



“Working Together to Make Trade Work”

OUTREACH April 19 , 2016

Thank you for your membership in and work with NAEGA

Member Opportunities

- **Tokyo, Japan – REGISTER NOW! For NAEGA Seminar on May 16!**
- Washington, D.C. – Meeting with Japan Grain Executives – May 2
- Tokyo – NAEGA team seeking meetings with NAEGA members. – May 17 – 18
- Cuba – USACC Learning Journey – *NEW DATE* May 23-26
- London – IGTC Meeting and IGC Grains Conference – June 13-14
- Cancun, Mexico – NAEGA/APPAMEX Forum – October 5-8
- NAEGA Seminars and Internships

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- IGTC Update – Newsletter, General Assembly, Strategy Session
- Contracts Seminar – Winnipeg
- GLI Meeting in Rome
- CFTC Reauthorization Letter
- Containerized Soybean in Indonesia

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Member Opportunities

Please **REGISTER NOW!** – for May 16 events in Tokyo, Japan

You and company colleagues are invited to attend upcoming NAEGA events in Tokyo, Japan on May 16-18, 2016. NAEGA events will include:

Monday, May 16, 1:00 to 5:30pm JST: *Contracts and Best Practices for the International Grain and Oilseed Trade Seminar* at the Tokai University Club.

Monday, May 16, 6:00 to 7:30pm JST: *Cocktail Reception* at the Tokai University Club to follow the Seminar.

Contracts and Best Practices for the International Grain and Oilseed Trade Seminar: Please join NAEGA Senior Advisor Sam Bonilla and President and CEO Gary Martin for an interactive opportunity to review commercial and official practices to improve predictability, reduce risks, resolve trade barriers and facilitate the profitable trade of grains and oilseeds. Topics of this seminar will include a review of the global contracting environment, industry wide standards, guidelines and model contracts, commercial compliance with international conventions and case studies of commercial topics. A full agenda will be available soon.

The Seminar will take place from 1:00 to 5:30pm JST at the Tokai University Club at the Kasumigaseki Building 35th Floor 3-2-5 Kasumigaseki Chiyoda-Ku in Tokyo. If you or your colleagues are interested in attending the trade seminar, please [REGISTER HERE](#).

Cocktail Reception: Following the contracts seminar on May 16 NAEGA will sponsor a Japanese Grain and Oilseed Industry Cocktail Reception at the Tokai University Club from 6:00 to 7:30pm JST. Members of the Japanese grain and oilseed trade, MAFF and Japanese government officials, and U.S. Embassy staff are invited to attend. If you would like to attend the cocktail reception, please [REGISTER HERE](#).

Meeting with Japan Grain Executives – May 2

NAEGA member representatives and colleagues are invited to join us at NAEGA offices in Washington, D.C. on May 2 from 2:00-4:00pm for a meeting with Japanese milling executives as they tour U.S. facilities and meet with key stakeholders in the U.S. The group of five executives will be visiting NAEGA to learn more about the North American grain export system and gain a better understanding of the U.S. wheat industry and its future and marketing system.

Please contact Ryan if you will be in Washington and are interested in attending the meeting.

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NAEGA Team seeking meetings with NAEGA member companies

While Gary Martin and Sam Bonilla are in Tokyo for the May 16 NAEGA seminar and cocktail reception, see above, they are seeking private meetings with NAEGA member companies. Please contact Gary if you are interested arranging a meeting on either May 17 or 18.

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 plans workshops 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.

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

The International Grain Trade Coalition (IGTC) will meet on 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.

IGTC be prominent at the upcoming International Grains Council (www.igc.int) meetings on June 13 and 14. IGTC has arranged for display tables at the IGC Conference at the Jumeira Carlton Tower Hotel. NAEGA members are welcome and encouraged to send promotional materials and information to be included at the tables. Following a report to the IGC on Monday June 13, IGTC will update conference attendees on developments related to electronic management of trade documents and sponsor the Conference Luncheon. IGTC President Gary Martin will address the IGC Conference on IGTC views related to the Conference theme '*Changing dynamics: the new trading environment*'.

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).

NAEGA/APPAMEX Forum – October 5-8

Please save the date for the 23rd 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

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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

Meeting and Reception with Cuban Import Officials

NAEGA President and CEO Gary Martin and NAEGA D.C. member representatives attended a special meeting with Cuban government officials on Monday, April 18 before a NAEGA co-sponsored reception recognizing the trade partnership between U.S. agriculture and Cuba.

IGTC Update – Newsletter, Outreach Strategy Session and General Assembly

The International Grain Trade Coalition (IGTC) convened outreach, strategy and a general assembly of its Members and Corporate Stakeholders on April 11. The IGTC events were prior to Canada Grains Council’s (CGC) Global Crops Symposium, a NAEGA co-sponsored luncheon and NAEGA Seminars. Reports on these events are forthcoming. Thank you to all NAEGA members who were able to attend and to CGC for hosting us in Winnipeg!

IGTC Newsletter

The newest edition of the IGTC Newsletter is now available! This week’s newsletter includes IGTC participation in the International Plant Protection Convention’s (IPPC) Commission on Phytosanitary Measures (CPM) meeting in Rome, an update on IGTC’s International Sanitary and Phytosanitary Measures (ISPM) survey, and new information on the exciting news that the IPPC’s ePhyto Hub pilot project has been approved. A copy of the newsletter can be found on the IGTC intranet at www.igtglobal.org or by clicking [here](#). If you would like to be issued credentials for the IGTC Intranet, please contact Gary or the IGTC secretariat at secretariat@igtglobal.org.

Contracts Seminar – Winnipeg

NAEGA Senior Advisor Sam Bonilla and President and CEO Gary Martin held a Contracts and Best Practices in the International Grain and Oilseed Trade seminar in Winnipeg, Canada on April

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14, the first in this year’s series of open seminars focused on reviewing contract and commercial practices in the GRNOS trade. Prior to the open seminar, Sam and Gary held a private seminar for a NAEGA member company. During the seminars Sam and Gary reviewed the NAEGA II Model Contract, discussed the global contracting environment, including GAFTA and FOSFA, provided an overview on potential changes to the NAEGA II contract and held case study sessions on issues like arbitration, dispatch and demurrage. A copy of the NAEGA Sourcebook used in this training can be found [here](#).

NAEGA is excited and eager to offer these contract trainings to member companies and personnel. Our next training will be in Tokyo on May 16. Please register [here](#). If your company is interested in holding a NAEGA conducted Contracts and Best Practices in the International Grain and Oilseed trade seminar, please contact Gary or Ryan.

GLI Meeting in Rome

NAEGA efforts to monitor and evaluate global agriculture biotechnology and production technology trends were furthered by participation in the 4th Annual Global Low Level Presence Initiative Meeting in Rome, Italy. Paul Green, Chair of the NAEGA Production Technology Committee and Industry Volunteer participated in the February 18 and 19 meetings, which were held alongside the Food and Agriculture Organization’s (FAO) symposium on applications of biotechnology in global agriculture. A trip report is now available. Working in close coordination with the International Grain Trade Coalition (IGTC), Paul promoted three primary objectives at the GLI: assure that GLI Members recognized the urgency felt by importers and exporters for practical approaches to the problems of low level presence (LLP); work to expand the number of countries participating in the GLI; and ensure the GLI is committed to trade accommodating actions.

A copy of the trip report can be found [here](#).

CFTC Reauthorization Letter

This week NAEGA joined the National Grain and Feed Association (NGFA) and a broad coalition of U.S. production agriculture and agribusiness in a letter encouraging U.S. Senators to cast a positive vote for the Commodity End-User Relief Act when it is considered by the full Senate. The Act, which reauthorizes the Commodity and Futures Trading Commission (CFTC) includes important provisions that benefit the agriculture industry, including a permanent solution to the residual interest problem, confirmation of historical precedence and current law that anticipatory hedging is considered bona fide hedging activity and relief to burdensome and technologically infeasible recordkeeping requirements. A copy of the letter can be found on the Members Only Section of the NAEGA website or by clicking [here](#).

Containerized Soybean in Indonesia

NAEGA is monitoring developments and working closely with association partners, government and industry stakeholder regarding a series of stalled soybean shipments in the Indonesian port of Surabaya. On Friday, April 1 FAS Jakarta and the U.S. Soybean Export Council were notified that

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a 500 metric ton container shipment of soybeans was discovered to show traces of the fungus *Peronospora Manshurica* during physical inspections by local quarantine authorities. Currently, local authority’s intentions are to limit the spread of the fungus by applying heat treatment to the effected containers. FAS and USSEC are working closely with Indonesian authorities and local stakeholders to limit the financial impact of the quarantined containers and secure their release as soon as possible.

NAEGA is closely monitoring these developments and their potential impact on future soybean exports to Indonesia by NAEGA members. Please contact Gary if you have any immediate questions or concerns.

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Future Actions

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

International Dry Bulk Terminals Group – Upcoming Meetings in Rotterdam

NAEGA Senior Advisor Jerry Cotter plans to participate in the International Dry Bulk Terminals Group (DBTG) meetings in Rotterdam, Netherlands on April 20-22. Through his position on the DBTG Executive Committee, Jerry plans to lead and contribute his significant expertise on the international measures related to GRNOS cargoes labeling and handling. Over the past year, Mr. Cotter has been working closely with the International Bulk Terminals Association (IBTA), the sister organization of the DBTG, to address and inform on the activities of the GHS and IMO Committee on the Carriage of Cargoes and Containers (CCC). Both bodies are addressing explosive dust cargoes and relevant shipment materials designations and management, a major international priority for NAEGA. A copy of Jerry’s Notice to Post Regarding this travel can be found here.

For more information on NAEGA efforts related to explosive dust cargoes and shipment materials designations please visit the Members Only section of the NAEGA website www.naega.org.

Glyphosate Regulation

NAEGA is closely tracking global efforts in Italy, at the European Union (EU), and at the U.S. Food and Drug Administration, surrounding the regulation of the herbicide glyphosate. These efforts include major changes in the regulation of glyphosate at national and supranational level.

In Italy, we are working with U.S. Department of Agriculture’s (USDA) Foreign Agriculture Service (FAS) to respond to concerns conveyed to the U.S. Embassy regarding residues of the herbicide glyphosate in imported wheat. U.S. Ambassador John Phillips’ recently met with Italian Health Minister Beatrice Lorenzin. During the meeting Minister Lorenzin confirmed that if the European Food Safety Authority (EFSA) has made a determination that if glyphosate is safe when present at levels under an EFSA established maximum residue level (MRL), then Italy will adopt

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the respective EFSA guidance. EFSA has established such guidance. Minister Lorenzin also indicate that exporting countries like the U.S. and Canada should “look at the long term given commercial issues could come up after Italy phases out glyphosate by 2020. She suggested an education campaign to North American farmers advising them that they might want to voluntarily adopt practices to prevent any glyphosate presence in order to avoid trade problems in the future. NAEGA is supporting a joint Canada-U.S. letter from our Ambassadors to all relevant Italian Ministers encouraging the complete adoption of the sound science and acceptance of the MRL. A related public information publication from the Italian Association of Confectionery and Pasta Industries posted to the NAEGA website [here](#).

Related to these efforts, NAEGA is working closely COCERAL on efforts surrounding an April 13 vote by the European Parliament (EP) that recommended that the EU re-authorization the use of glyphosate for another 7 years.

Prior to the vote, the European Commission (EC) proposed before the EP a re-authorization for the use of glyphosate for another 15 years based on the European Food Safety Authority’s (EFSA) science based determination that glyphosate is non-threatening to human health overall. However, strong opposition to the re-authorization proposal occurred in EP’s Committee on Environment, Public Health and Food Safety, which on March 22 objected to the herbicides reauthorization in a non-binding resolution. Ahead of formal consideration of the re-authorization at a plenary session of the EP on April 13 which voted to extend re-authorization of glyphosate of just 7 years, COCERAL issued a statement to EU decision-makers and Members of the EU Parliament calling on them to abide by commitments to science based decision making. A copy of the COCERAL statement can be found [here](#).

Meanwhile, in the United States the Food and Drug Administration (FDA) has announced plans to begin testing for glyphosate residues in corn and soybeans even though residues remain well below tolerances established by the Environmental Protection Agency (EPA). More information on FDA testing for glyphosate can be found [here](#).

NAEGA will be closely monitoring these issues as they develop. For further updates please follow the NAEGA Outreach and refer to the Members Only Section of the NAEGA website www.naega.org. Please contact Gary if you have any questions.

U.S. GIPSA Comments on Reauthorization of the Grain Standards Act

The Grain Inspection, Packers and Stockyards Administration has issued a request for comment on to revise existing regulations and add new regulations under the United States Grain Standards Act (USGSA) to come into compliance with the Act’s 2015 reauthorization. The rulemaking proposes changes to eliminate mandatory barge weighing, remove the discretion for emergency waivers of inspection and weighing, revise GIPSA’s fee structure, revise exceptions to official agency geographic boundaries, extend the length of licenses and designations, and impose new requirements for delegated States.

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A joint NAEGA/NGFA analysis of the proposed rules and an economic analysis of proposed changes to fee structures is available [here](#) and [here](#).

Comments on the proposed rules are due on April 25. A copy of the notice can be found [here](#). Please contact Gary or Ryan if you have advice for NAEGA comments.

Input into Work Plans for U.S.-Canada Regulatory Cooperation Council (RCC)

NAEGA is considering submitting comment via the Pacific-Northwest Economic Region (PNWER) into the U.S.-Canada Regulatory Council’s (RCC) 2016-2017 work plan. PNWER has been closely involved in the development of the RCC and has sent several combined submissions to the RCC initiative since the inception of the Beyond the Border Action Plan.

If you have any suggestions or comments on potential regulatory alignments between the U.S. and Canada, please contact Gary or Ryan. Comments are due by April 16.

You and company colleagues are also invited to attend RCC joint private sector stakeholder meeting in Washington, D.C. on May 4-5. If you are interested in participating, please contact Gary or Ryan.

IPPC Ephyto IAG – Upcoming Meetings in Rome

At the invitation of International Plant Protection Convention (IPPC) Secretary Jingyuan Xia, NAEGA President and CEO and IGTC President Gary Martin plans to participate in the IPPC’s Industry Advisory Committee (IAC) to support the exchange of electronic phytosanitary certificates particularly between developing countries. At the meeting Gary will engage with relevant stakeholders on the IPPC’s development of an e-phyto hub for the exchange and communication of electronic phytosanitary certifications. The IAC is operating under a grant from the WTO’s Standard and Trade Development Facility (STDF) and will holding its first meeting on May 9 in Rome, Italy.

A copy of the IAC’s agenda and terms of reference for the Rome meeting can be found [here](#) and [here](#). For more information on IGTC’s work on electronic documentation and the e-phyto hub, please visit the intranet section of the IGTC website, www.igtglobal.org.

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

Canadian PMRA Finalizes New Labels for Phosphide Fumigants

The Canadian Pest Management Regulatory Agency (PMRA) completed their review on April 8 of new labels for the use of fumigants containing aluminum phosphide, magnesium phosphide and 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

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phosphine gas, according to the Canadian Pest Management Association (CPMA). The new labels highlight additional safety and risk mitigation measures proposed in PMRA's Re-evaluation Decision for these fumigants and include revised use restrictions and different buffer zones. New buffer zones have been reduced from 50 meters, as proposed by PMRA on August 27, to 30 meters on the new final labels.

For more information on phosphide regulation in Canada, click [here](#). To follow NAEGA work on this issue, please visit the “Members Only” section of the NAEGA website www.naega.org.

Panama Canal Expansion Set to Open June 26

Panama Canal Authority Administrator Jorge Quijano has set the preliminary opening of the canal's new locks for June 26, 2016, according to a statement he made in March. The new, wider locks will make room for vessels that can carry up to 12,600 containers a piece. The largest new “Neopanamax” ships to traverse the locks will measure up to 1,200 feet long with a 50-foot draft and 160-foot beam. Construction on the new locks deepened and widened existing channels and created a new channel that will be able to accommodate new larger ships of this class.

To take a virtual tour of the new Panama Canal locks, please click [here](#).

USITC Releases Cuba Trade Barrier Report

U.S. restrictions on trade to Cuba have historically prohibited the trade of several goods for decades. However, Cuban non-tariff measures, and a slew of other barriers, still exist and affect foreign trade even in the face of lifted U.S. restrictions, according to a new report by the U.S. International Trade Commission (USITC). In the report, released by the Commission on April 18, the USITC discusses the effects of U.S. restrictions and Cuban market access barriers to mutual trade. The agency also presents a qualitative and quantitative analysis of potential U.S. - Cuban trade if restrictions are lifted on both sides. According to the report's quantitative analysis, U.S. exports of selected agricultural and manufactured goods could increase by an additional \$442 million, to a total of about \$2.2 billion, if barriers are lifted completely.

To read more highlights of the USITC study involving U.S. - Cuban trade statistics, please visit [here](#). To follow NAEGA efforts to improve U.S.-Cuba bilateral trade, please visit the “Members Only” section of the NAEGA website www.naega.org.

National Trade Estimate Report Published

Last week the U.S. Trade Representative (USTR) issued its 2016 National Trade Estimate (NTE) report, which describes significant foreign trade barriers for U.S. goods, services and investments, including agricultural products. The report highlights a number of changes, both positive and negative, to market access for U.S. exporters in foreign markets. Technical barriers, like sanitary and phytosanitary (SPS) measures that are trade distorting, remain a major topic covered in the report.

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A copy of the report can be found [here](#). More information on the NTE report can be found on the USTR website [here](#).

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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Calendar & Member Notices

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

2016

April

20 – DDG Electronic Documentation Workshop – 1:00-5:00pm – Beijing, China – for more information click [here](#).

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

25 – Comments Due to FGIS on USGSA Implementation. More information on the comments can be found [here](#).

May

2 – Meeting with Japanese Milling Executives at NAEGA Offices – Washington, D.C.

4-5 – RCC Joint Private Sector Stakeholder Meeting – Washington, D.C.

16 –NAEGA Contract Seminar – Tokyo, Japan – more information to follow.

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

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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.

December

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

2017

March

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

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