



“Working Together to Make Trade Work”

## OUTREACH August 18, 2015

Thank you for your membership in and work with NAEGA

### Member Opportunities

- **Portland, Oregon - Government and Industry Workshop in Portland – August 27, 2015 – [Register Now!](#)**
- **Miami, Florida – essDocs Americas Grain and Oil Workshop – September 9, 2015**
- **Taiwan Goodwill Mission Reception – September 15**
- **Treasury OFAC Fall Symposium – September 22**
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- 22<sup>nd</sup> Annual NAEGA-APPAMEX Forum
- Agriculture Trade Dialogue Event with Darci Vetter

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- Upcoming Events and Notices for Members

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## **Member Opportunities**

### **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.

### **essDocs Americas Grain and Oil Workshop – September 9, 2015**

On September 9, 2015 essDocs Americas will be hosting a Grain and Oil DDG Workshop in Miami, Florida to highlight the benefits of electronic documents and consider the challenges of transitioning to eDocs and how these challenges can be overcome. NAEGA President and CEO Gary Martin will be attending. The agenda currently includes an overview of CargoDocs for agriculture, recent progress in existing trials and progress using industry contracts, including NAEGA's. Christian Dellis from USDA APHIS will be attending as a guest speaker. If you are interested in attending please contact Gary or Ryan.

A finalized agenda can be found [here](#).

### **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. Please register [here](#).

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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.

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**

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

Earlier this month 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 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

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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**

On behalf of the International Grain Trade Coalition and NAEGA, Gary Martin completed a successful trip last week to Beijing, China to address China’s draft “New Grain Law” with government and industry stakeholders. At the invitation of the COFCO Group and China Chamber of Commerce of Import and Export of Foodstuffs, Native Produce & Animal By-Products (CNFA), NAEGA underwrote and organized three days of events focused on working with the China’s General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ). The efforts emphasized consideration of the draft 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](#)).

Representatives of at least 20 NAEGA member companies (IGTC Corporate Stakeholders), 10 IGTC members, 8 Chinese grain trade companies and 6 governments were among the over 75 participants in the 2 days of working meetings on August 11 and 12. A networking reception on the 11 was attended by some 100 persons including additional government and stakeholder representatives.

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AQSIQ representatives indicated their appreciation to all participants as well as a strong willingness to work with the trade as they prepare for implementation of the new measures. The working meetings provided some important clarifications and additional opportunity to engage on the measures before implementation. It is clear that AQSIQ will emphasize consideration of responses to the WTO Committee on Sanitary and Phytosanitary measures notice [G/SPS/N/CHN/882](#). Participants in the Working Meetings concluded with an agreement to issue an AQSIQ approved report in ample time to support development of comments to WTO on the Draft Measures by the 4 October 2015 deadline.

Gary’s trip report along with details on next steps will be available soon.

**22<sup>nd</sup> Annual NAEGA-APPAMEX Forum**

NAEGA Board Vice-Chair Wesley Uhlmeier joined NAEGA staff and invited guests on June 13-15 in Puerto Vallarta, Mexico for the 22<sup>nd</sup> Annual NAEGA-APPAMEX Forum. This year’s Forum theme was “The Mexican Agri-Food Sector Path under a Public-Private Context towards Global Competitiveness.”

Wes addressed “Agricultural Price Hedging: Innovations and Changes for Hedgers” including a synopsis on recent proposed changes to the bona fide hedge rule. NAEGA invited Marisa McGuire Martin, VP of Americas at EssDocs to discuss e-phyto documentation and the efforts that her company is making in expanding e-documentation in the grain and petroleum sectors. NAEGA Senior Advisor Sam Bonilla provided views on “Outlook of Import Agricultural Bulk Commerce Railway and Sea Freight Transportation” and focused on ocean freight. NAEGA Director of Operations Ryan Olson advised the more than 80 in attendance on the “U.S. Political Situation and the Forthcoming Presidential Elections” with a focus on how trade policy will be effected by Congressional and Executive actions. Sam’s PPT can be found [here](#). Ryan’s can be found [here](#). The conference also highlighted important developments in Mexican trade policy, infrastructure, SPS documentation, and recent economic reforms.

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

Sam and Ryan’s trip report will be made available soon.

**Food and Agriculture Trade Dialogue Event with Darci Vetter**

Thanks to Arent Fox and Marc Fleischaker for the hospitality extended to the Food and Agriculture Dialog for Trade Agreements. On August 10 NAEGA and Dialogue participants welcomed U.S. Trade Representative Chief Agriculture Negotiator Ambassador Darci Vetter to discuss ongoing Trans-Pacific Partnership (TPP) negotiations and the progress U.S. agriculture negotiators are making on market access. Ms Vetter shared insights on recently concluded negotiating round in Maui, Hawaii and provided insight on some of the ongoing challenges, including rice and dairy. Ms Vetter expressed confidence that the U.S. would receive strong market access through the TPP agreement, and commented that recent delays in finalizing negotiations centered on a few sensitive issues. In particular, New Zealand continues to pressure

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Canada on its milk supply management program, a conflict that has delayed potential finalization of the pact to the fall at the earliest. Ryan Olson, Director of Operations, organized the Dialogue represented NAEGA.

## **NAEGA Future Actions**

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

### **2015**

#### **August 20 Comments on Re: Docket No. APHIS-2014-0097:**

**Preliminary Plant Pest Risk Assessment and Draft Environmental Assessment for Maize Designated as Event MON 87403** – The Animal and Plant Health Inspection Service has released a call for comments on the pest risk of Maize MON 87403. In laboratory and field trials MON 87403 has been found to not likely be a plant pest. Therefore, petitioners are seeking non-regulated status for this variety of GE crop under 7 CFR part 340. NAEGA, along with NGFA, plans to submit comment.

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

**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](#).

**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.

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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](#).

### **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.

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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**

### **USCG Waves on the Waterfront newsletter**

Last week the U.S. Coast Guard Office of Port and Facility Compliance released the June edition of the *Waves on the Waterfront* newsletter focusing on safety, security and stewardship of American ports and export facilities. This month newsletter features information on participating in Sector Coordinating Councils (SCC), Hurricane preparedness, explosive handling, and an update on TWIC processing delays, among other items.

A copy of the newsletter, and more information about each of these topics, 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.

In addition, U.S. and Mexican authorities are working closely to enhance cross boarder 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](#).

*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**

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

**19 – Geneva, Switzerland** – Gary Martin will attend an Executive Session of the International Grain Trade Coalition (IGTC)

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

**September**

**9** – Miami, FL – America’s DDG Grain and Oils Workshop hosted by essDocs, Gary Martin attending.

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

**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.

**October**

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

**18** – Budapest, Hungary – Plant Breeding and Innovation Working Group of the International Seed Federation (ISF), Marcel Bruins attending.

**November**

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**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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