operational and Technical Seminar – Rotterdam, Netherlands – Jerry Cotter Attending.

**25** – Comments Due to FGIS on USGSA Implementation

**May**

**20-26** – Pending NAEGA Seminar – Tokyo, Japan

**23-26** – USACC Learning Journey to Cuba II

**31-June 10** – Croatia, Bosna and Herzegovina and Serbia – Balkan Livestock Genetics and Feed Nutrition Program – NAEGA Senior Advisor Kirk Miller plans to attend and present. Please click [here](#) for a preliminary itinerary.

**June**

**13 - 14** – London, UK – IGTC Strategy Meeting and IGC Grains Conference, Register [here](#).

**25-28** – Pending NAEGA Seminar – Kansas City, MO

**June- October**

**TBD** – Regional Workshop USG Government Agencies and Industry– Pacific Northwest

**TBD** – Regional Workshop USG Government Agencies and Industry – New Orleans

**July**

**TBD** – UN GHS Subcommittee Meeting – Geneva, Switzerland – Cotter Attending.

**August-September**

**TBD** – IGTC General Assembly and Strategy Session

**TBD** – NAEGA Board Meeting

**September**

**TBD** – IMO Subcommittee on the Carriage of Cargoes and Containers Meeting – London, United Kingdom – Cotter Attending.

**October**

**5-8** – NAEGA/APPAMEX Forum, Iberostar Hotel, Cancun, Mexico.

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**December**

**TBD – UN GHS Subcommittee Meeting – Geneva, Switzerland – Cotter Attending.**

**2017**

**March**

**19-21 – NGFA Annual Convention – New Orleans, LA**

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