



“Working Together to Make Trade Work”

## OUTREACH January 19, 2016

Thank you for your membership in and work with NAEGA

***Please join us in welcoming a new staff member to our office and the NAEGA – NGFA team!***  
Last week we welcomed **Larry Nwankwo** to a 3 months NAEGA internship. Larry is an undergraduate at The George Washington University and is currently applying to law school. Larry is interested in learning more about the grain trade and applying his knowledge to his future legal studies. Larry can be reached via the email address: [intern@naega.org](mailto:intern@naega.org)

***Make your plans Now! The 2016 NAEGA annual meeting will be held in the Carousel Room at the Hotel del Coronado in San Diego, California from 11:30 to 5 PM on March 14. Please reserve your hotel guest room now at: [NGFA NAEGA HOTEL Del Coronado room block for March 2016](#)***

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## **Action Reports**

### **Ports Coalition Letter to the Department of Transportation**

On January 14 NAEGA joined 106 other associations and industry groups in a letter to Secretary of Transportation Anthony Foxx in response to Department of Transportation requests for input on the Fixing America’s Surface Transportation (FAST) Act. The FAST Act, which was passed by Congress and signed into law in December, is a five-year reauthorization of American highway and transportation programs. Relevant to the grain trade, the FAST Act includes sections related to containerized shipping and other forms of water and import/export infrastructure. In particular, the Ports Coalition letter calls on the Department of Transportation to help improve performance in containerized ports by developing performance metrics to measure port productivity and operations. Logistical bottlenecks and port shutdowns in recent years have severely hampered importers’ and exporters’ abilities to move products and access customers around the world. Performance metrics, and industry involvement through the FAST Act’s section 6018 and the BTS working group, would help enhance port performance and reliability.

A copy of the letter can be found [here](#). Please contact Ryan or Gary if you have any questions.

### **IGTC Newsletter**

The International Grain Trade Coalition (IGTC) published a newly formatted newsletter for Corporate Stakeholders and Members as part of a new and comprehensive communications plan centered on its new website [www.igtglobal.org](http://www.igtglobal.org). The IGTC newsletter now provides regular updates on IGTC activities, actions, and upcoming events, including information. The January 15 edition includes a notice for the upcoming IGTC Strategy Session and General Assembly in Winnipeg, Canada on April 11. All IGTC information is now maintained on the website. Designated Corporate Stakeholder and Member personnel who are active in IGTC will be provided access to a password protected section of the website called, the “IGTC Intranet.” All NAEGA members are considered Corporate Stakeholders in IGTC and welcome to take an active interest.

A copy of the newsletter can be found [here](#). For more information, including to subscribe to the Newsletter and the IGTC Intranet, please contact Gary.

### **NAEGA Meeting with AAA**

On January 12 NAEGA President and CEO Gary Martin and Senior Advisor Samuel Bonilla met with the American Arbitration Association’s (AAA) International Center for Dispute Resolution (ICDR) in New York, NY. NAEGA contracts committee, following advice from the Board of Directors has been actively working to improve and modify – with the intent to provide a cost effective, transparent and manageable process – arbitration under the NAEGA 2 Model F.O.B. contract. Arbitration is addressed on Addendum 2 of the current version of the NAEGA Contract. Addendum 2 outlines the unique arrangement NAEGA has with AAA ICDR to provide arbitration services.

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Three key agreements with AAA ICDR were defined at the meeting. It was agreed:

1. NAEGA and AAA ICDR will maintain a liaison to provide for regular reporting on NAEGA cases and AAA ICDR services. Under the liaison NAEGA will be informed of each case from beginning to ultimate disposition and promptly be advised of awards, when finalized.
2. AAA ICDR will provide for a presentation or webinar on using the AAA services and focus on some of the recent improvements.
3. AAA ICDR will provide for a special NAEGA only sub-group of AAA approved arbitrators who could serve as chairperson of panels only for NAEGA arbitrations. These arbitrators drawn from the NAEGA list and nominated by NAEGA would have to complete a full day course on managing arbitrations under the ICDR rules.

The agreements will now be considered by the Contracts Committee and AAA ICDR senior management. Formal implementation should be completed by the NAEGA annual meeting.

For more information, please contact Gary.

### **Reception with Canadian Ag Minister Lawrence MacAulay**

On Thursday January 14 Ryan and Larry attended a reception for Canadian Minister of Agriculture Lawrence MacAulay at the Canadian Embassy in Washington. The reception featured Minister MacAulay, the Canadian Ambassador to the U.S., Gary Doer, and many Washington, D.C. NAEGA Colleagues. During his brief remarks, Minister MacAulay thanked the U.S. for working with Canada to create one of the most successful bilateral trading relationships in history, including some of the most integrated supply chains in the world. Minister MacAulay also praised the U.S. agriculture community for its efforts to reform U.S. country of origin labelling (COOL) rules. NAEGA, a member of the COOL Reform Coalition, participated in these efforts.



*Ryan and Larry (left to right) heading to the reception with Minister MacAulay*

For more information about the reception and the issues discussed please contact Ryan or Larry.

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## **Member Opportunities**

### **USACC First Anniversary Event**

The U.S. Agriculture Coalition for Cuba (USACC) first anniversary will be celebrated at the National Press Club on February 10. Speakers from across the US, including Keynote speaker

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U.S. Secretary of Agriculture Tom Vilsack, will join Coalition representatives working to improve U.S. agriculture’s trade and investment opportunities with Cuba. 2015 was a successful first year for USACC that included intensive lobbying of the US Congress and a well-attended “Learning Journey” to the island nation that focused on introducing US food and agribusinesses. The coalition will build on these successes with increased outreach to the US government and another learning journey in April.

All NAEGA members are invited to attend. More details will follow as the USACC prepares for the event. Please contact Ryan with any questions.

**Annual Meetings – San Diego – March 14**

We hope to see you at the NAEGA Annual Meetings on Monday, March 14, 2016. The annual meeting will take place at the Hotel del Coronado in San Diego, California and is scheduled to begin at 11:30 AM in the Carousel Room.

Once again, NAEGA meetings will coincide with the National Grain and Feed Association’s 120<sup>th</sup> Annual Convention on March 13-15. A more complete agenda including committee and events tied to the NGFA convention is under development. Committees will likely meet on Sunday the 13 and Tuesday morning the 15<sup>th</sup>.

Hotel reservations in the room block should be completed as soon as possible. In order take advantage of the reduced guest room rate -- please click [here](#).

More information, including proposed meeting schedules and agendas, will be available early in 2016. Please contact Gary or Ryan with suggestions or questions.

**USACC Cuba Learning Journey**

The U.S. Agricultural Coalition for Cuba (USACC) will be organizing a learning journey to Cuba on April 4-7. The USACC will be holding workshops in Havana to develop a Cooperative Food and Agriculture Industry Agreement (CFAIA) between the USACC and Cuba’s food and agriculture industry. The workshops and CFAIA will include trade, supply chains, production, sustainability and investment.

NAEGA, as a member of the USACC, is currently very active on shaping the CFAIA. All NAEGA members are welcome to participate. For more information, click [here](#). Please let us know if you are interested in participating in the USACC and U.S. policy developments toward Cuba.

The USACC is a coalition of more than forty agriculture groups founded on the improvement of trade ties between the U.S. and Cuba.

**Seminars and Internships**

**Contract Seminars:** Please click [here](#) for more information on NAEGAs in-depth, interactive education on contract practices.

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**Internships:** Information on working for NAEGA as an intern in our Washington, D.C. office can be found [here](#).

***Full Details on Upcoming Events can be found in the Meetings & Events Section of the [NAEGA Member’s Only Page](#).***

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## **Future Actions**

**NAEGA is considering making comments on the following items. Please contact us with your advice or suggestions:**

**2015**

**USITC Report on the Trans-Pacific Partnership:** The U.S. International Trade Commission is preparing a report on the economic effects of the recently concluded Trans-Pacific Partnership (TPP). This report is required by the Trade Promotion Authority legislation and must be published by USITC no later than 105 days after the president signs the agreement. USITC is seeking input from interested parties on the effects of the TPP. USITC will accept written comments on the TPP until February 15, 2016.

For more information, click [here](#).

NAEGA is looking forward to hearing member comments on TPP. Please contact Gary or Ryan if you are interested in contributing to NAEGA comments to USITC.

***NAEGA Actions on Current Issues are tracked on the Members Only Section under their relevant committee pages.***

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## **Information for your Consideration**

### **China Opens AD/CVD Investigations Against U.S. DDGS**

On December 28, 2015, the Ministry of Commerce (MOFCOM) started an anti-dumping investigation into U.S. shipments of dried distillers’ grains, an animal feed ingredient, adding to tensions in ongoing trade disputes. The government will probe for unfair trade practices on products imported in the year ended June 30 after receiving complaints from four domestic ethanol producers. MOFCOM had notified the U.S. Embassy in Beijing on December 15, 2015 that it has petitions from Chinese distiller’s dried grains with or without solubles (DDGS) producers for an antidumping (AD) and countervailing duty (CVD) investigation against DDGS originating from the United States. This case applies to products under the tariff code 23033000.

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Some have speculated the Chinese action is at least in part in retaliation to the U.S. WTO complaint against Chinese "green subsidies" (which arose from a United Steelworkers' Section 301 petition). Others have commented that given China's official corn stocks dilemma, increasing import prices via AD and CVD actions may be part of an effort to reduce the State held inventories. China's surging livestock production has spurred imports of animal feed ingredients including corn, soybeans and DDGS.

The DDGs investigation comes a week after the U.S. filed a complaint at the World Trade Organization against China over support for its wind-energy manufacturers. A government fund for wind manufacturers requires recipients to use domestically made parts, violating WTO rules, the U.S. Trade Representative's office said. China responded by saying its policies were in line with the regulations. In November 2015 China said it would extend an anti-dumping probe on U.S. sports utility vehicles and large sedans and in October it said it would consider appealing a WTO decision to reject the bulk of its complaints against U.S. duties on imports of steel pipes.

For more information on China's AD/CVD investigation, click [here](#). NAEGA is monitoring the action, your thoughts and advice are welcome.

**Ag Community Testifies on TPP before USITC**

The Trans-Pacific Partnership (TPP) agreement received a healthy show of support from the agricultural industry at a hearing before the U.S. International Trade Commission (ITC) on January 14. The hearing, mandated by Trade Promotion Authority (TPA) legislation, is part of USITC's investigation into the impacts of TPP on the U.S. economy and the interests of U.S. consumers. Although there is slight dissension to the agreement, the general consensus is that of strong support. Many leaders in the agriculture industry are confident that the agreement is a vast improvement and will address longstanding trade and investment barriers.

For more information on the hearing, click [here](#).

**President Obama Calls for TPP in SOTU Address**

President Obama urged Congress to move quickly on future Trans-Pacific Partnership (TPP) legislation during his annual State of the Union Address on January 12. During his speech the president argued that the agreement would “open markets, protect workers and the environment, and advance American leadership in Asia” and cut “18,000 taxes on products...and supports more good jobs.” While the President and the Administration have come out forcefully for the yet to be signed agreement, his remarks during the speech were met with muted applause, as Congress remains hesitant to address trade in an election year.

For more information on the President TPP remarks during the State of the Union, click [here](#).

***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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## Calendar & Member Notices

### 2016

#### January

**21** – Joint Meeting – Canada Grains Council and PMRA to discuss phosphine regulation.

#### February

**18-19** – Fourth Meeting of Global Low Level Presence Initiative (GLI) – Rome, Italy.

#### March

**14** – San Diego, California – NAEGA Annual Meeting.

**23-24** – Orange, California – Chapman Phytosanitary Irradiation Forum.

#### April

**4-7** – Havana, Cuba – USACC Learning Journey. For more information, click [here](#).

**4-8** – Rome, Italy – 11<sup>th</sup> Session FAO Commission on Phytosanitary Measures – for a preliminary agenda, click [here](#).

**9-15** – U.S. Wheat Associates 60th Anniversary Events – Tokyo, Japan and Taipei, Taiwan – NAEGA Attending.

**11** – IGTC Strategy Meeting and General Assembly.

**12-13** – Canada Global Crops Symposium – Winnipeg, Canada – for more information click [here](#).

**20** – DBTG Operational and Technical Seminar – Rotterdam, Netherlands – Cotter Attending.

#### June

**14** – London, UK – IGC Grains Conference – to register please click [here](#).

#### July

**TBD** – UN GHS Subcommittee Meeting – Geneva, Switzerland – Cotter Attending.

#### September

**TBD** – IMO Subcommittee on the Carriage of Cargoes and Containers Meeting – London, United Kingdom – Cotter Attending.

#### December

**TBD** – UN GHS Subcommittee Meeting – Geneva, Switzerland – Cotter Attending.

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