



*“Working Together to Make Trade Work”*

## **OUTREACH September 12, 2013**

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

### **Member participation opportunity:**

- Training Courses on GIPSA Container Standard – Various Times and Locations
- 2013 U.S. Soy Global Trade Exchange – Davenport, Iowa – September 16-18
- NAEGA Fall Board Meeting – Minneapolis, Minnesota – September 18
- NAPPO Annual Meeting 2013 – Guelph, Ontario-Canada – October 28-November 1

### **Action Reports**

- NAEGA Committee Conference Calls
- Thailand-U.S. – Commodity Export Program
- U.S.-EU – Enogen Approval Process
- U.S. – GLI Meeting with USDA
- U.S.-Taiwan – Taiwanese Goodwill Mission Reception
- World – International Biotech Symposium

### **New Issues**

- U.S. – CBP East Coast Trade Symposium
- U.S.-EU – USTR Seeking Input on Trade Barriers for Exports to the EU
- U.S. – GAO Report on USDA Market Access Program
- U.S.-Uruguay – Trade Facilitation MOU

### **NAEGA Calendar and Member Notices**

- Upcoming Events and Notices for Members

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## **NAEGA Member Participation Opportunity**

### **Training Courses on Revised GIPSA Container Standard Requirements**

USDA GIPSA is conducting training courses for industry on their revised container standard requirements. If you or your organization is interested in attending or would like more information on the course, please contact the GIPSA staffer listed.

1. **9/18/13** from 2 to 4 p.m. at the National Grain Center, 10383 N. Ambassador Dr., Kansas City, MO 64153, Contacts: Jeff L. Heureux, (816)659-8415, Jeffery.L.Heureux@usda.gov and Rob Dorman, (816)659-8411, Robert.J.Dorman@usda.gov
2. **TBD** somewhere on the West Coast, Contact: Ron Metz, (816)659-8400, Ronald.G.Metz@usda.gov

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### **2013 US Soy Global Trade Exchange – Davenport, Iowa, September 16-18**

We are looking forward to meeting NAEGA member personnel at the U.S. Soy Global Trade Exchange. The Exchange is hosted by the U.S. Soybean Export Council and the Midwest Shippers Association in the Quad Cities – Davenport, Iowa from September 16-18. Both Kyle and Gary are planning to attend. Activities NAEGA is directly involved with include:

- On Monday September 16 from 2:15 – 3:45 Gary will moderate panel on “Globalization and Agriculture Trade Policy”. Panelists include SUZANNE HIENAN, Career Minister at USDA FAS, FRANCISCO MAYORGA, past Secretary of Agriculture, Mexico NGUYEN QUOC CUONG, Ambassador to the United States from the Socialist Republic of Vietnam, and JOHN DARDIS, First Secretary for Agriculture and Food at the Embassy of Ireland.
- Late Monday afternoon, anticipated that the Chinese will be signing soybean contracts worth \$500 million. Gary will attend and make remarks.
- On Tuesday Sept 17 – 7:30-8:45 am – NAEGA Members are invited to review the Sustainable U.S. Soy Certification Portal. The briefing will be at the Quad Cities River Center, Wisconsin Room. During this introduction of the portal, U.S. Soy exporters will be introduced to the simple no-cost process that provides sustainability certification for export shipments through a web-based application. More information can be found [here](#) and an invitation to the event can be found [here](#). NAEGA Senior Advisor Sam Bonilla and Gary will join the panel to brief all interested.
- Kyle will manage a NAEGA display at the trade show.

A preliminary agenda for the entire event can be found [here](#).

### **NAEGA Fall Board Meeting – Wayzata, Minnesota, September 18**

NAEGA’s fall board meeting is scheduled to meet on September 18, 2013 from 10:00am (CDT) to 3:00pm (CDT) at Cargill, 15407 McGinty Road West, Wayzata, Minnesota.

All NAEGA Members are invited to attend. A draft agenda, including reports from all NAEGA Committees will be available.

Nearby hotels are: Sheraton Minneapolis West, 12201 Ridgedale Dr., Minnetonka, MN 952593-0000, and Radisson-Plymouth, 3131 Campus Dr. Plymouth, MN 1-800-992-2694

### **NAPPO Annual Meeting 2013 – Guelph, Ontario, October 28**

The 2013 North American Plant Protection Organization (NAPPO) annual meeting is scheduled for October 28, 2013 to November 1, 2013 at the Delta Hotel in Guelph, Ontario in Canada. More information will be coming soon. NAEGA is planning to participate. In addition to concerns with official plant protection regulation in Mexico, Canada and the U.S. expect to focus on the International Plant Protection Organization’s intentions regarding a standard for Phytosanitary Measures for International Grain Movements. Updates on the agenda are forthcoming at: <http://www.nappo.org/en/>

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*Full Details on Upcoming Events can be found in the [Meetings & Events Section of the NAEGA Member’s Only Page](#) and the [Personal Pages Website](#)*

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## **Reports on NAEGA Actions**

### **NAEGA Committee Conference Calls**

In advance of the NAEGA Board of Directors meeting on September 18, each of the 4 standing NAEGA committees conducted a conference call to review key issues and consider items for reporting to the Board of Directors. The following is a brief summary of each committee call:

- **Biotechnology:** The Biotechnology Committee had a lengthy discussion on country import and export approval status. The committee intends prepare a decision memo to discuss at the board meeting on the possibility of creating a list of approved grain traits to pass along to producers so they better understand what types of grains are merchantable. The committee also discussed the upcoming GLI conference in South Africa, NAEGA’s future with the International Grain Trade Coalition (IGTC), and efforts of Global Alliance for Agricultural Biotechnology Trade (GAABT).
- **Contracts:** The primary topic of discussion during the Contracts Committee call was NAEGA’s efforts at the American Arbitration Association (AAA). Sam and Kyle reported on a recent call they had with the AAA about NAEGA applicants to the International Panel of Arbitrators and Mediators. The committee agreed that the applicants should proceed with the full submission and NAEGA will write the AAA articulating its position on AAA’s selection of arbitrators. The committee also discussed Canada-U.S. regulations and the possibility of a NAEGA contract seminar.
- **International Programs:** The International Programs Committee reviewed the international programs budget and the plan for finishing the year. It also discussed the recent USDA FAS audit of NAEGA’s MAP program, and NAEGA’s future involvement with IGTC.
- **Grades and Inspection:** The Grades and Inspections Committee reviewed the recent GIPSA FGIS Workshop that took place in Portland. It also discussed recent staff reports including, the Chinese soybean project, a spoutline video, trade agreement negotiations, International Plant Protection Committee, U.S.-Canada Grains & Seed Trade Task Group, Sustainable U.S. Soy Certification Portal, and the Mexican soil-pod issue.

### **Thailand-U.S. – Commodity Export Program**

NAEGA President, Gary C. Martin, and NAEGA Senior Advisors, Kendall Keith and Kirk Miller, presented to Cochran Program Fellows as a part of the USDA Cochran Program to

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“Assist Thailand in Commodity Production and Trade Analysis.” The Fellows in attendance on the September 4 session at the USDA South Bldg., in Washington, DC were:

Gary’s presentation can be found [here](#).

### **U.S.-EU – Enogen Approval Process**

Syngenta responded to NAEGA’s request for more information on the approval of event 3272, d.b.a. Enogen. Syngenta reports it is working with the European Food Safety Authority (EFSA) to get approval of their product, also known as Enogen. However the timing of the approval is still unclear.

### **U.S. – GLI Meeting with USDA**

The key organizations from the U.S. corn and soybean value chain, working together formally under the Biotech memorandum of understanding (MOU) met with high level officials from the U.S. to discuss the Global Low-Level Presence Initiative (GLI) and the importance of Low-Level Presence policies in international grain trade. NAEGA President Gary Martin joined representatives from ASTA, ASA, BIO, NCGA, and NGFA to convey a high level of ambition to address barriers to agricultural trade that are related to the sound and safe use of biotechnology. Top priorities for the MOU include:

- Elimination of asynchronous approvals.
- Replacing zero tolerance policies with transparent, predictable and economically viable policies that allow stakeholders to prevent LLP incidents from occurring. Examples could include mutual recognition or Low Level Presence (LLP) policies to facilitate trade and fill the gaps when authorizations are not synchronized.
- Improving the predictability and timeliness of approvals in major export markets, such as China, Korea and EU. Make addressing the marketability of U.S. corn and soybeans at top trade policy priority, with particularly emphasis on removing inappropriate, non-science based barriers to agricultural biotechnology that cause delays in securing timely approval or result in unnecessary disruption to trade
- Further development of strategies and efforts, both bilateral and multilateral (GLI and the Like Minded Initiative) to improve of the marketability of crops produced with modern biotechnology.

This meeting was a follow up to a [letter](#) sent to these officials on August 22, 2013 which encouraged the Administration to take a more active role advocating for GLI.

The meeting was in advance of a GLI meeting in Durban, South Africa on September 18-21. NAEGA Biotech Committee Chair Paul Green and NAEGA Senior Advisor Kirk Miller plan to attend.

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Supported by key staff, Darci Vetter, USDA Deputy Under Secretary for Farm and Foreign Agricultural Services; Phil Karsting, USDA FAS Administrator; Islam Siddiqui, USTR Chief Agricultural Negotiator; and Jose Fernandez, U.S. Department of State Assistant Secretary for Economic and Business Affairs all attended the meeting with the MOU representatives.

The meeting concluded with the appearance that little can be done before the Durban meeting to increase the level of ambition from all participating countries, including the U.S. However, the U.S. government pledged to meet with industry following that meeting in late September. The trade associations plan to create a matrix of targeted countries indicating specific LLP issues to help move the discussion forward in the future.

### **U.S.-Taiwan – Taiwanese Goodwill Mission Reception**

NAEGA co-hosted a Taiwanese goodwill mission reception on September 10 at the National Press Club in Washington D.C. The Taiwanese Mission signed Letters of Intent (LOI) to show the industry people from Taiwan intend to buy stipulated quantities of grains and co-products from the U.S. during 2014 and 2015. The primary function of this mission was to help enhance the face-to-face relationships with grain producers, key leaders of related associations, and government leaders.

### **World – International Biotech Symposium**

Gary attended and, presented at the Illinois Soy International Biotech Symposium in Champaign, Illinois. Gary presented on the International Import/Export Panel to an audience from all across the world. The Symposium brought together over 200 international farmers, regulators, technology providers, and agribusiness leaders representing 16 countries. NAEGA received a very positive response from Gary’s presentation.

Gary’s presentation [can be viewed here](#). If you would like the other presentations from the Symposium, please contact Kyle.

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

#### **2013**

**Sept. 20** – Comments to USTR on China’s compliance to WTO obligations. <http://www.gpo.gov/fdsys/pkg/FR-2013-08-15/pdf/2013-19846.pdf>

**Sept. 27** – Comments to APHIS on Canada-United States Perimeter Approach to Plant Protection. <http://content.govdelivery.com/accounts/USDAAPHIS/bulletins/86a42b>

**Oct. 11** – Comments to Office of Management and Budget on the U.S. – Canada Regulatory Cooperation Council’s progress to date and how to address regulatory divergence between the U.S. and Canada governments.

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**Oct. 22** – Comments to FAS on the proposed extension of an information collection in support of the export sales reporting program for U.S. agricultural commodities.

**Nov. 26** – Comments to FDA’s proposed rule on importer/third-party accreditation of foreign foods: <https://www.federalregister.gov/articles/2013/07/29/2013-17994/accreditation-of-third-party-auditors-certification-bodies-to-conduct-food-safety-audits-and-to-issue>

**Nov. 30** – Comments to Agriculture and Agri-Food Canada (AAFC) on current crop variety registration system in Canada. <http://www.agr.gc.ca/eng/about-us/public-opinion-and-consultations/crop-variety-registration-engagement/?id=1374781777067>

**TBD** – Comments to the Canadian Food Inspection Agency (CFIA) on draft directives D-12-05: [http://www.naega.org/images/pdf/CFIA\\_Draft\\_D-12-05.pdf](http://www.naega.org/images/pdf/CFIA_Draft_D-12-05.pdf)

*NAEGA Actions on Current Issues are tracked on both the Member’s Only Section under their relevant committee pages and the on the Personal Page’s site. Updates to tracked issues are posted in this section.*

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## **New Issues & Opportunities for NAEGA Consideration**

### **U.S. – CBP East Coast Trade Symposium**

The U.S. Customs and Border Protection (CBP) announced that the 2013 East Coast Trade Symposium is scheduled to take place on October 24-25, 2013 in the Washington, D.C. Metropolitan Area. The notice indicated that "due to the Symposium’s popularity there will be a limit of three representatives from the same company enforced in order to enable a wide variety of companies to participate"

CBP will provide further registration and symposium information soon. The CBP announcement is available [here](#).

### **U.S.-EU – USTR Seeking Input on Trade Barriers for Exports to the EU**

The Office of the United States Trade Representative (USTR) issued a press release announcing their collaboration with the U.S. Small Business Administration and the U.S. International Trade Commission (USITC) in the launch of a series of nationwide roundtables aimed to obtain feedback from small businesses regarding concerns and trade barriers when exporting to the European Union (EU).

The press release further suggests that the involvement of smaller companies would be a key factor in the negotiations, as "Trade agreements can particularly help smaller firms by tackling tariff barriers, burdensome customs procedures, discriminatory or arbitrary standards, and lack of

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transparency relating to relevant regulations in foreign markets, which can be especially costly to small companies with fewer resources relative to large firms."

The nationwide roundtables will be held in twenty cities between September 9, 2013, and September 27, 2013. The press release can be found [here](#).

### **U.S. – GAO Report on USDA Market Access Program**

Recently the U.S. Government Accountability Office (GAO) analyzed the USDA’s market development programs, including the Market Access Program (MAP). Overall, the analysis asserted that the government's expenditures for the programs resulted in greater increases in U.S. agricultural exports and greater benefit to the U.S. economy than would have occurred without the expenditures. However, an economic model used to estimate the programs' impact on U.S. market share omitted important variables, such as commodity prices. The GAO recommended that USDA (1) emphasize that market development program participants' annual progress reports should identify the methodologies used to assess results and (2) ensure that any economic models used in future cost-benefit analyses of the programs include industry-specific variables and sensitivity analyses of key assumptions. USDA concurred with GAO's recommendations.

The GAO report can be found [here](#).

### **U.S.-Uruguay – Trade Facilitation MOU**

On August 27, 2013, the International Trade Administration (ITA) issued a press release announcing that a facilitation Memorandum of Understanding (MOU) was signed between the U.S. and Uruguay in an effort to strengthen the trade relationship between both countries.

The press release 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**

### **September**

**16-20** – London, England – IMO/DSC Meeting – NAEGA’s senior advisor, Jerry Cotter, will attend the IMO/DSC meeting which will cover reception facilities for cargo and access to stockpiles by vessel representatives.

**16-18** – Davenport, Iowa – U.S. Soy Global Trade Exchange

**18** – Wayzata, Minnesota – NAEGA Fall Board Meeting at Cargill.

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**18-20** - Durban, South Africa - Third Meeting of the Global Low Level Presence Initiative (GLI) – Kirk Miller to attend for NAEGA. Paul Green also attending for IGTC.

**19** – Washington, D.C. – FDA Public Meeting on Foreign Supplier Verification Programs (FSVP) and Accreditation of Third-Part Auditors.

**19** – Washington, DC, Michigan State University /USDA-FAS International Agricultural Biotechnology Short Course, Industry Roundtable at the USDA Whitten Building (Room 107-A) 9:00 a.m. to 12:00 noon. Gary is panel member for the international roundtable. This year 28 international participants from several countries are expected to attend.

**22-24** – Santander, Spain – Dry Bulk Terminals Group Meeting – NAEGA’s senior advisor, Jerry Cotter, will attend the DBTG meeting which will address Transportation Moisture Limit issues as well as operational and shipping issues and a grain elevator tour.

**27** – Washington, D.C. – Public hearing at USTR on Russia’s implementation of its WTO obligations.

### **October**

**4** – Washington, D.C. – Public hearing at USTR on China’s compliance with its WTO obligations.

**24-25** – Washington, D.C. Area – CBP East Coast Trade Symposium

**28 – Nov. 1** – 2013 NAPPO Annual Meeting – NAPPO’s annual meeting has been scheduled for October 28, 2013 to November 1, 2013 at the Delta Hotel in Guelph, Ontario in Canada. More information will be coming soon.

### **November**

**TBD** – Washington, DC – One Day USDA/USAID Food Aid & Development Meeting with Stakeholders

**4-6** – San Antonio, Texas – American Nutrition Forum – Gary Martin attending and presenting

**12-15** – Lisbon, Portugal - 6th International Conference on Coexistence between Genetically Modified (GM) and non-GM based Agricultural Supply Chains: [www.gmcc13.org](http://www.gmcc13.org)

**19-21** – Baltimore, Maryland – U.S. Agricultural Export Development Council (USAEDC) 2013 Annual Workshop – NAEGA Members invited to participate

**20** – Riverdale, Maryland – APHIS BRS Annual Stakeholder Meeting – Attendees can participate in person or via webcast. Meeting details and registration information will be available soon.

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**2014**

**January -- TBD** – Egypt – 2013 Middle East Regional Trade Conference hosted by U.S. Wheat Associates in cooperation with NAEGA, U.S. Grains Council and U.S. Soybean Export Council

**March**

**31** – 2014 NAEGA Annual Meetings – Hilton Head, South Carolina

**30-April 1** – 2014 NGFA Convention – Hilton Head, South Carolina

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