



“Working Together to Make Trade Work”

OUTREACH September 14, 2015

Thank you for your membership in and work with NAEGA

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- International Dry Bulk Terminals Group Annual Meeting – September 30
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Member Opportunities

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](#).

International Dry Bulk Terminals Group (DBTG) Annual Meeting

On September 30, NAEGA Senior Advisor Jerry Cotter will travel Vancouver, Canada to attend the International Dry Bulk Terminals Group’s annual meeting. Jerry has been closely following international developments related to the International Maritime Organization (IMO), port security, and other maritime issues on the classification of grain cargoes as a hazardous material and explosive hazard. In coordination with the DBTG and via his work with the U.S. Coast Guard, the IMO’s subcommittee on the Carriage of Cargoes and Containers (CCC), and at other related venues like the UN’s Globally Harmonized System of Classification (GHS) Transportation of Dangerous Goods subcommittee, Jerry leads NAEGA and global industry efforts to monitor and engage in related developments on the critical impact to GRNOS trade. At the annual meeting of the DBTG in Vancouver, Jerry will continue these efforts and monitor any further discussions. He will also work to encourage DBTG efforts to align with NAEGA objectives and report out advice for further actions.

Please let us know if you would like to provide input on the DBTG meeting or other related issues.

A notice to post on this travel can be found [here](#).

IGC Meeting and Forum

On December 1, the International Grains Council and the Bolsa Cereales Argentina will hold a forum titled *The New Global Context: Challenges and Opportunities of Large Net Exporters* in Buenos Aires, Argentina. The forum, graciously hosted at the Bolsa de Cereales, covers a broad preliminary agenda featuring discussions on global grain markets, upcoming developments and challenges to the grain trade, ongoing trade negotiations, and food security issues, among other topics. All NAEGA members are invited to attend. A preliminary agenda will be released soon.

IGTC General Assembly and Meetings

The International Grain Trade Coalition will hold its General Assembly on December 2 and 3 in Buenos Aires, Argentina. All NAEGA members are invited to attend. Further details on this event, including a draft agenda, will be forthcoming.

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NAEGA 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, as well as 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) or Sam (sbonilla@naega.org). We have several open dates during which Seminars may be conducted. At your convenience, please let us know if you would like to discuss options for holding a seminar.

NAEGA Internships

NAEGA is seeking candidates for internships in our Washington, D.C. office during the winter and summer of 2016. NAEGA internships last for 2 to 4 months and are tailored to meet the availability and interests of the student. Common responsibilities for 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. Work study programs may be incorporated into a NAEGA internship.

Please contact Ryan to discuss – we are now recruiting for interns to start in January or February and May or June of 2016. Your recommendations are welcome!

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

22nd Annual NAEGA-APPAMEX Forum Trip Report Now Available

NAEGA Senior Advisor Sam Bonilla and Director of Operations Ryan Olson recently travelled to the 22nd Annual NAEGA-APPAMEX Forum in Puerto Vallarta, Mexico. Issues covered at the forum include:

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- Soil presence in grain shipments to Mexico;
- Update of Mexican customs laws, Article 81;
- E-Phyto certifications;

These and other items are included in a newly-released trip report which can be found [here](#).

IGTC Executive Session Management Council Trip Report Now Available

In August, NAEGA President and CEO Gary Martin, who is also President of the IGTC, traveled to Geneva to hold an Executive Session of the IGTC Management Council. Gary, joined by IGTC Secretariat Marcel Bruins and IGTC Vice-President Teresa Babuscio, worked to update the IGTC business plan and address IGTC priorities.

A trip report for the Executive Session of the IGTC Management Council can be found [here](#).

London IMO CCC Meeting, Chatham and Canning House Events, and FAS Europe and EU Cooperator Meetings

From September 14-18, the International Maritime Organization’s (IMO) Subcommittee on the Carriage of Cargoes and Containers (CCC) will meet in London, England. The meeting will discuss IMO action on a variety of issues, including amendments and supplements to the International Bulk Supply Code (IBSC). NAEGA Senior Advisor Jerry Cotter will attend. Jerry has been actively engaging IMO and related intergovernmental organizations on the IBSC and efforts to classify grain as a hazardous cargo. Jerry will attend the meeting and monitor whether proposed amendments and supplements to the ISBC are in line with NAEGA priorities.

On September 21, NAEGA President and CEO Gary Martin will join Jerry in London to present before a day-long event on *Vulnerabilities and Choke Points for Global Food Trade* hosted by Chatham House Research. Jerry will focus on resilience and capacity of inland transportation and port infrastructure, and plans to represent NAEGA and discuss from a North American grain trade perspective. His related experience in maritime transportation will segue into Gary’s presentation and participation in representing the IGTC as well as NAEGA (attached is IGTC background). Gary will highlight a perspective of the global grain trade, emphasizing the demand, supply and policy impacts.

While in London, Gary will also conduct meetings with GPS, GAFTA, FOSFA, IBTA, and IGC. Further meetings with FAS are planned, including participation in the 2015 FAS Europe and EU Cooperator Meetings.

Later in the week, Gary will cap off his trip with a presentation at Canning House on *Security of global food supply: what role for Latin America’s net agricultural exporters?* on September 25.

Please let us know if you would like to provide input on any or all of these opportunities.

A notice to post on this trip can be found [here](#).

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Letter to Capitol Hill on Country of Origin Labeling Reform

NAEGA, along with the National Pork Producers Council and dozens of other organizations, has signed on to a letter to members of Congress on Country of Origin Labeling (COOL) reform. The letter, set to be mailed to Members on September 18, urges Congress to address COOL labeling and avert retaliatory tariffs by the governments of Canada and Mexico. In May, the U.S. lost its final appeal at the WTO over mandatory labeling of certain cuts of beef and pork. The WTO determined that this labeling was discriminatory against Canadian and Mexican producers. Currently, if Congress does not take action to repeal COOL, retaliatory tariffs by Mexico and Canada could cost \$3 billion and over 25,000 jobs. The House has already passed its version of a reform bill.

A final copy of the letter will be available soon.

Letter to President Obama on China State Visit

On September 10, NAEGA signed on to a letter from the U.S. Biotech Crops Alliance ahead of a state visit to the U.S. next week by Chinese President Xi Jinping. The letter calls for President Obama to actively push President Xi to establish a transparent, predictable, and practical approach to both biotechnology approvals and imports of grains and oilseeds that contain biotechnology. It also calls on President Obama to obtain commitments on a backlog of biotech approvals, as well as reengage and elevate the Strategic Agricultural Innovation Dialogue.

A copy of the letter can be viewed [here](#).

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 – 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

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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 (USITC) 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 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

USTR Michael Froman Briefs House Ag and Trade Advisory Committee

Last week, U.S. Trade Representative Ambassador Michael Froman met with both the U.S. House Agriculture Committee and the USTR Advisory Committee on Trade Policy and Negotiation to discuss the fall agenda for U.S. trade policy and its effect on U.S. agriculture. House Ag Committee Chairman Conaway emphasized the importance of securing market access for rice and dairy in ongoing trade negotiations during their meeting. The USTR is preparing for a busy fall agenda that could include finalization of the Trans-Pacific Partnership (TPP), as well as continued negotiations of the Trans-Atlantic Trade and Investment Partnership (TTIP). In addition, a state visit by Chinese President Xi Jinping will also bring heightened attention to trade, particularly in agriculture market access.

A statement by Chairman Conaway is available [here](#). For more information on President Xi’s visit, click [here](#).

FAO Food Price Index Lowest in 7 years

Food prices are at seven year lows as the UN Food and Agriculture Organization’s (FAO) Food Price Index experienced its largest monthly drop in seven years. According to the FAO, a global

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supply glut is pushing prices down, as Australia, the EU, Russia, and Ukraine experience larger than normal planting and favorable weather. Meanwhile, net importers are cutting their purchasing projections. These events come amid a broader slowdown in emerging economies and a cyclical downturn in broad commodity prices indices.

To read the FAO’s report, click [here](#). For more information, click [here](#).

Congress Back in Session – Government Shutdown Possible

Congress is back in session and, as it considers its fall agenda, the threat of a looming government shutdown has once again arisen. Operational funding for the federal government will expire on September 30, prompting a government shutdown if a new budget or continuing resolution are not passed. The most recent round of funding that lasts until September 30 was passed as part of the Cromnibus spending bill in December 2014. Spending on woman’s health programs, and a potential veto of an appropriations bill by the president, could threaten a seamless renewal of government funding. More information on the pending shutdown 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

September

10-26 – London, England – Gary Martin and Jerry Cotter traveling to London. A notice to post can be found [here](#). Agenda:

- Jerry Attending:
 - o September 14-18: International Maritime Organization (IMO) Carriage of Cargoes and Containers (CCC) Meeting – Jerry Cotter attending. Jerry will focus on the CCCs proposed amendments and supplements to the International Bulk Supply Code (IBSC).
- Jerry and Gary Attending:
 - o September 21: Presentation Chatham House Research - *Chokepoints and Vulnerabilities in the Global Food Trade*. Gary Martin and Jerry Cotter presenting. An agenda for the event can be found [here](#).
- Gary Attending:
 - o September 23 and 24: FAS Europe and EU Cooperator meetings, including meetings with GPS, GAFTA, FOSFA, IBTA, and IGC.
 - o September 25: Presentation Canning House – *Security of global food supply: what role for Latin America’s net agricultural exporters?* Garry Martin presenting.
 - o Gary Martin will be available for additional meetings on September 22.

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

18 – PENDING NAEGA Biotech Committee Action Plan Conference Call Meeting

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.

7 and 8 - Washington, D.C. – International Trade Administration’s Advisory Committee on Supply Chain Competitiveness will hold an open meeting

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

November

12 – NAEGA Membership and Board Meeting – Washington, D.C.

16-19 – USAEDC Annual Workshop – Location TBD.

17-20 – Amsterdam, Netherlands – International Genetically Modified Conference on Coexistence (GMCC-15).

30 – Dec. 1 -- Buenos Aires Argentina - International Grain Council (IGC) meeting and Forum Bolsa de Buenos Aires. Gary Martin, Marcel Bruins plan to attend.

December

2 and 3 – Buenos Aires, Argentina IGTC General Assembly and Meetings – Bolsa de Buenos Aires. Gary Martin, Marcel Bruins plan to attend. ALL NAEGA members / IGTC Corporate Stakeholders welcome!

9-11 – Geneva, Switzerland – Globally Harmonized System (GHS) Subcommittee meeting – Jerry Cotter attending.

2016

January

11-14 Washington, D.C. – Transportation Research Board (TRB) Agricultural Transportation Committee Annual Meeting. Gary Martin will present on multiple freight transportation modes related to the U.S. grain industry.

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April

14 – Tentative IGTC Meeting – Winnipeg, Canada

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