



***Cereals and oilseeds market – legislation,
trends, problems: Added value of
COCERAL***

***Be a member:
contribute to a strong and united voice within Europe***

Ljubljana, 13 November 2013

Dr. Teresa Babuscio

COCERAL Secretary General



Outline

- COCERAL facts and figures
- Why COCERAL? Roles and activities
- Why Brussels? Heart of decision-making
- COCERAL Structure
- Areas of activities: mirror the challenges of the EU supply of raw materials
 - COCERAL Sections and Achievements
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COCERAL – facts and figures

- **COCERAL is the EU association representing the trade with cereals, oilseeds, feedstuffs, olive oil and agrosupply**
- **Founded in 1958**
- **Members are national associations representing grain merchants, storers and/or international traders**
- **31 Member Associations in 19 countries + Unistock, representing about 2700 companies**
- **Associate Member**
 - **Switzerland**
- **Associate first processing associations**
 - **Euroflour**
 - **Euromalt**
 - **Euromaisiers**



COCERAL Members
Associate Members

31 Member Associations
19 EU countries
1 Associated in Switzerland
2700 companies



Food & Feed chain COCERAL representation



INTERNATIONAL TRADING
Import, Export, Storage, Transport (International traders)



DISTRIBUTION TO FINAL CONSUMERS
Big and Medium retailers
Small retailers (bakeries, butchers,...)

CONSUMERS

- PRODUCTION
- TRADING companies
- PROCESSING companies
- DISTRIBUTION companies



COCERAL

	IGTC	International Grain Trade Coalition http://www.igtglobal.com/
	CELCAA	European Liaison Committee for the Agricultural and Agri-Food Trade http://www.celcaa.eu/

What COCERAL does not do

- To interfere in commercial issues
- To formulate standard contracts
- To provide arbitration



Our mission

- To voice the role of trade in the supply chain.
- To represent and promote the interests of the grain, feedstuffs, rice, olive oil and agro-supply trade associations operating within Europe.
- To proactively monitor and guide EU policy makers in market, food safety and environmental matters.
- To promote strategies for provision of safe food ingredients and feed raw materials for the benefit of EU processors and consumers.
- To publish reports and position papers for stakeholders.
- Assist members with ad hoc issues.



Why COCERAL?

Role and activities



Why COCERAL?

Role and activities

- **Information:**
 - Informing members on legislation proposal, implications, implementations, procedure, familiarities with decision-making process
- **Education:**
 - The role of traders in the supply chain, bulk handling system, logistics, dimensions, implications
- **Intelligence gathering on the on-going legislative processes**
 - Supply and demand assessment; crop forecasts [each 3 months]
- **Networking:**
 - Extended network with the EU Commission, EU Parliament and Council, Third Countries representations - **Continuous interface**
- **Consolidated reputation and credibility**
 - Regular communication on trade issues and policy
- **Building alliances across the supply chain**



Why Brussels?

Heart of European decision-making

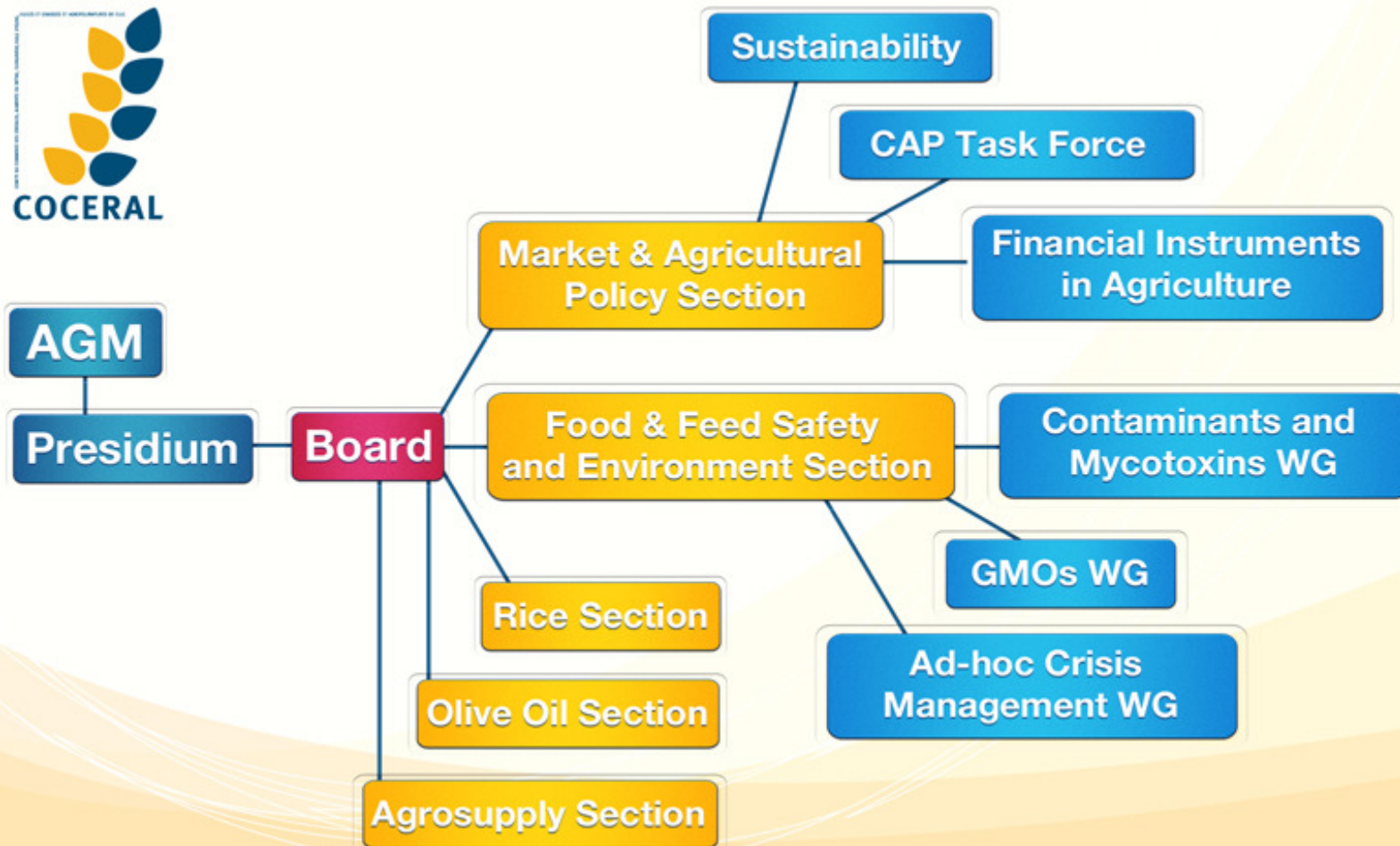


Why Brussels?

- **Centre for EU decision-making**
 - **CO-DECISION:** EU Commission/EU Parliament/EU Council
- **Centre of regulatory and political initiative**
 - Possibility to detect initiatives at early stage and influence it
- **28 Members States representatives getting together**
 - **Weighted votes per Member State**
 - Strategic lobbying from the centre to national representatives expressing the votes in Brussels
- **Advisory Committees, Management Committees and Expert Groups**



STRUCTURE





COCERAL Presidency History



Paul DELLA TOLLA

Paul started his career in chartering in Hamburg then worked in Geneva to ultimately head the Continental Grain's operations in Greece, Egypt and Romania. He is today President of Dimitriaki SA and the Greek Grain Traders Association (SEEDYZ).

YEAR	PRESIDENT	VICE PRESIDENT
2013-2015	Paul DELLA TOLLA	Stefan VOGEL
2011-2013	Marcel COMBOT	Paul DELLA TOLLA
2009-2011	Margaretha MINSER	Didier NEDELEC (2009); Marcel COMBOT (2010-2011)
2007-2009	Jean-Michel ASPAR	Margaretha MINSER
2005-2007	Andrew BARNARD	Bernard VALLUIS (2005-2006); Jean-Miche ASPAR (2006-2007)
2003-2005	Klaus SCHUMACHER	Andrew BARNARD
2001-2003	Alain LEPICARD	Klaus SCHUMACHER
1999-2001	Hermann ODER	Alain LEPICARD
1997-1999	Albert BECKENKAMP	Hermann ODER
1995-1997	Michel ROUGE'	Albert BECKENKAMP
1993-1995	Michael BANKS	Michel ROUGE'
1991-1993	Rudolf STOEHR	Michael BANKS
1989-1991	Philippe DUPONT	Rudolf STOEHR



COCERAL Areas of activity:
*mirror the challenges of the EU supply of
raw materials*



COCERAL Areas of activity

- **Trade and Market** (CAP, Crop estimates and balance sheet, market management, Trade issues, Bilateral and Multilateral Free Trade agreements, WTO, etc)
- **Food and Feed Safety Issues** (GMOs, Low Level Presence, mycotoxins, plant protection products, sampling and testing, undesirable substances, traceability and labelling, feed/food hygiene and official controls; etc)
- **Sustainability and Environment** (biofuels sustainability criteria, Roundtable on Sustainable Consumption and Production, etc)
- **Agrosupply** (fertilisers, plant protection products, minor uses, biocides, water priority substances)
- COCERAL Services: management of the Good Trading Practices (GTP) Code (www.gtpcode.eu)

Market and Agricultural Policy Section



Marcel COMBOT
Chairman

- Less Market Management measures
- Focus on:
 - ✓ Import duties
 - ✓ Trade restrictions (e.g. export bans)
 - ✓ CAP Reform
 - ✓ Financial instruments
 - ✓ Reform of the commodity derivatives, Over The Counter.
 - ✓ Bilateral and multilateral trade negotiations

Achievements 2012 and benefits for the grain trading sector

- ✓ **free trade flows defense** against protectionist measures (Serbia; Croatia; Ukraine)
- ✓ ensuring global **food supply** and well-functioning of agricultural markets;
- ✓ Political **pressure** and contributing to raise **awareness** to EU institutions;
- ✓ Fulfillment of contracts despite the export restrictions in certain countries;
 - ✓ setting the difference between **edging the risks** (traders) and **speculation**;



Sustainability and biofuels

Producing more with fewer inputs, emissions and stress on land

COCERAL OUTREACH

Advocating on biofuels and sustainability since several years

HOW?

- Setting up an internal Sustainability Working Group plus a joint one with the European oilseeds crushers (FEDIOL)
- Boosting the dialogue and the coordination with the partners along the supply chain (farmers, crushers, biofuels producers, etc.)
- Feeding practical concerns on the functioning of the system to the European Commission

•WHAT?

- Practical implementation of the biofuels sustainability requirements
- Definition of a workable mass balance
- Homogenization of national systems
- Recognition between voluntary schemes
- Speed up the assessment of voluntary schemes
- Contribute to the ILUC discussions



Food and Feed Safety and Environmental Section

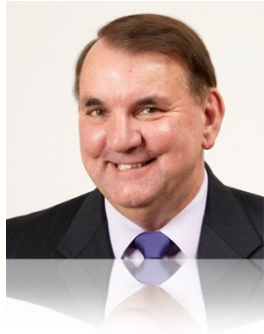


Jean Michel ASPAR
Chairman

- GMOs and Low Level Presence;
- Mycotoxins;
- Plant Protection Products;
- Sampling and testing;
- undesirable substances;
- Traceability and labelling,
- feed/food hygiene and official controls;

Achievements 2012 and benefits for the grain trading sector

- ✓ **Low Level Presence and GMOs file:** a global approach for a global issue.
- ✓ **T2 and HT2 toxins:** no regulatory limits but recommendation. Effective lobbying as the approach taken by the Commission is in line with the grain trading sector views;
- ✓ **Palm Kernel Expellers** threatened to be subject to increased controls due to level of Arsenic – avoided thanks to COCERAL engagement and enhanced monitoring plan in cooperation with the Commission



David CAFFALL
Chairman

Agrosupply Section

- **Plant Protection Products availability**
 - ✓ Authorization for placing plant protection products on the market
 - ✓ Maximum residues limits for active substances
 - ✓ Labeling requirements
 - ✓ Minor uses initiatives
- **Plant Protection Products: sustainable Use**
 - ✓ Implementation of the Directive 2009/128/EC
- **Fertilizers**
 - ✓ Revision of the legislative framework
- **Water Framework Directive**
 - ✓ Priority substances

Achievements 2012 and benefits for the trading sector

- Coordination and extensive information exchange to prevent the use of **illegal pesticides** – initiative still ongoing
- Engagement with EU authorities and European stakeholders on the role of traders and distributors

Rice and Olive Oil Sections



Jean Paul SCHEPENS
Chairman

The reform of the market organization has been a major issue section in the past years. COCERAL proactively called for **further market opening for rice imports** in the context of the free trade negotiations.



Gennaro FORCELLA
Chairman

Through COCERAL efforts, the reality of the supply chain was brought to the attention of the lawmakers, by advocating the importance of consistent requirements regarding labelling provisions and verification systems, thus **facilitating the trade of olive oil within the European Community.**



Our team



Dr. Teresa Babuscio

Secretary General



Julien Taieb

Senior Policy Advisory and GTP Certification Manager



Gloria Gabellini

Senior Policy Advisor Trade, Market and Sustainability



Our team



Andreea Pricina

*Policy Advisor Environmental Affairs,
Agrosupply and Olive Oil*



Elena Berloni

Policy Advisor Food and Feed Safety



Sarah Byaruhanga

Secretariat coordinator



Paola De Caro

Administrative Support and Communication



David Crunelle

Corporate Identity & IT Support



Anita Teresa RÓZANSKA

Accounting and Administration



Tsvetozara Dayarska

GTP Trainee



Building alliances across the supply chain

some examples





COCERAL:

Working together to make trade work

Thank you for your attention

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