



Celebrating 100 Years

May 29, 2012

Thank you for your membership in and work with NAEGA.

Member Action Opportunities:

Upcoming Events Open to NAEGA Member Participation;
London meeting with Iraq Trade Minister and Grain Board June 2012;
More Member Benefits from NAEGA.org;
Setting up your NAEGA Personal Pages login;
Container logistics and Canada grain marketing Task Forces;

Tracking NAEGA Actions:

Asia, NAEGA Centennial Events in Japan & Korea; NAEGA Container Logistics Task Force Issue; New NAEGA No. 2 Contract Arbitration Award Posted to Website; NAEGA Submits 2013 UES Application for MAP Funds, NAEGA Workshop at 2012 International Grains Conference

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Trans Pacific Partnership Progress;

Calendar and Website:

Upcoming events and Website News

Member Action Opportunities:

The Following Events are open to NAEGA Member Participation. Full Details on Each Event can be found in the Meetings & Events Section of the [NAEGA Member's Only Page](#) and the [Personal Pages Website](#)

London, UK – 2012 International Grains Council Conference, International Grain Trade Coalition Meeting, meeting with Iraq Trade Minister and Grain Board – June 6-8, 2012

Bogota, Colombia – U.S. Wheat Associates Latin American Buyers Conference – June 27-29, 2012

**Alexandria, Virginia – 2012 U.S. Agricultural Export Development Council
FAS Attaché Meetings & Seminar – July 11-12, 2012**

**Portland, Oregon – NAEGA Board of Directors Meeting – August 20 – 1 -5
PM.**

**Portland, Oregon – NAEGA/NGFA-FGIS Regional Workshop – August 21,
2012**

**Puerto Vallarta, Mexico – 2012 APPAMEX-NAEGA Forum – August 30 –
September 1, 2012**

London meeting with Iraq Trade Minister and Grain Board June 2012 – Iraq Minister of Trade Dr. Khairallah Hassan Babiker has accepted NAEGA's invitation to meet in London, England during the afternoon of Wednesday June 6. The meeting will be in advance of the 2012 International Grains Council Conference that begins with a reception that evening. Pending final travel plans including visa arrangements, the Minister will be joined by a team from Iraq that includes

1. Hassan Ismail Ibrahim, Acting General Manager - Iraqi Grain Board
2. Mr. Riadh Fakhr Al-Hashimi – General Manager – Iraqi State Company for Grain Processing
3. Ms. Najah Ibrahim Mohammed – Director of the General Contracts Department – Minister of Trade's Office
4. Ms. Rasha Salah Mehdi – General Contracts Department – Information Studies and Stock Exchange Division - Minister of Trade's Office

The time and location of the meeting is currently being arranged, and we will publish that information as soon as it is available. The Minister has also accepted an invitation to a U.S. Industry dinner hosted by U.S Wheat Associates. The dinner will be on Thursday, June 7 after the close of the IGC conference.

NAEGA members that would like to have a representative take part in this meeting or attend the dinner should contact the NAEGA office as soon as possible. Please understand that the meeting and dinner are still pending confirmation of travel plans and visas for the Iraq government.

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.

Setting up your NAEGA Personal Pages Login – NAEGA Director of Operations Patrick Hayden has begun calling NAEGA Member Representatives to assist them in setting up access to the NAEGA Personal Pages site. Walking a new user through the site takes between 10-15 minutes. If you have a preferred time that you would like Patrick to call and set up your page, please email him at phayden@naega.org and he will schedule an appointment. If you have already set up your page and have forgotten your login information, please let Patrick know as well so he can reset your password.

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.

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.

Asia, NAEGA Centennial Events in Japan & Korea – NAEGA President & CEO Gary C. Martin and Senior Advisors Sam Bonilla, Jerry Cotter, Arvid Hawk & Kirk Miller travelled to Tokyo, Japan and Seoul, Korea for events celebrating NAEGA’s Centennial Year and the continued strong trade relationship between those countries and the U.S. NAEGA hosted a “Dialog on Food Security & Trade” in both countries, as well as evening “Government & Industry Leaders Receptions”, that featured remarks from U.S., Japanese and Korean government officials as well as Japanese and Korean industry executives. NAEGA also unveiled the latest update to the NAEGA history booklet at each reception. The updated history has been posted to the [NAEGA Public Site under the “Features” section](#). The team also held meetings with government and industry officials during their time in both countries to discuss current issues affecting U.S. grain and oilseed access in Japan and Korea. NAEGA was assisted in planning these events by U.S. Grains Council representatives in both Tokyo & Seoul and the trip was funded in part by the USDA Market Access Program (MAP). A trip report will be posted to the [MAP Committee Webpage](#) and the [NAEGA Personal Pages](#) soon.

NAEGA Container Logistics Task Force Issue - FMC Seeks Comments on Container Freight Indices for U.S. Agricultural Exports –Federal Maritime Commission (FMC) has issued a request for public comments on the possible development of FMC container freight

indices for U.S. agricultural exports. NAEGA's Container Logistics Task Force plans to develop a response to this request.

FMC reports that it has received informal requests from several large U.S. agricultural shippers, intermediaries and derivative brokers to consider issuing an index based on service contracts filed with FMC because they have the available indices for U.S. export routes are not at the level of market intelligence they need for adjusting rates in contracts or for hedging freight rate risk. Some exporters have said that a properly constructed index would help them increase exports by allowing them to use contracting and hedging strategies to increase the certainty of their transportation costs. Exporters and derivative brokers have also said that the lack of a reliable container rate index for export grain shipments in particular disadvantages container shipping relative to bulk shipping because of the superior pricing transparency of the latter.

In response, FMC has conducted initial testing on the technical feasibility of using service contract data to develop a container rate index for a few targeted major U.S. export commodities such as grains, cotton, hay and frozen meat. FMC is therefore seeking input from U.S. exporters, intermediaries, ocean carriers and any other interested parties on the following issues:

- whether and to what extent the shipping public would find targeted U.S. export rate indices beneficial
- whether the FMC should extract rate information from service contracts or whether suitable alternatives exist
- the positive and negative influences on the export commodities and ocean transportation marketplaces of the greater transparency such indices might provide
- whether these indices, if developed, should be commodity-specific for different prescribed routes or whether more broadly based indices would meet U.S. exporters' needs

Comments to the FMC are due no later than July 9, 2012. The Container Logistics Task Force will meet soon to prepare a response from NAEGA. The Federal Register notice announcing the request for comments and containing information on how to comment is has been posted the Container Logistics Task Force Issue Tracking Page on the [NAEGA Personal Pages website](#) and is available [through this link](#).

New NAEGA No. 2 Contract Arbitration Award Posted to Website – The American Arbitration Association/International Center for Dispute Resolution (AAA/ICDR) has informed NAEGA that an arbitration award involving the NAEGA No. 2 Contract was completed in early May of this year. AAA/ICDR has forwarded the record of the award to the NAEGA office, and a redacted copy has been posted to the [NAEGA Member's Only Website Membership Page under "Arbitration"](#).

NAEGA Submits 2013 UES Application for MAP Funds – Following direction from the February 25, 2012 the Board of Directors meeting, NAEGA has submitted a 2013 Unified Export Strategy (UES) application for USDA Market Access Program (MAP) funding. 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. The 2013 UES has been posted to the [MAP Committee Webpage](#) and the [NAEGA Personal Pages](#).

NAEGA Workshop at 2012 IGC Conference - NAEGA member personnel attending the June 7 International Grains Council (IGC) Conference in London are encouraged to attend our Workshop – “*Facilitating International Grain Trade – Dialog on Progress in Key Elements with International Grain Coalition Members*”. The NAEGA sponsored event, scheduled for 4:00PM following the IGC Conference, will engage Government leaders and commercial operators on constraints and opportunities for policy and logistics in the world’s grain market. NAEGA President and CEO Gary C. Martin will chair the workshop which will include these presentations:

1. Understanding Commercial Implications as we work to Improve Global Food Security - Paul G. Green, Consulting Agricultural Economist.
2. Reducing Barriers by Providing for Co-existence with Crop Biotechnology, Accommodating Low Level Presence - Dennis G. Stephens, Executive Director, Canada Grains Council.
3. Global Sourcing of Agricultural Commodities to meet Food, Feed and Industrial Needs – Teresa Babuscio, COCERAL.
4. Australia’s Market Transition – Successes and the Path Forward - Geoff Honey CEO Grain Trade Australia.

FYI Related News:

Trans Pacific Partnership Progress – The Office of the U.S. Trade Representative (USTR) has reported that the recently concluded round of negotiations on the Trans Pacific Partnership (TPP) were “better than expected”. The TPP, a multilateral free trade agreement between countries in the Asia-Pacific region is currently being negotiated by Australia, Brunei, Chile, Malaysia, New Zealand, Peru, Singapore, the United States and Vietnam. Canada, Japan, and Mexico expressed in interest in joining the TPP negotiations in November of 2011, a request that has been supported by NAEGA. USTR reports that no decision on the inclusion of Canada, Japan and Mexico was made at the recent negotiations and that there is no clear timeframe for when a decision might be made. U.S. officials have suggested recently that no other countries will be added to the TPP until after a final agreement is reached. USTR Ron Kirk said that “if the nine of us don’t produce an agreement ... within the near term, it doesn’t matter” if other interested parties are ready to join or not. Participants continue to express a desire that the TPP negotiations will be concluded by the end of 2012, but observers are uncertain whether that date can be met. The full report from USTR on the most recent negotiations and other details on the TPP are available on USTR’s website at: <http://www.ustr.gov/tpp>.

Calendar & Website

Official Comments Calendar

July

9 – Comments due to the Federal Maritime Commission on the possible development of FMC container freight indices for U.S. agricultural exports.

<https://www.federalregister.gov/articles/2012/05/24/2012-12666/notice-of-inquiry-solicitation-of-views-on-requests-to-develop-and-release-container-freight-rate>

Activities Calendar

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

19 – Washington, DC – Food and Drug Administration (FDA) holding public Food Safety Modernization Act (FSMA) meeting on [“International Capacity Building with Respect to Food Safety”](#)

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

July

14-15 – Alexandria, VA – U.S. Agricultural Export Development Council USDA FAS Attaché Meetings & Seminar – NAEGA Members Invited to Attend

August

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

20 – Portland, OR – NAEGA Board of Directors Meeting

21 - Portland, OR - NAEGA/NGFA-FGIS Regional Workshop

30-September 1 – Puerto Vallarta, Mexico – 2012 APPAMEX-NAEGA Forum – Sheraton Bunganvilas Resort & Convention Center

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/>

15-18 – Louisville, Kentucky – 2012 North American Plant Protection Organization (NAPPO) Meeting: <http://www.nappo.org/en/>

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.

Thank you for your membership and work with NAEGA.

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