



*"Working Together to Make Trade Work"*

## **OUTREACH April 4, 2016**

**Thank you for your membership in and work with NAEGA**

### **Member Opportunities**

- Canada, Winnipeg -- *PLEASE REGISTER NOW!*  
IGTC/CGC Events in Winnipeg, Canada – April 11-14 – Final Agendas Now Available!  
NAEGA Contracts Seminar in Winnipeg, Canada – April 14
- Washington, D.C. – Reception for Cuba Trade Delegation – April 18
- Beijing, China – DDG Electronic Documentation Workshop – April 20
- Washington, D.C. – Meeting with Japan Grain Executives – May 2
- Tokyo, Japan – NAEGA Seminar and Member Visits – May 16 – 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

### **Actions**

- Clause 20 requests under consideration
- Addressing concerns about glyphosate residues emerging
- Food and Ag Dialogue for Trade Agreements
- World Customs Organization

### **Future Actions**

- ISPM for Grain and Ephytos - Upcoming IPPC meetings in Rome
- GIPSA RFI for Grains, Oilseed, Pulses and DDGS Standards
- U.S. GIPSA Comments on Reauthorization of the Grain Standards Act
- Input into Work Plans for U.S.-Canada Regulatory Cooperation Council (RCC)
- IPPC Ephyto IAG – Upcoming Meetings in Rome

### **Information For Your Consideration**

- Brazil Ratifies WTO Trade Facilitation Agreement

### **NAEGA Calendar and Member Notices**

- Upcoming Events and Notices for Members

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## Member Opportunities

### **Please Register Now - 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:

Monday, April 11:	IGTC Strategy Session and General Assembly – to register click <a href="#">here</a>
Tuesday, April 12:	Global Crops Symposium – to register, click <a href="#">here</a> .
Wednesday, April 13:	Industry Luncheon – to register email <a href="mailto:office@canadagrainscouncil.ca">office@canadagrainscouncil.ca</a> .
Thursday, April 14:	NAEGA Seminar <a href="#">Click here to Register</a>

### **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:

- **Final Strategy Session Agenda available** [here](#).
- **Final General Assembly Agenda available** [here](#).

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

### **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**

Please join us for 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. NAEGA Senior advisor Sam Bonilla and President Gary Martin will lead the intensive

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and informative session to build experience and understanding of best commercial and official practices. 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;
  3. Arbitration and other alternatives for dispute resolution;

**PLEASE [Click here to Register](#) for the NAEGA Seminar on April 14 in Winnipeg, Canada**

#### **Reception for Cuba Trade Delegation – April 18**

Please join NAEGA, the U.S. Grains Council (USGC), USA Rice Federation, U.S. Wheat Associates, the U.S. Soybean Export Council, and the Missouri Corn Growers Association for a special reception recognizing the trade partnership between U.S. agriculture and Cuba and honoring Cuban buyers visiting as part of a USGC trade team. The reception will feature special guests from Cuba Alejandro Cardet Chaveco, Vice-President of operations, ALIMPORT; Ariel Fiallo Semino, Commercial Director, ALIMPORT; Juan Jose Leon Vega, Ambassador, Cuba Ministry of Agriculture, International Affairs Division; and Enrique Valdés Cárdenas, Subdirector.

The reception will take place from 5:00 to 7:00pm on Monday, April 18 in the Constitution Ballroom at the Grand Hyatt Hotel in Washington, D.C. Please RSVP by Friday, April 8, 2016 to Emily Byron [rsvp@grains.org](mailto:rsvp@grains.org) or (202) 326-0630.

#### **DDG Electronic Documentation Workshop – April 20**

You and company colleagues are invited to attend the Databridge Development Group’s (DDG) Beijing Workshop Meeting on Wednesday April 20 from 1:30-5:00pm in the Novotel Beijing Peace Hotel in Beijing, China. The DDG, or essDocs Users and Stakeholders Association, is meeting to build industry momentum to support and accelerate the adoption of eDocs across major industries. The agenda, which will be moderated by essDocs CEO Alexander Goulandris, will feature a discussion on challenges and strategy in achieving critical mass in the use of eDocs in international trade.

To view the agenda, please click [here](#). If you are interested in attending, please contact Ryan or Gary.

#### **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

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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.

#### **NAEGA team to Tokyo, Japan – May 16- 18**

We hope to meet with NAEGA member personnel in Tokyo in May. Senior Advisor Sam Bonilla and President and CEO Gary Martin are planning to conduct *Contracts and Best Practices for the International Grain and Oilseed Trade* seminar, host an industry reception that evening and arrange for meetings with NAEGA member company personnel while in Tokyo, Japan on May 16 through 18. A preliminary agenda will be available soon.

#### **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](http://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](mailto:conf@igc.int) quoting the discount code: [\(IGTC16\)](#).

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### **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**

### **Clause 20 requests under consideration**

NAEGA is currently in the process of responding to two separate requests for certification of cause and duration under the provisions of Clause 20 of the NAEGA 2 model contract. Both requests are related to Mississippi water levels during January and February 2016.

### **Addressing concerns about glyphosate residues emerging**

We are working with U.S. Department of Agriculture (USDA) Foreign Agriculture Service (FAS) in Italy 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 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

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related public information publication from the Italian Association of Confectionery and Pasta Industries posted to the NAEGA website [here](#).

Field Code Changed

We are also monitoring the recently reported related to US FDA action found [here](#).

### **Food and Agriculture Dialogue for Trade Agreements**

NAEGA and the North American Meat Institute organized a successful meeting of the Food and Agriculture Dialogue for Trade Agreements at Arent Fox, LLP on March 30. The Dialogue included comments from DC based industry and association stakeholders on the Trans-Pacific Partnership (TPP) and the Transatlantic Trade and Investment Partnership (TTIP). Ongoing negotiations of the TTIP and domestic consideration of the TPP agreement made the meeting of the Food and Agriculture Dialogue timely, as DC stakeholders consider their positions on both agreements. While TPP remains an important part of the legislative agenda, consideration of any implementing legislation is unlikely until at least the lame duck session of Congress. Meanwhile, as negotiations of the TTIP continue in earnest, stakeholders felt that their positions on the agreement have not been heard clearly enough. NAEGA President and CEO Gary Martin expressed to the Dialogue NAEGA’s position on both initiatives. Now that TPP is concluded and the grain and oilseed trade (GRNOS) as secured important concessions like the Rapid-Response Mechanism (RRM) and the heightened levels of regulatory transparency, these new, higher standards should be the minimum global standard for any future trade agreements, including the TTIP.

As a result of these discussions, the dialogue agreed to increase communications on the TTIP by drafting a letter to the U.S. Trade Representatives to express the Food and Agriculture community’s priorities in the negotiations. In addition, the group agreed to try to organize an event to concur with late April negotiations of the TTIP in New York City in order to bring attention to food and agriculture issues amongst negotiators. Moving forward, the Dialogue agreed to meet once again in early May to discuss the latest negotiating round and consider next steps.

For more information on the Food and Ag Dialogue for Trade Agreements, please contact Gary or Ryan.

### **World Customs Organization**

International Grain Trade Coalition (IGTC) efforts related to innovative electronic communication of commercial documents in the grain trade, including e-phytos and electronic bills of lading, were included in a recent World Customs Organization (WCO) Working Group meeting on the World Trade Organization’s (WTO) Trade Facilitation Agreement (TFA). NAEGA Consultant and Acting Secretariat of International Grain Trade Coalition (IGTC) Katy Lee participated in the WCO meeting Brussels, Belgium on February 29-March 1. The trip report is now available. At the working group’s plenary session Katy highlighted the value provided by trade operators and executioners to the WCO and outlined the work of IGTC on E-Documentation, including its full support for the EPhyto Industry Advisory Group as proposed by the UN International Plant Protection

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Convention (IPPC). She also provided ideas, feedback and advice on the WCO's annual work plan. A copy of the trip report can be found [here](#).

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### **Future Actions**

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

#### **ISPM for Grain and Ephytos - Upcoming IPPC meetings in Rome**

NAEGA/IGTC Science Advisor Marcel Bruins plans to participate in the **International Plant Protection Convention's (IPPC) annual Commission on Phytosanitary Measures (CPM)**. As head of the IGTC team addressing the IPPC's ISPM for grain, Marcel will engage delegates on development of the Grain ISPM, including information collected by IGTC from its recent global survey of industry. CPM ultimately considers approval of the IPPC Standards Committee (SC) proposed. A copy of the Notice to Post for Marcel's Travel can be found [here](#).

Jingyuan Xia, Secretary of the International Plant Protection Convention has invited Gary Martin to participate in its **Electronic Phytosanitary Project Industry Advisory Committee**. IPPC has been approved to commence the development and implementation of an ePhyto system to support the exchange of electronic phytosanitary certificates particularly between developing countries, under a grant from the WTO Standard Trade Development Facility (STDF). The first in-person meeting is proposed for 9th May, 2016 at the Food and Agriculture Organization in Rome, Italy.

For more information on IGTC work with the IPPC and the please visit the NAEGA member s website ([www.naega.org](http://www.naega.org)) or the IGTC intranet at [www.igtglobal.org](http://www.igtglobal.org).

#### **U.S. 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?

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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.

#### **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.

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

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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](http://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**

#### **Brazil Ratifies WTO Trade Facilitation Agreement**

Brazilian President Dilma Rousseff presented her country’s official acceptance into the World Trade Organization’s (WTO) Trade Facilitation Agreement on March 29 during a meeting of Ms. Rousseff and WTO Director General Robert Acevedo. Brazil became the 72<sup>nd</sup> member of the WTO to ratify the agreement, bringing the TFA one step closer to the 109 countries needed for the agreement to enter into force. Agreed to during the Bali Ministerial in 2013, the TFA is the first multilateral agreement of the WTO in more than twenty years and includes provisions for expediting the movement, release and clearance of goods, including goods in transit.

For more information on the WTO Trade Facilitation Agreement, please click [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**

**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](#).

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

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

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

**18** – Reception for Cuban Trade Delegation – 5:00pm-7:00pm – Grand Hyatt – Washington, D.C. – For more information please click [here](#).

**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

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

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**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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