



“Working Together to Make Trade Work”

OUTREACH April 9, 2013

Thank you for your membership in and work with NAEGA

Member participation opportunity:

- FGIS Regional Workshop – New Orleans – Tuesday, April 16, 2013
- 2013 OFAC International Trade Symposium – Washington, DC, April 19, 2013
- Stakeholder Reception for U.S.-China High Level Biotech & Technical Working Groups – Washington, DC, April 23, 2013
- U.S.-Turkey Agribusiness Trade Mission Rescheduled - June 10-14, 2013

Action Reports

- U.S., Plenary Meeting of the Biotech Value Chain MOU

New Issues

- USTR Releases 2013 Estimate on Trade Barriers
- USTR Announces Plans for Trade Agreement with West African States
- Potential Changes to CBP’s Trade Facilitation and Enforcement Efforts
- 2013 Asian Gypsy Moth Notice

NAEGA Calendar and Member Notices

- Upcoming events and notices for members

NAEGA member participation opportunity:

FGIS / Industry Regional Workshop – New Orleans --Tuesday, April 16, 2013 – A NAEGA-NGFA hosted regional Industry and Federal Grain Inspection Service (FGIS) Workshop is now scheduled for Tuesday, April 16, 2013 from 12:00pm-4:45pm at the FGIS Field Office in Destrehan, Louisiana. The proposed agenda for the meeting [is available here](#) and if you wish to attend we urge you to register [through this link](#) ASAP to ensure an accurate headcount. Attendees are encouraged to bring their own lunch and light refreshments will be provided.

The Workshop is a continuation of series of meetings 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.

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

2013 OFAC International Trade Symposium – Washington, DC – April 19, 2013 – The Department of the Treasury’s Office of Foreign Asset Control (OFAC) will hold its annual International Trade Symposium at the Walter E. Washington Convention Center in Washington, DC on April 19, 2013. The Symposium will feature presentations by key OFAC personnel on topics such as:

- Changes to the Iranian Transactions and Sanctions Regulations, NDAA and CISADA
- Enforcement guidelines and enforcement actions
- SDN List updates and information on the designation process
- Licensing procedures and guidance
- Compliance with U.S. economic and trade sanctions

In addition to formal presentations, OFAC staff will be available throughout the day for individual questions and ad hoc roundtable discussion on issues unique to the trade community. Details on registration can be found on [the OFAC website](#).

Stakeholder Reception for U.S.-China High Level Biotech & Technical Working Groups – Washington, DC, April 23, 2013 – NAEGA members are invited to attend a stakeholder reception for the U.S.-China High-Level Biotechnology Joint Working Group (BWG) and Technical Working Group (TWG) on Tuesday, April 23 2013, following their annual meetings in Washington, DC. The reception, hosted by NAEGA along with the Biotechnology Industry Organization, the National Grain & Feed Association, the U.S. Soybean Export Council and U.S. Grains Council, will be held at 5:30pm in the Murrow Room of the National Press Club, located at 529 14th St NW, Suite 1300, Washington, DC.

The BWG & TWG provide a framework under which the United States and China discuss policy and regulatory related to products produced using agricultural biotechnology. The annual meetings are a means by which the United States and China can address biotech policies to better and more efficiently deal with the challenges of new technologies and to facilitate continued and uninterrupted market access and trade for biotech products. The Chinese delegation includes:

- SHI Yanquan, Counsel, Department of Science, Technology and Education, Ministry of Agriculture (Head of Delegation, BWG)
- WU Kongming Vice President, Academician, Chinese Academy of Agricultural Sciences (Head of Delegation, TWG)
- KOU Jianping, Division Director, GMO Safety and IRP Division, Department of Science, Technology and Education, Ministry of Agriculture
- LI Yunhe, Associate Professor, Institute of Plant Protection, Chinese Academy of Agricultural Sciences
- YANG, Hanchun, Professor, China Agriculture University

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- WANG Xue, Deputy Director, National Center for Safety Evaluation of Drugs, National Institutes for Food and Drug Control
- HUANG Xin, Assistant Researcher, Chinese Academy of Inspection and Quarantine
- CHANG Zhijie, Professor, Tsinghua University
- CHEN Zhixin, First Secretary, Embassy of the People’s Republic of China, Washington
- LIU Xiangzhou, Interpreter, Ministry of Agriculture

If you would like to attend, you can register for the reception by emailing Patrick Hayden at phayden@naega.org.

U.S.-Turkey Agribusiness Trade Mission Rescheduled - June 10-14, 2013 – USDA’s upcoming U.S.-Turkey Agribusiness Trade Mission (ATM) has been rescheduled to June 10-14, 2013 and NAEGA members are invited to participate. The Turkey ATM will be held in Istanbul and Izmir. Turkish business representatives will participate in targeted, one-on-one meetings with selected U.S. agribusiness participants in both locations. The goal of the mission is to provide small-and medium-sized U.S. businesses with first-hand market information, access to government decision makers, and one-on-one meetings with business contacts, including potential agents, distributors and partners, so U.S. businesses can position themselves to enter or expand their presence in the Turkish market.

USDA will develop the agenda, facilitate logistics, and cover all on-ground expenses during the Mission. Participants would maintain responsibility for their travel to and within Turkey, and their in-country lodging costs. If you would like to participate in this mission, applications are [available through this link](#), and are due on April 18, 2013. Please let NAEGA know if you would like more information on this mission.

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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Reports on NAEGA actions

U.S., Plenary Meeting of the Biotech Value Chain MOU – More than 45 representatives of organizations that are signatory to the *Memorandum of Understanding on Improving Communication throughout the Value Chain on Biotechnology and Trade Issues* (MOU) met in plenary session on April 2, 2013. A robust discussion of the work being pursued under the MOU included a review of actions proposed by the Domestic and International Working Groups (DWG & IWG) of the MOU. The MOU Steering Committee consisting of the Executive Leadership of the American Soybean Association (ASA), Biotechnology Industry Organization (BIO), American Seed Trade Association (ASTA), National Corn Growers Association (NCGA), National Grain & Feed Association (NGFA) and NAEGA met afterward and strongly affirmed the current direction of both working groups.

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Organizations now signatory to the MOU include the American Farm Bureau Federation, American Seed Trade Association, American Soybean Association, Biotechnology Industry Organization, Corn Refiners Association, North American Export Grain Association, National Corn Growers Association, National Grain & Feed Association, National Oilseed Processors Association and U.S. Grains Council. As reported in the February 25, 2013 edition of OUTREACH, the DWG & IWG delivered initial reports and recommendations at the February 19, 2013 meeting of the signatories. The IWG delivered an implementation plan for their recommendations during the Plenary.

In November 2012 an original six trade association signatories to the MOU, including NAEGA, agreed to develop the DWG & IWG 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 IWG, which is co-chaired by NAEGA President Gary Martin, was charged with assessing challenges and opportunities to the international marketability of U.S. corn and soybeans derived from agricultural biotechnology.

The IWG’s report and implementation plan as well as the presentations delivered in February by both the IWG & DWG are posted under MOU issues tracking the [NAEGA Biotech Committee webpage](#) and the [NAEGA personal pages website](#). The Domestic Working Group’s work plan involves the development of a framework of standards governing risk assessment, risk management (stewardship and supply chain management), risk mitigation and risk responsibility (liability). Both working groups will soon be coordinating on key action items like Low Level Presence (LLP) policy.

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:
http://www.naega.org/images/pdf/CFIA_Draft_D-12-05.pdf

April

18 – Comments due to USDA/FAS on the reopened Proposed Rule to add distillers dried grain (DDG) to the Export Sales Reporting program (ESR).
http://www.ofr.gov/OFRUpload/OFRData/2013-06084_PI.pdf.

29 – 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

29 – 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

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29 – 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

10 – Comments due to USTR on Transatlantic Trade & Investment Partnership:
<http://www.gpo.gov/fdsys/pkg/FR-2013-04-01/pdf/2013-07430.pdf>

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_PI.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_PI.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

USTR Releases 2013 National Trade Estimate Report on Foreign Trade Barriers – The Office of the U.S. Trade Representative (USTR) has released the 2013 National Trade Estimate Report on Foreign Trade Barriers (NTE) which describes significant foreign barriers to U.S. exports of goods and services, foreign direct investment and intellectual property rights protection as well as the actions being taken to address those barriers. USTR has also issued its fourth annual reports focusing specifically on technical barriers to trade (TBT), such as product standards and testing and certification requirements, and sanitary and phytosanitary (SPS) barriers, which include measures used to ensure that foods and beverages are safe for consumers and to protect animals and plants from pests and diseases.

- **NTE** – The NTE report covers the most important barriers, including those that may be consistent with international trade rules such as very high tariffs, affecting U.S. exports in 57 countries, the European Union, Taiwan, Hong Kong and one regional body. USTR highlights several specific areas of concern, including a growing trend among U.S. trading partners to impose localized barriers to trade and substandard foreign labor practices that impinge on labor obligations in U.S. free trade agreements.
- **SPS Report** – USTR states that while many SPS measures are fully justified, too often governments cloak discriminatory and protectionist trade measures in the guise of ensuring human, animal or plant safety. As a result, this report focuses on SPS measures

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that appear to be unscientific, unduly burdensome, discriminatory or otherwise unwarranted and create significant barriers to U.S. exports. Among these are restrictions related to export certifications, biotechnology, bovine spongiform encephalopathy, avian influenza and maximum residue limits for pesticides.

USTR notes that the U.S. has achieved some important successes in this area since last year, including removing specific barriers in El Salvador, Hong Kong, Japan and Mexico to exports of U.S. beef, working with Taiwan to implement an MRL for beef containing ractopamine, successfully petitioning the European Union to allow the use of a pathogen reduction treatment on beef, resolving barriers for U.S. rough (paddy) rice and poultry products for export to Colombia, improving the import procedures for U.S. cherries entering Korea, and gaining access for certain U.S. pears into China.

- **TBT Report** - Governments, market participants and other entities can use standards-related measures as an effective and efficient means of achieving legitimate commercial and policy objectives, but when standards-related measures are outdated, overly burdensome, discriminatory or otherwise inappropriate they can reduce competition, stifle innovation and create unnecessary technical barriers to trade. This report focuses on TBT measures in 17 countries as well as the EU.

The report notes several positive developments over the past year, including work with Costa Rica and El Salvador to eliminate an unnecessary certification requirement for meat products, an agreement with Brazil on certification requirements for meat processing facilities and meat products, and work with Vietnam to address tax stamp issues for alcohol. The report also identifies the Trans-Pacific Partnership and the forthcoming Transatlantic Trade and Investment Partnership as key opportunities to reduce technical barriers in 2013.

All three reports are posted to [USTR’s website](#). The full NTE in Foreign Trade Barriers is [available for download here](#); the SPS report [is available here](#); and the TBT report [is available here](#).

USTR Announces Plans for Trade Agreement with West African States – The Office of the U.S. Trade Representative (USTR) reports that the U.S. has proposed a Trade and Investment Framework Agreement (TIFA) with the Economic Community of West African States (ECOWAS): Benin, Burkina Faso, Cape Verde, Cote d’Ivoire, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo.

USTR reports that a TIFA would create opportunities for U.S. companies interested in doing business in West Africa, assist in addressing impediments to U.S. trade and investment in the region, and provide a forum for discussion of topics relevant to economic integration efforts in West Africa. It would also build on the U.S. Strategy Toward Sub-Saharan Africa, which recognized trade and investment as a critical engine for broad economic growth and calls for more enhanced and focused engagement on these issues.

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The U.S. also sees TIFA as a way to strengthen its economic involvement in the region at a time when competitors have been making significant inroads. USTR notes that the U.S. already has TIFAs in place with four African regional economic organizations (the East African Community, the Common Market for Eastern and Southern Africa, the West African Economic and Monetary Union and the Southern African Customs Union) as well as with eight individual countries (Angola, Ghana, Liberia, Mauritius, Mozambique, Nigeria, Rwanda and South Africa) and has been using these agreements to support regional integration, encourage greater two-way trade and investment, build capacity in the African private sector, and help build opportunities for U.S. businesses in Africa. More details are [available on USTR’s website](#).

Potential Changes to CBP’s Trade Facilitation and Enforcement Efforts – The Congressional Research Service has released a report on trade facilitation, enforcement and security efforts by U.S. Customs and Border Protection (CBP) that identifies a number of issues that Congress may address in its consideration of customs reauthorization legislation later in 2013. The report highlights the tension between facilitating the efficient flow of legitimate trade into and out of the U.S. and the often competing goals of enforcing trade laws and import security measures. Highlights from the report include:

- **Decreasing Land Border Wait Times** – Some in Congress have expressed concern about delays and unpredictable wait times at land border ports of entry, particularly on the U.S.-Mexico border. While many strategies for promoting faster throughput may be in tension with security and trade enforcement goals, the report states, increasing port of entry personnel levels may speed flows while also increasing enforcement capacity.
- **100% Scanning** – The SAFE Port Act of 2006 requires that 100% of maritime cargo containers admitted into the U.S. be scanned through non-intrusive inspection and radiation detection equipment in a foreign port prior to being loaded on a U.S.-bound ship. The deadline for 100% scanning was July 1, 2012, but the Department of Homeland Security (DHS extended that deadline as experience demonstrated that 100% scanning is difficult and costly to implement.

In light of these challenges, the report states that Congress may wish to consider provisions to allow DHS to scan less than 100% of U.S.-bound cargo. One reason is the cost, which some say may be great enough to shift certain trade flows away from U.S. markets. More generally, 100% scanning conflicts with DHS’s general approach to risk management, which seeks to focus scarce inspection resources on the highest-risk containers.

- **Interagency Coordination** – The SAFE Port Act requires all federal agencies that require documentation related to the importation or exportation of cargo to participate in the Automated Commercial Environment (ACE) once the International Trade Data System (ITDS) is fully operational, and as of August 2012 all 47 such agencies were involved in ITDS implementation. For those who may favor efforts to require other agencies to work more closely with CBP at various stages of the trade enforcement

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process, the report states, one option might be to require that each agency with responsibility for cargo clearance use ITDS exclusively for authorizing the documentation, clearing or licensing of cargo. On the other hand, some may be reluctant to delegate additional enforcement powers to CBP because doing so may dilute the enforcement authority of other federal agencies, potentially undermining their own missions.

The full report on potential 2013 Congressional action on CBP is available [through this link](#).

2013 Asian Gypsy Moth Notice – USDA’s Animal & Plant Health Inspection Service has requested that industry be notified that we are entering Asian Gypsy Moth (AGM) interception season. Please find the memo from APHIS [through this link](#).

Asian gypsy moth (AGM) is a serious pest that can be carried on the superstructure of ships and cargo. AGM populations are prevalent in some seaport areas in Far East Russia, Japan, Korea, and Northern China. If introduced, AGM would pose a significant risk to the North American plant resource base, businesses that rely on plant resources, and to market access. **Vessels must arrive to North American ports with required pre-departure certification and free of AGM.** It is vital that the maritime industry and the United States (U.S.) and Canadian authorities collaborate on measures to minimize the risk of AGM incursion. Although the agricultural agencies of the U.S. and Canada are independent and have variances in their laws, AGM risk mitigation and exclusion efforts are a joint effort and considered a high priority.

For 2013, there is guidance on flight periods for all regions on AGM procedures at the following website: http://www.aphis.usda.gov/plant_health/plant_pest_info/gypsy_moth/index.shtml

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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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.

A celebration of Tom’s life for family, friends and business associates was held in Portland, Oregon on March 9. NAEGA President Gary C. Martin presented Tom’s family with the statue in the picture below. The inscription reads: “Presented to the Family of Thomas J. Hammond by the North American Export Grain Association in Memory of Tom’s Life and in Honor of his Service to Our Industry. March 9, 2013”

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As a way to remember and pay tribute to Tom’s life we have created a Tribute Page for Tom on the NAEGA website. Please take look [by clicking on this link](#).

You are invited to help make this lasting tribute to Tom even more memorable and significant. Please submit something you think appropriate and we will post and maintain the remembrances on the Tribute page. You can send photos, stories, or just a few paragraphs for inclusion on the site. An email to TomHammondTribute@naega.org will get this process started.

If you know of anyone else who would like to contribute to the page, please forward the webpage and email to them for their consideration

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.

NAEGA Calendar & Member Notices

April

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

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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 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

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

19 – Washington, DC - 2013 Office of Foreign Asset Control International Trade Symposium

23 – Washington, DC – Stakeholder Reception for U.S.-China Technical Working Group and Biotech Working Group

May

29-30 – Washington, DC – Office of the U.S. Trade Representative Hearings on T-TIP

June

5-7 – Opatija, Croatia - 2013 Zagreb and Croatian Association of Feed Producers, Technologists and Nutritionists (KRMIVA) Feed Conference – NAEGA invited to attend & present

10-14 – Istanbul & Izmir, Turkey – USDA U.S.-Turkey Agribusiness Trade Mission – NAEGA Members invited to participate

July

9-10, 2013 – Alexandria, Virginia – U.S. Agricultural Export Development Council (USAEDC) 2013 FAS Attaché Meetings & Seminar – NAEGA Members invited to participate.

November

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

19-21 – Baltimore, Maryland – U.S. Agricultural Export Development Council (USAEDC) 2013 Annual Workshop – NAEGA Members invited to participate

2014

March

31 – 2014 NAEGA Annual Meetings – Hilton Head, South Carolina

30-April 1 – 2014 NGFA Convention – Hilton Head, South Carolina

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

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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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