



Celebrating 100 Years

April 16, 2012

Thank you for your membership in and work with NAEGA.

Member Action Items:

NAEGA/NGFA-FGIS Regional Workshop – New Orleans, April 24, 2012
NAEGA Centennial Celebration Event in Tokyo, Japan– May 23, 2012;
NAEGA Centennial Celebration Event in Seoul, Korea – May 25, 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:

Iran, Letter of Sanctions; World, 2012 International Grains Conference; U.S., Critical Commodities Conference

Related News:

U.S. Advances Effort to Boost Trade with Middle East; North Africa and Global Trade Growth Projected to Slow in 2012 and Arent Fox Publishes Export Controls Policy & Procedure Manual

Calendar and Website:

Upcoming events and Website News

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 on 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.

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.

NAEGA members have requested that the following items be on the agenda:

1. That Dr. David Funk, Deputy Director of the FGIS Technical Services Division, attend to help explain the changes to be expected with the new moisture meter technology and the sorghum odor cocktail. This should include:
 - a. A demonstration of the two new moisture meters by their manufacturers
 - b. An interactive demonstration of the storage musty sorghum odor cocktail.
2. Discussion of the Inter-market Survey. In addition to providing for a summary of results, NAEGA would like to have it become available again beginning in early August, and not October as previously discussed.
3. An explanation and discussion of sample control and composite procedures.
4. An update from Jerry Cotter on his work with the International Maritime Organization.
5. An update from FGIS on fees/estimates of operational costs and volumes.
6. A report from Arvid Hawk on the U.S. Grains Council corn quality work he is conducting.

A final agenda for the meeting is forthcoming. Please advise us of any other 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—On May 23, 2012, NAEGA will be hosting two events as part of our Centennial Celebration in Tokyo, Japan. The first, a NAEGA Seminar with a dialogue on current and future opportunities and challenges with presentations from NAEGA Staff, will be held from 1-5pm at the Belle Salle Izumi Garden Conference Center in Tokyo. That evening, from 6-9pm, NAEGA will host a celebration at the [ANA Intercontinental Hotel](#) 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, has been invited to attend.

The focus of the celebratory events will be to commemorate the history of NAEGA and U.S.-Japanese trade and celebrate NAEGA's Centennial Year. An updated NAEGA history will be unveiled. The current draft agenda is posted below:

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

1:00pm-5:00pm – NAEGA Seminar – 7th Floor – Belle Salle Izumi Garden Conference Center - NAEGA staff and members to conduct, interpretation included.

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

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

Other speakers To Be Determined

Invitations will be conveyed soon. If you have not already done so, Please contact the NAEGA office if your company has personnel or colleagues and associates who should be invited to Seminar and the Reception.

NAEGA Centennial Celebration Event in Korea – NAEGA is pleased to announce we will be a Centennial Celebration in Seoul, South Korea on **May 25, 2012**. The focus of the celebration will be to commemorate the history of NAEGA and U.S.-Korea trade and celebrate NAEGA's Centennial Year.

NAEGA will be hosting two events on May 25, an afternoon seminar and evening reception, at the [Intercontinental Seoul COEX Hotel](#). NAEGA members are requested to help us identify participants for both events. The initial draft agenda is posted below:

NAEGA Korea Seminar & Reception
Intercontinental Seoul COEX Hotel – Seoul, South Korea
May 25, 2012

1:00pm-5:00pm – NAEGA Seminar – Room TBD - NAEGA staff and members to conduct, interpretation included.

6:00pm-9:00pm – Reception – Room and speakers TBD

Please contact the NAEGA office as soon as possible if your company has personnel or colleagues and associates who should be invited to these events in either country. 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 1 week. 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:

Iran, Letter on Sanctions – NAEGA and the National Grain and Feed Association (NGFA) are submitting a joint letter to the Chairman and Ranking Member of the U.S. Senate Committee on Banking, Housing and Urban Affairs asking for their support in continuing to allow shipments of grains and oilseeds as humanitarian food to Iran under the Trade Sanctions Reform and Export Enhancement Act (TSRA) of 2000.

The letter notes that Grains and oilseeds are allowable humanitarian exports to Iran under the TSRA, and the long-standing U.S. policy to exempt food and medicine from economic sanctions was reiterated in the recent Comprehensive Iran Sanctions Accountability and Divestment Act (CISADA) and in the National Defense Authorization Act (NDAA) of 2012, and that including grains and oilseeds within products eligible as humanitarian trade is important to populations of countries whose governmental actions necessitate U.S. foreign policy sanctions. The letter argues that to effectively implement CISADA and the NDAA Congress should make grains and oilseeds available as humanitarian exports, which would send a strong public message to global financial institutions that financing humanitarian sales into Iran is both legal and necessary.

The letter also notes that Iran has made purchases of large amounts of wheat, corn and soybeans in the past three years and that these sales have had positive economic benefits to U.S. farmers. The full text of the letter is available on the [NAEGA public website](#) under current news.

World, 2012 IGC Grains Conference – NAEGA is sponsoring a workshop by the International Grain Trade Coalition (IGTC) during the 2012 International Grains Council (IGC) Grains Conference in London, England on Thursday, June 7, 2012. IGTC members, including NAEGA representatives, will discuss current and pressing issues facing the international grain trade and with Conference attendees. NAEGA members who would like more information on the conference, including a current agenda, can find more information on the [IGC Website](#).

U.S., NAEGA Activity in New Orleans – NAEGA President Gary Martin attended and spoke at the 4th Critical Commodities Conference (CCC) in New Orleans, LA. Gary was part of a breakout session on “Agribusiness: Foodstuffs / Feedstuffs / Frozen Trends”. Following the conference, Gary met with NAEGA member representatives and discussed current NAEGA policies and priorities. Gary’s presentation from the CCC has been posted to the [NAEGA Market Access Program Committee website](#).

RELATED NEWS

U.S. Advances Effort to Boost Trade with Middle East and North Africa – At a recent meeting of the Group of 8 and Deauville Partnership with Arab Countries in Transition, an economic alliance of Egypt, Jordan, Libya, Morocco, and Tunisia and sponsored by the G-8, the United State led talks between the countries focused on restoring stability and economic growth the Middle East and North Africa by increasing trade and investment.

The group met in Jordan from April 10-12. Participants focused on reducing barriers to trade within the region as well as with the G-8, supporting reforms that improve the environment for trade and investment such as increased transparency and open government, specific plans for promoting small and medium-sized enterprises, improving trade facilitation, upgrading infrastructure, adopting good regulatory practices and enhancing the competitiveness of manufacturing and services industries. They also pledged to sponsor investor conferences focused on the most promising growth sectors and to organize commercial and trade missions to underscore investment opportunities.

A full summary of the meetings and joint statements issued by the Partnership and the U.S. following the meetings are available at the [State Department website](#).

Global Trade Growth Projected to Slow in 2012 – The World Trade Organization (WTO) is projecting that world trade will expand 3.7% in 2012, down from a 5% gain in 2011 and a 13.8% jump in 2010 that marked the beginning of a recovery from the global economic downturn. The WTO attributes the deceleration to a number of shocks to the global economy, including the European sovereign debt crisis. WTO Director General Pascal Lamy said “the sluggish pace of recovery raises concerns that a steady trickle of restrictive trade measures could gradually undermine the benefits of trade openness.” The projected 3.7% growth rate for 2012 is below the long-term average of 6.0% for 1990–2008 and would therefore not bring the volume of world trade any closer to its pre-crisis trend. The WTO believes the most likely near-term outcome is “a mild recession in Europe, slower growth in developing countries and moderate recoveries in the United States and Japan” and as a result is estimating global trade growth of 5.6% in 2013.

In 2011 the dollar value of world merchandise trade increased 19% to \$18.2 trillion, surpassing the previous peak of \$16.1 trillion from 2008. However, much of this growth was due to higher commodity prices, and monthly trade flows were mostly flat or declining in many major traders over the course of the year. The value of world commercial services exports increased by 11% to \$4.2 trillion, but there was a sharp slowdown in the fourth quarter coinciding with the heightened level of financial market turmoil surrounding the European debt crisis. The full WTO report is available [through this link](#).

Arent Fox Publishes Export Controls Policy & Procedure Manual – Arent Fox international trade attorneys Michael Burton and Valentin Povarchuk have written a comprehensive compliance program template designed to benefit companies in the process of designing and implementing an export compliance program.

The Exporter's Policy & Procedure Manual (EPPM), which is now available from Thomson Reuters, is intended to help organizations quickly establish a well-documented export process and create their own customized procedure manuals. The EPPM includes a print copy and an online version which can be utilized to access electronic copies of the document templates included in the manual, to customize these documents for companies' specific needs, and to save these customized documents so that companies can draw from them in building their own comprehensive procedure manuals.

Details on the full contents of the book and how to order [are available here](#).

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

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 Seminar & Centennial celebration

25 – Seoul, South Korea – NAEGA Seminar & Centennial celebration

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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“Unsubscribe from OUTREACH” in the subject line.

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