



“Working Together to Make Trade Work”

OUTREACH October 22, 2012

Thank you for your membership in and work with NAEGA

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The following events are open to NAEGA member participation

Seminar and Networking with Iraq Grain Board and Trade Ministry – Planning is underway for a November 13-14, 2012 seminar with members of the Iraq Grain Board in Amman, Jordan. NAEGA is joining with U.S. Wheat Associates and USA Rice Federation to host the Iraqi Trade Ministry and Grain Board in this opportunity to network and expand understanding of grain trade and US supply. A provisional agenda [is available here](#).

U.S.-Panama Business Council Luncheon – November 15 – Washington, DC – The U.S.-Panama Business Council (USPA), a bi-national business organization with a mission of strengthening relations between the two countries and promoting business opportunities, has

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invited NAEGA members to attend a luncheon during its annual conference “Panama Week” on November 15, 2012 in Washington DC. Panama’s Minister of Commerce & Industry Ricardo Quijano will be the keynote speaker at the luncheon, to highlight the recently ratified US-Panama Free Trade Agreement.

The luncheon will be immediately followed by a “Trade-Mart”, also open to NAEGA members, with the participation of many Panamanian associations and companies engaged in the area of trade, including grain importers. The event will take place on Thursday, November 15, 2012 from 12:00-4:00 PM, in the Virginia Room at the Marriott Wardman Park Hotel, located at 2660 Woodley Road, NW, Washington, DC 20008.

If you or a member of your organization would like to take this opportunity to meet with officials from the Panamanian Government and Panamanian business leaders, please contact the NAEGA office and we will provide you with information on how to RSVP for the event.

2012 Canada Grain Industry Symposium – November 21-22, 2012 – Ottawa, Canada – The 2012 Canada Grain Industry Symposium, sponsored by the Grain Growers of Canada (GGC) and the Canada Grains Council (CGC), will take place on November 21-22, 2012 at the Delta City Center in Ottawa, Canada. NAEGA members are invited to attend, and NAEGA President Gary Martin & Senior Advisor Kendell Keith will be attending and presenting. More details, including how to register, can be found at the CGC website at www.canadagrainscouncil.ca.

USAEDC Annual Conference – November 27-28, 2012 – Baltimore, Maryland – The U.S. Agricultural Export Development Council (USAEDC) has announced the agenda for its 2012 Annual Workshop, held in Baltimore, Maryland from November 27-28. USAEDC is a non-profit trade association of U.S. commodity trade associations, farmer cooperatives and state regional trade groups. The approximately 80 members expect USAEDC to assist them in their export promotion efforts, specifically those in conjunction with the U.S. Department of Agriculture Foreign Agricultural Service (FAS). NAEGA, because of our use of the Market Access Program (MAP) is a member of USAEDC.

The annual workshop gives USAEDC members an opportunity to meet with FAS staff and to discuss issues facing U.S. agricultural exports. NAEGA member representatives are encouraged to attend, and if interested should contact the NAEGA office for information on registering. The agenda can be found [through think link](#). This NAEGA effort is tracked on the [NAEGA personal pages](#) and the [MAP Committee webpage](#).

USSEC Regional Meetings – NAEGA’s MAP committee is seeking volunteers who might accept the invitation of the U.S. Soybean Export Council (USSEC) to NAEGA for involvement in their buyer conferences and regional meetings over the next 4 months. During the regional meetings the USSEC works on project plans through 2014. Around their regional meetings the USSEC arranges for meetings and conferences with buyers of Soybeans and Soybean Products. Gary Martin plans to attend the Nov 13-17, 2012 USSEC Americas Buyers Conference and Regional Meeting in Puerto Vallarta, Mexico.

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We are also hoping to accept the invitation and send a NAEGA representative to:

1. The Dec 12–18, 2012 USSEC Middle East Regional Meeting & Select Customer Meetings in Dubai, UAE
2. Jan 6–9, 2013 USSEC North Asia Regional Meeting & Select Customer Meetings in Guangzhou, China
3. The Jan 11-12, 2013 USSEC Southeast Asia Regional Meeting & Select Customer Meetings in Jakarta, Indonesia

If you or a colleague is interested in representing NAEGA at one of the above, please let us know as soon as possible.

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

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Current reports on NAEGA actions

Canada, Proposed Phytosanitary Requirements: The Canadian Food Inspections Agency (CFIA) is in process of implementing several important revisions to the phyto-sanitary requirements for imports. NAEGA is working with several counterpart organizations and via the Canada-U.S. Grain and Seed Trade Task Group to consider and respond to CFIA proposals. We have placed a high priority on assessment and comment to CFIA on draft SPS import policy D-12-05. D-12-05 builds on D-12-01 and provides new phytosanitary import requirements for U.S. grain of field crops including pulses, oilseeds, cereals (other than barley, oats, rye, triticale, and wheat), forages, and special crops. CFIA indicates that in addition to the high volume and diversity of grain trade between the U.S.A. and Canada, there are unique transportation, pathways, and marketing practices as well as a close alignment of production, processing and phytosanitary practices. For this reason, the CFIA has developed specific phytosanitary import requirements that consider the end use of grain in Canada that will mitigate the risk associated with regulated pests.

The draft D-12-05 is [available through this link](#). NAEGA would appreciate any comments you have on the draft in the next few days. NAEGA President Gary C. Martin discussed this issue during the North American Plant Protection Organization meeting in Louisville, Kentucky this week. Final comments are due to CFIA on November 5.

North America, Canada-U.S. Grain & Seed Trade – NAEGA and the Canada Grains Council continue to co-chair a coalition of industry and producer trade associations to facilitate new trade opportunities between Canada and the United States arising from the passage of the Canada’s Marketing Freedom for Grain Farmers Act. The centerpiece of the Canada – US Grain and Seed Trade effort to date is the NAEGA website, www.Canada-USGrainandSeed.info. The site has now been updated to include the FAQ module for the seed trade, and can be browsed or

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downloaded directly from http://canada-usgrainandseedtrade.info/?page_id=814. The next addition to the website will include a commercial grain trade section.

The information for grain producers that has been on the website for over 2 months has been well received. Set forth in the form of two sets of frequently asked questions and answers (FAQs) for grain producers from both the U.S. and Canada, producers now have a readily available compilation of information to help them understand the similarities and differences between the two systems to help avoid issues in marketing and delivering their grain across the border.

North America, NAPPO Annual Meetings – The 2012 North American Plant Protection Organization (NAPPO) annual meeting was held in Louisville, Kentucky from October 15-18, 2012. NAEGA President & CEO Gary C. Martin attended the meetings, and NAEGA, along with the National Grain & Feed Association, U.S. Grain Council U.S. Soybean Export Council, and U.S. Wheat Associates, co-sponsored a dessert service and photo booth for attendees during the NAPPO banquet.

NAPPO has been a key part of the discussion on setting standards on the International Movement of Grain, and recommendations from the [Vancouver Workshop where NAEGA presented a multi-stakeholder position](#) on the standards were presented at the meeting. NAEGA also used the meeting to promote the adoption of “Rapid Response Mechanisms”, a briefing paper on which [can be found here](#).

Meeting reports and considerations centered on new budgetary constraints facing all three countries’ plant protection authorities.

The meeting resulted in two new initiatives:

1. NAEGA has been asked by USDA APHIS to meet to consider process improvements and funding priorities related to the Agencies work, NAPPO and the International Plant Protection Committee (IPPC).
2. NAEGA will join with others to lead a group of counterpart private sector associations in the U.S. to assess and develop a communication program regarding the importance of official plant protection bodies like APHIS. Joining in the assessment and communication will be several trade associations work closely with the plant protection and quarantine (PPQ) regimes.

Gary’s travel was funded in part by NAEGA’s use of the Market Access Program (MAP), and we will be posting a full report from the meetings soon. Currently, the draft agenda for the meetings is posted to the [NAEGA MAP Committee](#) website and the [NAEGA Personal Pages](#) website.

U.S., Export Credit Guarantee Program – The Export Credit Working Group (ECWG), of which NAEGA is a member, submitted a letter to U.S. Secretary of Agriculture Tom Vilsack, regarding the critical role that the U.S. Department of Agriculture’s (USDA) GSM-102 export

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credit guarantee program plays in supporting U.S. agricultural trade throughout the world, and to urge Secretary Vilsack to announce program availability for Fiscal Year 2013, which began on October 1.

The letter notes that a number of pending trade transactions are stalled waiting for an announcement on availability of GSM-102 export credit guarantees for fiscal year 2013 and that while the expiration of the Farm Bill on September 30, 2012 does not inhibit the USDA’s ability to operate GSM-102, many of our trading partners remain uncertain about the program’s future.

Three days after the submittal of the letter, USDA announced \$2.5 billion in availability for GSM for the first half of FY2013. The ECWG expects this announcement to lead to new opportunities in critical markets. The text of the letter to Secretary Vilsack can be found on the ["Public Comments & Policy Statements"](#) section of the NAEGA public website.

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

October

31 –Comments due to USTR on how to promote greater transatlantic regulatory compatibility with the European Union:

http://www.regulations.gov/#!documentDetail;D=USTR_FRDOC_0001-0224

November

5 - Comments due to the Canadian Food Inspection Agency (CFIA) on their new draft directive D-12-05: Phytosanitary import requirements for grain of field crops including pulses, oilseeds, cereals (other than barley, oats, rye, triticale, and wheat), forages, and other special crops from the continental United States: 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

CBP Publishes Fact Sheet on Deployed ACE Capabilities – U.S. Customs and Border Protection (CBP) has published a Fact Sheet on their website outlining the capabilities available on the new Automated Commercial Environment (ACE), which have been deployed as part of the trade transformation initiative to modernize the current business process. The purpose of ACE is to provide support to CBP, Participating Government Agencies (PGAs), and the trade community. In the document, CBP explains that ACE serves as the backbone for the International Trade Data System (ITDS), and will ultimately become the single window for all trade and government agencies involved in importing and exporting.

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The ACE elements currently deployed, as mentioned on the Fact Sheet, include:

- ACE Secure Data Portal: Provides access to reports, Periodic Monthly Statements, and provides a method to respond to CBP Forms 28, 29 and 4647 for entry summaries in ACE and the legacy system, the Automated Commercial System (ACS).
- ITDS Initiatives: Two currently in place, Interoperability Web Services and the Document Image System.
- Simplified Entry (SE): The first phase of Cargo Release in ACE.
- Entry Summary Filing: Currently available for consumption, informal, and anti-dumping & countervailing entries
- e-Manifest- Truck, Rail and Sea: The only approved EDI for transmitting required rail and sea manifest data for in-bond transactions to CBP.

The ACE Fact Sheet is available online at:

http://www.cbp.gov/linkhandler/cgov/newsroom/fact_sheets/trade/ace_factsheets/ace_deployed_fs.ctt/ace_deployed_fs.pdf

U.S.-EU Trade Talks May Begin in Spring 2013 - It is being reported that European Union (EU) and U.S. officials have both confirmed a plan to move ahead with talks for a wide-ranging, trans-Atlantic trade agreement but that the final report of a joint working group recommending the trade pact is not expected until December. In a preliminary report issued in June, the High Level Working Group on Jobs and Growth determined that a comprehensive agreement that addresses a broad range of bilateral trade and investment policies would provide the most significant benefits of the various options it has considered.

This U.S.-EU trade agreement will reportedly encompass more than simply tariffs, covering issues such as standards, regulatory harmonization, intellectual property rights, services and government procurement. However, it appears that both sides may leave much of the highly sensitive agricultural sector out of the agreement altogether.

U.S. Trade Representative Ron Kirk said earlier this year that any new transatlantic trade negotiation “would need to achieve full liberalization of market access for all categories of goods and expand transatlantic flows of services and investment” and should also “identify new approaches to non-tariff barriers” such as health- and safety-related measures. Specifically, he said, the U.S. would want any such agreement to be “at least as broad and ambitious” as existing U.S. trade agreements. The outcome of the U.S. Presidential election may also affect the goal of Spring 2013 negotiations. NAEGA will continue to follow this issue as it develops.

FDA Food Facility Re-Registration Period Announced – The U.S. Food and Drug Administration (FDA) has announced that the food facilities re-registration period under the Food Safety Modernization Act (FSMA) will open at 12:01 a.m. on October 22, 2012. FDA encourages online registration, though facilities can also register via mail or by fax. FDA has published an updated registration guidance document [that is available here](#).

Under FSMA, all domestic and foreign facilities that manufacture, pack or store food, food Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

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ingredients, pet foods or dietary supplements are required to renew their registration with the FDA before the end of 2012 and to re-register every two years thereafter. More information is available from FDA [through this link](#).

Agricultural Import Inspection Program Reviewed by GAO – The Government Accountability Office (GAO) has issued a report reviewing the implementation of seven recommendations it made in 2006 concerning the Agricultural Quarantine Inspection (AQI) program, which places agriculture inspectors at U.S. ports of entry to inspect imports and intercept foreign pests. The GAO notes that AQI is important not only to the U.S. economy, which loses an estimated \$136 billion in agricultural revenue to invasive species each year, but also to efforts to protect against the deliberate introduction of pests and diseases. The Homeland Security Act of 2002 split responsibility for the AQI between USDA’s Animal and Plant Health Inspection Service (APHIS) and the Department of Homeland Security (DHS).

GAO notes that USDA and DHS have taken steps to implement all seven of its 2006 recommendations but face challenges in fully implementing four of them. DHS and USDA have fully implemented recommendations to improve information sharing, review DHS’s financial management system for AQI, and remove barriers to timely and accurate transfers of AQI user fees, which are collected for AQI services provided in connection with the arrival of international air passengers and conveyances at U.S. ports. Areas that still need work include:

- Expanding & developing new measures assessing the program’s effectiveness at intercepting foreign pests and disease.
- There is no strategic plan that defines what the program seeks to accomplish, sets goals to achieve desired results and identifies performance measures for gauging progress toward those goals.
- CBP still does not have a national, risk-based staffing model that provides assurance that those ports of highest vulnerability for the entry of pests and diseases are adequately staffed.
- AQI uses data on arrivals, inspections and interceptions at U.S. ports of entry to determine how well agriculture inspections identify prohibited materials and review port performance, but reviews conducted in 2010 and 2011 found data discrepancies at 10 of 22 ports.

APHIS & CBP officials have responded that they have re-convened a joint task force that aims to formulate a strategic plan, determine a strategy for implementing the AQI staffing model, and discuss next steps on improving data quality by August 23, 2013. The full GAO report is available online here: <http://www.gao.gov/products/GAO-12-884SP>

U.S. Announces Next Steps in East Africa Partnership – The Office of the U.S. Trade Representative (USTR) has announced the next steps under the U.S.-East African Community (EAC) Trade and Investment Partnership (TIP) formalized earlier this year. USTR and the EAC, which includes Burundi, Kenya, Rwanda, Tanzania and Uganda, will launch a bilateral commercial dialogue in late November. Second, technical teams will meet for further consultations toward the negotiation of a proposed investment treaty and a trade facilitation

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agreement. These teams will also discuss and agree on trade capacity building assistance, including identification and agreement of priority areas to support the TIP. The next ministerial meeting under this partnership will be held during the 2013 African Growth and Opportunity Act Forum in Ethiopia. The statement from USTR announcing these plans is available [through this link](#).

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

October

30 – Washington, DC – Dialogue on the U.S.-China Agricultural Partnership With Officials of China's State Grain Administration – NAEGA Attending & Participating

November

6-7 – London, United Kingdom – CropWorld 2012 Grains Congress –NAEGA invited to attend and Gary C. Martin to attend and present. <http://www.cropworld-global.com/page.cfm/Link=12/t=m/goSection=4>

13-14 – Amman, Jordan – Seminar with Iraq Minister of Trade - [Current agenda available here](#)

13-17 – Puerto Vallarta, Mexico – USSEC Americas Buyers Conference and Regional Meeting – Gary Martin attending and presenting.

15 – Washington, DC - U.S.-Panama Business Council Luncheon – Marriott Wardman Park Hotel, NAEGA Members invited to attend

21-22 – Ottawa, Ontario, Canada – 2012 Grain Industry Symposium: “2012: The Dawn of a New Era in Canada’s Grain Industry” – Gary Martin & Kendell Keith attending and presenting, NAEGA members invited to attend: www.canadagrainscouncil.ca

27-28 – Baltimore, Maryland – 2012 USAEDC Annual Workshop – NAEGA members invited to attend: <http://usaedc.org/events.cfm>

December

6 – London, United Kingdom – IGC "Roundtable Discussion the trade issues caused by GMO/LLP issues"

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

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12-18 – Dubai, UAE – 2012 USSEC Middle East Regional Meeting & Select Customer Meetings

2013

January

6-9 – Guangzhou, China – USSEC North Asia Regional Meeting & Select Customer Meetings

11-12 – Jakarta, Indonesia - 2013 USSEC Southeast Asia Regional Meeting & Select Customer Meetings

March

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

TBD - San Francisco, California – NAEGA Annual Meetings

Member Notices

The New NAEGA.org – NAEGA’s public website at www.NAEGA.org has been redesigned and launched as of June 18, 2012. The new NAEGA.org features a more user-friendly interface, a better search engine, and integration with the NAEGA Personal Pages website. The new site also features social media tools for sharing public NAEGA actions on a wider scale. NAEGA accounts have been established at LinkedIn and Twitter, and stories on the public site can be shared on Google Plus. NAEGA members and staff should take the opportunity to enhance their experience with a NAEGA Members Personal Page. NAEGA Director of Operations Patrick Hayden is will assist you to setup and maintain your NAEGA Personal Page.

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