CSG West Agriculture & Water Committee
International Trade Under the Trump Administration

Gary C. Martin,
President and CEO, NAEGA
President, IGTC

IGTC
International Grain Trade Coalition

NAEGA
North American Export Grain Association
North American Export Grain Association

Working Together to Make Trade Work

Our focus - predictable, reliable and expanded trade. Improve conditions for all stakeholders via:

- Representing Members
- USDA Cooperation
- Outstanding Member Engagement
- Strong Partnerships around the globe.
- Meeting needs of Importers and their Governments
- Best practices for Trade and Government
- Advocacy for Sound, Responsible Commercial and Official Stewardship and Risk Management
- Reduced/Eliminated Trade Barriers
- Sound Trade and Ag. Policy
Working Together to Make Trade Work
Aim: to achieve a market and regulatory environment supportive of trade that avoids disruptions in the international trade of grain, oilseeds, pulses and derived products.
28 associations, 8000 businesses
85 countries

NAEGA, NCGA, NGFA, USGC, USW, CRA, USSEC

CGC

GAFTA

COCERAL

UGA

RGU

GENEVA, Switzerland

East African Grain Council

CNFA, CNAGS, CGBA

SOPA, SEA

GTA, AGEA

ANIAME, APPAMEX

ABIOVE ANEC

CAPECO

CIARA-CEC

SACOTA

28 associations, 8000 businesses
85 countries
Pressure has never been greater on agriculture to provide for global food security, food defense and energy security while maintaining high quality, safe products throughout the value chain.

The role of international trade in agri-bulks is expanding and increasingly complex and in need of market access with sound, responsible, predictable commercial and official measures.”

Freedom and Ability to Market is Critical
NAEGA’s Trade Priorities

• Maintaining and expanding market access, tariff concessions and other provisions that have enabled economic integration.

• Improving regulatory coherence and cooperation by implementing enhanced science based sanitary and phytosanitary rules, such as a rapid-response mechanism that commits trading partners to swiftly notify and resolve SPS issues.

• Strengthening efforts to address technical barriers to trade to prevent non-tariff barriers that lack scientific merit.

• Increasing transparency and cooperation on activities related to modern agricultural production technologies, including seed-breeding innovations.

• Aligning standards, including product and ingredient registration, fortification and certification requirements.

• Enabling innovation of information technologies to improve logistics and regulatory implementation.
2011-15 Annual Average International Trade of Grains and Oilseeds

Canada net 38,577
U.S. net 114,638
Mexico net (22,139)
175,493

Regional Exports
Regional Imports

Values in 1000MT
Source: The U.S. Department of Agriculture Foreign Agriculture Service Production, Supply, and Distribution Database. Updated 10/11/2016 VLM.

Values do not include intra-regional trade within the European Union.
Totals include: grains – barley, corn, millet, mixed grain, oats, milled rice, rye, sorghum, wheat; meal – copra, cottonseed, fish, palm kernel, peanut, rapeseed, soybean, soybean (local), sunflowerseed; oil – coconut, cottonseed, olive, palm, palm kernel, peanut, rapeseed, soybean, soybean (local), sunflowerseed; and oilseed – copra, cottonseed, palm kernel, peanut, rapeseed, soybean, soybean (local), sunflowerseed.
Grain and Oilseed Trade a Success for Western States

Exports of Corn, Wheat and Soybeans by CSG West States, 2004-2016
(Washington, Idaho, Montana, Oregon, Wyoming, California, Nevada, Utah, Colorado, Arizona, New Mexico, Alaska, and Hawaii)

Source: USDA GATS
Asia Key Market for U.S. Grains and Oilseeds

U.S. Exports to Asia - Corn, Wheat and Soybeans

Thousands of Dollars ($USD)

Axis Title


Corn  Wheat  Soybeans
NAFTA Ag. A U.S. Success Story

U.S. Agricultural Exports Pre- & Post-Trade Agreements

Pre-Agreement
Post-Agreement

Twitter: @USDAForeignAg    Website: www.fas.usda.gov

Source: USDA-FAS Global Agricultural Trade System (GATS)
Intraregional agricultural trade has experienced tremendous growth during the CUSTA-NAFTA period.

CUSTA = Canada-U.S. Free Trade Agreement. NAFTA = North American Free Trade Agreement.
Western States are Big Exporters to Canada and Mexico

U.S. STATES’ BIGGEST EXPORT PARTNERS

- Canada
- China
- Mexico
- Other *

* includes Hong Kong, Switzerland, France, Brazil, Australia and Belgium
Constrained timeline ➔ Identify Common Objectives

**Canada**

**Mexico**

**United States**

**Identify Common Objectives:**
- Sanitary and Phytosanitary Measures
- Biotechnology
- Trade facilitation
- E-commerce
- Regulatory convergence

**GOAL: Quick and Expeditious Negotiating Period**
Don’t Lose site of serious market access issues
U.S. Objectives for Agriculture:

- “Maintain existing market opportunities”
- Eliminate non-tariff barriers
- Create RRM type mechanism
- WTO-plus standards for SPS, trade facilitation and TBT
- Good regulatory practices and transparency
Good morning. My name is Randy Cardwell. I am president of the National Grain and Feed Association. My comments today are presented on behalf of the NGFA and the North American Export Grain Association.

Joint Statement on USTR Public Hearing on Negotiating Objectives Regarding Modernization of NAFTA

June 27, 2017

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NGFA established in 1916, consists of three (3) grain, feed, processing, milling, rendering, exporting and other grain-related companies that operate more than 7,000 grain elevators, and handle more than 70 percent of the U.S. grains and oilseed crop. NGFA also consists of 54 affiliated State and Regional Grain and Feed Associations. Meanwhile, NGFA, established in 1912, consists of private and publicly owned companies, and farmer-owned cooperatives, involved in providing services to the bulk grain and oilseed exporting industry.

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Thank You!

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