



Outreach

November 2, 2023

Thank you for your membership in and work with NAEGA

Alejandra Castillo named Successor President and CEO

The Board of Directors is pleased to announce the appointment of Alejandra Castillo as Successor President and CEO.



Please join us in welcoming Alejandra [who brings 15 years of industry experience](#) having worked previously as Regional Director for South Asia based in Singapore and India and most recently as Director of Global Programs in Washington, D.C. for the U.S. Grains Council. Prior to this, Alejandra also worked in trade execution for Cargill, Incorporated.

The Successor President and CEO position was created to support a transition as current President and CEO Gary C. Martin plans to step away from the role in 2024.

“As NAEGA works with those who feed the world to advocate for and support international trade of grain, we are confident that Alejandra is a forward-looking and strategic leader who will guide NAEGA into the future,” said John Griffith, Chairman of the Board.

Alejandra is now working with current NAEGA staff to provide for her transition to President and CEO in 2024. You can contact Alejandra at: 202-695-5904 or at acastillo@naega.org.

This OUTREACH includes:

Member Notices & Opportunities

- Kansas City Wheat Futures Survey
- Global Grain Geneva – November 7-9, 2023
- IGTC General Assembly and Meetings – November 9-11, 2023
- Plant Biotechnology Information Exchange Transition

Recent Actions

- Grains and Oilseeds Marketing Seminar for USDA/FAS

Current and Ongoing Actions

- Indonesia Wheat Import Requirements
- Your Comments Requested - Website Review and Enhancement

News

- October Geneva Report
- USDA Announces CCC Funds for International Programs
- U.N. Trade and Development Report 2023

Information Services

- Trade and Global Food Security Library
- U.S.-Canada Grain Trade Website

Member Notices & Opportunities

Kansas City Wheat Futures Survey

CME Group is conducting a survey to determine whether amendments should be made to the Kansas City Hard Red Winter (HRW) Wheat futures contract. The survey contains language on potential amendments covering storage rates, delivery locations, and shuttle optionality as they relate to the Kansas City HRW Wheat contract.

CME requests responses by Friday, November 3, 2023. [The survey can be found here.](#)

Global Grain Geneva – November 7-9, 2023

Members are welcome to join NAEGA staff at [Global Grain Geneva 2023 \(GGG23\)](#), taking place in Geneva, Switzerland on November 7-9. President & CEO Gary C. Martin and Senior Advisor Tom Erickson will be attending and presenting at the three-day conference held at the Intercontinental Hotel Geneva. A 20% discount on registration can be obtained through the International Grain Trade Coalition, which is hosting an exhibition space at GGG23. Contact secretariat@igtglobal.org for more information.

IGTC General Assembly & Meetings

Geneva, Switzerland- November 9-10, 2023

You and your colleagues are invited to join us at the International Grain Trade Coalition (IGTC) General Assembly and Meetings, taking place on November 9-10 in Geneva, Switzerland.

On November 9, IGTC will hold dialogues on key issues, including crop protection and safety, plant biotechnology, and digitalization and innovation, followed by an evening reception. A Global Grain Trade Round Table on New Opportunities, with a focus on the Middle East and North Africa and featuring the Egyptian Vice Minister of Internal Trade, will be held on November 10. The event will conclude with IGTC's 2023 General Assembly.

The IGTC [agenda can be found here](#). The per-person registration fee is US\$300. For more information on this event and how to register, contact the IGTC Secretariat secretariat@igtglobal.org.

Plant Biotechnology Information Exchange Transition

We are pleased to announce that our long-sought objective of developing a commercially viable interactive database of seeds derived from plant breeding technologies is complete. In November the NAEGA Plant Biotechnology Information Exchange (PBIE) will transition from the existing NAEGA-only platform to a subscription service through our partner S&P Global on their [S&P Global “Connect” platform](#). The existing PBIE will no longer be available as of November 12, 2023.

Under a new agreement with S&P Global, up to 5 users from every NAEGA Member may access the new service on S&P Connect for 4 months. **To take advantage of this trial and ensure for a smooth transition, please let us know that you consent to being contacted by S&P Global and provide the name, email address, and phone number of the person inside your organization who can act as the primary contact for S&P Global.** S&P will then contact your organization and onboard your users to the platform.

Please let us know if you have any questions.

Recent Actions

Grains and Oilseeds Marketing Seminar for USDA/FAS

NAEGA staff attended and presented at a Grains and Oilseeds Marketing Seminar for USDA Foreign Agricultural Service (FAS) Staff on October 24 & 25, 2023. The seminar, organized by FAS and Kansas State University, was intended to provide FAS staff with a better understanding of the global trade of grain and oilseeds. In addition to an in-depth overview of the NAEGA II Free on Board Contract, we discussed commercial practices related to contracting and overcoming trade restrictions, the role of USDA, and information needs and transparency. A robust discussion on key policy and regulatory concerns served to provide participants with relevant information and set the stage for further successful work with USDA to advance NAEGA’s mission.

NAEGA No 2 FOB Contract Revision

The Board of Directors approved [proposed revisions to the NAEGA Free on Board Model Contract No. 2 and Addendum 1 to the Model Contract](#) as recommended by the Contracts Committee, as well as a timeline for the revised Contract and Addendum 1 to be published and effective on April 15, 2023. [Details on the revisions are available here.](#)

The Contracts Committee will develop and deploy educational tools and guidance, which is expected to include video, reference materials and in-person and virtual training ahead of the effective date.

Current and Ongoing Actions

Indonesia Wheat Import Requirements

The Government of Indonesia recently released new wheat import requirements for fumigation. The [Indonesia Agricultural Quarantine Agency \(IAQA\) released a directive](#) that importers of wheat into Indonesia must fumigate wheat shipments before they arrive in Indonesia. Further, USDA's Animal & Plant Health Inspection Service (APHIS) reports that Indonesia may also require exporter and export facility registration with IAQA and certification as maintaining an audit-based quality and hygienic controls at those facilities. APHIS also reports that IAQA has been reaching out to domestic importers of wheat and informing them of these new requirements.

The timeline for implementation is not clear, and APHIS and the USDA Foreign Agricultural Service are seeking clarification from IAQA on what the technical requirements are, when they take effect, and if U.S. wheat will be subject to this proposed requirement.

NAEGA's Grades & Inspections committee will be looking into these new requirements and member input is welcome.

Your Comments Requested - Website Review and Enhancement

NAEGA staff are in the process of reviewing and enhancing both the Public and Member's Only section of the NAEGA website. As part of this effort, we are asking members to provide us with your advice and input on the content, resources, and design of www.naega.org. Members are also welcome to provide any graphics or video that NAEGA could use on the site. Visual content submitted by Members will be attributed to your company with our thanks. Interested Members are also invited to consider providing content for the "Member Spotlight" section, which is located on the front page of the website. Please reach out to Patrick at phayden@naega.org with your suggestions, questions, or content submissions.

News:

October Geneva Report

Geneva Envoy Mariya-Khrystyna Koziy reports on the following and other developments in her [October Geneva Report](#):

- Governments pledged their dedication "to maintain open trade channels and accessible markets for the transport of food, fertilizers, and other agricultural inputs and outputs" in a declaration on sustainable development that was adopted by the UN General Assembly.
- WTO agriculture negotiations have gained momentum, marked by a series of bilateral and committee meetings in September and October.
- The October 2023 edition of the WTO's "[Global Trade Outlook and Statistics](#)" report reveals a sharp drop in food trade growth, from 40% in the first half of 2019-2023 to just 3% in the same period of 2023. Agricultural product trade also slowed significantly, from 35% to 1% over the respective periods.

USDA Announces CCC Funds for International Programs

The U.S. Department of Agriculture (USDA) announced \$2.3 billion in funding from the [Commodity Credit Corporation \(CCC\)](#) to “[help American producers maintain and develop](#) markets for their commodities and use U.S. commodities to bolster international food aid.”

\$1.3 billion will be allocated to the new Regional Agricultural Promotion Program (RAPP), and support for specialty crop industries to diversify export markets. USDA is looking for ways to use eligibility requirements similar to the export promotion programs already in place, including the Market Access Program and Foreign Market Development Program. According to USDA, RAPP funding is aimed at Asian and African markets. The remaining \$1 billion from CCC will go to international food aid programs.

U.N. Trade and Development Report 2023

The United Nations Conference on Trade and Development (UNCTAD) released the first part of its [Trade and Development Report 2023](#), highlighting the issue of food price volatility and calling for more robust efforts to be made to address market concentration in the food sector. The report warns that the global economy is stalling and predicts an economic slowdown continuing into 2024. Proposed actions to get the global economy moving include using a balanced policy mix of fiscal, monetary, and supply-side measures to achieve financial stability, boost productive investment and create better jobs.

Information Services:

NAEGA Trade & Food Security Library

Recently uploaded resources to our Trade & Global Food Security Library include a United Nations Conference on Trade and Development on climate-smart agricultural practices and the UN Secretary-General’s remarks on Food Systems Transformation, delivered at the recent “U.N. Food System Summit +2 Stocktaking” event in Rome.

The Library is available cost-free to NAEGA members and partners. Access via a web browser or an App for both Android and Apple mobile devices. [Instructions on installing the app and connecting to your account can be found here.](#)

If you need login credentials or are having any trouble using the app, please click [here](#).

U.S.-Canada Grain Trade Website

Your comments and advice are welcome in response to the U.S.-Canada Grain Trade Resources website: <https://uscanadagraintrade.org/>. The public website is intended to facilitate trade between Canada and the U.S. and inform future NAEGA actions. The site contains regularly updated question-and-answer modules for [American](#) and [Canadian](#) grain producers, as well as the [commercial grain trade](#). Users are encouraged to review the modules and submit additional questions, which may be included in future updates.

Calendar & Member Notices:

[Click here](#) for a copy of the IGTC Calendar

2023

November

7-9 - Global Grain Geneva 2023 – Geneva, Switzerland

8-10 – Dry Bulk Terminal Group Conference – Amsterdam, The Netherlands

9-11 – IGTC General Assembly & Meetings –Geneva, Switzerland & Virtual

13-15 – USAEDC Annual Workshop – Baltimore, Maryland

December

4-7 – North American Plant Protection Organization Annual Meeting - in Mérida, Mexico

2024

January

23-24 – IGC Grains Forum and Council Session – New Orleans, Louisiana

March

17-19 – NGFA Annual Convention – Orlando, Florida

TBD – NAEGA Annual Meeting

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer.

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase “Unsubscribe from OUTREACH” in the subject line.

All users of NAEGA Information and Services Expressly Understand and Agree to indemnify and hold harmless, NAEGA, their officers, employees and agents from any and all liability including claims, demands, losses, costs damages, and expenses of every kind and description, or damages to persons or property arising out of or in connections with or occurring during the course of interaction with NAEGA.