



*“Working Together to Make Trade Work”*

## **OUTREACH August 3, 2015**

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

### Member Opportunities

- Washington, DC – U.S. Food and Agriculture Trade Dialogue, **Web Registration Closed** – August 10
- **Beijing, China – COFCO Group CFNA AQSIQ Meeting – August 11-12, 2015 Web Registration Closed**
- 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!**
- Future NAEGA Contracts Seminars

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## **Member Opportunities**

### **Washington, DC – U.S. Food and Agriculture Trade Dialogue – August 10**

The U.S. Food and Agriculture Trade Dialogue will host the U.S. Trade Representative’s Chief Agricultural Negotiator Darci Vetter and other U.S. Government colleagues for a discussion on current trade agreement negotiations. Arent Fox, LLP, 1717 K St. NW, Washington, D.C. has again graciously provided their multi-purpose room for the Dialog from 2 to 4 PM on August 10.

The Dialogue is open to participation by thought leaders (other than media) engaged in trade and agricultural policy developments.

Registration for the August 10 Dialog via the NAEGA’s Constant Contact website is closed. If you or a colleague are not registered but would like to attend, please contact Ryan.

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

#### **Web Registration Closed – Contact NAEGA directly.**

COFCO Group and China Chamber of Commerce of Import and Export of Foodstuffs, Native Produce & Animal By-Products (CFNA) have invited International Grain Trade Coalition (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. NAEGA is coordinating meetings on Tuesday and Wednesday August 11 and 12 and a Gala reception the evening of Tuesday, August 11. Gary Martin also plans to convene with NAEGA members in Beijing on Monday, August 10 in advance of the IGTC meeting and the Gala reception. Gary, who is also President of the IGTC, will lead the IGTC delegation of Members and Corporate Stakeholders.

The meetings and reception will take place in Beijing, China on August 11 and 12.

**Guest rooms:** W Hotel Chang’an may be still be available at the special room rate of 1250CNY plus 15%. Please contact the hotel directly or via the website at the link [here](#). Invitations to the Gala Reception will follow soon.

Registration for the August 11 and 12 working meetings is closed on the Constant Contact website. NAEGA member personnel who have not registered and would like to attend should contact Gary Martin.

These meetings are the result of NAEGA Grades and Inspection Committee high priority to respond to the “New Grain Law.” An English translation of the Draft measures and invitation letter can be found [here](#).

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Please contact us with any questions or advice 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.

**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, 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.

Please register for the Forum now by completing and returning the form found [here](#). A more detailed agenda is forthcoming.

**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.

**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.

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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**

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

This 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 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

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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 draft text [here](#)). Gary Martin, who serves as IGTC President, will lead the IGTC delegation of Members and Corporate Stakeholders at the August 11 and 12 meetings. Gary plans to convene with NAEGA members in Beijing on Monday August 10<sup>th</sup> in advance of the meeting.

### **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](#).

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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.

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***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**

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

This 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](#).

### **TPP Negotiators Meet in Maui**

Trans-Pacific Partnership (TPP) negotiators met this week 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

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

### **U.S. - Venezuela Sanctions**

On July 10, 2015, the Office of Foreign Assets Control (OFAC) issued regulations to implement the Venezuela Defense of Human Rights and Civil Society Act of 2014 (Public Law 113–278) and Executive Order 13692 of March 8, 2015. The Defense of Human Rights and Civil Society Act of 2014 was designed to impose targeted sanctions on persons responsible for violations of human rights of anti-government protesters in Venezuela, to strengthen civil society in Venezuela, and for other purposes.

The international non-governmental organization Human Rights Watch recently stated, “Under the leadership of President Chavez and now President Maduro, the accumulation of power in the executive branch and the erosion of human rights guarantees have enabled the government to intimidate, censor, and prosecute its critics.” The executive order sanctioned seven

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Venezuelan government and military officials; their property is being frozen, Americans are barred from doing business with them, and the seven cannot travel to the U.S.

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

### **WTO Slashes Tariffs on IT Goods**

On Friday, 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](#).

*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** – Washington, DC – U.S. Food and Agriculture Trade Dialogue Featuring USTR Chief Agricultural Negotiator Darci Vetter

**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**

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**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 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** – 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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