



“Working Together to Make Trade Work”

OUTREACH November 5, 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. 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.

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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 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.

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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

Canada, NAEGA Comments on Proposed Canadian Phyto Regulations – NAEGA will submit comments to the Canadian Food Inspection Agency (CFIA) on proposed import policy 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.

NAEGA is concerned that both commercial and official capacity to understand, assess accommodate the requirements of D-12-05 are not sufficiently in place. The absence of improved capacity to implement the requirements of D-12-05 could lead to a significant risk of increased costs and reduced competitiveness for Canadian industry. Given the timeline for implementation of the requirements of D-12-05, NAEGA expects unwarranted prevention and frustration of trade will result.

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We encourage that CFIA Provide for more time to define, communicate and consider the impact, including precedent that may be set and unintended consequences that may result from the proposed as well potential related changes.

The full text of the comments have been posted to NAEGA’s public website under [“Public Comments & Policy Statements”](#).

EU, RED Alternative – The Soy Export Sustainability LLC (SES), a subsidiary of the U.S. Soybean Export Council (USSEC) has submitted an application to the Government of the Netherlands for national approval of a voluntary sustainability scheme to govern future shipments of U.S. soybeans to the Netherlands. The scheme has been developed by U.S. industry and government as an alternative to the European Union’s Renewable Energy Directive (RED). The application included documentation delineating how U.S. soybean farmer compliance with USDA and other Federal, State and local conservation programs ensure that soybeans and soy oil meet or exceed the sustainability requirements of the RED.

NAEGA has been working with USSEC and other stakeholders in the development of this alternate scheme. NAEGA Senior Advisor Kirk Miller accompanied USSEC representatives in their travel to the Netherlands earlier this year to first propose the scheme. NAEGA has been tracking work on Sustainability and the RED on the [NAEGA Board of Directors Website](#) and the [NAEGA Personal Pages website](#). The application and related documents have been posted to those sites.

World, Biotech Aggressive Commercialization – Looking forward to 2013 plantings as well as what risks remain in current stocks, NAEGA has updated the quarterly “watch list” related to key import authorizations and approvals and "aggressive" (meaning in advance of necessary import market authorizations) commercialization for biotech events. The list includes the international approval status of events that have received approval for planting in the U.S. and events that are still awaiting approval. The list has been posted to the [Biotech Committee website](#) and the [NAEGA Personal Pages](#) site.

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

November

15 – Comments due to USTR for Annual Reports on Sanitary & Phytosanitary measure and Technical Barriers to Trade:

http://www.regulations.gov/#!documentDetail;D=USTR_FRDOC_0001-0233

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

International Trade Administration Seeking Members for U.S.-Iraq Dialogue - The International Trade Administration (ITA) is accepting applications for membership in the U.S. section of the U.S.-Iraq Business Dialogue. The U.S. section provides policy advice and counsel that reflect private sector views, needs and concerns regarding private sector business development in Iraq and enhanced bilateral commercial ties that would form the basis for expanded trade between the two countries. Specific areas of discussion include the following:

- Factors that affect the growth of private sector business in Iraq, including disincentives to trade and investment and regulatory obstacles to job creation and investment growth.
- Initiatives that the government of Iraq might take, such as enacting, amending, enforcing or repealing laws and regulations, to promote private sector business growth in Iraq.
- Promotion of business opportunities in both Iraq and the United States and identification of opportunities for U.S. and Iraqi firms to work together.
- Attracting U.S. businesses to opportunities in Iraq and serving as a catalyst for Iraqi private sector growth

Candidates for membership in the U.S. section will be evaluated based on their interest in the Iraqi market; export/investment experience; contribution to diversity based on the size of their company, geographic location and sector; and ability to initiate and be responsible for activities in which the Dialogue will be active. Candidates must be a U.S. citizen; the president or CEO of a private sector company, a person having substantial responsibility for their company’s commercial activities in Iraq or the head of a non-profit entity and not a registered foreign agent. Applications are due by November 15. Details on how to apply [are available here](#).

USTR Seeking Input for Annual Reports on SPS and Technical Barriers to Trade – The Office of the U.S. Trade Representative (USTR) is accepting public comments that identify significant sanitary and phytosanitary (SPS) and standards-related barriers to U.S. exports of goods. USTR will use this input to help decide which such barriers to include in its 2013 reports on these issues, which are designed to facilitate negotiations aimed at reducing or eliminating these barriers.

USTR lists SPS measures are generally those applied to protect the life or health of humans, animals and plants from risks arising from additives, contaminants, pests, toxins, diseases or disease-carrying and causing organisms. SPS measures can take such forms as specific product or processing standards, requirements for products to be produced in disease-free areas, quarantine regulations, certification or inspection procedures, sampling and testing requirements, health-related labeling measures, maximum permissible pesticide residue levels, and prohibitions on certain food additives.

Commenters should place particular emphasis on any practices that may violate U.S. trade agreements. In addition, each comment should include an estimate of the potential increase in

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U.S. exports that would result from removing any foreign trade barrier the comment identifies as well as a description of the methodology used to derive the estimate. The comments are due November 15. The Federal Register notice, which includes instructions on how to comment, [is available here](#).

President Obama Proposes Consolidation of Trade Agencies – U.S. President Barack Obama has announced that if re-elected he would advocate for the consolidation of business and trade-related federal agencies under a “Secretary of Business.” The president said his intent is to create a “one-stop shop” where companies can seek assistance on trade related matters instead of having to deal with multiple departments.

The White House first circulated this idea in January 2012, when it proposed to consolidate six federal trade agencies into one department whose function would be to promote competitiveness, exports and American business. The agencies were the Department of Commerce, the Office of the U.S. Trade Representative, the Export-Import Bank, the Overseas Private Investment Corporation, the U.S. Trade and Development Agency and the Small Business Administration, along with “other related programs.”

To secure the authority to make such a change the president sent to Congress in February the Consolidating and Reforming Government Act, which would reinstate the president’s authority to create, abolish, consolidate, transfer or rename an executive agency or department if doing so reduces the overall number of agencies or achieves cost savings. However, there has been not action on this bill other than a lone hearing in the Senate. If the President is re-elected, this proposal will likely be reintroduced in January. The fact sheet on the proposal that the White House published when the idea was first announced [is available here](#).

USTR Notes Progress in East African Community Trade & Investment Partnership –The Office of the U.S. Trade Representative (USTR) has issued a report including a statement by the East African Community (EAC), which outlines the progress by the U.S.-EAC Trade and Investment Partnership, an initiative intended to support economic integration between the two regions. The EAC includes Kenya, Uganda, Tanzania, Rwanda and Burundi

The report explains that the Partnership is designed to enhance the role that mutual trade and investment play in economic and social development including job in East Africa and the United States. Some of the items which have been agreed upon in the initiative include:

- An investment treaty
- A trade facilitation agreement
- Continued trade capacity building assistance
- A commercial dialogue

According to the report, the U.S. and the EAC have agreed on a framework to create a Commercial Dialogue, which will be officially launched later this November. The full report is available online at [USTR’s web site](#).

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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

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

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

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February

20 – Washington, DC – U.S. Coast Guard ASP User’s Meeting – Hosted by NAEGA at the NAEGA offices

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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