



“Working Together to Make Trade Work”

OUTREACH April 6, 2015

Thank you for your membership in and work with NAEGA

NAEGA Welcomes New Member

Please join us in welcoming Paterson Grain as the newest Member of NAEGA.

Paterson Grain focuses its expertise on all aspects of grain handling and prides itself on building long-term relationships with Canadian farmers and its domestic and international customers. Paterson Grain is known throughout Canada and the world as a company rooted in its commitment to quality, innovation and exceptional customer service. An updated contact directory can be found on the [Membership Website](#).

Member Opportunities

- NAEGA Contract Seminars – Now Setting Schedule for 2015
- Saskatoon, Saskatchewan – Canadian Global Crops Symposium and Canada Grains Council Annual meeting – April 13-15
- Washington, DC – US FDA FSMA Public Meeting – April 23-24
- USDA Seeks Nominations for Trade Advisory Committees – April 30, 2015
- Washington, DC – 2015 OFAC Spring Symposia – May 11, 2015
- London, England – International Grain Trade Coalition and International Grains Council – June 8 and 9, 2015
- Big Sky, Montana – PNWER Annual Summit – July 12-16, 2015

Action Reports:

- EU Biotech Approval Process
- US APHIS Conference Call

Information for your consideration

- US FDA Releases “Operational Strategy for Implementing FSMA”
- US Coast Guard’s “Waves on the Waterfront”
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- US Trade Deficit Declines

NAEGA Calendar and Member Notices

- Upcoming Events and Notices for Members

Member Opportunities

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NAEGA Contract Seminars – Now Setting Schedule for 2015

Please make arrangements and indicate your interest in hosting and attending upcoming NAEGA seminars!

The NAEGA Contracts Committee is again providing for Seminars to provide in depth and interactive education on contract practices. These Seminars provide for intensive review of current developments and practices in international grain trade contracts focused on the NAEGA II. Other NAEGA services and policy can also be added content for a Seminar that is designed to meet your needs.

NAEGA Senior advisor Sam Bonilla, who is a much sought after instructor for our Seminars, and staffing for Seminars are currently available: **The Week of May 25 • June 1-5, and 16-27 • July 13-31 • August 1-23 • September (all) • October (all) • November 2-13**

When and Where NAEGA Seminars are held is up to YOU! We are open to consider providing for NAEGA Seminars anywhere in the World!

If you have preference on time and location you would like to see a Contract Seminar held, please contact Gary or Kyle as soon as possible.

Canadian Global Crops Symposium – April 13-15

The Canadian Global Crops Symposium is being held in conjunction with the annual meeting of the Canada Grains Council on April 13-15 in Saskatoon, Saskatchewan, Canada. For the latest speaker bios and information on our sponsors, check out the website at www.canadiancrops.ca. A Canada-US Grain and Seed Task Group Meeting is tentatively scheduled for April 13 in advance of the Symposium. Gary Martin plans to attend.

Washington, DC – US FDA FSMA Public Meeting – April 23-24

The US Food and Drug Administration (FDA) will hold a public meeting to discuss the agency's on-going efforts to implement the Food Safety Modernization Act (FSMA). The public meeting will take place at the Washington Marriott Hotel at Metro Center, 775 12th Street, N.W., Washington, D.C. 20005 on April 23-24. Attendance is available in person or via webcasts. [Click here to register.](#)

USDA Seeks Nominations for Trade Advisory Committees – April 30, 2015

The USDA, in cooperation with the Office of the U.S. Trade representative (USTR), is renewing the charters and accepting nominations for new members to serve on its agricultural trade advisory committees. Members of the Agricultural Policy Advisory Committee (APAC) advise USDA and USTR on the operation of existing U.S. trade agreements, on negotiating objectives for new agreements, and on other trade policy matters.

Committee members serve four-year terms and must be a U.S. citizen, qualify for a security clearance, and serve without compensation for time, travel, or expenses. The committees generally

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meet in Washington, DC at least twice a year. Nominations must be received by 5:00 p.m. on April 30, 2015. All nomination materials should be mailed in a single complete package to: Thomas Vilsack, Secretary, U.S. Department of Agriculture, 1400 Independence Avenue, SW, Washington, DC 202501001, Attn: APAC/ATACs. [Click here](#) for additional information.

Washington, DC – 2015 OFAC Spring Symposia – May 11, 2015

The US Treasury Department’s Office of Foreign Asset Control (OFAC) will hold its 2015 Spring Symposia in Washington DC on May 11, 2015. The Symposia will provide a comprehensive review of current US economic sanctions. This will include presentations on OFAC regulations as well as targeted reviews of sanctions concerns for new and updated OFAC-administered programs.

The event will take place at the Walter E. Washington Convention Center 801 Mount Vernon Place NW Washington, DC 20001. It is free but registration is required to attend the event. Registration will soon follow. For more information, visit [here](#).

London, England - International Grain Trade Coalition and International Grains Council – June 8 and 9, 2015

An IGTC roundtable and policy meeting will be conducted the day before the International Grains Council (IGC) conference on June 9.

The June 8 International Grain Trade Coalition meeting is open to all IGTC Members and Corporate Stakeholders. You and colleagues are welcomed and encouraged to attend the June 8 IGTC meeting. Please contact Gary or Kyle so we may provide you with related information.

The June 9 IGC Conference requires registration with the International Grain Council. Please contact us if you would like to take advantage of a discounted registration. Click here for more information on the IGC Conference: <http://www.igc.int/en/conference/confhome.aspx>.

NAEGA Market Access Program funds may be available to fund NAEGA member personnel travel and attendance at the IGTC meeting as well as to the IGC Conference. Please contact Gary or Kyle for additional details.

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.](#)

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Reports on NAEGA Actions

APHIS Conference Call, March 31, 2015

NAEGA hosted a conference call with USDA Animal and Plant Health Inspection Service (APHIS) to discuss the numerous issues before it that impact the international grain trade. Topics included: Phyto-sanitary E-Certification, Canadian phytosanitary measures, and Mexico's phytosanitary measures on soil, West Coast port slowdowns, and China's issue with weed seeds.

Regarding e-phytos, USDA APHIS is reacting to the International Plant Protection Convention's (IPPC) plans to pursue the building of an e-phyto hub. It is anticipated that a request for proposal will be solicited to information technology companies to develop and operate this e-phyto hub. Once established the hub will send the phytosanitary documents directly to the importing country. Many questions remain unanswered about this hub, such as if it would provide efficiency to the industry, how and if this system would work with documents other than e-phytos, and how the system will be funded. It is anticipated that much communication will be needed between the industry and USDA APHIS on this issue in the near future. NAEGA plans to continue to be an avenue for such communication to take place.

It is understood that foreign inspection organizations have not been very flexible with delays from west coast slowdowns. USDA APHIS has communications to explain to the foreign inspection organizations the reasons for delays. USDA APHIS encourages companies to seek their local USDA APHIS directors if the company desires this type of communication. Instructions to PPQ Port Directors from the Assistant Deputy Administrator can be found [here](#).

Canada

USDA APHIS continues to work closely with the Canada-US Grain and Seed Task Group, which NAEGA is integrally involved in. Together, both USDA APHIS and the Task Group achieved great success in working with the Canada Food Inspection Authority (CFIA) to remove corn from the phytosanitary requirements of D-12-05. **NAEGA is in the process of providing CFIA alternatives to phyto- sanitary certificates or permitted importers.**

China

USDA APHIS received [this letter](#) from China's AQSIQ addressing China's concern with weed seeds. The letter specially asks USDA APHIS to take corrective measures with the industry. Currently, NAEGA and USDA APHIS are working on a response letter to AQSIQ.

Mexico

USDA APHIS continues to work to resolve the issues surrounding Mexico's phytosanitary concerns with the presence of soil. Although soil is present in rail cars to Mexico, the amount of soil is minimal and should not be of concern. Mexico has not provided an amount of soil found, but according to USDA APHIS samples, the average weight of soil present is 0.02% (a copy of

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the data can be found [here](#)). USDA APHIS is currently contemplating the best way to resolve the issue. It is considering either arguing for a threshold for soil, which has some precedent from Australia, or arguing for reduced sampling.

EU Biotech Approval Process

NAEGA has been informed of more troubling news regarding the European Union’s (EU) approval process for biotechnology. The European Commission (EC) is reviewing its biotechnology import regulatory policy and is considering allowing individual EU member states to make independent decisions on the import authorization of products that may contain biotechnology.

It is NAEGA’s understanding that governments around the world are concerned with the potential negative effects of the contemplated policy. USTR and USDA expect to complain in coordination with Argentina, Brazil and Canada.

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

2015

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.

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Information for your Consideration

US FDA Releases “Operational Strategy for Implementing FSMA”

The U.S. Food and Drug Administration (FDA) released its “[Operational Strategy for Implementing FSMA](#),” which outlines FDA’s approach to food safety and the operational strategy for its food safety program and implementation of FSAM after rulemakings are completed. The guiding principles with FDA’s strategy include:

- Expanding inspection and surveillance;
- Administering new administrative enforcement tools;
- Developing guidance, education, and technical assistance tools; and
- Building a prevention-oriented import system.

US Coast Guard’s “Waves on the Waterfront”

The U.S. Coast Guard (USCG) published its April edition of “[Waves on the Waterfront](#).” This edition covers cybersecurity standards, seafarers’ access to maritime facilities, Alternative Security Programs (ASP), and more.

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US Secretaries’ of Agriculture Letter on Cuba

Five former U.S. Secretaries of Agriculture sent [this letter](#) to the Chair and Ranking Members of the US House of Representatives and Senate Agriculture committees. The letter signifies bipartisan support for reestablishing Cuba as a market for the U.S. food and agriculture industry.

USTR Annual Report on Foreign Trade Barriers

The Office of the U.S. Trade Representative issued its annual [National Trade Estimate report](#), which describes significant foreign barriers to U.S. exports of goods and services, including Sanitary and Phytosanitary (SPS) and Technical Barriers to Trade (TBT) barriers. This year’s report reintegrates the sections on SPS and TBT. These sections had been stand-alone reports from 2010 to 2014.

Some of the most noteworthy changes in the last year, regarding U.S. exports of agriculture are the following:

- Chinese announced that it would approve the importation of new biotechnology varieties of U.S. soybeans and corn and pursue a regular dialogue with the U.S. focused on the benefits of the increased use of innovative technologies in agriculture. China also approved three biotech traits, removing a key restriction on imports of corn and dried distillers grains from the U.S.
- Malaysia approved the U.S. as having an equivalent food safety system for pork following a successful audit, meaning that U.S. pork is once again eligible for export to Malaysia.
- The Philippines agreed to reduce tariffs on a variety of agricultural products, including buttermilk, cheese, grapes, poultry and walnuts, in exchange for U.S. support of its request at the WTO to extend its restrictions on rice imports.
- South Africa maintains high import duties of 82 percent for whole chickens and 37 percent for imports of frozen bone-in chicken cuts, which are also subject to antidumping duties when imported from the U.S.

US Trade Deficit Declines

The Department of Commerce released [statistics](#) that show that the February 2015 monthly U.S. trade deficit in goods and services plummeted 16.9 percent in February to \$35.4 billion, the lowest since October 2009. Commerce Secretary Penny Pritzker said that while overall exports were down the U.S. saw record monthly exports of consumer goods, legal services and insurance services.

Imports totaled \$221.7 billion, down 4.4 percent, and exports totaled \$186.2 billion, down 1.6 percent. The year-to-date deficit was down 3.2 percent from a year earlier as exports declined 1.4 percent and imports lost 1.7 percent.

The U.S. deficits increased with Mexico (up 15.4 percent to \$4.5 billion), and Canada (up 75 percent to \$1.4 billion). U.S. deficits were lower with China (down 6.9 percent to \$27.3 billion), the European Union (down 9.1 percent to \$11.0 billion), Germany (down 6.0 percent to \$6.3 billion), Japan (down 33.8 percent to \$4.3 billion) and South Korea (down 29.0 percent to \$2.2 percent).

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The U.S. ran goods trade surpluses with South and Central America (up 63.7 percent to \$3.6 billion) and Brazil (up 14.3 percent to \$0.8 billion).

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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NAEGA Calendar & Member Notices

2015

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.

13-15 – Saskatoon, Saskatchewan, Canada –and Canadian Global Crops Symposium – For the latest speaker bios and information on our sponsors, check out the website at www.canadiancrops.ca. A Canada US Grain and Seed Task Group Meeting is tentatively scheduled for Monday, April 13 in advance of the Symposium. Gary Martin plans to attend.

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

17 – Washington, DC – US Trade Representative (USTR) briefing on the WTO Trade Facilitation Agreement and agriculture interests related to implementation of the agreement – 10:00 a.m. – USTR 600 17th Street (NW) (Winder Building), Room 305 – Gary Martin attending.

23-24 – Washington, DC – US FDA FSMA Public Meeting to discuss the implementation of FSMA.

30 – Deadline for USDA Agriculture Trade Advisory Committee Nominations.

May

4-7 – Guadalajara, Mexico – Global LLP Initiative (GLI) – The GLI is a group of countries that have endorsed an [International Statement on Low Level Presence](#) and committed to working collaboratively to develop international approaches to manage LLP. We are assembling a team of NAEGA and IGTC participants for the meeting. Dr. Randal Giroux and Marcel Bruins are attending. More industry volunteers are needed to attend this important meeting. Please contact Gary if you would like to join the team!

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11 – Washington, DC – 2015 OFAC Spring Symposia – [More information here.](#)

19 - London, England - Chatham House expert workshop on Chokepoints and Vulnerabilities in the Global Food Trade. This meeting forms part of a Chatham House research project which seeks to map chokepoints, vulnerabilities and disruptive risks onto major production hubs and global trade routes for coarse grains, soybeans and fertilizers. It will identify supply chain nodes – including producing regions, inland transport networks, ports in exporting and importing countries, and maritime corridors – that are particularly exposed to disruption. Jerry Cotter attending and representing NAEGA. Jerry will present on the major challenges facing grain and fertilizer trade in the US, with a particular focus on the resilience and capacity of inland transportation and port infrastructure.

28 – Washington, DC – US Coast Guard Workshop for Alternative Security Program (ASP) sponsoring organizations – 1501 M Street, NW, Suite 500 – Jerry Cotter attending and representing NGFA and NAEGA ASP.

June

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

8 – London, United Kingdom – International Grain Trade Coalition Roundtable and Policy Discussion. All IGTC Members and Corporate Stakeholders are invited and encouraged to participate in person at all sessions. IGTC members and corporate stakeholders are also encouraged to invite prospective IGTC members and Stakeholders to participate. Unless otherwise notified the sessions will all be conducted at: GAFTA office, 9 Lincoln’s Inn Fields, London WC2A 3BP, UK. Please notify Marcel Bruins via email at mbruins1964@gmail.com or Kyle Liske via email at Kliske@naega.org, by telephone +1 202 682 4030 or Fax +1 202 682 4033 of your intentions to attend in person. Gary Martin & Marcel will be at the meeting.

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 up 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.

22 – Washington, DC – 2015 OFAC Fall Symposia

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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