



COCERAL

Un outil pour le négoce de céréales?

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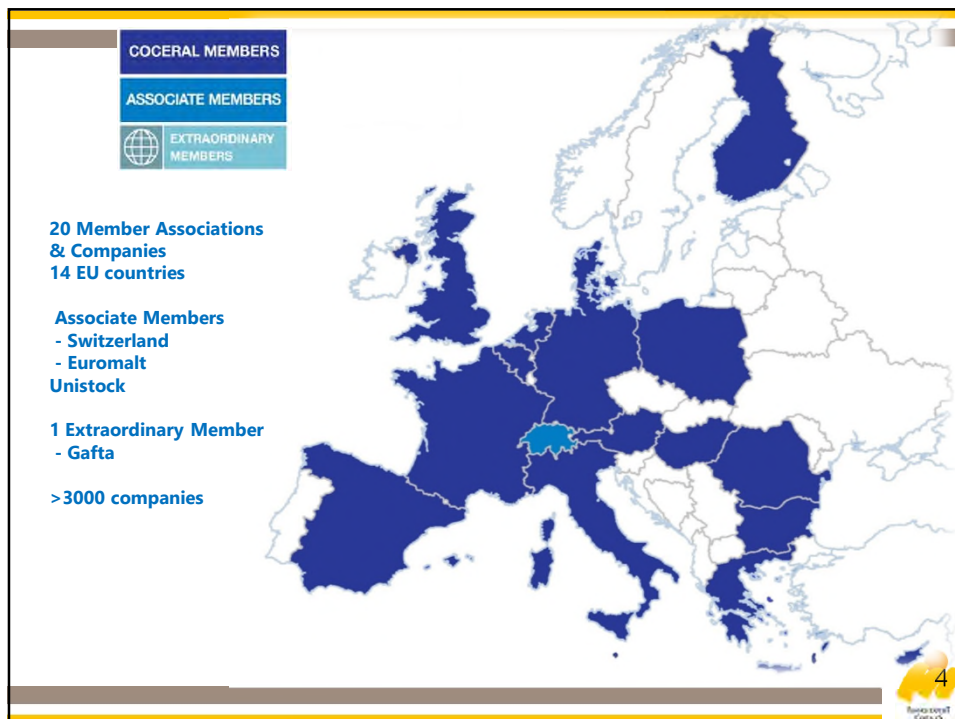
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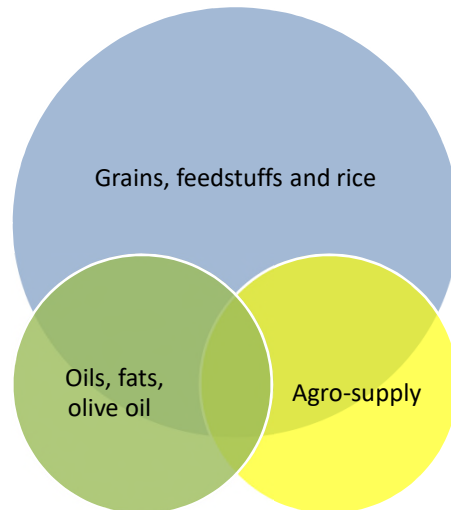
- Facts & Figures
- Structure & Governance
- Scope of Activities
- EU Policies Impacting Trade
- COCERAL's Unique Value

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Main trade areas



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Purpose

- Identify the potential evolution of EU policies and the regulatory environment
- Take action to protect trade flows and the business of its members
- Promote elimination of tariffs and non-tariff barriers to increase trade opportunities.

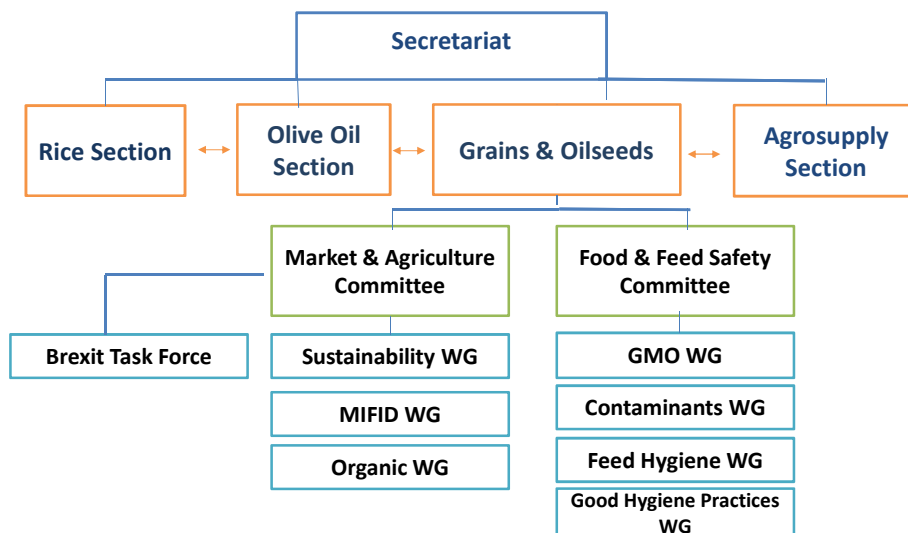
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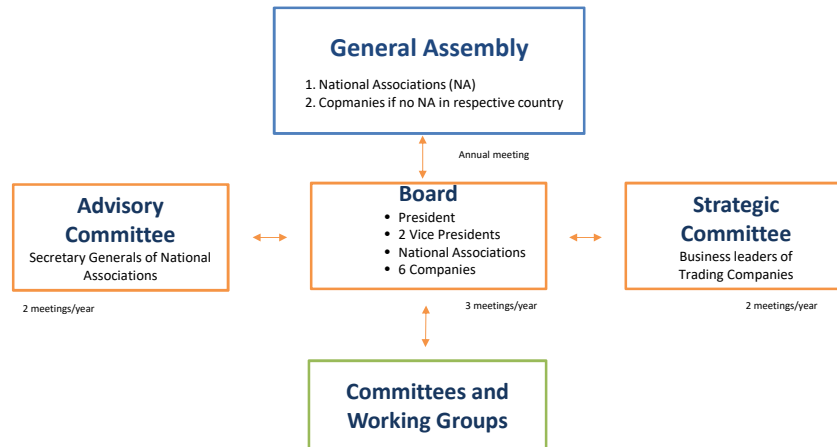
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COCERAL Structure



COCERAL Governance



(Board: balanced representation of business from small/medium-sized/large companies)

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Coalitions

EU level

- Member of CELCAA - European Liaison Committee for the Agri. and Agri-Food Trade – *Agri-business trade*
- Member of the Agri-Food Chain Coalition – *Innovation*
- Member of the Food and Feed Chain Coalition – *Gene technology*
- Member of the Agri-Food Chain Round Table (AFCRT) – *Plant Protection*

Global level

- Member of IGTC - International Grain Trade Coalition – *Global cooperation*
- Regular interaction with non-EU countries governments

What COCERAL does not do :

- Interfere in commercial/contractual issues
- Formulate standard contracts
- Provide arbitration



Building alliances across the supply chain *some examples*



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International Grain Trade Coalition



IGTC
International Grain Trade Coalition

The IGTC's overarching objective is to achieve a market and regulatory environment supportive of trade that avoids disruptions in the international trade of grain, oilseeds, pulses and derived products.

www.igtglobal.org

Secretariat@igtglobal.org

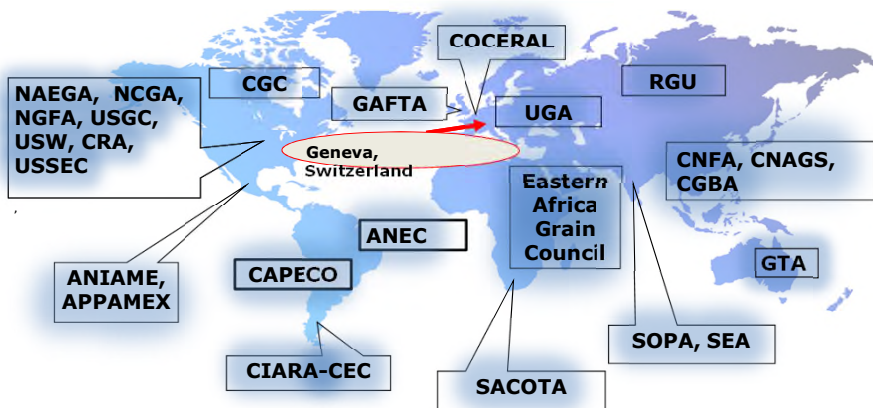
+41 78 932 96 18

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International Grain Trade Coalition



**25 associations, 8000 businesses
85 countries**



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International Grain Trade Coalition



Policy opportunities in 2018



Crop protection product approvals & residue measures



Innovation in electronic trading documentation



Plant Breeding Innovation



Harmonisation of phytosanitary control methods; UN International Plant Protection Convention (IPPC)



Cartagena Biosafety Protocol



Low Level Presence



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COCERAL's Position in the Food & Feed chain



Activities

- Intelligence:
 - S&D analysis, crop forecasts, information on policy and regulatory developments
- **Analysis**
 - Debriefing members on upcoming legislative proposals and their potential impact on trade
 - Translating decision-making and implementation procedures into practical steps
- **Advocacy:**
 - Constantly interacting with EU and third country officials, building alliances across the supply chain, interfacing with non-EU trade organisations
- Education
 - Educating EU institutions and other policy makers on the role of traders in the supply chain – collecting, storing, transporting, solving logistic challenges, and ensuring adequate food and feed supply in deficit markets.

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European
Cereals

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European
Cereals

Market & Agriculture Policy

- EU crop estimates – *Forecasts and analysis*
- Import duties – *Monitoring, calculation method, database*
- TRQS – *Monitoring and handling of questions by operators*
- EU/US trade relations – *Maize retaliation duties, soybean imports*
- Trade agreements – *Monitoring and advocacy in favour of free trade flows*
- Sustainability – *‘Responsible soy’*
- EU protein plan – *Impact on EU protein production and imports*
- EU Storage Study – *Opportunity to eliminate bottlenecks for trade*
- Brexit – *Impact assessment*
- Ukraine – *VAT issues*

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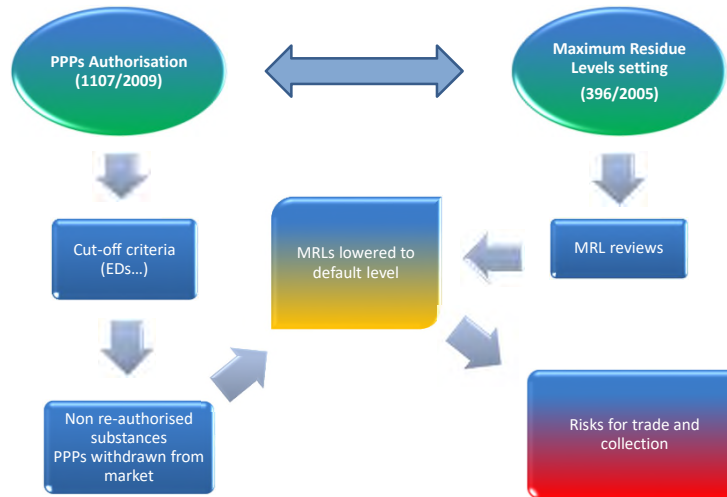
Food & Feed Safety Legislation

- Plant Protection Products – *Withdrawal of active substances, decrease of MRLs, change in residue definition, import tolerance, endocrine disruptors criteria...*
- Tracking of upcoming MRL reviews – *Identification of priority active substances at risk of cut-off and non-EU countries using substances at risk*
- GMOs – *Monitoring of newly authorised GM events (soybean, oilseed rape and maize end 2017)*
- NPBTs (New Plant Breeding Techniques) – *Interaction with seed industry at global level to understand what is in the pipeline, impact analysis of European Court of Justice decision and action to avoid trade disruption*
- Neocotinoids use restriction – *Monitoring and evaluation of impact on trade*
- Transparency of EU risk assessment – *Monitoring and evaluation of impact on trade flows*

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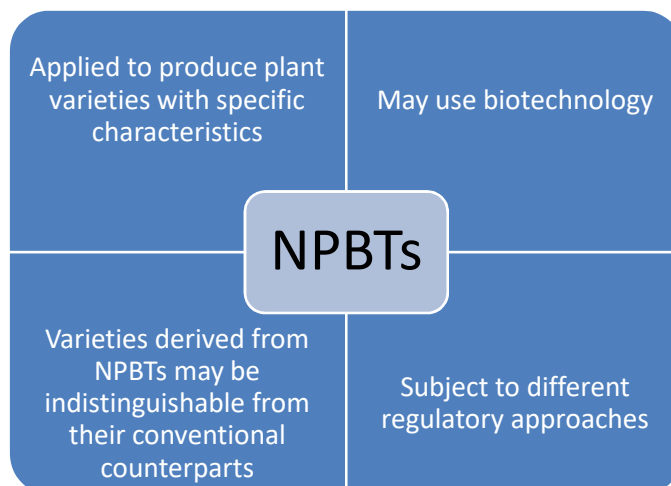
PPP - EU Regulatory Framework



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Plant Breeding Innovations (PBIs)

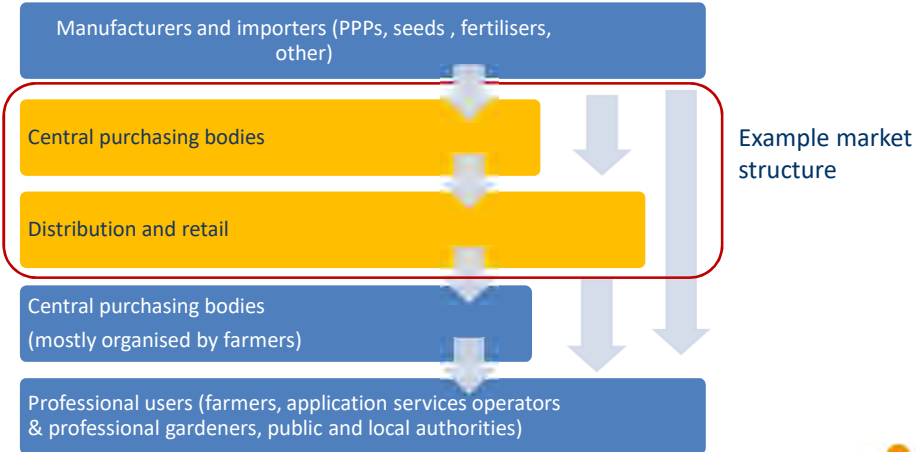


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Agrosupply Section

Distributors of Plant Protection Products (PPPs), fertilisers, seeds



Agrosupply Section - Activities

PPPs	Fertilisers	Seeds
<ul style="list-style-type: none"> Availability of active substances (hazard-based criteria, endocrine disruptors, neonicotinoids, glyphosate, storage insecticides) Review of PPP Regulation Integrated Pest Management and Sustainable Use Traceability Counterfeit PPPs Minor Uses 	<ul style="list-style-type: none"> Revision of the Fertiliser Regulation Blended fertilisers Labelling requirements Obligations for importers and distributors Dual-use substances Precursors of Explosives 	<ul style="list-style-type: none"> Monitoring proposals impacting seeds and trade with third countries Plant Breeding Innovation

**We are not walking alone
We also work in a supply chain perspective**

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Борисовът
Катерина

COCERAL'S Added Value (1)

- A strong brand both with EU policy makers and third country officials – *Coceral's analysis is highly valued. It therefore regularly inputs into policy and regulatory discussions with relevant EU officials*
- A platform for national associations and companies to exchange analysis and experiences in dealing with regulatory challenges – *Joint analysis is used to build advocacy plans for the whole sector*
- A regular dialogue with non-EU countries – *COCERAL is thus constantly updated on the challenges faced by exporters to the EU market*

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Борисовът
Катерина

COCERAL'S Added Value (2)

- Close cooperation with associations at different stages of the agri. value chain – *COCERAL's evaluation of the potential impact of policy decisions takes a large number of variables into account*
- Active membership of IGTC – *COCERAL is constantly informed about global developments and can influence global policies.*

Thank you for your attention

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FRANCE EXPORT
CÉRÉALES