



"Working Together to Make Trade Work"

OUTREACH February 25, 2013

Thank you for your membership in and work with NAEGA

Please Register Now for the NAEGA Annual Meeting!

Member participation opportunity:

- TPP and U.S.-EU Trade Agreements meeting with USTR
- NAEGA Committee Meetings
- USDA/APHIS Webinar on Phyto Export Database
- FGIS Regional Workshop – New Orleans – Tuesday, April 9, 2013
- 2013 Membership Dues
- China, Scientific Cooperation Exchange Program, Bulk Transportation of Feed Team meeting

Action Reports

- China, Soybean Vessel Comparison Project
- World, Biotech Value Chain MOU Working Group Reports
- World, IPPC Standard for the International Movement of Grain
- World, NAEGA 2013 Market Access Program Allocation
- U.S., Coast Guard ASP Organizations Meeting

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- Petitions for Nonregulated Status for Biotech Products
- USDA Lowers Forecast for 2013 Agricultural Exports and Imports
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- Upcoming events and notices for members

Tom Hammond – 1952-2013

NAEGA Board of Directors Chairman and Columbia Grain President & CEO Thomas J. Hammond passed away from a sudden illness at the age of 60 on Thursday, February 14, 2013. Tom became a member of the Board on December 6, 2001. He became a Vice Chairman in 2007 and was elected Chairman of the Board on February 22, 2012.

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A celebration of Tom’s life for family, friends and business associates will be held at the Portland Golf Club, 5900 SW Scholls Ferry Rd. Portland, Oregon on March 9 from 4:00 to 7:00 pm.

The Columbia Grain Portland office is conveying to the family any cards, packages and personal notes it may receive. Please contact Annalise Bischel at abischel@columbiagrains.com, for additional questions.

Please Register Now for the NAEGA 2013 Annual Meeting!

We look forward to seeing you in San Francisco in March! The 2013 NAEGA Annual Meeting will take place on Monday, March 18, 2013 at the [Westin St. Francis Hotel](#) in San Francisco, California. NAEGA’s meetings will begin at 12pm with a Member’s Luncheon, and USDA Undersecretary for Farm and Foreign Agricultural Services Darci Vetter has been confirmed as guest speaker. The schedule of events and meeting agendas are available on the [NAEGA Meeting website](#). Please let us know if you are attending by registering for the meetings [through this link](#).

The meetings will coincide with the March 17-19 2013 National Grain & Feed Association (NGFA) Convention, and there will be a joint NGFA-NAEGA Grades Committee Meeting from 1pm-3pm on Sunday, March 17.

A special one-day NAEGA registration rate of \$275 is available for the NGFA meetings and banquet on March 19, and a [registration form for NGFA’s convention is available here](#). NGFA’s block of rooms at the Westin St. Francis is no longer available, but rooms can be booked at the hotel’s regular rates [through this link](#). If you need assistance finding a room, please contact the NAEGA office. All of the above information has been posted to the [NAEGA Member’s Only Page](#). Please let us know your plans for the meetings as soon as you can!

NAEGA member participation opportunity:

TPP and U.S.-EU Trade Agreements meeting with USTR - NAEGA will host 2 meetings with the Office of the U.S. Trade Representative (USTR) and a broad cross section of agricultural trade stakeholder on Tuesday, February 26, 2013. NAEGA member representatives are welcome to join in both.

1. **First**, at 10 AM, we will meet with USTR negotiating staff assigned to the recently announced **U.S.-EU Trade Agreement Negotiations**. The meeting will provide for an initial discussion on process and objectives related to upcoming negotiations.

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2. **Second**, at 11 AM, we will co-host a meeting with U.S. Government Trans Pacific Partnership (TPP) negotiators and the Agricultural Trade Task Force of the Business Coalition for TPP. This meeting will be used to provide input and convey updated information in advance of the 16th round of the Trans-Pacific Partnership (TPP) negotiations will take place in Singapore from March 4-13, 2013

The meetings will take place in the all-purpose room on the 3rd Floor at Arent Fox LLC, 1717 K Street Northwest, Washington, D.C. Please let us know as soon as possible who plans to attend these meetings. At the request of USTR, we do not plan to provide for a conference call option to personal attendance.

NAEGA Contract Committee Meeting Conference Call – NAEGA’s Contracts Committee has scheduled a meetings via conference call for March 5, 2013 at 2pm Eastern, 1pm Central, 11am Pacific.

An agenda for the meeting is being developed and will be distributed soon, along with the conference information for the calls. The Biotech & Grades & Inspections Committees have already held their calls, and the agendas and supporting documents can be found on their respective websites on the [NAEGA Member’s Only webpage](#). Each of the committees is planning to report to at the Board of Directors meeting on March 18 in San Francisco.

If you would like to take part in the call, please contact the NAEGA office as soon as possible.

USDA/APHIS Holding Webinar on Phyto Export Database – USDA Animal & Plant Health Inspection Service’s (APHIS) Plant Protection & Quarantine (PPQ) Export Services will host an hour-long webinar on March 6, 2013 from at 2pm Eastern to introduce the new system features of the Phytosanitary Export Database (PExD). PExD is PPQ’s repository of foreign countries phytosanitary import requirements for U.S. origin commodities. PPQ notes that organizations that plan on calling in should include employees that work with the Phytosanitary Issuance and Tracking (PCIT)/PExD system. Details on how to take part in the webinar [are available here](#).

FGIS / Industry Regional Workshop – New Orleans – Tuesday, April 9, 2013 – A NAEGA regional Industry and Federal Grain Inspection Service (FGIS) has been scheduled for Tuesday, April 9, 2013. The 12:00 to 17:00 central time workshop will, space permitting, be held at the FGIS field office in Destrehan, LA. An agenda for the meeting is being developed and a formal invitation to members will be sent in the coming weeks.

The workshop is a continuation of series of workshops at export port locations which are intended to expand understanding and identify needs related to U.S. Official grain inspection. The workshops have proven to be an excellent venue for direct interaction with FGIS leadership and local personnel. All NAEGA member companies are welcome to attend these Workshops.

Another FGIS / Industry Regional Workshop is being planned for later this year in the Pacific Northwest.

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China, Scientific Cooperation Exchange Program, Bulk Transportation of Feed Team meeting – USDA’s Foreign Agriculture Service (FAS) advises that they are currently accepting applications for U.S. agricultural professionals to travel to china to learn more about the following::

- New Animal Biotechnologies
- Crop Breeding Advances for Drought Tolerance
- Pesticide Residue Management
- Swine Genetics
- Ug99 – Black Stem Rust

NAEGA members would like to participate in the FAS Scientific Cooperation Exchange Program should contact the NAEGA office for assistance. The program is reciprocal. For instance NAEGA member representative Susan Lyons from LD Commodities, NAEGA President Gary C. Martin and NGFA staff at the request of FAS met this week with a Bulk Feed Transportation Team from Inner Mongolia, China The team was visiting the U.S. under the FAS Scientific Cooperation Exchange Program. Gary and David Fairfield (NGFA) presented an overview of NAEGA, NGFA and the U.S. system of bulk feed transportation. FAS expressed its gratitude to NAEGA for taking the time to engage with the team, noting that significant opportunity for investment in Inner Mongolia, and meetings with organizations such as NAEGA “supports agricultural cooperation and goodwill between the U.S. and China.”

If you know someone who is working in the above focus areas at your organization is interested in traveling to China, contact the NAEGA office for information on how to apply.

2013 Membership Dues – Thank you for renewing your investment in NAEGA! Your Association needs your company’s many contributions to the ongoing success of NAEGA. Invoices for NAEGA’s 2013 Membership Dues have been mailed and payment is now due. If you have not already paid your dues, please submit payment as soon as possible. If you have any questions, please contact the NAEGA office.

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

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“Working Together to Make Trade Work”

Reports on NAEGA actions

China, Soybean Vessel Comparison Project –



From Left to Right: Mr. Xinhua Wu, Division Director, Jiangsu CIQ Bureau; Mr. Tianliang Hou, Deputy Director, Dayaowan CIQ Bureau; Mr. Jianwei Wang, Division Director, Zhejiang CIQ Bureau; Mr. Hailang Pan, Deputy Section Chief, Zhangjiagang CIQ Bureau; Mr. Zhanchen Yang, Section Chief, Nantong CIQ Bureau; Mr. Fei Manager, Cargil Nantong,

A China General Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) team arrived in Seattle, Washington on February 18th to work with U.S. Government Representatives, NAEGA members, Senior Advisor Arvid Hawk and the U.S. Soybean Export Council (USSEC) to conduct the vessel comparison study (VCS) of official and commercial practices at load and discharge port. The AQSIQ team is pictured above.

The VCS is part of the “Memorandum of Understanding (MOU) Regarding the China-U.S. Cooperation Program for the Inspection and Quarantine of U.S. Soybeans Exported to China” has been completed. The MOU, [which is available here](#), was signed in 2010 by USDA Secretary Vilsack and AQSIQ, and contemplates several additional shipments being included in the VCS. Part of NAEGA’s Grades & Inspections Committee work, the MOU and VCS is staffed by NAEGA Senior Advisor Arvid Hawk.

The vessel will soon be en route to China. Members of the U.S. team, including Arvid Hawk, will observe the discharge. NAEGA members with an interest joining with Arvid in China to participate in the work at discharge of the vessel should contact the NAEGA office.

We track this MOU activity on the [NAEGA Grades & Inspections Committee](#) page and the [NAEGA Personal Pages Website](#).

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World, Biotech Value Chain MOU Working Group Reports – The reports and recommendations of International (IWG) and Domestic (DWG) Working Groups of the Memorandum of Understanding on Improving Communication throughout the Value Chain on Biotechnology and Trade Issues (MOU) to the MOU signatories were discussed in a webinar this week. The PowerPoint presentations used in webinar can be found at these web locations: [DWG](#) and [IWG](#).

In November 2012 the original six trade association signatories to the MOU, including NAEGA, agreed to develop Domestic and International Working Groups to prepare reports and recommendations on Domestic and International issues related to the marketability of U.S. corn and soybeans derived from agricultural biotechnology. The DWG was charged with assessing the domestic legislative, regulatory and commercial environment for biotechnology and identifying specific issues that impact availability and marketability of U.S. corn and soybean products derived through agricultural biotechnology. The IWG, which is co-chaired by NAEGA President Gary Martin, was charged will assessing challenges and opportunities to the international marketability of U.S. corn and soybeans derived from agricultural biotechnology. The members of the MOU believe the U.S. corn and soybean value chain needs common strategies and enhanced coordination to 1) improve market access for U.S. corn and soybeans, and 2) provide growers access to the latest biotech products.

The IWG expects to be initiating implementation of some of its recommendations soon. Meanwhile the DWG will work to refine its proposed Agricultural Marketing Service certification and commercial alternate dispute resolution mechanism. Both PowerPoint presentations are posted under MOU issues tracking the [NAEGA Biotech Committee webpage](#) and the [NAEGA personal pages website](#).

World, IPPC Standard for the International Movement of Grain – The Commission on Phytosanitary Measures (CPM) of the International Plant Protection Convention (IPPC) will determine at its next meeting in Rome in April 2013 (CPM-8) whether or not to proceed with the development of a new international phytosanitary grain standard or prepare a guidance document to cover the implementation of existing international phytosanitary measures that pertain to the international grain trade.

In November 2012, the IPPC Standards Committee (SC) proposed presenting three options to the CPM to pursue

1. A unique International Movement of Grain Standard (ISPM for Grain) as per the draft specification, available here,
2. A guide to the implementation of ISPMs in the international movement of grain, or
3. A further revision to the draft specification to identify which elements should be included in an alternate ISPM of a reduced scope, and which may be more appropriate for a manual.

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The International Grain Trade Coalition (IGTC), of which NAEGA is a member, will have an observer role CPM-8 and will be urging the CPM to adopt option 2, the creation of a guidance document. NAEGA and IGTC believe that the need to provide phytosanitary guidance for the international movement can best be achieved by a guidance document. The development of best management practices will bring greater clarity to existing standards and when coupled with an extensive outreach program, will lead to improved harmonization of phytosanitary approaches internationally. The development of a guidance document will also identify gaps in existing standards, if any, that could be filled quickly at a later time by the development of a standard if necessary, when the specific requirements have been identified. NAEGA and IGTC have prepared a policy paper on the subject, which can [be downloaded here](#) and has been posted to the [NAEGA Grades & Inspections Committee](#) page and the [NAEGA Personal Pages Website](#).

World, NAEGA 2013 Market Access Program Allocation – USDA’s Foreign Agricultural Service (FAS) has notified NAEGA of the availability of our full (less a 10% sequestration withholding) 2013 Market Access Program (MAP) allocation. Due to fact that USDA’s budget had not been approved by Congress at the start of the year, our MAP allocation had been a small fraction of the amount we had initially requested in our 2013 Unified Export Strategy (UES) application. The UES defines NAEGA’s goals and strategy for the use of MAP funds in 2013. MAP (formerly Market Promotion Program) has been a part of NAEGA operations since 1992, and the funding is used to assist NAEGA’s worldwide programming. The 2013 UES is posted on the [MAP Committee Webpage](#) and the [NAEGA Personal Pages](#).

U.S., Coast Guard ASP Organizations Meeting – NAEGA and the National Grain & Feed Association (NGFA) hosted the semi-annual meeting of the U.S. Coast Guard (USCG) Alternate Security Program (ASP) Sponsoring Organizations. NAEGA Senior Advisor Jerry Cotter joined NAEGA President & CEO Gary C. Martin as the NAEGA representatives at the meeting. Gary gave a presentation on NAEGA’s current activities and history. The group also heard reports from USCG on issues affecting NAEGA ASP users, including updates on Seafarer shore access, Transportation Worker Identification Credential (TWIC) implementations, and the upcoming rulemaking on Facility Security Officer training requirements. The meeting agenda [is available here](#) and Jerry’s report from the meeting will be posted soon to the [NAEGA Grades Committee webpage](#) and the [NAEGA personal pages website](#).

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

2013

TBD – Comments to the Canadian Food Inspection Agency (CFIA) on draft directives D-12-05 & D-12-05: http://www.naega.org/images/pdf/CFIA_Draft_D-12-05.pdf

March

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8 – Comments to the President’s Export Council for Public Due for Consideration at the March 12, 2013 Public Meeting: <http://www.gpo.gov/fdsys/pkg/FR-2013-02-25/pdf/2013-04381.pdf>

Last Week of March – Comments Due to USDA/APHIS on Preliminary Decision for an Extension of a Determination of Nonregulated Status for Corn Genetically Engineered for Herbicide Tolerance:

http://www.aphis.usda.gov/brs/fedregister/09_06301p_fr_ext_noa.pdf

April

Last Week of April – Comments Due to USDA/APHIS on Petition for a Determination of Nonregulated Status for Dow Soybean Genetically Engineered for Insect Resistance:

http://www.aphis.usda.gov/brs/fedregister/12_27201p_fr_noa.pdf

Last Week of April – Comments Due to USDA/APHIS on Petition for a Determination of Nonregulated Status for Syngenta Soybean Genetically Engineered for Herbicide Tolerance:

http://www.aphis.usda.gov/brs/fedregister/12_21501p_fr_noa.pdf

Last Week of April – Comments Due to USDA/APHIS on Petition for a Determination of Nonregulated Status for Maize Genetically Engineered for Herbicide Tolerance and Insect Resistance

http://www.aphis.usda.gov/brs/fedregister/11_24401p_fr_noa.pdf

May

16 – Comments due to FDA on the proposed rule for hazard analysis and preventive controls for human food: http://www.ofr.gov/OFRUpload/OFRData/2013-00125_PL.pdf

16 – Comments due to FDA on the proposed rule for hazard analysis and preventive controls for produce: http://www.ofr.gov/OFRUpload/OFRData/2013-00123_PL.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

President’s Export Council Public Meeting and Comments – The President's Export Council (PEC) will hold a public meeting on March 12, 2013 at 9:30am Eastern time to deliberate on recommendations related to promoting the expansion of U.S. exports. Topics are likely to include two focal points of NAEGA priority and leadership:

1. To establish a **rapid response mechanism for sanitary and phytosanitary issues** in the Trans-Pacific Partnership Agreement

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2. U.S.-Canada trade facilitation

The public is invited to submit written statements and comments to the PEC by March 8, 2013. More details on the meeting, including how to submit comments for consideration, [are available here](#). The PEC meeting will be broadcast via live webcast on the Internet at <http://whitehouse.gov/live>.

Petitions for Nonregulated Status for Biotech Products – USDA’s Animal and Plant Health Inspection Service (APHIS) has announced they have received new Petitions for Nonregulated Status for the following genetically engineered plant products:

- [Insect-resistant/herbicide-tolerant soy \(Dow\)](#)
- [Herbicide-tolerant soy \(Syngenta\)](#)
- [Insect-resistant/herbicide-tolerant maize \(Pioneer\)](#)

Once above the notices are published in the Federal Register, most likely in the coming week, they will have an open comment period of 60 days, closing in late April, 2013 NAEGA will be considering comments on the Petitions for Nonregulated status in the coming weeks.

Addition, APHIS is making available for review and comment period a plant pest risk assessment, environmental assessment, and preliminary determination of nonregulated status for a [Herbicide-tolerant corn produced by Stine Seeds](#). APHIS determined that this event was similar to products that have previously completed APHIS review in unlikely to pose a plant pest risk. However, they are seeking public comments to see if there are any additional issues that the agency needs to address. The comment period will be open for 30 days, closing in late March. NAEGA will be considering comments on this issue as well.

The above notices have also been posted to the [NAEGA Biotech Committee Website](#) and [Personal Pages Site](#).

USDA Lowers Forecast for 2013 Agricultural Exports and Imports – The U.S. Department of Agriculture (USDA) has lowered its forecast for U.S. agricultural exports for fiscal year 2013. The revised forecast is \$142 billion, down \$3 billion from the previous forecast issued in November 2012. USDA points out that this is still a record, \$6.2 billion above the FY 2012 total.

Grain and feed exports are forecast down \$4.3 billion, mostly on reduced corn prospects associated with intense competition from Brazil, Argentina and others. Oilseed exports are up \$1.0 billion due to strong soybean meal and oil shipments resulting from strong demand from China and slower shipments from Brazil. Cotton exports are forecast up \$400 million, primarily due to greater import demand from China. The forecast for livestock, poultry and dairy is up \$300 million, with greater beef and poultry exports outweighing lower pork shipments. Horticultural exports are unchanged at a record \$32 billion, with fresh fruit and vegetable exports to Canada, Europe and Japan expected to continue rising. Sugar and tropical products are forecast down \$300 million on lower exports to Canada and Mexico.

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Agricultural imports are also expected to reach a new record at \$112.5 billion, \$9.1 billion higher than FY 2012 but down \$2.5 billion from previous projections, largely due to lower anticipated imports of sweeteners, coffee and rubber. More details on the forecast are available in USDA’s Agricultural Projections to 2022, [available for download as a PDF here](#).

U.S. Announces Plans to Curb Theft of U.S. Trade Secrets – The White House has released a strategy for mitigating the theft of U.S. trade secrets. The strategy states that it “reflects a commitment to act vigorously to combat the theft of trade secrets that could be used by foreign companies or foreign governments to gain an unfair economic edge.”

The U.S. government believes that trends indicate that the pace of economic espionage and trade secret theft against U.S. corporations is accelerating. Foreign competitors of U.S. corporations, some with ties to foreign governments, have increased their efforts to steal trade secret information through the recruitment of current or former employees. There are also indications that U.S. companies, law firms, academia and financial institutions are experiencing cyber intrusion activity against electronic repositories containing trade secret information. These activities threaten U.S. businesses, diminish U.S. export prospects and undermine U.S. national and economic security. Highlights from the strategy developed in response to the threat include:

- **Diplomatic Efforts.** The U.S. will continue to apply sustained and coordinated diplomatic pressure, including by the most senior levels of the administration, on other countries to discourage trade secret theft.
- **Trade Policy Tools.** The U.S. Trade Representative will make additional efforts to promote the adequate and effective protection and enforcement of trade secrets, including targeting weaknesses in trade secret protection through enhanced use of the annual Special 301 process and seeking through trade negotiations new provisions on trade secret protections requiring parties to make available remedies similar to those provided for in U.S. law.
- **International Law Enforcement Cooperation.** Federal law enforcement agencies will encourage cooperation with their foreign counterparts to enhance efforts to pursue domestic investigations of trade secret theft by foreign entities and encourage foreign law enforcement to pursue those targets themselves.
- **Best Practices by Private Industry.** The U.S. Intellectual Property Enforcement Coordinator will help facilitate efforts by organizations and companies to develop and adopt voluntary, industry-led best practices to protect trade secrets and will help highlight those practices. Areas that may be considered for voluntary best practices include research and development compartmentalization, information security policies, physical security policies and human resources policies. However, such guidelines are intended solely to offer suggestions and are not designed to be a minimum standard of protection.
- **Domestic Law Enforcement.** The DOJ will continue to make the investigation and prosecution of corporate and state-sponsored trade secret theft a top priority. The FBI is expanding its efforts to fight computer intrusions that involve the theft of trade secrets by individual, corporate and nation-state cyber hackers.

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- **Information Sharing.** The Office of the Director of National Intelligence will coordinate expanded discussions between the intelligence community and the private sector, focusing on (1) the number and identity of foreign governments involved in trade secret misappropriation, (2) the industrial sectors and types of information and technology targeted by such espionage, (3) the methods used to conduct such espionage and (4) the dissemination, use and associated impact of information lost in trade secret misappropriation.

The full strategy 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

February

26 – Washington, DC – 10am to 12:30pm - NAEGA hosted USTR Briefings and Task Force for Food and Agriculture Meeting - 3rd Floor at Arent Fox LLC, 1717 K Street Northwest, Washington, D.C

March

5 – NAEGA Contracts Committee Conference Call – 2pm Eastern, 1pm Central, 11am Pacific

6 – USDA/APHIS Plant Protection & Quarantine (PPQ) Export Services Webinar - 2pm Eastern, 1pm Central, 11am Pacific

12 - President’s Export Council Public Meeting – Available to view online at <http://whitehouse.gov/live>

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

18- San Francisco, California – NAEGA Annual Meetings

April

8-12 – Rome, Italy – Meeting of the Commission on Phytosanitary Measures (CPM) of the International Plant Protection Convention (IPPC)

9 – New Orleans, Louisiana – NAEGA-FGIS Regional Workshop

11-13 - Gdansk, Poland – Dry Bulk Terminals Group Operations Meeting. Topics for discussion include the International Convention for the Prevention of Pollution from Ships (MARPOL) Annex V and reporting for the International Maritime Organizations (IMO) Sub-Committee on

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Dangerous Goods, Solid cargoes and Containers meeting (DSC 18) on the status of ports and terminals having adequate reception facilities and the number of requests for and acceptance of cargo residues – Jerry Cotter Attending

November

12-15 – Lisbon, Portugal - 6th International Conference on Coexistence between Genetically Modified (GM) and non-GM based Agricultural Supply Chains: www.gmcc13.org

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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