



Celebrating 100 Years

May 7, 2012

Thank you for your membership in and work with NAEGA.

Member Action Opportunities:

NAEGA Centennial Celebration Event in Tokyo, Japan– May 23, 2012;
NAEGA Centennial Celebration Event in Seoul, Korea – May 25, 2012;
London Events and Opportunities – June 2012;
More Member Benefits from NAEGA.org;
Container logistics and Canada grain marketing Task Forces;
Latin America, Wheat Buyers Conference;

Tracking NAEGA Actions:

Canada, Grain Marketing Task Group; U.S., GIPSA Updates; NAEGA MAP Trip Report Posted

FYI-Related News:

White House Cracks Down on Evasion of Sanctions on Iran and Syria; U.S. Seeks to Boost Trade Through International Regulatory Cooperation; U.S. & Japan Pledge Cooperation on Supply Chain Security

Calendar and Website:

Upcoming events and Website News

Member Action Opportunities:

Announcements of NAEGA meetings or upcoming events held by NAEGA and our partner organization that offer opportunities for NAEGA Member participation are posted in this section. They are posted under “Events” on the NAEGA Website.

NAEGA Centennial Celebration Event in Tokyo—On **May 23, 2012**, NAEGA will be hosting two events as part of our Centennial Celebration in Tokyo, Japan. The first, a “Dialog on Food security & Trade” with presentations from NAEGA Staff, will be held from 1:30 -5pm at the Belle Salle Izumi Garden Conference Center in Tokyo. That evening, from 6-9pm, NAEGA will host a celebration at the [ANA Intercontinental Hotel](#) that includes a buffet reception featuring remarks from U.S and Japanese government and corporate officials.

The focus of the celebratory events will be to commemorate the history of NAEGA and U.S.-Japanese trade and celebrate NAEGA's Centennial Year. An updated NAEGA history will be unveiled. The current draft agenda is posted below:

NAEGA Tokyo Seminar & Reception
ANA Intercontinental Hotel – Tokyo, Japan
May 23, 2012

Dialog on Food Security and Trade

1:30pm-4:45pm at the Belle Salle Izumi Garden Conference Center
7th Floor, Izumi Garden Tower, 1-6-1 Roppongi, Minato-ku, Tokyo
Moderator from Japan Feed Trade Association (TBD)

Featured Panel Comments:

- Global Food Security and Trade 2012 and beyond, deploying technology and technique for reliable and sustainable supply, Gary Martin
- Innovations in Trade Risk Management, Contracts and Best Commercial Practices, Sam Bonilla
- Meeting consumer, regulatory and trade needs for Quality & Safety, Arvid Hawk
- Critical transportation elements of Ocean Freight and Port Operations, Jerry Cotter
- Latest developments in US and North American Supply and Policy, W. Kirk Miller

Industry and Government Leaders Reception

6:00pm-9:00pm Galaxy III Room - ANA InterContinental Hotel
1-12-33, Akasaka, Minato-ku, Tokyo 107-0052, Japan
Buffet Reception

Featuring remarks from:

Geoff Wiggin, Minister-Counselor for Agricultural Affairs, U.S. Embassy;
Shuji Yamada, Vice-Minister for International Affairs, MAFF (Invited);
Hideyuki Hori, Chairman of Grain Importers Association of Japan; (Invited)
Shigeo Takahashi, Chairman of the Japan Feed Trade Association
Tom Hammond, NAEGA Board Chairman (Invited)

Invitations are being conveyed this week. If you have not already done so, Please contact the NAEGA office if your company has personnel or colleagues and associates who should be invited to Seminar and the Reception.

NAEGA Centennial Celebration Event in Korea – NAEGA is pleased to announce we will be holding a Centennial Celebration in Seoul, South Korea on **May 25, 2012**. The focus of the celebration will be to commemorate the history of NAEGA and U.S.-Korea trade and celebrate NAEGA's Centennial Year.

NAEGA will be hosting two events on May 25, an afternoon "Dialog on Food Security and Trade" and evening reception, at the [Intercontinental Seoul COEX Hotel](#). NAEGA members are requested to help us identify participants for both events. An updated draft agenda is posted below:

NAEGA Korea Seminar & Reception
Intercontinental Seoul COEX Hotel – Seoul, South Korea
May 25, 2012

Dialog on Food Security and Trade

2:00pm-5:00pm in the Moderato Room

Moderator Bill Kim of Cargill

Featured Panel Comments:

- Global Food Security and Trade 2012 and beyond, deploying technology and technique for reliable and sustainable supply, Gary Martin
- Innovations in Trade Risk Management, Contracts and Best Commercial Practices, Sam Bonilla
- Meeting consumer, regulatory and trade needs for Quality & Safety, Arvid Hawk
- Critical transportation elements of Ocean Freight and Port Operations, Jerry Cotter
- Latest developments in US and North American Supply and Policy, W. Kirk Miller

Industry and Government Leaders Reception

6:00pm-9:00pm - Vivace Room - Buffet Dinner

Featuring remarks from: U.S. Embassy, Government of Korea, U.S. and Korean Industry

Please contact the NAEGA office as soon as possible if your company has personnel or colleagues and associates who should be invited to these events in either country. We will post more details and convey invitations soon!

London Events and Opportunities – June 2012 – NAEGA member personnel are invited to join NAEGA President Gary C. Martin and NAEGA Biotech Committee Chair in London during the first week of June for several opportunities surrounding the 2012 International Grain Council (IGC) International Grains Conference:

1. NAEGA has scheduled a meeting on Wednesday June 6 with IGC Executive Director Etsuo Kitahara and appropriate IGC officials to discuss new developments in commercial grain trade and related official actions.
2. A limited number of discounted registrations are available to the IGC Conference through NAEGA. Please let the NAEGA office know as soon as possible if you would like to take advantage of this offer.
3. NAEGA is sponsoring a workshop at the IGC Conference on June 7, 2012 that will be conducted by the International Grain Trade Coalition (IGTC). The workshop will cover current issues of importance in the international grain trade. An agenda for the full IGC Conference and registration information is available on the [IGC website](#).
4. We understand Iraqi Minister of Trade Khairullah H. Babakir and members of the Iraqi Wheat Board may be attending the 2012 IGC Conference. NAEGA President Gary Martin is working to arrange a meeting between NAEGA and the Iraqi team during the conference. If your company would like to participate in such a meeting, please contact Gary at the NAEGA offices as soon as possible.

5. The International Grain Trade Coalition (IGTC) will be holding their summer meeting on June 8-9, 2012 in London following the IGC Conference. Future structure and funding of the IGTC as well the coalition's ongoing work will be considered. NAEGA member personnel are welcome to attend the event.

To take advantage of any of these opportunities, please contact the NAEGA office as soon as possible.

More Member Benefits from NAEGA.org – As NAEGA prepares to launch our new public website in early June, NAEGA members and staff will be able to enhance their own use of the NAEGA Members Personal Pages website.

- The Members only password protected website will be fully integrated with the new Public Site.
- Members only “Personal Pages” will be used to facilitate business networking and easy information access.
- NAEGA members and staff, using their own, individual “Personal Page” will now be able to post new documents to, as well as directly search and retain files from, NAEGA's growing digital library. Each personal page is unique, with contact information, retained information and news relevant to committee and other interests of the subscribed individual.

To assist you in taking advantage of these benefits, NAEGA Director of Operations Patrick Hayden will be calling each NAEGA Member Representative and Alternate Representative and each NAEGA Committee Members beginning on May 21, 2012 and walking them through the enhancements to the website. To begin familiarizing yourself with the Personal Pages site, a guide is available for download [through this link](#). If you have any questions, please contact Patrick at the NAEGA office.

Container logistics and Canada grain marketing – Member personnel are invited to join new industry efforts established at the NAEGA Board of Director's Meeting on February 23, 2012 that are intended to:

1. Identify and address changes in the procedures and policies related to shipment of grains and oilseeds with containers; and
2. Review the impact of Canada's changes in regulation of grain marketing including the Marketing Freedom for Grain Farmers Act and to make recommendations for industry actions to support a successful transition as well as long term successful commercial market environment resulting from those changes.

The two approved briefing memos proposing the task forces have been posted to the [Board of Director's Website](#) and Issue Tracking for each has been set up at the [NAEGA Personal Page's website](#). Please let us know if you would like to be included in the work of these new task forces.

Latin America, Wheat Buyers Conference - U.S. Wheat Associates has invited NAEGA to participate in their 2012 Latin American Buyer's Conference (LABC), to be held at the Bogota Hilton in Bogota, Colombia on June 27-29. If you are interested in attending, the LABC agenda and registration page is now available at <http://www.usw-labc.com/>. The room block at the Hilton for LABC attendees is also now open to book rooms at the conference rate. That block can be [accessed through this link](#).

Tracking NAEGA Actions:

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.

Canada, U.S.-Canada Wheat Marketing Task Group – The U.S. steering committee for the U.S.-Canada Wheat Marketing Task Group met last week and the two steering committees are planning to meet during the week of May 14 to identify key tasks for the effort to communicate with producers, governments and other stakeholders on changes and practices in grain marketing in North America.

The U.S. Steering Committee, comprised of U.S. Wheat Associates, the National Grain & Feed Association and NAEGA are now identifying key State and Regional representatives to invite to the U.S. Task Force. The focus is on representation from the Northern Plains to assist in obtaining facts and information that could be packaged into consumable materials that would help U.S. and Canadian producers better understand how each country's existing systems operate when it comes to trans-border merchandising, shipment and storage of grain. The initial focus will be on cross-border wheat trade.

Among the types of issues that may be addressed are in these communications are: market information sources; grain dealer and grain buyer law requirements, including payment terms; commercial grain storage and warehouse licensing requirements; common delivery and contracting terms; grain sampling and testing practices; identification of firms and locations positioned to buy wheat from Canadian and U.S. producers; identification of related service providers; key wheat quality and value attributes; official government requirements related to weights, quality and sanitary/phytosanitary considerations; and key transportation considerations.

U.S., GIPSA Updates

- **New Moisture Meter Technology** – The U.S. Department of Agriculture's Grain Inspection, Packers and Stockyards Administration (GIPSA) in February 2012 announced plans to transition to new official moisture meter technology starting on September 1, 2012 for fall-harvested crops, such as corn, soybeans and sorghum. The National Grain and Feed Association (NGFA), with whom NAEGA has been working on the issue of new moisture meter technology, has published an article on the transition to the new technology and how it will effect industry, which they have kindly agreed to share with NAEGA members. That article has been posted to the "Moisture Meter Technology" of the [NAEGA Grades & Inspections Committee Website](#) and has been added to the Moisture Meter Issue Tracking on the [NAEGA Personal Pages website](#).
- **Qualitative Testing** – NAEGA has been working with USDA's Federal Grain Inspection Service (FGIS) to determine how FGIS will handle a request for a statement on a phytosanitary certificate dealing with the statement "Vomitoxin/aflatoxin results based on a qualitative method." In the past, FGIS would conduct Vomitoxin and Aflatoxin tests on either a quantitative or qualitative test method depending on what was requested. However, they found that most contracts were calling for a quantitative method so in order to save costs and inventory they contracted for a quantitative test method only.

They can put a qualitative result on the certificate, but cannot say that it was obtained via a qualitative method (test) because it wasn't.

If you have a contract that requires a qualitative method, there are 4 options for to consider to alleviate this situation:

1. Make your contract for qualitative results with no reference to the method
2. Make your contract for quantitative results, with or without a reference to the method.
3. You can purchase an FGIS approved qualitative test kit and give it to FGIS to use. The web address to find the approved test kits is <http://archive.gipsa.usda.gov/tech-servsup/metheqp/testkits.pdf>
4. Let FGIS purchase the qualitative test kit you want to use and have the kit cost added to the price of the service. FGIS prefers #3 versus this one, and cost to facility will most likely be less.

NAEGA will be issuing a Notice to the Trade on the issue of Qualitative Testing soon.

NAEGA MAP Trip Report Posted – The Market Access Program (MAP) trip report for the recent NAEGA mission to Winnipeg, Canada by NAEGA President Gary Martin has been submitted to USDA/FAS and is now available for NAEGA members to view. MAP activity is tracked under the MAP committee and the trip reports are available on the [NAEGA personal pages](#) site and the [MAP Committee Website](#).

FYI - Related News

White House Cracks Down on Evasion of Sanctions on Iran and Syria – U.S. President Barack Obama has signed an executive order granting the Treasury Department new authority to further tighten U.S. sanctions on Iran and Syria. Treasury states that among other things this order will help prevent U.S. persons from unwittingly engaging in transactions with foreign individuals and entities that pose a particular risk of running afoul of these sanctions.

The executive order targets foreign individuals and entities that have violated, attempted to violate, conspired to violate or caused a violation of U.S. sanctions against Iran or Syria or have facilitated deceptive transactions for persons subject to U.S. sanctions concerning Syria or Iran. Once a foreign sanctions evader has been identified, Treasury will be able to prohibit all transactions or dealings involving that person, whether direct or indirect, including any exporting, re-exporting, importing, selling, purchasing, transporting, swapping, brokering, approving, financing, facilitating or guaranteeing, in or related to any goods, services or technology in or intended for the United States or provided by or to U.S. persons worldwide. Treasury's new authority may be implemented only with respect to foreign individuals or entities. The full text of the Executive Order is available here: <http://www.whitehouse.gov/the-press-office/2012/05/01/executive-order-prohibiting-certain-transactions-and-suspending-entry-un>

U.S. Seeks to Boost Trade Through International Regulatory Cooperation – U.S. President Barack Obama has issues an executive order that aims to foster international trade by promoting greater cooperation with other countries on the development and implementation of regulations

that affect global commerce. The order notes that foreign regulatory approaches may differ from those taken by U.S. agencies and that in some cases the differences might be unnecessary and impair the ability of U.S. businesses to export and compete internationally.

Executive Order directs the Office of Management and Budget's (OMB's) Regulatory Working Group to serve as a forum for federal agencies to discuss, coordinate and develop a common understanding of U.S. government positions and priorities with respect to (a) international regulatory cooperation activities that are reasonably anticipated to lead to significant regulatory actions, (b) efforts across the federal government to support significant, cross-cutting international regulatory cooperation activities, such as the work of regulatory cooperation councils and (c) the promotion of good regulatory practices internationally as well as in the U.S. The working group will be headed by the head of OMB's Office of Information and Regulatory Affairs and will include representatives from the Office of the U.S. Trade Representative and other appropriate agencies.

The order also directs executive branch agencies and encourages independent regulatory agencies to take the following actions:

- Include a summary of their international regulatory cooperation activities that are reasonably anticipated to lead to significant regulations.
- In selecting which regulations to include in their retrospective review plans, consider reforms to existing significant regulations that address unnecessary differences in regulatory requirements between the U.S. and its major trading partners.
- Ensure that significant regulations identified as having significant international impacts are designated as such in their semiannual regulatory agendas.
- If significant regulations are identified as having significant international impacts, consider any regulatory approaches by a foreign government that the U.S. has agreed to consider under a regulatory cooperation council work plan.

The order defines "international impact" as a direct effect that a proposed or final regulation is expected to have on international trade and investment or that otherwise may be of significant interest to U.S. trading partners. "International regulatory cooperation" refers to a bilateral, regional or multilateral process in which national governments engage in various forms of collaboration and communication with respect to regulations. The full text of the Executive Order is available here: <http://www.whitehouse.gov/the-press-office/2012/05/01/executive-order-promoting-international-regulatory-cooperation>

U.S. & Japan Pledge Closer Cooperation on Supply Chain Security – Following a recent meeting of heads of state in Washington, the U.S. and Japan have issued a joint statement pledging closer cooperation on ensuring the security of global supply chains. Stating that "there is an urgent need to better address manmade and natural disruptions which could adversely impact our security, economic prosperity, and ways of life" while also facilitating trade, the two countries said they intend to take a series of bilateral actions. Those actions include:

- Enhance the trade facilitation benefits provided to members of the Customs-Trade Partnership Against Terrorism and Japan's authorized economic operator program
- Coordinate capacity-building in the Asia-Pacific region to strengthen border, port, maritime and aviation security, within existing resources

- Support the development and deployment of new technologies to enhance global supply chain security
- Promote dialogue, information exchange and sharing of best practices between public and private sectors
- Guiding the establishment of international standards for trade recovery collaboration and information requirements
- Actively reporting shipping information and intelligence through the World Customs Organization's Global Shield program and facilitating the expansion of regional participation in this program

The joint statement also commits the U.S. and Japan to multilateral efforts within the World Customs Organization, the International Civil Aviation Organization, the International Maritime Organization, the Universal Postal Union and the Asia-Pacific Economic Cooperation forum on global supply chain issues. The full statement is available here: <http://www.whitehouse.gov/the-press-office/2012/04/30/united-states-japan-joint-statement-shared-vision-future>

Calendar & Website

Official Comments Calendar

May

7 – Comments due to USDA on the Proposed Rule to add Distiller's Dried Grains (DDGs) to the export sales reporting requirements:

<https://www.federalregister.gov/articles/2012/03/08/2012-5486/export-sales-reporting-requirements>

22 – Comments due to USTR on Ecuador's eligibility for benefits under the Andean Trade Preference Act: <https://www.federalregister.gov/articles/2012/04/24/2012-9838/andean-trade-preference-act-atpa-as-amended-request-for-public-comments-regarding-beneficiary>

Activities Calendar

May

7-9 – Kansas City, Missouri – 2012 International Food Aid & Development Conference

23 – Tokyo, Japan – NAEGA Seminar & Centennial celebration

25 – Seoul, South Korea – NAEGA Seminar & Centennial celebration

28 – NAEGA Office Closed for Memorial Day Holiday in the U.S

June

6-10 – London, United Kingdom – 2012 International Grains Council Grains Conference: www.igc.int and meeting of the International Grain Trade Coalition (www.igtglobal.com)

14 – St. Louis, Missouri – Soybean Industry Advisory Council Meeting with USSEC Regional Directors & Staff – NAEGA Invited

27-29 – Bogota, Colombia – 2012 US Wheat Associates Latin American Buyers Conference – NAEGA Member Volunteers attending

August

7 – Washington, DC – U.S. Coast Guard Alternate Security Program Workshop – Jerry Cotter Attending

September

10-11 – Santa Fe, New Mexico – NGFA Board of Directors Meeting

17-19 – New Orleans, Louisiana – 2012 Soy & Grain Trade Summit

<http://www.cvent.com/events/soy-and-grain-trade-summit-2012/event-summary-e825f86219fe423296fd676fcca69a70.aspx>

October

1-5 – Hyderabad, India – COP/MOP 6 to the Cartagena Protocol on Biosafety

4-12 – Edinburgh, Scotland, United Kingdom - 52nd European Commodities Exchange

<http://www.ece-edinburgh2012.com/>

December

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

2013

March

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

TBD - San Francisco, California – NAEGA Annual Meetings

NAEGA Website Changes & News – In June of 2012, NAEGA plans to launch a redesigned public web page and complete the transition to the NAEGA Personal Pages website. The new public site will be fully integrated with the Personal Pages and will eliminate the current Member's Only website. If you have not yet registered for the Personal Pages, or have forgotten your log in information, please contact Patrick Hayden at phayden@naega.org. He will set up your account or reset your log in information and send you a temporary password. You can find a user's guide for the [Personal Pages here](#).

NAEGA Issues & Decision Memos have been added to the site under the "Current Issues" section, and each Issue has its own page, containing background information on the issue and updates on current progress on the issue. The Issue Pages can be updated by Board, Committee and other persons who have been granted access to add information. New issues will be posted as NAEGA begins work on them. The issues will be sorted by the most recent updates, and the Personal Pages site can be searched by subject.

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