



“Working Together to Make Trade Work”

OUTREACH October 29, 2012

Thank you for your membership in and work with NAEGA

NAEGA Office Closed due to Hurricane Sandy impact. The NAEGA office will be closed Monday, October 29 & Tuesday, October 30. NAEGA staff will be responding to emails as able, but communications services are expected to be disrupted by severe and widespread power outages. If conditions keep the office from opening on Wednesday, October 31, we will let Members know.

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- Upcoming events and notices for members

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

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host the Iraqi Trade Ministry and Grain Board in this opportunity to network and expand understanding of grain trade and US supply. The meeting is taking place at the Amman Marriott Hotel, and a provisional agenda [is available here](#). There may be openings for a small number of NAEGA members to attend the seminar. If you are interested, please contact the NAEGA office as soon as possible.

USSEC Regional Meetings – Nov. 13-17 - December and January - 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 and present at the Nov 13-17, 2012 USSEC Americas Buyers Conference and Regional Meeting in Puerto Vallarta, Mexico.

For the Mexico Forum USSEC has also extended an invitation to NAEGA members. The Forum, entitled “Sustainable Supply of Grains and Oilseeds for the America: The Future of Foods, will be held at the Grand Velas Nuevo Vallarta Hotel, in Riviera Nayarit, Mexico on November 14 & 15, 2012. The invitation, which includes details on the cost and venue, [can be found here](#), and if you or a colleague wishes to attend, please RSVP by October 31, 2012 to Nayeli Vilanova at NVilanova@ct.asaim.org.

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.

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 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

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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](#).

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

World, IMO Pollution Prevention Update – On January 1, 2013, many ports face the possibility of being classified as not able to receive shipments containing environmentally harmful (HME) cargo residues. NAEGA Senior Advisor Jerry Cotter is working with the Dry Bulk Terminal Group (DBTG) to amend the International Maritime Association (IMO) regulation or extend the compliance date. Our work follows the notice, in the October 8, 2012 edition of OUTREACH, that the recent meeting of the International Maritime Association (IMO)

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Maritime Environmental Protection Committee (MEPC) failed to extend the compliance date of January 1, 2013 for the creation of adequate reception facilities for environmentally harmful HME cargo residues.

Since no further recourse to address IMO is available, NAEGA and DBTG will work through members national delegations to the IMO. Information on the number of ports and terminals with and without adequate reception facilities, the economic impact of building or otherwise providing such facilities and potential economic impact to ships in terms of cost of reception and delays in ports will be provided along with an urgent request to press IMO to amend or extend the compliance date of the IMO regulation.

Jerry plans to work with the American Association of Port Authorities (AAPA) and U.S. Coast Guard (USCG). AAPA may do a survey of all the AAPA's ports in the western hemisphere to determine the number having reception facilities, and following the surveys the information will be presented to the USCG. One question that needs to be answered is what will happen if a vessel arrives on January 2, 2013 and complains the port or terminal did not have adequate reception facilities, what will be the USCG response. NAEGA will continue tracking this issue on the [NAEGA Grades & Inspections](#) and [NAEGA Personal Pages site](#) and we update members as more information becomes available.

World, SPS and TBT Rapid Response Mechanism Update – NAEGA continues to advance the inclusion of a Rapid Response Mechanism (RRM) to improve the application of sanitary and phyto-sanitary (SPS) measures and technical barriers to trade (TBT) by governments. The RRM is used negotiations to provide a commercially-meaningful method by which to resolve trade disputes related to plant quarantine and other risk management measures deployed by importing governments. NAEGA President Gary C. Martin presented the RRM plan during the annual meeting of the North American Plant Protection Organization (NAPPO) in mid-October, and NAEGA is working with members and industry partners to improve the proposal and add signatories to the RRM briefing paper that we have been distributing to government officials. The most up to date RRM briefing paper can be [found online here](#).

North America, Canada-U.S. Grain & Seed Trade Update –

- There will be a conference call of the Canada-United States Grain and Seed Task Group on Thursday November 1, 2012 to discuss proposed changes by the Canadian Food Inspection Agency (CFIA) in 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. Conference call times are posted below.

As this issue impacts a broad section of our agricultural industry, the Task Group size has been increased for this call to include representation from sectors involved. If there are other associations/organizations in Canada who you believe would be interested in discussing this issue please contact Dennis Stephens at dstephens@canadagrainscouncil.ca; if they are US organizations/associations, please contact Gary Martin at gcmartin@naega.org. Background information on the proposed new phytosanitary import policy can be found [through this link](#).

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Interested NAEGA members are welcome to join the task group for this call. The call is scheduled for Thursday 1st November 2012, 2:00 - 4:00 p.m. Central, 3:00 – 5:00 p.m. Eastern. Please let us know if you would like dial in coordinates.

- 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 changes by the Canadian Food Inspection Agency in Phytosanitary import requirements for grain (and other field crops) are the first of several policies to be considered by the coalition.

Meanwhile the website was recently updated to include the FAQ module for the seed trade, and can be browsed or 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.

U.S., Biotech Value Chain MOU Working Group – Following the endorsement of the Memorandum of Understanding on Improving Communication throughout the Value Chain on Biotechnology and Trade Issues (MOU) and the execution of the first MOU forum, the original six trade association signatories to the MOU, including NAEGA, agreed to develop working groups to focus on critical issues. The identified priorities potentially can impact the development, production or delivery of agricultural products derived from modern crop biotechnology.

1. Enhance U.S. value chain participation in domestic and international initiatives on Low Level Presence (LLP), including those spearheaded by the Global Alliance for Agriculture Biotech Trade (GAABT). The value chain should work to coordinate priorities and messaging about international biotechnology regulatory policies.
2. Increase efforts to address China's biotechnology regulatory framework as an international policy priority and encourage efforts to advance the U.S. – China bilateral relationship.
3. Identify avenues and solutions to address value chain concerns with biotechnology commercialization risk assessment, risk management and risk responsibility. Scope should include all biotechnology products, including those with unique functional characteristics and those commercialized prior to export market approvals/authorizations, and should apply throughout the product's lifecycle.

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One of the two working groups will focus on domestic issues and the other focusing on international issues. NAEGA President Gary C. Martin will co-chair the international issue working group which will assess international risks and opportunities impacting the marketability of U.S. corn and soy bean products derived through modern biotechnology. The working group has agreed to its first meeting, which will take place in mid-November. NAEGA has been, and will continue to, track the MOU issue and issues related to the working group on the [Biotech Committee Webpage](#) and the [NAEGA Personal Pages](#) site.

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

OFAC Updates Iran Sanctions – Recently the U.S. Treasury Department Office of Foreign Assets Control (OFAC) issued new Iranian Transactions and Sanctions Regulations (ITSR), replacing its Iranian Transactions Regulations (ITR) in their entirety. The ITSR formalize provisions for the financing of authorized sales of agricultural commodities, medicine and medical devices to Iran pursuant to the Trade Sanctions Reform and Export Enhancement Act (TSRA). Because these financing provisions previously were found only in responses to FAQ on OFAC's website, many companies selling licensed food, medicine and medical products to Iran reported problems getting paid because banks refused to participate in the transactions.

In the online FAQ, OFAC outlined key distinctions in the various ways in which Iranian financial institutions and other entities can be sanctioned. OFAC’s Specially Designated Nationals (SDN) List connotes an entity is “blocked” due to the U.S. Government’s identification of the entity as the Government of Iran or as an Iranian financial

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institution. “Designated” persons, in contrast, appear on the SDN List due to the U.S. Government’s having determined they meet the criteria set forth in any of a number of other EOs concerning, for example, assisting Iran’s weapons of mass destruction development or aiding international terrorism. Exempt or authorized transactions to or from Iran, such as TSRA transactions, may involve the use of a blocked Iranian financial institution as long as the institution is identified on the SDN List only with the tag [IRAN] and as long as there is a third-country, non-U.S. financial institution as an intermediary between the U.S. financial institution and the Iranian financial institution. It is not allowable, however, for banks identified on the SDN List with tags other than or in addition to [IRAN] to be involved in the transaction in any way.

The ITSR formalizes these financing provisions with a new authorized payment term for all TSRA sales. Specifically the new payment term is a letter of credit issued by an Iranian financial institution that meets the above requirements. Such a letter of credit must be initially advised, confirmed or otherwise dealt in by a third-country financial institution that is not a United States person, an Iranian financial institution, or the Government of Iran before it is advised, confirmed or dealt in by a U.S. financial institution.

Companies selling food, medical devices and other products authorized by specific or general license under TSRA should review the [new regulations](#). Full details are available at [the OFAC Iran website](#).

WTO Releases Updated Trade and Tariff Statistics – The World Trade Organization (WTO) has released its annual package of trade and tariff data, which provides detailed statistics on import/export flows and tariff rates in 2011. According to the WTO, the statistics reveal that world merchandise exports increased by 5% in 2011 in volume terms. The U.S. remained the world’s biggest trader in value terms, with imports and exports totaling \$3.75 trillion, followed by China and Germany. Exports of commercial services grew 11% in value terms and the U.S. was the largest trader of services with \$976 billion. The WTO package includes:

- **International Trade Statistics 2011:** A comprehensive overview of world trade up to the end of 2011 that covers merchandise trade by product and trade in commercial services by category, illustrating noteworthy trends in global trade with links to numerous tables containing more detailed information. Data used in this report can be downloaded from the WTO Web site in [Excel and pdf formats](#) and from the [searchable database](#).
- **World Tariff Profiles:** A joint publication of the WTO, the International Trade Center and the United Nations Conference on Trade and Development, the report covers comprehensive tariff information on all WTO members and a number of other countries. For each country the report summarizes the market access offered to imports and the market access conditions its products face in its major export markets. The profiles include both maximum tariff rates that are legally bound in the WTO and the rates actually applied. A copy of this publication is available in [PDF format here](#).

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- **Trade Profiles 2012:** Provides the latest information on trade flows and the trade policy measures of WTO members, observers and other selected economies. The data provided includes basic economic indicators, trade policy indicators such as tariffs, import duties, the number of disputes, notifications outstanding and contingency measures in force, merchandise trade flows, services trade flows and industrial property indicators. Profiles can be [accessed here](#).

Pages linked via [a maps gateway](#) allow for comparison between countries or customs territories using data of the user’s choice. Options include trade per capita, trade to GDP ratio, tariff binding coverage, MFN tariffs, and imports and exports of merchandise and services. The home page for all these reports is [available through this link](#).

U.S.-Panama Free Trade Agreement To Become Effective October 31, 2012 – The Office of the U.S. Trade Representative (USTR) has announced the governments of the U.S. and Panama will bring into force the U.S.-Panama Free Trade Agreement (FTA), effective October 31, 2012.

After entry into force of the Agreement, Panama will immediately reduce or eliminate tariffs on U.S. industrial goods, currently averaging seven percent, with some tariffs as high as 81 percent. Over 86 percent of U.S. exports of consumer and industrial products to Panama will become duty-free immediately.

Other industries and products which will benefit from the reduction of duties include:

- Agricultural goods
- Information technology equipment
- Aircraft and parts
- Medical and scientific equipment
- Environmental products
- Pharmaceuticals
- Construction equipment

The decision to implement was reached after both governments reviewed the laws and regulations regarding the agreement implementation. The press release from USTR regarding the enactment of the FTA is available at: <http://www.ustr.gov/about-us/press-office/press-releases/2012/october/us-panama-set-date-eif>.

CBP Announces New Cargo Security Pilot with Canada – U.S. Customs and Border Protection (CBP) has announced the Prince Rupert Pilot which harmonizes the process for screening maritime cargo between the U.S. and Canada, as part of the Integrated Cargo Security Strategy in the Beyond the Border Action Plan.

The pilot focuses on maritime cargo arriving at Prince Rupert, BC with subsequent movement via rail before entering the United States at International Falls, Minnesota. It utilizes a harmonized approach developed by the U.S. and Canada which allows for the screening of inbound cargo arriving from offshore.

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The Beyond the Border Deceleration between Canada and the U.S. was released by President Obama and Prime Minister Harper on February 4, 2011, with the purpose of facilitating the movement of cargo across the border, and addressing any threats as early as possible. The Beyond the Border Action Plan was released in December of 2011, outlining the steps to reach the goals of the Beyond the Border program.

The full text of the CBP announcement is available online at:

http://www.cbp.gov/xp/cgov/newsroom/news_releases/national/10232012_2.xml

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 – CANCELLED due to Hurricane Sandy – Dialogue on the U.S.-China Agricultural Partnership with Officials of China's State Grain Administration

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"

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

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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