



“Working Together to Make Trade Work”

OUTREACH August 10, 2015

Thank you for your membership in and work with NAEGA

Member Opportunities

- Puerto Vallarta, Mexico – APPAMEX/NAEGA Forum – August 13-15, 2015 – [Register Now!](#)
- **Portland, Oregon - Government and Industry Workshop in Portland – August 27, 2015 – [Register Now!](#)**
- **Taiwan Goodwill Mission Reception – September 15**
- **Treasury OFAC Fall Symposium – September 22**
- Future NAEGA Contracts Seminars

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Member Opportunities

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

The 22nd 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, SENASICA, and other industry stakeholders. An opening dinner and gala dinner are included in the registration. Keynote remarks will be made on Mexico’s economic expectations and current reforms.

Please register for the Forum now by completing and returning the form found [here](#).

The registration fee is \$380.

An agenda for the forum can be found [here](#).

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. 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 U.S. 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 session including maritime security, APHIS issues, and FGIS issues.

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

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

Taiwan Goodwill Mission Reception – September 15

NAEGA, along with NGFA, U.S. Wheat Associates, U.S. Grains Council, and USSEC, will be hosting a reception for the Taiwan Goodwill Mission, which will travel to the United States starting on September 14. The reception will recognize the agricultural partnership between the U.S. and Taiwan and honor the mission as it begins its trip across the United States.

The reception will take place from 5:00-7:00pm on Tuesday, September 15 at the Marriott Metro Center Junior Ballroom Foyer in Washington, D.C. A formal invitation can be found [here](#).

All NAEGA members are invited to attend. A NAEGA invitation will be sent out next week.

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Treasury OFAC Fall Symposium – September 22

The U.S. Department of the Treasury’s Office of Foreign Asset Control will be hosting a fall symposium in Washington, D.C. on Tuesday, September 22. The event will include presentations on OFAC regulations affecting all U.S. persons, as well as targeted reviews of sanctions concerns for new and updated OFAC programs. OFAC staff will also be available to answer questions throughout the day. The event will take place at the Walter E. Washington Convention Center.

For more information and to register please click the link [here](#).

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) or Sam (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

Alternative Security Plan (ASP) submitted to U.S. Coast Guard

Last week NAEGA and NGFA submitted to the US Coast Guard Commandant revisions to the NAEGA – NGFA Alternative Security Program (ASP). The ASP provides for an alternative to Facility Security Plans to meet some security measures required by the Maritime Transportation Security Act (MTSA). The ASP is available to facilities operated by NGFA and NAEGA members

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in good standing. Users of the ASP, who have exclusive and secure access to program documents, worked with staff over the past several months to complete a review and draft the proposed revisions. NAEGA Senior Advisor Jerry Cotter spearheaded efforts in developing the submitted revisions to the ASP. The ASP is subject to constant review and improvement. The revisions submitted meet the requirement for a complete review and proposal for revision to be conducted once every 5 years. Upon approval by the Commandant, NAEGA – NGFA ASP users will be notified and expected to complete changes to their facility security measures.

Biotech Crops Alliance Meetings – Montreal, Canada

NAEGA President and CEO Gary Martin traveled to Montreal, Canada on July 29 and 30 to participate in the Biotech Crops Alliance and engage with attending NAEGA members and other stakeholders in a U.S. Biotech Crops Alliance Domestic (USBCA) Working Group Technology Meeting. Gary provided remarks during the plenary session on Wednesday, the .pptx slide he used to discuss “Trends in Global Grain Marketing” can be found [here](#). Thursday provided for all day “Individual Technology Provider Sessions with Value Chain” at which participants had the opportunity to be updated on and compare commercialization plans in the US and worldwide for new crop biotechnology events with representatives of Dow AgroSciences, DuPont Pioneer, Monsanto, Bayer CropScience and Syngenta.

The USBCA conducted the meetings as part of a revised Alliance new [business plan](#). The alarming variance in concern for marketability of US crops and stewardship programs articulated by the technology owner representatives was concerning and will be the subject of considerable evaluation by the NAEGA biotech committee. Overall, several new and existing market risks from aggressive communication will soon be reported out to NAEGA members.

A trip report will be available soon.

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 2015 draft text [here](#):C:\Users\Rys\AppData\Local\Microsoft\Windows\Desktop\China's 2015 Grain Law.pdf). Gary Martin, who serves as IGTC President, will lead the IGTC delegation of Members and Corporate Stakeholders at the August 11 and 12 meetings.

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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](#).

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 for which comments are due August 14 – can be found [here](#).

USTR Review of China’s Compliance with WTO Commitments The Office of the U.S. Trade Representative (USTR) is preparing its annual report to Congress on China’s compliance with its World Trade Organizations (WTO) commitments. The report will include an analysis of topics that relate to commitments made under China’s 2000 WTO accession, including trading rights, import and export regulation, internal policies like subsidies, intellectual property, services and the rule of law.

NAEGA looks forward to receiving member input on this issue. Written comments are due on September 23.

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

ITC Review of Economic Impact of Trade Agreements Prompted by a request from Congress, the U.S. International Trade Commission has begun an investigation into the economic impacts of U.S. trade agreements since 1984. This investigation will include bilateral and multilateral agreements, including the Uruguay round of negotiations. The investigation will take place over a period of 8 months. Submissions of public statements will be accepted until November 4. A public hearing on the report will be conducted on November 17, and the report will be submitted to Congress on June 29

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

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NAEGA Internships

NAEGA has available paid internships for capable and a qualified individuals to work with staff in our Washington, DC office. NAEGA internships are tailored to meet each intern’s available time and interests. Interns work on a part-time basis during regular business hours (9-5 M-F). Work study programs may be incorporated into a NAEGA internship.

Common responsibilities of a NAEGA internship include supporting staff administration and communication related to Membership and Industry Services, National and International Policy, International Programs and Cooperation as well as General Office Administration. NAEGA interns report directly to a Director of Operations and support the work of all NAEGA staff and third party personnel. Examples of NAEGA intern work, all related to NAEGA mission include:

Policy

- Support association advocacy efforts with WTO negotiations, trade relationships worldwide and trade problem resolution.
- Researching assigned policy and trade environments
- Attending and reporting on assigned meetings
- Responding to membership and other requests for information.
- Monitoring applicable media

Program Execution

- Assist with the completion of application forms.
- Make pre-mission arrangements and fulfill other program requirements.
- Maintain required, detailed and accurate files.
- Assist with development and timely completion of all required reports.

Administration

- Website development.
- Communication and outreach with members and stakeholders.
- Organization and file of documents.

A successful candidate for a NAEGA internship is most often engaged in studying and has interest in trade, public and government relations, agriculture, economics, and non-profit association management. Candidate should possess excellent English written and oral communication skills, be proficient in application of MS Office Word, Excel, Outlook and related MS Windows operating system communication and business applications. Additional language skills, business and international experience are all valued attributes Please contact Ryan for further information.

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

TPP Negotiators Meet in Maui

Trans-Pacific Partnership (TPP) negotiators met the week of July 27 in Maui, Hawaii to continue talks on the largest regional trade deal in history. Some observers believe that parties are nearing agreement on the final terms of the package. However, by Friday, it became apparent that no agreement would be reached at this summit. Issues still being debated include intense negotiations involving Canada, the U.S, Australia, and New Zealand over market access in dairy. Bilateral negotiations between the U.S. and Japan also proved less than fruitful as both continue to debate opening auto and rice markets, respectively.

USTR Ambassador Michael Froman is headed to Kuala Lumpur on August 22 for a meeting of ASEAN economic ministers, and some hope discussions could continue around those meetings. However, it appears likely that further negotiations will not continue until September.

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

WTO Slashes Tariffs on IT Goods

On July 24, the World Trade Organization (WTO) finalized an agreement that would update the 18-year-old Information Technology Agreement and add 201 information technology products to the list of goods covered by zero-tariff and duty-free trade. The value of IT trade is worth 7% of global trade, and removing these tariffs worth \$1.3 trillion is expected to give a \$190 billion boost to the world economy.

However, five of the 54 WTO members that negotiated the deal – Taiwan, Turkey, Thailand, Colombia and Mauritius – failed to sign up, leaving the deal short of a quorum, measured as 90 percent of world trade in those products, needed to bring it into force for all 161 WTO members. Other members are optimistic about the outlook and potential of those five members to join in support of the agreement.

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

U.S. Mexico High Level Economic Dialogue

In a recent meeting of the U.S.-Mexico High Level Economic Dialogue (HLED) U.S. and Mexican authorities highlighted a number of areas of bilateral cooperation that will help ease trade flows across the border. Some of these efforts include creation of single customs manifest systems, mutual recognition of security arrangements, pre-inspection of goods and improvements of cross boarder infrastructure, including bridges, ports, and railroads.

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In addition, U.S. and Mexican authorities are working closely to enhance cross border agricultural trade. This includes ongoing efforts by USDA and the Mexican Secretariat of Agriculture to create compatible systems for e-phyto certificates.

More information on the HLED can be found [here](#). Information on the most recent meetings can be found [here](#).

Export-Import Bank Charter Expires

Last week Congress passed a 3-month Highway Trust Fund extension excluding a reauthorization of the Export-Import Bank. Many observers believed that the Bank’s reauthorization would be attached to the Highway Trust Fund legislation, but the Fund’s short term renewal killed any chance that both reauthorizations would move together. 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. Any chance of a renewal of the Bank’s charter will now be on hold until after the August recess.

For more information, 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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NAEGA Calendar & Member Notices

2015

August

10-12 – Beijing, China – New Grain Law meetings, Gary attending.

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.

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15 – Taiwanese Goodwill Mission meetings and reception. Marriot Metro Center Junior Ballroom Foyer, Washington, D.C. 5:00-7:00pm

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 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. Walter E. Washington Convention Center, Washington, D.C. 8:00am-4:00pm.

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

November

16-19 – USAEDC 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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