



# Celebrating 100 Years

June 4, 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 - Cancelled;  
More Member Benefits from NAEGA.org;  
Setting up your NAEGA Personal Pages login;  
Container logistics and Canada grain marketing Task Forces - UPDATE;

## **Tracking NAEGA Actions:**

Canada, End-Use Certificates; U.S., Treated Seed Prevention; U.S., USDA to Seek Public Comment on Release Times for Major Statistical Reports; NAEGA Workshop at 2012 International Grains Conference

## **FYI Related News:**

OFAC 2012 International Trade Symposium Materials Available Online; ITC Finds Limited Agricultural Export Competition Between U.S. and Brazil; WTO Finds Increase in New Trade Restrictions

## **Calendar and Website:**

Office Closure June 7-8, Upcoming events and Website News

## **Member Action Opportunities:**

**London meeting with Iraq Trade Minister and Grain Board June 2012 UPDATE-** Entry visas into the United Kingdom **have not been confirmed** as of the publication of this edition of OUTREACH for Iraq Minister of Trade Dr. Khairallah Hassan Babiker and the members of the Iraq Grain Board that have accepted NAEGA's invitation to meet in London. The meeting, which is still tentatively scheduled for 2pm on Wednesday June 6 in the Edwardian II Room at The Private Rooms at Buckingham Gate in London, may be cancelled.

NAEGA members that are planning on having a representative take part in the meeting should be aware that we will let you know as soon as the meeting is officially confirmed or cancelled. We hope to have a final answer on the meeting soon.

*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 – June 6-8, 2012**

**Washington, DC – Meeting with State Department Under Secretary for Economic Growth, Energy, and the Environment, Robert D. Hormat – June 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**

**Meeting with State Department Under Secretary for Economic Growth, Energy, and the Environment** – NAEGA Members are invited to send representatives to meet with State Department Under Secretary for Economic Growth, Energy, and the Environment Robert D. Hormat. The meeting, at 1:30pm on Friday, June 8, follows a conversation the Under Secretary had with NAEGA Member Representatives regarding export controls. During that meeting the Undersecretary expressed in interest in hearing, in advance of upcoming G20 dialog, from NAEGA and its members regarding the impact of export controls on global food security and agricultural trade with a focus on agricultural exports restrictions and supply chain challenges. A lunch meeting at the NAEGA offices will take place at 12:30 on June 8, immediately before the meeting. NAEGA Member Representatives who would like to attend should contact Patrick Hayden at [phayden@naega.org](mailto:phayden@naega.org) as soon as possible to RSVP.

**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](mailto: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-UPDATE**– 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. The Container Task will begin work with consideration of the Federal Maritime Commission’s (FMC) request for comments on creating FMC container freight indices for U.S. agricultural exports which is due July 9.
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 U.S. Canada Tsk Group organized by NAEGA will meet on June 14 via conference call.

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.*

**Canada, End Use Certificates** – USDA is soliciting public comments on the proposed extension of information collections associated with the end-use certificate program. This program requires that certificates be included in the documentation covering the entry into the U.S. of any wheat originating from Canada to ensure that Canadian wheat does not benefit from USDA or Commodity Credit Corporation-assisted export programs. Form FSA-750, “End-Use Certificate for Wheat,” is used by importers of Canadian wheat to report entry and must be submitted within 15 workdays following the date of entry. Millers, exporters and other users of imported Canadian wheat use form FSA-751, “Wheat Consumption and Resale Report,” to report the final disposition of Canadian wheat in the U.S. Those forms, along with the Federal Register notice requesting comments, are available on the [NAEGA Grades Committee Webpage](#)

and on the [Personal Pages site](#) under Issue Tracking – Canada Task Group. This issue will be considered by the Canada Grain Marketing Task Group at their next meeting on June 14. Comments are due to USDA by July 5, 2012.

**U.S., Treated Seed Prevention** – NAEGA has issued a letter to our colleagues in producer and grain industry associations to communicate the need to prevent treated seeds from entering the grain supply and to continue the successful history of preventing any presence of treated seeds in U.S. exports.

Seeds for planting that are often treated with one or more pesticides include corn, sorghum, wheat, and soybeans. Maintaining the stellar US reputation for appropriately managing all pesticides is one key element of providing for customer satisfaction and official acceptance for exports of these crops. Few concerns can be as damaging to supplier reputation for quality and safety of agricultural products as one over the presence of seed treatment compounds in commodities intended for use in food and feed.

As spring planting season moves toward completion, it is important that we draw attention to compliance with U.S. law prohibiting the intentional addition of treated seeds to commodities and continuing the U.S. system-wide diligence that prevents treated seeds in commodity grain and oilseed shipments. NAEGA members are also asked to join the industry wide effort to communicate the need to maintain our past success, comply with U.S. law and prevent treated seeds from entering the commodity supply.

The full letter is available on the front page of the [NAEGA Public Website](#) under current news. Responses from industry will be published on the site as they are received.

**U.S., USDA to Seek Public Comment on Release Times for Major Statistical Reports** – The U.S. Department of Agriculture (USDA) has announced that it is reviewing release times for several major statistical reports due to recent changes in market hours by major commodity exchanges such as the changes being adopted by CME. The National Agricultural Statistics Service (NASS) and the World Agricultural Outlook Board (WAOB)—the USDA entities responsible for the reports—will seek public comment on the release times and procedures of their key statistical reports.

USDA is reviewing release times of the following statistical reports: World Agricultural Supply and Demand Estimates, Acreage, Cattle, Cattle on Feed, Crop Production, Grain Stocks, Prospective Plantings, Quarterly Hogs and Pigs, and Small Grain Summary. USDA expects to publish a notice in the Federal Register advising the public of the comment period soon. NAEGA will let members know when the comment period begins and what specific comments USDA is looking for when those details are published.

**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:**

**OFAC 2012 International Trade Symposium Materials Available Online** – The U.S. Treasury Office of Foreign Asset Control (OFAC) has made available the presentations from their February 14, 2012 International Trade Symposium. The presentations have been converted into PDF file and have been uploaded to the [NAEGA Member’s Only Site](#) Contracts Committee Page and [NAEGA Personal Pages Site](#).

**ITC Finds Limited Agricultural Export Competition Between U.S. and Brazil** – In a new study entitled “Brazil: Competitive Factors in Brazil Affecting U.S. and Brazilian Agricultural Sales in Selected Third Country Markets”, the U.S. International Trade Commission (ITC) reports that direct competition between the U.S. and Brazil for sales of soybeans, grains and meats to third-country markets has been limited.

The study finds that although Brazil and the United States are both global exporters of grains and oilseeds, direct competition between the two is currently somewhat limited due to the substantial increase in global consumption. For example, both countries supply China with soybeans and soybean products, but given the rapid growth in Chinese soybean demand increases in U.S. and Brazilian production have been readily consumed and global prices remain strong.

This report also provides an overview of Brazil’s agricultural imports, exports, consumption and production during 2006–11 and Brazilian government programs and regulations relating to agricultural production and exports; an analysis of the growth of Brazilian agribusiness firms and their impact on global supply chains; a description of competitive factors affecting Brazil’s agricultural sector; and special focus chapters surveying the soybean, grains, poultry, beef and pork sectors, with an emphasis on important third-country markets where U.S. and Brazilian exports directly compete. The study also analyzes the effects of certain non-tariff measures in third-country markets on both Brazilian and U.S. exports. The full document can be download [through this link](#).

**WTO Finds Increase in New Trade Restrictions** – A joint report from the World Trade Organization (WTO) and the Organization for Economic Cooperation and Development (OECD) warns that members of the G-20 are continuing to impose new trade restrictions amid a still-uncertain global economic situation and that the removal of existing restrictions is “very slow.” The report calls on these countries to increase efforts to resist calls for trade restrictions and “nationalistic and inward-looking policies.” The report states that since mid-October 2011, 124

new trade restrictive measures have been recorded, affecting around 1.1% of G-20 merchandise imports or 0.9% of world imports, and that the main measures are trade remedy actions, tariff increases, import licenses and customs controls. In addition, these new restrictions seem to no longer be aimed at combating the temporary effects of the global crisis but rather at trying to stimulate recovery through national industrial planning. Many of these plans also envisage the granting of tax concessions and the use of government subsidies as well as domestic preferences in government procurement and local content requirements. The full report can be downloaded [through this link](#).

## **Calendar & Website**

### **Office Closure June 7-8, 2012**

The NAEGA office will be closed on Thursday, June 7 & Friday, June 8. The office will reopen on the morning of Monday, June 11

### **Official Comments Calendar**

#### **July**

**5** - Comments due to USDA on the proposed extension of information collections associated with the end-use certificate program.

<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=coop&topic=pai-eu>

**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](http://www.igc.int) and meeting of the International Grain Trade Coalition ([www.igtglobal.com](http://www.igtglobal.com))

**8** – Washington, DC - Meeting with State Department Under Secretary for Economic Growth, Energy, and the Environment, Robert D. Hormat – NAEGA Members Invited

**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.event.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](mailto: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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