



OUTREACH
May 2, 2016
Thank you for your membership in and work
with NAEGA

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Member Opportunities

Food and Ag Dialogue for Trade Agreements – May 6

You and colleagues are welcome to participate in a U.S. Food and Agriculture Dialogue for Trade Agreements round table session on May 6 at 10:00am. The Dialogue includes a broad cross section of U.S. food and agriculture stakeholder representatives. USDA Deputy Undersecretary Jonathan Cordone, Assistant U.S. Trade Representative Sharon Bomer Lauritsen, and Bob Spitzer, Senior Trade Policy Advisor at USDA are among our expected guests. Key topics include the Transatlantic Trade and Investment Partnership (TTIP) and Tran-Pacific Partnership (TPP) agreement.

The dialogue will take place at the Headquarters of the American Farm Bureau Federation at 600 Maryland Ave SW, 10th Floor, Washington, D.C. To register, please click [here](#).

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](#).

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.

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 will 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 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

Engagement on Iraq Tenders

In response to member company requests and ongoing developments, NAEGA has begun consultations with members and U.S. government stakeholders on recent developments related to importing practices of the Grain Board of Iraq (GBI). Early this year, NAEGA members expressed concerns about Iraq's most recent wheat tender award, its new tender and other importing practices

of the GBI. These actions follow the replacement of nine officials of the GBI by Iraqi Prime Minister Haider al-Abadi amidst anti-corruption reforms. Over the past few months, NAEGA has been engaged with and providing consultations with government stakeholders related to these developments. The U.S. Department of Agriculture (USDA) has requested that NAEGA lead a conference call on May 24 with Iraqi officials to discuss these developments. NAEGA is developing an agenda for the call in. In the coming weeks, NAEGA's action plan includes:

Week of May 1: Establish NAEGA policy and advocacy strategy on Iraq/GBI practices by convening an **ad hoc Iraq working group** of interested NAEGA member and associate member staff. Key practices to be considered are the current tender terms, the "price estimate mechanism" used to award contracts and trade execution.

May 10 and 11: Take advantage of Gary's travel to Geneva Switzerland to gather input from NAEGA member staff (see future actions below).

May 24: Participate in video tele-conference being organized by U.S. Government with Ministry of Trade (MoT) and GBI.

June 13-16: Attempt to meet with MoT and GBI officials on London around the International Grains Council Conference

In the past NAEGA has worked closely with GBI and U.S. government and industry stakeholders on wheat and grain tendering for Iraq. Background documents on these activities can be found [here](#).

NAEGA welcomes member advice or comments on Iraqi grain importing practices. Please contact Gary to be included in the Ad hoc Iraq Working Group and with any questions or comments.

Joint Letter to Monsanto on RR2X Soybeans

On April 29 NAEGA, the National Grain and Feed Association (NGFA) and the National Oilseed Processors Association (NOPA) sent a letter to Hugh Grant, Chairman and CEO of Monsanto regarding the marketing and regulatory approvals for its Roundup Ready® Xtend soybeans (RR2X). As U.S. farmers begin their planting season it is understood that RR2X seeds are and have been planted on U.S. acres. Currently, RR2X has not been approved for import by the European Union (EU). This development is very concerning to NAEGA, NGFA and NOPA given the potential implications this action by Monsanto has on the commingled, fungible grain supply, which ultimately is put at risk.

In light of this development the joint letter calls for clarification by Monsanto regarding their commercialization and marketing plans for RR2X, including an explanation of appropriate stewardship plans to prevent RR2X's release into comingled fungible oilseed supplies and Monsanto's action plan if RR2X is not approved in the EU by harvest.

A copy of the letter can be found [here](#). For more information, please contact Gary.

New York Round of TTIP Negotiations

Last week, negotiators met in New York City for the 9th Round of negotiations of the Transatlantic Trade and Investment Partnership (TTIP), a trade agreement currently under negotiation between

the United States and European Union. On Thursday, Ryan attended three meetings related to the negotiations: a Stakeholder Forum, a public question and answer session with the chief negotiators and a private meeting on the Sanitary and Phytosanitary (SPS) chapter.

Overall, U.S. agriculture interests are concerned that the pace and timing of current negotiations would preclude a good agreement for agriculture. In addition, some are focused on:

- geographic indicators, which an EU negotiator publicly linked to U.S. meat market access during the forum;
- the slow pace of biotechnology approvals;
- the elimination of all agriculture tariffs and investor state dispute settlement (ISDS).

During comments following the forum by U.S. Chief Negotiator Dan Mullaney and EU Chief Negotiator Ignacio Garcia-Bercero, both men sought to allay concerns and fears that the desire to conclude the agreement this year would result in a “TTIP-lite” agreement that would exclude agriculture. They also laid out current progress for this round, which included finding convergence on the text, agreeing on 97 percent of tariff cuts, and beginning discussions on non-controversial chapters like customs, small and medium sized enterprises (SME) and services.

Prior to the stakeholder outreach session, Assistant U.S. Trade Representative Sharon Bomer Lauritsen and U.S. Department of Agriculture Senior Trade Adviser Bob Spitzer held a private closed door session with ag industry association members to discuss TTIP’s SPS chapter. According to USTR and USDA, current negotiation on the SPS chapter is in its infancy. However, both AUSTR Bomer and Mr. Spitzer assured those attending that this agreement would be a TPP equivalent, WTO-Plus agreement. This week SPS chapter negotiators made good progress on the “Import Checks” clause of the agreement, which could include language for a “Rapid Response Mechanism” supported by NAEGA. USTR/USDA, with the help of FDA, will also be working to address MRLs in the TTIP agreement and strongly engaging European counterparts on geographical indicators, which remain a significant hurdle.

More information and Ryan’s notes from the negotiations will soon be available on the “Members Only” section of the NAEGA website (www.naega.org). Please contact Ryan if you have any questions.

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Future Actions

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

EPhyto IAG and NAEGA/IGTC meetings – Rome and Geneva

NAEGA and IGTC President and CEO Gary Martin plans to travel to Rome, Italy and Geneva Switzerland on May 7-12 to advance the following NAEGA Unified Export Strategy (UES) objectives:

1. **Participation in the IPPC’s EPhyto Industry Advisory Group (IAG) 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 Group (IAG) 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 IAG is operating under

a grant from the WTO's Standard and Trade Development Facility (STDF). For an agenda of the IAG's first meeting please click [here](#).

2. **Meetings with NAEGA members and staff in Geneva:** In coordination with the IGTC Gary will be meeting with various stakeholders and NAEGA members in Geneva to discuss ongoing priorities including: production technologies, electronic documentation, IPPC's ISPMs for Grain and IGTC input into the World Bank's "Enabling the Business of Agriculture" project.

A copy of the Notice to Post for this mission can be found [here](#).

More information on these NAEGA UES objectives can be found in the "Members Only" section of the NAEGA website (www.naega.org) or the "Intranet" of the IGTC website (www.igtglobal.org). Please contact Ryan or Gary if you have any questions.

ISF World Seed Congress – May 15-18

Biotech Committee chair Paul Green will attend and present on behalf of the IGTC at the World Seed Congress conference in Punta del Este, Uruguay from May 15-18 (<http://www.worldseed.org/events/isf-world-seed-congress/>). NAEGA is working with Paul to provide for his presentation on trade perspectives on plant breeding innovation at the Open Meeting of the Breeders Committee on 16 May from 08:00am to 1:00pm and in a roundtable discussion on '*Seed industry needs consistent policies for plant breeding innovation*' with other speakers from governments, seed industry and public breeding.

NAEGA Team seeking meetings with NAEGA member companies in Tokyo

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

Balkan Livestock and Feed Nutrition Roadshow – June 1-10

NAEGA Senior Advisor Kirk Miller, at the invitation of FAS Rome, will be participating in and presenting at the Balkan Livestock and Feed Nutrition Roadshow on June 1-10 in Serbia, Bosnia and Croatia. During the roadshow Kirk will be giving a presentation on the current global market situation, how long the current period of abundant global grains and oilseeds supplies will last and the value of trade friendly policies that allow high quality sustainably produced US grains and soybeans to reach customers. In addition, Kirk will be traveling with the group, representing NAEGA during meetings with the Balkan livestock and feed industry and reporting back on developments in the Balkan livestock and feed market. During the roadshow NAEGA will also be sponsoring a luncheon in coordination FAS Belgrade for members of the Balkan grain, livestock and feed industry.

If you would like more information or are interested in participating in the Roadshow or the luncheon, please contact Gray or Ryan

NAEGA Unified Export Strategy Drafting – June 3

During the month of May NAEGA staff will be working hard to craft the 2017 Unified Export Strategy for NAEGA's participation in the U.S. Department of Agriculture's (USDA) Market

Access Program (MAP). Each year NAEGA develops a UES in order to communicate a single consolidated and strategically coordinated proposal that incorporates requests for MAP funding. The UES provides the strategic and tactical framework around which NAEGA will execute MAP related activities in the year 2017. Throughout the month of May Ryan and Gary will be drafting and editing the UES in preparation for submission to USDA by June 3.

NAEGA welcomes any contributions or proposals from member companies throughout the UES process. To learn more about the UES application, click [here](#). Please contact Ryan if you would like to make a contribution or if you have any questions.

New Orleans Industry Workshop – June 8

Please join us for an Industry and U.S. Government workshop hosted by the North American Export Grain Association (NAEGA) and the National Grain and Feed Association (NGFA). Wednesday, June 8 from 7:30am to 3:30pm. The workshop that will take place at the Federal Grain Inspection Service (FGIS) Offices at 104 Campus Drive, Suite 200 Destrehan, LA 70047.

Discussion will focus on NOLA region grain and oilseed export industry concerns. Reports and interaction with U.S. Government officials and guests will include representatives of: USCG, Corps of Engineers and National Cargo Bureau on maritime security and transportation issues; USDA and APHIS on phytosanitary requirements on U.S. exports, USDA FGIS on their grain inspection and international services and U.S. FDA on product safety. News from China, Mexico and Korea will be featured.

Please register at the link below. A copy of the final agenda is available [here](#).

Grain Ukraine Conference – June 23-25

At the invitation of Grain Ukraine and the Ukrainian Ministry of Agrarian Policy and Food, NAEGA President and CEO Gary Martin will be traveling to Odessa, Ukraine on May 23-25 to participate in and present at the Grain Ukraine Conference. At the conference Gary will be presenting on Global Trends and Consumer Markets. While in Odessa Gary will be taking the opportunity to meet with local FAS staff and regional experts on the growing Black Sea grain trade. More information, including a Notice to Post and a copy of Gary's presentation, will be available shortly.

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Information for your Consideration

NAPPO Seeking Technical Director for Raleigh, NC Office

The North American Plant Protection Organization (NAPPO) is seeking applicants for its Technical Director position at Secretariat Headquarters in Raleigh, North Carolina. The Technical Director provides scientific and technical support to the Executive Director and works closely with NAPPO's committees, expert groups and secretariat.

For more information on the position please visit the NAPPO website (www.nappo.org) or click [here](#).

Miscellaneous Trade Bill Passes U.S. House

On April 27th, the U.S. House of Representatives approved the Miscellaneous Trade Bill 415-2. The bill is designed to provide a framework to reduce import duties on many raw materials and intermediate products not produced in the United States. This year's MTB revises and reforms the process by which business petition the government for tariff cuts. In the proposed bill, now before the Senate, the petitions will now be first submitted to the ITC. The ITC will then analyze the petitions, and report to Congress on possible alterations that will still meet MTB regulations. Based on ITC's recommendations Ways and Means draft an MTB for consideration by the House and Senate.

For more information regarding the MTB, visit [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

May

9 – IPPC EPhyto IAG meeting – Rome, Italy – preliminary agenda available [here](#).

10 – IGTC and member meetings – Geneva, Switzerland – Gary participating.

15-18 – ISF World Seed Congress – Punta del Este, Uruguay – Paul Green presenting. For an agenda, please click [here](#).

16 –NAEGA Contract Seminar and Grain Trade Reception – Tokyo, Japan – to register, click [here](#) and [here](#).

23-26 – USACC Learning Journey to Cuba II

24 – NAEGA Teleconference with Grain Board of Iraq and USDA FAS. Details forthcoming.

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

3 – NAEGA Unified Export Strategy due to USDA

8 – Destrehan, LA – NGFA-NAEGA Industry Workshop. For a proposed agenda, click [here](#).

13 – London, UK – IGTC Strategy Meeting

14 – London, UK – IGC Grains Conference, Register [here](#).

23-25 – Odessa, Ukraine – Grain Ukraine Conference, Gary attending and speaking.

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.

December

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

2017

March

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

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