



“Working Together to Make Trade Work”

OUTREACH April 15, 2013

Thank you for your membership in and work with NAEGA

Welcome to NAEGA’s Newest Member, Lansing Trade Group, LLC! The company trades whole grains, feed ingredients, energy products, freight and many other commodities within North America and internationally. Steven Speck, Vice President for the company, will serve as Member Representative and Dale Krukemyer will assist Steven as an alternate.

Please join us in welcoming Lansing Trade Group to NAEGA - contact information for Steven, Dale and Lansing Trade Group can be found on the updated NAEGA Member directory at the [NAEGA Member’s Only Website](#).

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
- Reception for EU Trade Representatives, Agricultural Counselors and Attaches – Washington, DC, May 16, 2013
- U.S.-Turkey Agribusiness Trade Mission Rescheduled - June 10-14, 2013

Action Reports

- Trans Pacific Partnership – Japan & U.S. agreement, NAEGA sets focus
- World, IPPC Meetings on International Grain Standards
- World, Dry Bulk Terminal Group Spring Meeting
- World, SPS Enforcement in Free Trade Agreements

New Issues

- WTO Sees Continued Weakness in Trade Growth & Threat of Protectionism
- U.S. Trade Agency Consolidation in 2014 Budget
- CBP Reports Decline in Compliance & Supply Chain Security Measures

NAEGA Calendar and Member Notices

- Upcoming events and notices for members

NAEGA member participation opportunity:

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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.

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 13 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

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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
- 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 [through this link](#).

Reception for EU Trade Representatives, Agricultural Counselors and Attaches – Washington, DC, May 16, 2013 – NAEGA Members are invited to attend a reception for EU Trade Representatives and Agricultural Counselors and Attachés on May 16, 2013 at the offices of Morgan and Lewis at 1111 Pennsylvania Avenue, NW, Washington, DC. The meeting, hosted by members of the Food & Ag Task Force for the Transatlantic Trade & Investment Partnership (T-TIP), will take place from 4:00pm-6:30pm and will focus on U.S. industry dialog with and outreach to EU officials on the T-TIP negotiations. If you or a representative would like to attend, please contact the NAEGA office.

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

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[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](#)

[Click here to return to Index](#)

Reports on NAEGA actions

Trans Pacific Partnership - U.S. & Japan agree, NAEGAs Focus – The United States has completed its bilateral consultations with Japan regarding the Trans-Pacific Partnership (TPP) providing direction for NAEGA to focus its related leadership and work with members. Key elements of NAEGA interest in the Japan U.S. agreement are:

- **Non-Tariff Measures** – The two countries have agreed to consider a broad range of sectorial and cross-cutting non-tariff measures. To the extent that these issues are not fully addressed in the TPP negotiations, they will be addressed through a bilateral, parallel mechanism, to be completed by the end of the TPP negotiations. *(See supplemental fact sheet [available here](#) for more details, including a description of the issues to be addressed.)*
- **A “High-Standard Agreement”** - Japan is prepared to conclude the kind of high standard trade agreement being negotiated by the current 11 TPP partners. In response, and in a Joint Statement with the United States on February 22, Japan made clear that it will subject all goods to negotiation and will join others to achieve a high standard and comprehensive agreement as described in the Outlines of the TPP Agreement announced by TPP leaders on November 12, 2011.

Through the TPP, the United States and 10 other Asia-Pacific countries are seeking to negotiate an ambitious, next-generation, regional trade agreement. USTR states that the addition of Japan will further distinguish TPP as the most promising platform for a Free Trade Area of the Asia Pacific. Decisions on new members are made by a consensus of current TPP members.

Detailed information about the United States’ consultations with Japan can be found [here](#).

World, IPPC Meetings on International Grain Standards – NAEGA President & CEO Gary C. Martin travelled to Rome, Italy to attend the Eighth Session of the Commission on Phytosanitary Measures (CPM-8) of the International Plant Protection Convention (IPPC) and other meeting surrounding that event. Gary served as a delegate at CPM-8 and worked with the International Grain Trade Coalition (IGTC). NAEGA sponsored a workshop side session during the meetings. NAEGA’s work was funded in part by our Market Access Program. The IGTC position statement, mirroring NAEGA policy and supporting action by the CPM-8 to proceed to

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establish Guidelines rather than a unique Standard for the International Movement of Grain (ISPM) can be found [through this link](#).

Ultimately the CPM-8 decided to continue development of an international phytosanitary grain standard. Highlights of the consensus reached are as follows:

1. CPM agrees to continued development on an ISPM on grain.
2. CPM to request the Standards Committee narrows the scope of the specification to phytosanitary issues. In particular CPM is to request the Standards Committee to exclude LMOs climate change, food safety and quality issues and further to request the Standards Committee to determine if traceability should or should not be excluded.
3. Requested CPM members to submit strategic comments on this issue to the Standards Committee members from their region no later than April 22, 2013
4. Requested the Standards Committee to continue the revision of scope at their May 13, 2012 meeting
5. Agreed that the new draft Specification would be sent to a second CPM member consultation
6. The Secretariat could invite, in consultation with the chair of the Standards Committee, additional experts to participate in Standards Committee meetings
7. To reconsider the need for the development of a guidance document, after the draft standard is developed, noting subject to added funding

The creation of an international phytosanitary grain standard now seems inevitable. The challenge will now be to ensure that the standard is developed in a manner that will be least restrictive to international trade. NAEGA will proceed to work with National Governments, the IPPC Secretariat and Members of the Standards Committee, the IGTC and other stakeholders to provide guidance on potential trade implications associated with different phytosanitary measures that will be under consideration.

We are now working to address strategic comments by April 22nd and with a draft scope that needs to be revised by May 13th.

Gary’s travel was funded in part by NAEGA’s Market Access Program (MAP) allocation and a full report on the meetings will be available soon. Once submitted, the report will be posted to the [International Programs Committee page](#) on the NAEGA website and the [NAEGA Personal Pages website](#).

World, Dry Bulk Terminal Group Spring Meeting – NAEGA Senior Advisor for Food Safety & Defense Jerry Cotter traveled to Gdansk, Poland for the Spring Meetings of the Dry Bulk Terminals Group (DBTG). DBTG, a not-for-profit society open to all owners/operators of dry bulk terminals world-wide, has a Memorandum of Agreement with NAEGA for cooperation in areas of common interests in relation to various aspects of seaborne dry bulk commodities trade, transportation and handling. During the meeting, Jerry represented NAEGA and took part in a panel discussion on the International Convention for the Prevention of Pollution from Ships

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(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. The travel was funded in part by NAEGA’s Market Access Program (MAP) allocation and Jerry will be submitting a full report on the meeting soon. Once submitted, the report will be posted to the [International Programs Committee page](#) on the NAEGA website and the [NAEGA Personal Pages website](#).

World, SPS Enforcement in Free Trade Agreements – NAEGA has joined a coalition of like-minded partners in the agriculture industry in sending letters to Deputy National Security Advisor for International Economic Affairs Michael Froman and U.S. House of Representatives Ways & Means Committee Trade Subcommittee Chairman Devin Nunes, advocating the inclusion of the ability to enforce SPS commitments in order to safeguard market access opportunities for American agriculture in negotiations for the Trans Pacific Partnership (TPP), Transatlantic Trade and Investment Partnership (T-TIP) and any future trade agreements.

- The letter to Mr. Froman notes that the U.S. food and agriculture sector has worked extensively in pursuit of improved and science-based disciplines on the application of SPS measures, reflecting the reality of SPS barriers as a significant and growing impediment to market access for U.S. products. The letter notes the importance of “WTO-plus” SPS provisions in the TPP, obligations that go beyond the WTO SPS Agreement on issues like risk assessment, risk management, transparency, border checks/laboratory testing and facilitating trade through regulatory coherence measures.

The letter also advocates the inclusion of a Rapid Response Mechanism (RRM) to help improve trade facilitation and resolve shipment-specific issues and that it is essential that the U.S. focus on finding a way to make the WTO-plus commitments in TPP enforceable. Without the threat of penalties for noncompliance, trading partners are unlikely to adhere to their obligations SPS commitments should not be given short-shrift and must be enforceable requirements.

- The letter to Chairman Nunes, a response to his request for comments from the U.S. agriculture community regarding trade negotiations and dispute resolution for agriculture, notes that U.S. agriculture is strongly supportive of requiring that sanitary and phytosanitary (SPS) provisions in TPP & T-TIP be subject to dispute settlement, particularly in area that build upon or clarify existing World Trade Organization commitments. The letter states that not subjecting critically important SPS provisions to dispute resolution subordinates farmers and food processors to a lower priority in trade dispute resolution

The letter notes the possibility of the formation of a Consultative Technical Committee (CTC) to help further the resolution of SPS barriers to agricultural trade among TPP members would seem to offer improvements but that it would fall short of providing any enforcement tools and would not provide much-needed recourse to the TPP dispute settlement process. Improvement is needed in how the U.S. government resolves agricultural trade issues is needed, but it should not be a substitute for enforcing TPP SPS provisions through a legal process.

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The letters’ signatories ask that the U.S. insist upon the ability to enforce SPS commitments in order to safeguard market access opportunities for American agriculture. Both letters have been posted to the [Public Comments & Policy Statement](#) section of the NAEGA 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:
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

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

WTO Sees Continued Weakness in Trade Growth & Threat of Protectionism – The World Trade Organization (WTO) reports that trade growth fell to 2.0% in 2012 from 5.2% in 2011 and is expected to remain sluggish in 2013 at around 3.3%. That is a decrease from WTO’s initial 2013 growth estimate of 4.5%. WTO Director-General Pascal Lamy warned that this trend could yield increasing pressure for protectionist measures.

The WTO attributes the deceleration of trade growth in 2012 to flagging output and high unemployment in developed countries, which reduced their imports and thus slowed export growth in both developed and developing economies. WTO sees 2013 as developing exactly as 2012, with both trade and output expanding slowly, below their long-term average rates. Much of this is related to problems in the EU, where the economy is expected to remain flat or even contract slightly. Improved economic prospects in the U.S. will only partially offset the EU’s continued weakness, which will also constrain exports from China. The WTO even speculates that growth rate of world trade volumes has fallen, noting that a return to the pre-economic crisis average of 6.0% would require a period of unprecedented growth and does not appear likely to happen soon.

The WTO warns that “the structural flaws in economies that were revealed by the economic crisis have not been fully addressed, despite important progress in some areas and that as long as global economic weakness persists protectionist pressure will continue to build. Director-General Lamy noted that the threat of protectionism may be greater now than at any time since the start of the economic crisis.

WTO advises that countries need to refocus their attention on reinforcing the multilateral trading system. There are in fact some multilateral efforts underway, but the outlook is cloudy. Good progress is being made on expanding a WTO agreement on duty-free trade in information technology goods, and negotiations on a new trade in services agreement are expected to launch shortly. The full WTO statement on the revised forecast [is available here](#).

U.S. Trade Agency Consolidation in 2014 Budget – The fiscal year 2014 budget released by U.S. President Barack Obama includes a proposal to consolidate six trade agencies into one department. As first proposed in January 2012 and reiterated as a campaign pledge last fall, the president is seeking to consolidate the following into a “new department with a focused mission to foster economic growth and spur job creation:” the Department of Commerce’s core business and trade functions, the Office of the U.S. Trade Representative, the Export-Import Bank, the Overseas Private Investment Corporation, the U.S. Trade and Development Agency, the Small Business Administration, the Department of Agriculture’s business development programs, the Treasury Department’s Community Development Financial Institutions Fund program, the National Science Foundation’s statistical agency and industry partnership programs, and the Bureau of Labor Statistics from the Department of Labor.

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The rationale for the change is to eliminate redundancy among programs and services and make it easier for U.S. companies to increase their exports, which has been one of the Obama administration’s top trade priorities. The White House claims the consolidation will lead to “more effectively aligned and deployed trade promotion resources, strengthened trade enforcement capacity, streamlined export finance programs, and enhanced focus on investment in the United States...which could more effectively implement a strong, pro-growth trade policy”.

The president’s proposal has been criticized by current and former government officials as well as the business community. The idea of combining USTR and DOC because of their different roles in trade policy has been the focus of considerable opposition. However, the president has opined that opposition to his plan is not ideological difference but instead is due to lawmakers protecting their own interests at various government agencies. The White House budget proposal, which includes proposed 2014 funding for trade-related agencies, is [available through this link](#).

U.S. CBP Reports Decline in Compliance & Supply Chain Security Measures – U.S. Customs and Border Protection (CBP) has posted its annual performance and accountability report, which shows that 2012 saw a decline in several measurements related to compliance and supply chain security programs. Details revealed in this report include the following.

- **Compliance:** The percentage of imports compliant with applicable U.S. trade laws, including customs revenue laws, fell for the second straight year to 96.46%, below the goal of 98%. CBP attributes the decline to classification errors by importers.
- **C-TPAT:** The compliance rate for members of the Customs-Trade Partnership against Terrorism (C-TPAT) with established program security guidelines declined to a five-year low of 94.5%, compared to 95.1% in FY 2011. CBP explains that a number of companies were suspended or removed due to the implementation of strengthened C-TPAT security criteria.
- **Container Security Initiative:** CBP officers reviewed 10.8 million bills of lading and conducted 49,415 examinations of high-risk cargo in cooperation with host country counterparts under the Container Security Initiative (CSI). The percentage of such exams requested that were actually conducted rose for the third straight year to 98%, up from 96% in 2011.
- **Screening:** CBP did not meet its target for the percentage of inbound cargo identified as potentially high-risk by the Automated Targeting System that has been screened and had its entry status resolved prior to or during processing at a port of entry, but a specific figure was not given. CBP notes that reporting this measure in the land environment continues to be a challenge due to data accessibility and system data exchange issues.

CBP full annual performance and accountability report is available on its website [through this link](#).

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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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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”



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.

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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

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

21-24 – Washington, DC – IPC Global Food Security Symposium 2013

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

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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 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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