



*“Working Together to Make Trade Work”*

## **OUTREACH July 13, 2015**

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

### **Member Opportunities**

- Montreal, Quebec, - U.S. Biotech Crops Alliance Technology meeting July 29-30, 2015
- Rosemont, Illinois – Ag Transportation Summit – August 4-5, 2015
- **Beijing, China – COFCO Group CFNA AQSIQ Meeting – August 11-12, 2015 – Register Now!**
- Puerto Vallarta, Mexico – APPAMEX/NAEGA Forum – August 13-15, 2015
- **Portland, Oregon - Government and Industry Workshop in Portland – August 27, 2015 – Register Now!**
- Future NAEGA Contracts Seminars

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- China Grain Law meeting plans
- GHS Sub-Committee Meeting

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- USDA Facilities Guarantee Program – Comment

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- Export-Import Bank’s Charter Expires
- Trade Promotion Authority (TPA) and Trade Adjustment Assistance (TAA)
- U.S. Embassy in Cuba

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- Upcoming Events and Notices for Members

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## **Member Opportunities**

### **Montreal, Quebec - US Biotech Crops Alliance Technology meeting July 29-30**

Integral to the new U.S. Biotech Crops Alliance business plan, as endorsed by NAEGA, the Alliance will conduct a “Technology Meeting” on July 29-30 in Montreal, Quebec, Canada.

The meeting will bring together value-chain stakeholders with technology providers to discuss:

- 1) specific biotech-enhanced events in the developmental pipeline,
- 2) status of efforts to obtain approvals/authorizations of foreign countries and
- 3) stewardship plans that the technology provider intends to implement

The agenda includes a plenary discussion of biotech traits in U.S. export markets, projections on anticipated foreign import markets, and a full day of two hour discussions with each technology provider.

NAEGA is invited to participate and the Biotechnology Committee is in the process of assembling a team of NAEGA representatives to join NAEGA President Gary Martin in Montreal.

Please contact us as soon as possible if you or a colleague are interested!

### **Rosemont, Illinois – Ag Transportation Summit – August 4 and 5, 2015**

This will be the second Ag Transportation Summit hosted by the U.S. Department of Agriculture, the National Grain and Feed Association, and the Soy Transportation Coalition. The title of the 2015 summit is “Transportation Capacity: Overcoming the Challenges”.

Goals of the summit include: raising awareness of the importance of transportation to the success and profitability of U.S. agriculture; precipitating and motivating further action to promote a transportation infrastructure that better serves the interests of U.S. agriculture; providing a venue for advocates of U.S. agriculture to network and develop collaborations for the purpose of promoting the transportation needs of U.S. agriculture; and building bridges between government and agricultural interests that will result in more effective promotion of agricultural transportation issues.

The summit will be held all day on Tuesday, August 4, and the morning of Wednesday, August 5, at the Westin O’Hare located a short distance from Chicago O’Hare Airport. [Please click here to register.](#)

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**China – New Grain Law meeting August 10-12, 2015**

**Space Limited!**

**Please request your seat for this important opportunity to learn more about and join in industry advice on AQSIQ's Draft Administrative Measures for Inspection, Quarantine, and Supervision of Inbound and Outbound Grains:**

COFCO Group and China Chamber of Commerce of Import and Export of Foodstuffs, Native Produce & Animal By-Products (CFNA) have invited IGTC members and corporate stakeholders to meet, discuss, and respond to the AQSIQ draft Administrative Measures for Inspection, Quarantine, and Supervision of Inbound and Outbound Grains. This meeting is a result of NAEGA Grades and Inspection Committee high priority to respond to the “New Grain Law”. The invitation letter can be found [here](#).

Gary Martin will lead the IGTC delegation of Members and Corporate Stakeholders at the August 11<sup>th</sup> and 12<sup>th</sup> meetings. Gary plans to convene with NAEGA members in Beijing on Monday, August 10, in advance of the meeting.

All NAEGA members are invited to attend. A “Call for Registration” email was extended to NAEGA members last week. Hotel and other arrangements will be completed this week

Space is limited, more than 75% of the planned attendance has already registered. Please indicate your interest and hold a space at the table by registering now! By clicking [here](#).

**Puerto Vallarta, Mexico – APPAMEX/NAEGA Forum – August 13-15, 2015**

The 22<sup>nd</sup> APPAMEX/NAEGA Forum will take place in Puerto Vallarta, Mexico at the [Fiesta Americana Puerto Vallarta All Inclusive Hotel and Spa](#), from August 13-15. An exciting agenda includes remarks from USDA, CFTC, SENASICA, and APHIS, among others. An opening dinner and gala dinner are included in the registration. Keynote remarks will be made on Mexico’s economic expectations and current reforms.

The registration fee will be \$380 USD for participants. Invitations and more details will be available soon.

**Government and Industry Workshop in Portland – August 27, 2015**

**Please Register Now.** NAEGA and NGFA are working with the Pacific Northwest Grain and Feed Association (PNWGFA) to host a FGIS/Industry Workshop in Portland on Thursday, August 27, 2015. An invitation was sent to members on Friday, July 10, 2015. These regional workshops are intended to expand understanding and identify needs related to Grain and Oilseed trade. We expect the Portland workshop will feature the US Coast Guard, Federal Grain Inspection Service (FGIS), Animal and Plant Health Inspection Service (APHIS), and Food and Drug Administration (FDA). The workshop will feature an important industry only section covering biotechnology regulation and GIPSA reauthorization, followed by a session including maritime security, APHIS issues, and FGIS issues.

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To view the agenda, click [here](#).

The \$50 per person registration fee will cover food and beverage, including a working lunch.

### **NAEGA Contract Seminars**

The NAEGA Contracts Committee conducts seminars for in-depth and interactive education on contract practices. NAEGA Seminars are conducted in two different ways: first, “Privately” funded and designed for a single member company, and attended by persons invited by that member company; second, “Generally” funded by registration fees, designed to cover the interests of many companies, and attended by persons from several companies. In most cases, the Seminars provide intensive review of current developments and practices in international grain trade contracts, and often focus on the NAEGA 2. In-depth examination of regulatory compliance, NAEGA services and policy concerns can also be added content for a Seminar designed to meet your needs. Invitations for General Seminars are sent to all NAEGA member company representatives, and a per person registration fee will be required for attendance.

For example, on June 2-3, NAEGA Senior Advisor and NAEGA Director of Operations, Sam Bonilla and Kyle Liske, conducted a Private seminar in Inver Grove Heights, Minnesota.

Our tentative plans for a General Seminar in Kansas City are on hold as we seek a date in near future that can be accommodated. NAEGA members interested in attending a General Seminar should contact Gary ([gcmartin@naega.org](mailto:gcmartin@naega.org)) or Sam ([sbonilla@naega.org](mailto:sbonilla@naega.org)). We have several open dates during which Seminars may be conducted; currently July 20-31 and August 1-11, 17-21 are available. Please let us know, at your convenience, if you would like to discuss options for holding a seminar.

*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**

### **Canada’s Directive D-12-05 - APHIS formal request to NAEGA**

NAEGA is preparing a response to this letter from USDA Animal and Plant Health Inspection Service (APHIS) ([linked here](#)). The letter requests our assistance in providing for alternative measures to support U.S. exports and provide for compliance with Canada’s Directive D-12-05. The Canadian Food Inspection Agency (CFIA) directive provides for new import requirements for grain (other than barley, oats, rye, triticale, and wheat) from the continental United States. **NAEGA members who wish to work with our efforts to respond to this request should contact Gary immediately. We plan to respond formally before July 15.**

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### **China Grain Law**

Working via the International Grain Trade Coalition (IGTC), NAEGA continues to coordinate with the COFCO Group, China Chamber of Commerce of Import and Export of Foodstuffs, Native Produce & Animal By-Products (CNFA), and Canada Canola Council for the upcoming meeting in Beijing to examine and address, from a global industry perspective, the draft General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) Administrative Measures for Inspection, Quarantine and Supervision of Inbound and Outbound Grains. NAEGA has a high priority on responding to the “New Grain Law” ([copy of the draft text here](#)). Gary Martin, who serves as IGTC President, will lead the IGTC delegation of Members and Corporate Stakeholders at the August 11<sup>th</sup> and 12<sup>th</sup> meetings. All NAEGA members are invited to attend. Gary plans to convene with NAEGA members in Beijing on Monday August 10<sup>th</sup> in advance of the meeting.

Space is limited, more than 75% of the planned attendance has already registered. Please indicate your interest and hold a space at the table by registering now! By clicking [here](#).

### **GHS Sub-Committee Meeting**

On June 29, Jerry Cotter attended the opening session of the UN Globally Harmonized System (GHS) Sub-committee meeting and met with representatives from several of the delegations. Following a meeting that Jerry attended with the Argentinian Agriculture Counselor in December, their government created a task group consisting of government, trade association and industry reps to develop an informal paper for the GHS sub-committee and the Dust Explosion Correspondence Group (CG) to consider.

After the U.S. updated the full committee on the status of the CG, the Argentinian delegation made an official statement, based on the informal paper, opposing the proposal to classify agricultural products i.e. grain, cereal and flour as an explosion hazard and recommending that ag products be exempted from being classified as a chemical.

OSHA responded to the intervention by stating that it is "pre-mature" to specifically exempt agricultural products from the GHS when the CG is still in the process of identifying how dust explosion hazards can be identified and addressed. The Chairman concluded the discussion by stating that there are still "significant differences between the technical experts on agricultural dust." He said that it is an issue that will not be resolved today so the CG should continue to address until it is resolved.

A trip report for GHS Sub-Committee meetings is available [here](#).

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## **NAEGA Future Actions**

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

### **2015**

**U.S. Review of Coordinated Biotechnology Framework** – ASAP, NAEGA will be engaged in a White House initiative intended to update and improve the U.S. Coordinated Biotechnology Framework. The White House issued a memorandum directing the three Federal agencies that have oversight responsibilities for the products of biotechnology—the Environmental Protection Agency (EPA), the Food and Drug Administration (FDA), and the Department of Agriculture (USDA)—to update the Coordinated Framework, develop a long-term strategy to ensure that the system is prepared for the future products of biotechnology, and commission an expert analysis of the future landscape of biotechnology products to support this effort.

NAEGA looks forward to receiving member input. More information can be found [here](#).

August 14 – Comments to USDA on proposed changes to the Facility Guarantee Program that would expand program coverage and streamline the application process, enhancing the program’s ability to support U.S. agricultural exports. The proposed rule can be found [here](#).

*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**

### **COOL Reform**

In late May, the WTO ruled that U.S. Country of Origin Labeling (COOL) regulations discriminated against Canadian and Mexican cattle and hog producers. Now in arbitration, Canada and Mexico have requested \$3.2 billion in retaliatory tariffs against a wide variety of American products. The U.S. House of Representatives acted quickly to respond to the WTO ruling and avoid retaliation, passing a measure that would repeal COOL labeling for meat. On June 25, the Senate Ag Committee held a hearing on the issue, but future floor action remains uncertain.

For more information, click [here](#). For the Senate Ag Committee hearing, click [here](#).

### **Customs Modernization Bill**

The U.S. House and Senate will go to conference and focus on reconciling slightly different Customs Modernization bills passed in both chambers earlier this year. The bills, which have bipartisan support, would strengthen enforcement of trade agreements and duty obligations with

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more Congressional oversight and, in the case of the Senate bill, a \$15 million “trust fund” to enforce trade agreements. Congress is prioritizing this bill and hopes to get it to the president’s desk before the August recess.

For more information, click [here](#).

### **Export-Import Bank Charter Expires**

On June 30, the charter for the U.S. Export-Import Bank expired. The bank provides export credit and insurance for qualifying exporters. Renewal of the bank’s charter has become controversial as of late, and Congressional Republicans effectively delayed renewal of the bank for the first time since its inception. Some analyst estimate that another vote on renewal could come up during reauthorization of the Highway Trust Fund by the end of July.

For more information, click [here](#).

### **Trade Promotion Authority (TPA) and Trade Adjustment Assistance (TAA)**

On Monday, June 29, U.S. President Obama signed into law Trade Promotion Authority (TPA), or fast track. This measure will become essential as he negotiates the Trans-Pacific Partnership (TPP) and the Trans-Atlantic Trade and Investment Partnership (TTIP). TPA will be in force for three years, with the option of an additional three year extension.

Additionally, the president signed into law the Trade Adjustment Assistance (TAA) bill that passed the House on Thursday, June 25, in a 286-138 vote. This worker entitlement program passed with overwhelming support from Democrats, who reversed themselves on the legislation after losing the battle with the White House and GOP over TPA. TAA legislation also featured extensions to the African Growth and Opportunity Act (AGOA), the Generalized System of Preferences (GSP), and the HOPE Act, a preference program for Haiti.

More information can be found [here](#).

### **U.S. Embassy in Cuba**

President Obama has announced intent to open a US Embassy in Havana. This requires a 15 day notification process to Congress. Later this summer, Secretary John Kerry will head to Cuba to raise the American flag above the embassy. This is an important step in the process of ending the isolation of Cuba. This process began last December when President Obama said that they would end this outdated approach, and by May, had Cuba removed from the list of state sponsors of terrorism. This issues remains contentious on Capitol Hill. On July 7 Republican leaders, some of whom oppose a new embassy, admitted they were unlikely to block funding for the facility through the appropriations process.

The U.S. Agriculture Coalition for Cuba (USACC) released this statement: “Farmers, ranchers and agribusinesses across the nation welcome this continued progress toward normalized relations with Cuba. Not only are embassies critical to strengthening commercial ties – affording diplomatic status suggests a willingness to engage constructively on many important matters.

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We’re hopeful today’s announcement will ultimately lead to an end to the embargo and increased economic opportunity for agriculture in both our nations. USACC will continue our work with members of Congress from both sides of the aisle who have expressed support for ending the embargo.”

*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

#### July

**14-15** – Arlington, VA U.S. Agriculture Export Development Council (USAEDC) 2015 USDA Attaché Seminar – Westin Arlington Gateway. NAEGA staff attending

22 – Chicago, USSEC Industry Advisory Council and Members Meeting, Gary attending.

29-30 - Montreal, Quebec - US Biotech Crops Alliance Technology meeting, Gary attending

#### August

**10-12 – Beijing, China – New Grain Law meetings, Gary attending. Please register now!**

**13-15** – Puerto Vallarta, Mexico – 2015 APPAMEX-NAEGA Forum, Sam Bonilla, Ryan Olson and Gary Martin planning to attend. Registration information and an agenda will be available soon. The forum will take place at the [Fiesta Americana Puerto Vallarta All-Inclusive Hotel and Spa](#).

**27** – Portland, Oregon - Government and Industry Workshop hosted by NAEGA, NGFA and PNWGFA. For agenda and registration, click [here](#).

**30 – September 2** – Mérida, Mexico – Global LLP Initiative Meeting – TENTATIVE

#### September

**14-18** – London, United Kingdom – International Maritime Organization (IMO) Carriage of Cargoes and Containers (CCC) Meeting – Jerry Cotter attending.

**14-15** – TENTATIVE Taiwanese Goodwill Mission meetings and reception.

**21** - 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

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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, and ports in exporting and importing countries, and maritime corridors – that are particularly exposed to disruption. Jerry Cotter and Gary Martin attending and representing NAEGA and IGTC. 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. Gary will focus on a more global view on market structure and access. An agenda for the event can be found [here](#).

**22** – Washington, DC – 2015 OFAC Fall Symposia.

**30 – October 2** – Vancouver, British Columbia – International Dry Bulk Terminals Group (DBTG) Annual Meeting – Jerry Cotter attending.

**November**

**16-19** – USADEC Annual Workshop – Location TBD.

**17-20** – Amsterdam, The Netherlands – International Genetically Modified Conference on Coexistence (GMCC-15).

**December**

**2** – Tentative IGTC Meeting – Buenos Aires, Argentina

**9-11** – Geneva, Switzerland – Globally Harmonized System (GHS) Subcommittee meeting – Jerry Cotter attending.

**2016**

**April**

**14** – Tentative IGTC Meeting – Winnipeg, Canada

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