



Celebrating 100 Years

April 9, 2012

Thank you for your membership in and work with NAEGA.

Member Action Items:

NAEGA Priorities Meeting – April 12, 2012;
NAEGA-FGIS Regional Workshop – New Orleans, April 24, 2012;
NAEGA Centennial Celebration Event in Tokyo – May 23, 2012;
Container logistics and Canada grain marketing Task Forces;
Canada, Grain Marketing Task Force;
Latin America, Wheat Buyers Conference;
NAEGA Meetings & Centennial Celebration Survey - Opportunity Closing

NAEGA Action Items:

Argentina, DET; World, NAEGA MAP Trip Reports Available; U.S., Biotech Communication MOU; and U.S., NAEGA-NGFA Letter to GIPSA on Moisture Meters

Calendar and Website:

Upcoming events and Website News

Related News:

NAFTA Countries Issue Guidance on Origin Certificate

Member Action Items:

Schedule your NAEGA seminar now!

NAEGA members are encouraged to make plans now to host a “NAEGA Seminar”. Customized to each audience, NAEGA seminars take a close look at best commercial practices and compliance issues while often focusing on applications of the NAEGA 2 model contract.

Nearby dates are available April 19-20 and April 24-27. If you would like to host a seminar for your company or one that includes other interested parties, please contact the NAEGA office for more information.

Invitation to a Meeting on NAEGA Priorities, New Orleans, April 12, 2012 – NAEGA members and interested colleagues are invited to a discussion on NAEGA priorities and actions with NAEGA President Gary C. Martin from 2:00pm-4:00pm on Thursday, April 12 in the Melrose room of the [Hilton Riverside New Orleans Hotel](#). The meeting is being held just after

the close of the 4th Critical Commodities Conference (CCC), at the hotel on April 10, 11 and 12. NAEGA members may also be interested in attending the CCC and full details on the event, which includes a presentation from Gary Martin on the NAEGA perspective, networking opportunities, and reports from experts on topics including **Agribusiness, River Dredging and Vessel Piracy at Sea** are available here: <http://criticalcommoditiesconference.com/>. Please let us know who from your company plans to attend the NAEGA meeting on April 12!

NAEGA/NGFA-FGIS Regional Workshop – New Orleans, April 24, 2012 – NAEGA and the National Grain and Feed Association will join the Federal Grain Inspection Service (FGIS) at a Workshop on Tuesday, April 24, 2012 at the FGIS Field Office, 104 Campus Dr. East, Destrehan, LA (Telephone: 985-764-2324). The workshop, a continuation of the 2011 workshops at export port locations, is designed to expand understanding and identify needs related to U.S. Official grain inspection and to provide for expanded communication with local FGIS personnel. NAEGA member employees are invited to attend.

Among the items on the agenda will be the NAEGA-FGIS “Inter-market Survey”. Survey work for the 2011-2012 market year is coming to a close. We are planning to start the survey on October 1 for the 2012 -2013 market year.

An agenda for the meeting is under development. Please advise us of items you would like to have covered. Please contact the NAEGA office if you or any colleagues plan to attend.

NAEGA Centennial Celebration Event in Tokyo — NAEGA members are requested to help us identify participants for NAEGA’s 1912-2012 Centennial Celebration in Japan. On **May 23, 2012**, NAEGA will be hosting two events in Tokyo, Japan at the [ANA Intercontinental Hotel](#). During the afternoon from 2 to 5 PM NAEGA will conduct a seminar for stakeholders. That evening NAEGA will host a celebration that includes a dinner reception featuring remarks from U.S and Japanese government and corporate officials. John V. Roos, Ambassador Extraordinary and Plenipotentiary for the United States in Japan, is expected to attend.

The focus of the celebratory events will be to commemorate the history of NAEGA and U.S.-Japanese trade. An updated NAEGA history will be unveiled. The initial draft agenda:

NAEGA Tokyo Seminar & Reception
ANA Intercontinental Hotel – Tokyo, Japan
May 23, 2012

2:00pm-5:00pm – NAEGA Seminar – Venue TBD – NAEGA staff and members to conduct, interpretation included.

6:30pm-9:00pm – Reception – Galaxy III Room

Remarks from : The Honorable Jon V. Roos, U.S. Ambassador to Japan (Invited)

Other speakers To Be Determined

Please contact the NAEGA office as soon as possible if your company has personnel or colleagues and associates who should be invited to Seminar and the Reception. We will post more details and convey invitations soon!

Container logistics and Canada grain marketing – Member personnel are invited to join new industry efforts established at the NAEGA Board of Director’s Meeting on February 23, 2012 that are intended to:

1. Identify and address changes in the procedures and policies related to shipment of grains and oilseeds with containers; and
2. Review the impact of Canada’s changes in regulation of grain marketing including the Marketing Freedom for Grain Farmers Act and to make recommendations for industry actions to support a successful transition as well as long term successful commercial market environment resulting from those changes.

The two approved briefing memos proposing the task forces have been posted to the [Board of Director’s Website](#) and Issue Tracking for each has been set up at the [NAEGA Personal Page’s website](#). Please let us know if you would like to be included in the work of these new task forces.

Canada, Grain Marketing Task Force: On April 17, 2012, following the 2012 Canada Grains Council Meeting on April 16-17, in Winnipeg, Manitoba, NAEGA will be taking part in a meeting with U.S. and Canadian Industry and U.S. government to review varietal registration requirements administered by the Canadian Food Inspection Agency (CFIA) under Canada’s Seeds Act and Regulations. Understanding that are directly tied to the Canadian grading system operated by the Canadian Grain Commission (GCC) under the Canada Grains Act, the Varietal Registration requirements are one of many aspects of the North American grain market to be considered by the Task Force on Canada’s changes.

NAEGA member personnel who would like to join Gary at the meeting should contact us as soon as possible so we might inform the Canada Grains Council and USDA/FAS Ottawa. NAEGA Members are also invited to attend the 2012 Canada Grains Council Meeting. Details on the event can be found here: <http://www.canadagrainscouncil.ca/>

Latin America, Wheat Buyers Conference – U.S. Wheat Associates has invited NAEGA to participate in their 2012 Latin American Buyer’s Conference, to be held at the Bogota Hilton in Bogota, Colombia on June 27-29. We will be posting more information on registering for the conference as it becomes available. Member volunteer Kurt Haarmann Vice President of Columbia Grain plans to attend the conference and represent NAEGA.

NAEGA Meetings & Centennial Celebration Survey – NAEGA’s online survey of members targeted at future NAEGA meetings and evaluating the February 22-23, 2012 Centennial Celebration & Annual Meeting will close in 2 weeks. Please help us with about 10 minutes of your time and feedback. Respondents who did not attend the February events may choose to skip to the final question, which asks for ideas and suggestions for future NAEGA meetings and events.

Please take the survey by clicking this link:

<http://survey.constantcontact.com/survey/a07e5r8pxtqh0b4fi4c/start>

Please feel free to forward the above link to anyone in your organization but might not have received the survey.

Thank you to those of you who have already responded.

NAEGA Action Items:

Argentina, Differential Export Taxes (DETs) – The Office of the U.S. Trade Representative has released its 2012 National Trade Estimate (NTE) Report on Foreign Trade Barriers. The report includes a report based on the September of 2011 submission from, NAEGA, the American Soybean Association (ASA) and the National Oilseed Processors Association (NOPA) regarding Argentina’s system of differential rates of export tax (DET) within the soy sector. Our submission reports on a report by LMC International Ltd that concludes Argentina’s DETs act as an export subsidy for processed products, soybean oil and soybean meal. The report noted that if Argentina’s DETs on soybeans were eliminated, the value of soybean exports from the U.S. would increase by \$400 million dollars a year. The NTE states that despite proposals within and without the Argentine Congress to reduce or eliminate export taxes, the taxes continue to be actively supported and managed by the government of Argentina. NAEGA will continue to work on this issue with our industry partners. The full NTE Report on Trade Barriers, which includes the Argentina DET discussion, [is available at USTR’s Website](#).

World, NAEGA MAP Trip Reports Available – The Market Access Program (MAP) trip reports for the recent NAEGA missions to Brazil, Argentina and Vancouver by NAEGA President Gary Martin have been submitted to USDA/FAS and are now available for NAEGA members to view. MAP activity is tracked under the MAP committee and the trip reports are available on the [NAEGA personal pages](#) site and the [MAP Committee Website](#).

U.S., Biotech Communication MOU – The final version of the Memorandum of Understanding (MOU) on Value Chain Communication, to “establish improved, more consistent and transparent communication regarding issues that potentially threaten the development, production or delivery of agricultural products derived from modern crop biotechnology” has been signed by all participating organizations. The signatories, American Seed Trade Association, American Soybean Association, Biotechnology Industry Organization, National Corn Growers Association, National Grain and Feed Association, and NAEGA, are now planning for their first official meeting following the signing of the MOU, to work on implementing the agreement. That meeting is tentatively scheduled for August 22-24 in St. Louis. The full text of the MOU is available on the [NAEGA Biotech Committee Website](#) and updated are being tracked on the [NAEGA Personal Pages](#) site.

U.S., NAEGA-NGFA Letter to GIPSA on Moisture Meters – NAEGA and the National Grain and Feed Association (NGFA) continue to work with the USDA Grain Inspection, Packers and Stockyards Administration (GIPSA) regarding the GIPSA’s plans to implement new moisture meter technology in 2013. In a recent letter to Deputy Director Randall Jones, NAEGA & NGFA indicated support for GIPSA’s plan and outlined plans for communication of the changes including:

- Preparation of a GIPSA Fact Sheet containing information on the reasons for the change, the transition period, and other pertinent information;
- Preparation by GIPSA of a chart or spreadsheet showing how moisture readings from the new official meter technology compare at different test weights for various commodities versus the currently used GAC2100 official meter.

- Including on the GIPSA Web site the fact sheet and a “Question-and-Answer” document on the new moisture meter technology and the planned transition.
- Working together to develop one or more “Question-and-Answer” articles for industry publications and trade press, including the *NGFA Newsletter*, *NAEGA Outreach* and other publications.
- Conducting a webinar to allow for interactive discussion between GIPSA and the industry on the changeover.
- A presentation by GIPSA at the NGFA/*Grain Journal* Safety and Health/Grain Quality Conference, August 1-2, 2012 in Kansas City, Mo.

NAEGA also offered to work with GIPSA and other U.S. stakeholders to develop and implement communication to the international market. The full text of the letter is available on the [NAEGA Public Website](#) under “Current News”.

RELATED NEWS

NAFTA Countries Issue Guidance on Origin Certificate – At the conclusion of the annual session of the Trade NAFTA Free Trade Commission (FTC), ministers from the U.S., Mexico and Canada issued a joint statement that they had finalized a fourth set of changes to the NAFTA rules of origin on goods worth a combined \$135 billion in trilateral trade and an agreement to commence work on a fifth set of changes. The trade ministers also agreed to release a document answering basic questions about the NAFTA certificate of origin, which has already been posted on the [Office of the U.S. Trade Representative’s Web site](#). Other measures announced by the NAFTA FTC include an exploration of work to enhance trade in chemicals, including on rules of origin, customs procedures and classification, and the exchange of information on trade flows and cross-border supply chains for used electronics within North America.

CALENDAR & WEBSITE

Official Comments Calendar

April

27 - Comments due to USDA/APHIS on the Dow AgroScience Petition for nonregulated status of GMO corn DAS-40278-9, genetically engineered for resistance to broadleaf herbicides:
<http://www.gpo.gov/fdsys/pkg/FR-2011-12-27/pdf/2011-33009.pdf>

May

7 – Comments due to USDA on the Proposed Rule to add Distiller’s Dried Grains (DDGs) to the export sales reporting requirements:
<https://www.federalregister.gov/articles/2012/03/08/2012-5486/export-sales-reporting-requirements>

Activities Calendar

April

10-12 – New Orleans, LA - 4th Annual Port of New Orleans Critical Commodities Conference – Gary Martin attending and presenting

12 – New Orleans, LA – Meeting with NAEGA Members to discuss NAEGA Priorities

16-17 – Winnipeg, Canada – Canada Grains Council 2012 Annual Meeting. Gary Martin attending and presenting. [Agenda available for download here](#).

May

7-8 – Istanbul, Turkey – Tentative U.S. Industry (US Wheat, USA Rice and NAEGA) Seminar on International Grain Trade Issues for the Iraq Ministry of Trade

7-9 – Kansas City, Missouri – 2012 International Food Aid & Development Conference

23 – Tokyo, Japan – NAEGA 100 year celebration in Tokyo, Japan.

June

6-10 – London, United Kingdom – 2012 International Grains Council Grains Conference: www.igc.int and meeting of the International Grain Trade Coalition (www.igtglobal.com)

27-29 – Bogota, Colombia – 2012 US Wheat Associates Latin American Buyers Conference

September

10-11 – Santa Fe, New Mexico – NGFA Board of Directors Meeting

October

1-5 – Hyderabad, India – COP/MOP 6 to the Cartagena Protocol on Biosafety

4-12 – Edinburgh, Scotland, United Kingdom - 52nd European Commodities Exchange
<http://www.ece-edinburgh2012.com/>

December

9-11 – Omaha, Nebraska – NGFA 2012 Country Elevator Conference & Trade Show

2013

March

17-19 – San Francisco, California – NGFA Annual Convention

TBD - San Francisco, California – NAEGA Annual Meetings

NAEGA Website Changes & News – By June 1, 2012, NAEGA plans to launch a redesigned public web page and complete the transition to the NAEGA Personal Pages website. The new public site will be fully integrated with the Personal Pages and will eliminate the current Member's Only website. If you have not yet registered for the Personal Pages, or have forgotten your log in information, please contact Patrick Hayden at phayden@naega.org. He will set up your account or reset your log in information and send you a temporary password. You can find a user's guide for the [Personal Pages here](#).

NAEGA Issues & Decision Memos have been added to the site under the "Current Issues" section, and each Issue has its own page, containing background information on the issue and

updates on current progress on the issue. The Issue Pages can be updated by Board, Committee and other persons who have been granted access to add information. New issues will be posted as NAEGA begins work on them. The issues will be sorted by the most recent updates, and the Personal Pages site can be searched by subject.

Thank you for your membership and work with NAEGA.

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