



“Working Together to Make Trade Work”

OUTREACH March 9, 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

- CLI LLP Threshold Study by Dr. N. Kalaitzandonakes – Responses Due March 13, 2015
- NAEGA Annual Meeting and NGFA Convention, San Antonio, Texas — March 16, 2015
- Big Sky, Montana – PNWER Annual Summit – July 12-16, 2015

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Action Reports:

- IGTC Meetings in Singapore
- USDA/USTR International Trade Briefing
- WTO Trade Facilitation Agreement

Information for your consideration

- EU-US TTIP Discussions
- USTR Annual Trade Policy Agenda

NAEGA Calendar and Member Notices

- Upcoming Events and Notices for Members

Member Opportunities

CLI LLP Threshold Study by Dr. N. Kalaitzandonakes – Responses due March 13, 2015

An important study is being conducted to assist in the effort to encourage Low Level Presence Policies – Your Assistance is needed. Please Review and Respond:

In 2013 Crop Life International (CLI) contracted with the University of Missouri, Columbia, USA (UofM) and Dr. Nicholas Kalaitzandonakes (Dr. K) for a Low Level Presence (LLP) threshold study. A number of countries are considering low level presence (LLP) threshold policies in order to minimize trade disruptions. To better understand how grain trade might be facilitated by such policies, the study aims to evaluate certain hypothetical export scenarios to three selected destinations - China, the EU and S. Korea-and three potential LLP thresholds -0% (zero tolerance), 0.9% and 5%. The Study is being conducted under a grant from CLI to the University is designed to provide new analysis to encourage governments to deploy LLP policy by making an economic case. [See This Attachment.](#)

The Global Alliance for Agricultural Biotechnology and Trade (GAABT and also a CLI initiative) added the study to its activity. The Study is seen as an important contribution to the Global Low Level Presence Initiative (GLI). Work on the study was, in part, tied to the need for information from grain handlers. NAEGA agreed to fund, work to define the terms and help complete survey work included in the project proposal.

The NAEGA supported survey of grain handling firms is integral to the study and needs to be completed as soon as possible. Now Dr. K has indicated he is ready to proceed with the survey.

Your review and consideration of the survey is requested. Dr. Kalaitzandonakes has developed four identical instruments -- one for each product of interest (corn, soybeans, soymeal, DDGS). Attached here are the instruments for corn and DDGS for your review. Dr. K says the ones for

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soybeans and soymeal are identical. Please note that the choice sets (the hypothetical contracts) presented in the two sample surveys are representative as the combinations of destinations (EU, China, S Korea) and thresholds (0%, 0.9% and 5%) rotate from one survey to another and the premiums presented are randomly chosen from a set range (so the figures in the attached survey instruments do not have any particular significance). All this means that the wording of the questions remains identical but the combination of destinations, thresholds and premiums varies from one survey to another.

Dr. K indicated he has discussed the survey his contacts at several NAEGA member companies. He thinks that a survey for each crop would take about 5 minutes to complete.

You will find these additional documents:

Attachment 2: [Draft Cover email from Dr. K to go out with the survey.](#)

Attachment 3: [Draft LLP survey for corn](#)

Attachment 4: [Draft LLP survey for DDGS](#)

Please review the key provisions listed above and the attachments. Your response to these questions is needed:

- 1. Is there any additional information that you would need to be able to fill out the survey?**
- 2. Does your company wish to receive the final survey?**
- 3. If yes, what email addresses should the survey be sent to?**

Please respond to Gary at your earliest convenience, before **this Friday, March 13**. He will hold your responses confidential with the exception of your answer to question number 3 which will only be shared with Dr. K. Gary will advise Dr. K of any additional information needed as a NAEGA request.

Thank you very much for responding to the questions! Advice, comment and questions are welcome.

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.

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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

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

The International Grain Trade Coalition (IGTC) held a number of successful meetings in Singapore, including roundtable discussions of recent developments of the structure of the IGTC and policy strategies. Numerous IGTC members and corporate stakeholders attended the meetings. Attending included: Frederick Groh, ADM; Kim Hawks, LDC; Timothy Loh, USSEC; Rosemary Richards, AGEA; Diana Felner, Bunge; Jaine Chisholm Caunt, GAFTA; Geoff Honey, GTA; Andrew Connor, USGC; Jim Everson, CGC; Gary Martin, NAEGA; Jon Hixon, Cargill; Cathy Liu, COFCO; Ricardo Calderon, APPAMEX; Gloria Gabellini, COCERAL; Ellan Han, New Hope; Gerald Masila, EAGC; Tiago Moreno, ANEC; Marcel Bruins, IGTC. Officers were elected: Gary Martin, President; Teresa Babuscio, Vice President; Randy Gordon, Treasurer; and Marcel Bruins, Secretariat. Also, two new members (East Africa Grains Council and U.S. Soybean Export Council) were approved to join the 22 existing grain trade associations that make up IGTC, along with corporate stakeholders.

IGTC also hosted a reception on the night of March 5 where around 30 industry and government officials involved in the international trade of grain socialized and networked.

A trip report will soon be completed and posted to the [International Programs](#) page of the Members Only website.

USDA/USTR International Trade Briefing

NAEGA attended an international trade briefing where USDA Secretary, Tom Vilsack, and USTR Chief Agricultural Negotiator, Ambassador Darci Vetter, updated an intimate crowd of primarily agriculture trade association representatives on the White House’s efforts to pass Trade Promotion Authority (TPA). TPA is seen as necessary prior to passing the Trade Promotion Authority.

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Secretary Vilsack warned of organized labor’s efforts to oppose TPA and urged the ag groups to mobilize their members, producers, and employees to contact their representatives and senators in favor of TPA. Both the USDA and USTR directed the groups to fact sheets on their respective websites with facts about the importance of international trade and the role TPA plays. The USDA [factsheets](#) can be found here and the USTR [factsheet](#) can be found here.

WTO Trade Facilitation Agreement

NAEGA attended a panel discussion entitled *Why the Trade Facilitation Agreement is a Big Deal*. The panel included Virginia Brown, Director of the Office of Trade and Regulatory Reforms, USAID; Ralph Carter, Managing Director, Legal, Trade & International Affairs, FedEx Express; Richard Chriss, Executive Director, American Institute for International Steel; and Mark Linscott, Assistant U.S. Trade Representative for WTO and Multilateral Affairs, USTR.

The World Trade Organization’s (WTO) [Trade Facilitation Agreement](#) is the first WTO agreement of the 21st Century and incorporates many themes of a Rapid Response Mechanism as NAEGA has defined and been advocating for. Articles 5, 7, and 9 all provided for increased transparency through notification and opportunity for additional tests to avoid arbitrary or unjustifiable restrictions to international trade. Article 9 speaks specifically to the trade of perishable goods.

However, the Trade Facilitation Agreement still needs to be ratified by two-thirds of the WTO members. Currently, only three countries have agreed to it: Singapore, Hong Kong, and the United States. It is predicted that the Trade Facilitation Agreement will be complete by the end of 2015.

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.

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](#)

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EU-US TTIP Discussions

President Obama and European Council President, Donald Tusk, will meet at the White House to discuss numerous issues including the importance of the Transatlantic Trade and Investment Partnership (T-TIP). According to a [press release from the White House](#), “The President and President Tusk will discuss a range of issues, including the situation in Ukraine, Russia, economic growth, the T-TIP, energy security, climate, and countering violent extremism and terrorism.”

President Tusk previously expressed the desire to successfully conclude T-TIP negotiations by the end of 2015. In a February 2015 [press release](#), Vice President Biden also stated that, “working together, the U.S. and the EU are committed to breaking down and -- remaining barriers to trade that have been holding us back some from achieving the full potential of what is already an incredibly robust transatlantic alliance.”

USTR Annual Trade Policy Agenda

The US Trade Representative office (USTR) released its [Annual Trade Policy Agenda](#). Ambassador Michael Froman said, “President Obama’s trade policy seeks to promote growth, support more well-paying jobs, and strengthen the middle class in the United States. Trade policy done right is how we protect American workers and jobs, create a more fair and level playing field, and ensure that it is the United States that leads in defining the rules of the road.”

Prominent in the Trade Policy Agenda are the Trade Promotion Authority (TPA), Trans Pacific Partnership (TPP), and the Transatlantic Trade and Investment Partnership. Also, a substantial portion of the Trade Policy Agenda highlights agricultural trade.

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

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

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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.

May

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

June

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

2-3 – Jakarta, Indonesia – Grain and Feed Asia – Grand Hyatt www.grainandfeedasia.com

8 – London, United Kingdom – International Grain Trade Council Roundtable and Policy Discussion. Gary attending.

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>

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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.

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