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Member Opportunities

U.S. Soy Global Trade Exchange – August 30-September 1

All NAEGA members are invited to join NAEGA President and CEO Gary Martin in Indianapolis, Indiana for the U.S. Soy Global Trade Exchange on August 30 to September 1. The Exchange, sponsored by the U.S. Soybean Export Council and the Midwest Shippers Association, brings together international trade teams and U.S. Soy industry representatives for key discussions and personal networking. This year, Gary will be attending and present on *A Global View of Key Dynamics in Policy and Commerce for Grains, Oilseeds and other Agri-bulks*. A copy of the Exchange's schedule can be found [here](#).

For more information, or if you are interested in attending, please click [here](#).

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

Japan VCS – Proposed

On July 11 NAEGA President and CEO Gary Martin met with members of the Japanese grain and oilseed industry at the U.S. Grains Council to discuss U.S. corn quality issues. During the meeting the Japanese Feed Trade Association (JFTA), the U.S. Grains Council and Japanese grain and oilseed importing companies presented on corn quality issues effecting shipments to the Japanese market. JFTA and its members have been pleased with the consistent improvement in the quality

of U.S. corn. However, lower protein levels and higher moisture levels in U.S. corn remain a concern. Protein level standards and labelling are required by Japanese law, and lower protein experienced in some recent shipments of U.S. corn levels could result in higher prices or compliance issues. In addition, Japanese industry is also concerned about the presence of “blue-eye mold” and foreign materials in corn shipments.

Since quality reports at load and at FGIS inspection have been different than at delivery, JFTA is keen to develop data useful for comparing the different sampling and analytical methods and explaining the differences. As a result, JFTA would like to receive additional information on corn shipments including protein and moisture levels and mycotoxin presence. To harmonize testing measures, JFTA is proposing a corn quality assessment project similar to the “2010 Korea-U.S. Corn Quality Assessment Project” in cooperation with NAEGA, Grain Council and FGIS.

In response to this proposal, NAEGA is seeking member input on conducting a corn quality assessment project similar to the 2010 Korea-U.S. assessment conducted by NAEGA in coordination with FGIS and the Korea Feed Association (KFA). A copy of the final report of the Korea assessment can be found [here](#). Please contact Gary or Ryan with your input and comments.

A copy of the presentation given during the Japanese corn quality meeting can be found [here](#), [here](#) and [here](#).

IGTC Newsletter

The newest edition of the IGTC Newsletter is now available! This week’s newsletter includes coverage of IGTC on combustible dust IPPC ISPM and the WTO SPS Committee meeting. A copy of the newsletter can be found on the IGTC intranet at www.igtglobal.org or by clicking [here](#).

USAEDC Conference

On July 13 and 14 NAEGA President and CEO Gary Martin and Director of Operations Ryan Olson attended the annual U.S. Agriculture Export Development Council (USAEDC) Attaché Seminar at the Westin Arlington Gateway in Arlington, Virginia. The two-day seminar included consultations with Foreign Agriculture Service (FAS) attachés on July 13 followed by a general session on July 14.

During July 13 attaché consultations Gary and Ryan met with attaches from Korea, Mexico, Japan, the European Union, Russia, Egypt and the Southern Cone. These meetings allowed NAEGA to network and discuss its Unified Export Strategy, upcoming policy priorities, and the work of the International Grain Trade Coalition (IGTC) with U.S. government diplomatic personnel who work directly on policy issues affecting the grain trade in foreign markets.

On July 14 both Gary and Ryan attended the general session of the USAEDC Attaché Seminar, which included remarks from FAS Administrator Phil Karstings and Associate Administrator Jason Hafemeister. During breakout sessions NAEGA gathered information on trade sanctions and embargos, FAS programs and the Brazilian market.

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

Sanctions and Embargos

On July 14 NAEGA Director of Operations Ryan Olson attended, as part of the USAEDC Attache Seminar, a breakout session on sanctions and embargos titled *Complicated Partners: Opening New Markets – Iran, Burma, and Cuba*. The session featured presentations from FAS personnel from Cuba, Burma and the United Arab Emirates. In addition, Office of Foreign Asset Control (OFAC) and Bureau of Industry and Security (BIS) personnel were on hand to answer sanctions and embargo related questions. As sanctions are being liberalized with Burma, Iran and Cuba, some sections of U.S. industry have an opportunity to access these markets for the first time in decades. However, significant barriers still remain and understanding this is vital to engaging in these new markets.

Burma

Since the loosening of sanctions that began in 2012, U.S. businesses can now engage in any form of trade and investment with Burma. However, U.S. persons are prohibited from engaging in any trade or commerce with individuals listed on the Specially Designated Nationals and Blocked Persons List (SDN List). In addition, U.S. persons may not engage in the trade of jade or derived products and jewelry. While general licenses from OFAC are now available for trade with Burma, and broad import bans no longer exist, domestic constraints still represent a challenge to trade with the country. These include poor rule of law, domestic financing requirements and poor agribusiness infrastructure.

Iran

Since the U.S. and Iran completed the Joint Comprehensive Plan of Action (nuclear deal), some sanctions related to Iran's economy have been eased. However, sanctions relief under the nuclear deal was in no way meant to improve commercial or U.S. business relations with the Islamic Republic. Sanctions relief under the deal applies only to non-U.S. persons working outside U.S. jurisdictions. However, OFAC continues to offer general licenses for the export to Iran of agricultural commodities. Export of agricultural commodities to Iran, by U.S. or non-U.S. persons, does not trigger sanctions under U.S. law unless the transaction involves certain U.S.-designated persons such as Iran's Islamic Revolutionary Guard Corps (IRGC) or a designated Iranian bank. In addition, financial transactions to facilitate these exports are allowed, with certain restrictions.

Cuba

The U.S. agricultural sector has been able to engage in the export of agricultural commodities to Cuba since the Trade Sanctions Reform and Export Enhancement Act of 2000. Under current sanctions, the U.S. persons can export agricultural commodities to Cuba that qualify as EAR99. However, financing for these transactions is still restricted. Agricultural transactions may only be paid by cash in advance or by a bank located in a third country as long as it is not organized under U.S. law. Despite its ongoing ability to trade with Cuba, the U.S. agricultural sector has also benefited from recently granted sanctions relief. Most notably, U.S. persons may now travel to Cuba to engage in "certain authorized export transactions" including the export of agricultural goods, and the approval of direct, non-chartered U.S. flights has increased accessibility to Cuban destinations.

For more information on U.S. sanction and embargo program, please visit the OFAC website, [here](#).

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Future Actions

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

Korean Corn Buyers Team

On July 29 NAEGA will host at its Washington, D.C. office a U.S. Grains Council corn buyers team from Korea. The group includes group that includes executives from top corn buying groups and corn starch companies in South Korea and discussion will include registration requirements for Korea's Special Act on Food Safety and BCFM issues.

All NAEGA members are welcome to attend. Please contact Gary or Ryan for more information.

NAFTA Certificate of Origin Under Review

U.S. Customs and Border Protection (CBP) is seeking comments through July 25 on a proposed extension of NAFTA Certificate of Origin and Verification of Origin Questionnaire forms. The Certificate of Origin is used in NAFTA trade to certify that a good being exported in the trilateral North American trade qualifies as an originating good for preferential trade purposed under NAFTA. The Verification Questionnaire is used to gather sufficient information from exporters and producers to determine whether goods imported into the U.S. qualify as originating goods for the purpose of preferential tariff treatment under NAFTA.

CBP is seeking comment on the proposed extension of these forms by July 25. Please let either Gary or Ryan know if you have any comments or input on these forms.

U.S. Soy Global Trade Exchange

NAEGA President and CEO Gary Martin, at the invitation of the U.S. Soybean Export Council (USSEC) will travel to Indianapolis, Indiana on August 31-September 1 to speak before the U.S. Soy Global Trade Exchange. Gary will be presenting on the topic *A Global View of Key Dynamics in Policy and Commerce for Grains, Oilseeds and other Agri-bulks*. Gary's presentation will include discussion on how reliable, sustainable and affordable commodity supplies are driving governments and the trade to respond and engage, including a review of key developments in commercial trade and regulation that provides for critical understanding of several important opportunities and challenges for the farmer to consumer in the soybean value chain.

If you are interested in attending the U.S. Soy Global Trade Exchange, please click [here](#). Please contact Gary if you would information or to contribute to his presentation.

CFTC Supplement to Position Limits Rule

On May 26 the Commodities and Futures Trading Commission (CFTC) announced that it will issue for public comment a supplement to its position limits proposal. The proposal will modify the procedures for those seeking exemptions from speculative position limits for non-enumerated

bona fide hedging. The supplement would provide a new process for exchanges to recognize certain positions in commodity derivative contracts as non-enumerated bona fide hedges or enumerated anticipatory bona fide hedges, as well as to exempt from federal position limits certain spread positions, in each case subject to CFTC review.

Comments on the supplemental may be submitted electronically through the CFTC's website. If you are interested in contributing to comments on the supplemental, please contact Gary or Ryan. For more information, click [here](#).

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In the News

House Passes GMO Labelling Bill

On July 14 the U.S House of Representatives passed a Senate bill authorizing the creation of a Federal labelling standard for genetically modified food. The bill will now advance to the President's desk, where it is likely to be signed. Under the bill, food manufacturers would be able to use text, symbols or a QR code to provide information on the genetic content of the food they produce. The standard would also override any state laws regarding the labelling of genetically modified food. Efforts to pass a federal standard followed moves by Vermont and other states to implement state based labels for genetically modified food.

For more information on the GMO labelling bill, click [here](#).

OFAC FAQs on Cuba

The Office of Foreign Asset Control (OFAC) has published new frequently asked questions (FAQs) related to U.S. sanctions on Cuba. The new FAQs answer questions regarding the use of the U.S. dollar in certain transactions involving Cuba. U.S. regulatory agencies, including OFAC, are currently in the process of easing some restrictions on trade and travel with Cuba after President Obama reopened diplomatic relations with the island nation in December 2014.

For more information on U.S. sanctions against Cuba, click [here](#). To read the new FAQs, 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

July

25 – Customs and Border Protection comments due on NAFTA certificates of origin.

29 – U.S. Grains Council Corn Buyers Team Meeting – Washington, D.C. – 9:00am-10:00am

August

31-September 1 – U.S. Soy Global Trade Exchange – Indianapolis, Indiana – Please register [here](#).

June- October

TBD – Regional Workshop USG Government Agencies and Industry– Pacific Northwest

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.

November

8 – Election Day – U.S. House, Senate and Presidential elections.

December

7-15 – COP-MOP Meetings to the Cartagena and Nagoya Protocols – Cancun, Mexico

7-9 – UN GHS Subcommittee Meeting – Geneva, Switzerland – Cotter Attending.

2017

March

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

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