



Outreach

October 10, 2017

Thank you for your membership in and work with NAEGA

Hurricane Nate's Impact

Our thoughts and prayers go out to everyone impacted by Hurricane Nate. NAEGA is standing by for an expedited response to Clause 20 requests for delays and preventions of delivery in New Orleans and the Gulf related to Nate's impact.

Member Opportunities

- Tri-National Agricultural Accord – Denver, CO – October 17-19
- U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – October 20
- USTDA China Biotech Delegation – Arlington, VA – October 26
- Department of Commerce Trade Mission to China – Beijing – November 2017
- OFAC Symposium – Washington, D.C. – November 1
- IGTC General Assembly and Strategy Session – Arlington, VA – November 16
- REGISTER NOW - NAEGA Contracts and Best Practices Seminar – Tokyo, Japan – November 28
- RSVP: Japanese Grain and Oilseed Industry Cocktail Celebration – Tokyo, Japan – November 28
- NAEGA Board of Directors Meeting – Miami, FL – January 28-30
- CMC State of the Industry 2018 – Miami, FL – January 28-30
- NAFTA and Asia-Pacific Policy Teams
- Contracts and Best Practices Seminars
- NAEGA Internships

Action Reports

Recent Actions:

- Food and Ag Dialogue High Level Steering Group Meeting
- IGTC Newsletter

Upcoming Actions:

- DBTG and AAPA Conferences – Punta del Este, Uruguay – November 5-10
- USAEDC Annual Workshop – Baltimore, MD – November 10-15

Pending Actions

- EXTENDED DEADLINE Questionnaire on global ePhyto solutions – Due Oct. 13
- APHIS Consultations on IPPC Activities
- CFIA Consultations for Canada-U.S. RCC

News

- Senate Confirms Deputy Secretary Censky and Under Secretary McKinney at USDA
- US and South Korea Agree to Renegotiate KORUS

NAEGA Calendar and Member Notices

- Upcoming Events and Notices for Members

Member Opportunities

Tri-National Agricultural Accord – Denver, CO – October 17-19

Member personnel are invited to attend the 2017 Tri-National Agricultural Accord in Denver on October 17-19. Sponsored by the National Association of State Departments of Agriculture (NASDA), this annual meeting of the chief state and provincial agricultural officials of Canada, the United States, and Mexico is a unique opportunity to collaborate on a host of agriculture, trade, and development issues. Gary will address delegates and attendees at 10:00am on October 18, where he will discuss the future of NAFTA, as well as food safety, transportation, cross border movement, and other opportunities and challenges for agriculture in North America. If you are interested in attending, please click [here](#).

Please contact [Ryan](#) for more information.

U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – October 20

Please "save the date" for the next meeting of the U.S. Food and Agriculture Dialogue for Trade on October 20. The meeting will take place at the American Farm Bureau Federation at 600 Maryland Ave, SW Suite 1000.

Timing and a preliminary agenda for this meeting will be announced soon. All Dialogue meetings are strictly off the record.

Please contact Ryan if you have any questions.

USTDA China Biotech Delegation – Arlington, VA – October 26

Member personnel are invited to attend a meeting at NAEGA offices with a Chinese biotechnology delegation sponsored by U.S. Trade and Development Agency (USTDA) on October 26 at 2:00pm. The meeting will take place at USTDA headquarters at 1000 Wilson Blvd Arlington, VA. The group includes officials from key provinces where biotech developers would like to develop a deeper relationship as domestic trials are conducted in many of these locations and their input is important to MOA. The delegation is meeting with NAEGA to learn more about grain movement and the global regulatory environment.

Please contact [Ryan](#) for more information.

Department of Commerce Trade Mission to China – Beijing – November 2017

NAEGA member companies and personnel are invited to participate in a U.S. Department of Commerce trade mission to China during November 2017. The mission is organized by the U.S.

Government to provide a unique opportunity for businesses interested in exploring export opportunities overseas. This mission will advance the Administration's goal of reducing the U.S.-China trade deficit by promoting U.S. exports. The schedule will primarily consist of briefings from U.S. government officials and outside experts on the business environment in China, engagements with Chinese officials and senior Chinese business leaders, networking opportunities, and opportunities to promote agreements between mission participants and Chinese entities at signing ceremonies. Mission participants will also be presented with the opportunity to engage with Secretary Ross and other senior U.S. and Chinese government officials as events unfold around President Trump's first visit to China. The mission may also present opportunities to engage with high level Chinese officials.

If you are interested in attending please click here or visit: www.Export.gov/Chinamission2017

OFAC Symposium – Washington, D.C. – November 1

NAEGA member personnel are invited to attend the U.S. Treasury Office of Foreign Asset Control's (OFAC) 2017 OFAC Symposium at the Walter E. Washington Convention Center in Washington, D.C. This event will include presentations on OFAC regulations affecting all U.S. persons, as well as targeted reviews of sanctions concerns for new and updated OFAC programs. In addition to formal presentations, OFAC staff will be available throughout the day to answer questions on issues unique to a number of regulated industries.

Please click here and [register online](#) if you are interested in attending.

IGTC General Assembly and Strategy Session – Arlington, VA – November 16

Please join us for International Grain Trade Coalition meetings in November! You are welcome at the 2017 Ordinary Meeting of the IGTC General Assembly of Members and associated meetings. The National Grain and Feed Association (NGFA) and the North American Grain Export Association (NAEGA) are hosting the IGTC meetings. Our schedule will involve a series of informational and Washington D.C. outreach meetings on the 15th, and the IGTC General Assembly and Strategy Session on the 16th at the Crowne Plaza Hotel Ballroom, 1480 Crystal Drive, Arlington, VA, USA 22202. An IGTC Management Council breakfast will be held on the morning of November 17th in order to review outcomes and decisions taken. Other events on 15, 16 and 17 of November are pending.

The current schedule for November 16 includes:

1. A Strategy Session in the morning. IGTC policy teams and working groups will report and provide us the opportunity to consider and comment on IGTC policy and actions.
2. In the afternoon, the 2017 Ordinary Meeting of the IGTC General Assembly of Members will take place. IGTC Members act to effect governance and advise future direction of the IGTC. During the General Assembly, revisions to the IGTC Business Plan including membership

A number of rooms at a preferential rate at the Crowne Plaza Hotel (Crystal City, 1480 Crystal Drive, Arlington) have been guaranteed. The rate is USD \$199/night plus tax. Rooms will be allocated on a first come, first served basis. Bookings must be made by October 21st via this link. Please notify Rebecca Grubbs once you have made your reservation so we can keep track: rgrubbs@ngfa.org.

For further information please see the Notice [here](#).

NAEGA Contracts and Best Practices Seminar and Reception – Tokyo, Japan – November 28

Please join NAEGA for a Contracts and Best Practices Seminar in Tokyo, Japan!

Led by NAEGA Senior Advisor Sam Bonilla, this seminar is an interactive, industry-wide opportunity to exchange and learn through an intensive and informative review of commercial and official practices to improve predictability, reduce risks, resolve trade barriers and facilitate profitable trade.

Please click here to register for the Contracts and Best Practices Seminar.

The preliminary agenda includes:

- Open dialogue on current contracting practices as they relate to trade risks.
- A "Road Map" of the NAEGA II Model Contract
- Review of the pending 2017 revisions to the NAEGA II Model Contract.
- Perspectives on the global contracting environment in GAFTA, FOSFA and other contract models and practices.
- Review of recent arbitration decisions.
- Case Study Exercises on:
 - o Calculating laytime, despatch and demurrage.
 - o Contract Terms.
 - o Arbitration and other alternatives for dispute resolution.

The seminar is free to NAEGA members and non-members. NAEGA member representatives are encouraged to invite others by forwarding this invitation.

Please contact Ryan Olson at rolson@naega.org or 202-682-4030 if you have any questions.

RSVP: Japanese Grain and Oilseed Industry Cocktail Celebration – Tokyo, Japan – November 28

Please join industry and government colleagues including NAEGA President Gary C. Martin and Senior Advisor Samuel Bonilla for a celebration honoring the Japanese grain and oilseed industry.

The North American Export Grain Association looks forward to hosting this business networking cocktail reception on November 28 from 6:00 PM to 8:00 PM JST at the Tokai University Club.

Please RSVP to Gary Martin (gcmartin@naega.org) or Ryan Olson (rolson@naega.org) or [here](#).

NAEGA Board of Directors Meeting – Miami, FL – January 28-30

Please “save the date” for the next meeting of the NAEGA Board of Directors on January 28-30 in Miami, FL. The Board will meet on the sidelines of the Commodity Market Council’s State of the Industry 2018 Conference at The Miami Beach Edition Hotel. More information, and a preliminary agenda, will be available soon.

CMC State of the Industry 2018 – Miami, FL – January 28-30

NAEGA member personnel are invited to join the NAEGA Board of Directors at the Commodity Markets Council's State of the Industry 2018 conference. The conference will take place at The Miami Beach Edition Hotel. CMC is the leading trade association for commodity futures exchanges and their industry counterparts. The State of the Industry 2018 conference will include discussion and presentations by industry and government leaders focusing on agriculture, metals, energy, power and technology markets. Governor of Nebraska Pete Ricketts will join the conference as the keynote speaker.

A copy of the draft agenda can be found [here](#). [Please click here if you would like to register](#).

NAFTA and Asia-Pacific Policy Teams

With NAFTA negotiations underway and the evolving U.S.-China trade relationship we expect many more fast paced and dramatic developments that could greatly change the terms of trade for NAEGA members. Your involvement is needed!

NAEGA ad hoc policy teams of member personnel working largely through conference calls are helping to guide our multifaceted effort to address the evolving trade environment. Teams focused on the North American Free Trade Agreement and the Asia-Pacific Market are already established. The **NAFTA Policy Team** will be heavily engaged over the next three months to support NAEGA work with the U.S. Food and Ag. Dialogue for Trade, The Pacific Northwest Economic Region, the Canada U.S. Grain and Seed Trade Task Group and the NAEGA committees and Board of Directors to address NAFTA. A similar effort will soon start with an **Asia-Pacific Policy Team** that will be focused on U.S. trade relations with China, Japan, Korea and the Trans Pacific environment more generally.

Please contact [Ryan](#) if you have any questions or are interested in participating in NAEGA's ad hoc policy teams.

Contracts and Best Practices Seminars

NAEGA is beginning to plan seminars for 2018! Let us know where we should hold 2018 Seminars and what topics you would like us to cover. NAEGA also conducts company specific private seminars. Please let us know if you are interested attending or hosting a NAEGA seminar. Click [here](#) for more information the in-depth, interactive programs NAEGA conducts!

Internships

We have an open intern position starting January 2017 to work at the NAEGA office at 1400 Crystal Drive, Arlington, VA 22202. Information on working for NAEGA as an intern can be found [here](#).

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

[Click here to return to Index](#)

Action Reports

Recent Actions:

U.S. Food and Ag Dialogue High Level Steering Group Meeting

On Tuesday, October 10 Gary and Ryan attended a meeting of the U.S. Food and Agriculture Dialogue for Trade's High Level Steering Group at the North American Meat Institute (NAMI) in Washington, D.C. During the meeting, the Dialogue was briefed by Karen Antebi, Economic Counselor for Trade and NAFTA Office of the Ministry of Economy of Mexico in Washington, DC; Carlos Vazquez Ochoa, Minister of Agricultural Affairs at the Embassy of Mexico; and Mike Hawkins, Agriculture Counsellor at the Embassy of Canada. They discussed the current state of NAFTA negotiations from their respective governments' perspectives.

During the meeting, the steering group was also briefed by Sharon Bomer-Lauritsen, Assistant US Trade Representative for Agricultural Affairs and Commodity Policy, and discussed further outreach and engagement with administration officials and stakeholder groups.

Please contact Ryan for more information.

IGTC Newsletter

The latest IGTC newsletter is now available! This week's newsletter includes information about the EU Commission's high-level conference on modern biotechnologies, updates on the Global Low-Level Presence Initiative, and a final request that members fill out a questionnaire on a global ePhyto solution.

For more details, read the IGTC Newsletter [here](#) or visit the IGTC website at www.igtcglobal.org.

Upcoming Actions:

DBTG and AAPA Conferences – Punta del Este, Uruguay – November 5-10

On November 5-10 Ryan will travel to Punta del Este, Uruguay to participate in the American Association of Port Authorities Latin American Congress and the Dry Bulk Terminal Group's Fall Operational and Technical Seminar.

Priority during this mission is NAEGA's continued engagement with the Dry Bulk Terminals Group, which NAEGA renewed its Memorandum of Agreement with in 2017. The NAEGA and the DBTG work together closely on international regulatory issues that affect the global grain trade and dry bulk terminals. A notice to post for this upcoming travel will be available soon.

USAEDC Annual Workshop – Baltimore, MD – November 13-15

On November 13-15 Ryan will travel to Baltimore, MD to attend the U.S. Agriculture Export Developments Council's Annual Workshop. USAEDC annual workshop brings together USDA cooperators, staff and other U.S. government officials to discuss trends and opportunities for U.S. agriculture exporters. Discussions cover USDA agencies, programing, and policy direction. Presentations are made by FAS staff and cooperators on successful marketing strategies, collaborative programs and issues affecting the ability of the U.S. ag producers to export their products. A copy of the agenda for this meeting will be available soon.

Pending Actions:

EXTENDED DEADLINE: Questionnaire on global ePhyto solutions – Due October 13

NAEGA members are invited to participate in an IPPC questionnaire for businesses, trade operators and global trade flow representatives on the adoption of electronic phytosanitary certificates. The aim of the survey is to gather information from the private sector to support and improve the IPPC-WTO ePhyto project (website [here](#)), as well as to develop a business model for financing and cost recovery. All responses to the questionnaire will be treated confidentially. To take part contact the IGTC Secretariat: secretariat@igtglobal.org

APHIS Consultations on IPPC Activities

The Animal and Plant Health Inspection Service is accepting consultations on three draft specifications and 13 draft International Standards for Phytosanitary Measures (ISPM) from the International Plant Protection Convention (IPPC).

Draft Specifications:

- [Revision of ISPM 12](#)
- [Audit of phytosanitary context](#)
- [Supplement to ISPM 11](#)

Draft ISMPs:

- [2017 Amendments to ISPM 5: Glossary of phytosanitary terms](#)
- [International movement of cut flowers and foliage](#)
- [Requirements for the use of fumigation as a phytosanitary measure](#)
- [Diagnostic protocols: Bactrocera dorsalis complex](#)
- [Diagnostic protocols: Conotrachelus nenuphar](#)
- [Diagnostic protocols: Ips spp](#)
- [Diagnostic protocols: Xylella fastidiosa](#)
- [Diagnostic protocols: Puccinia psidii](#)
- [Revision of Diagnostic Protocol: Plus pox virus](#)
- [Revision of ISPM 6: Surveillance](#)
- [Requirements for the use of temperature treatments as a phytosanitary measure](#)
- [Draft revision of Annexes 1 & 2 to ISPM15](#)
- [Draft 2015 and 2016 amendments to ISPM 5 Glossary of phytosanitary terms](#)

Please contact Gary or Ryan if you are interested in contributing to any of these comments.

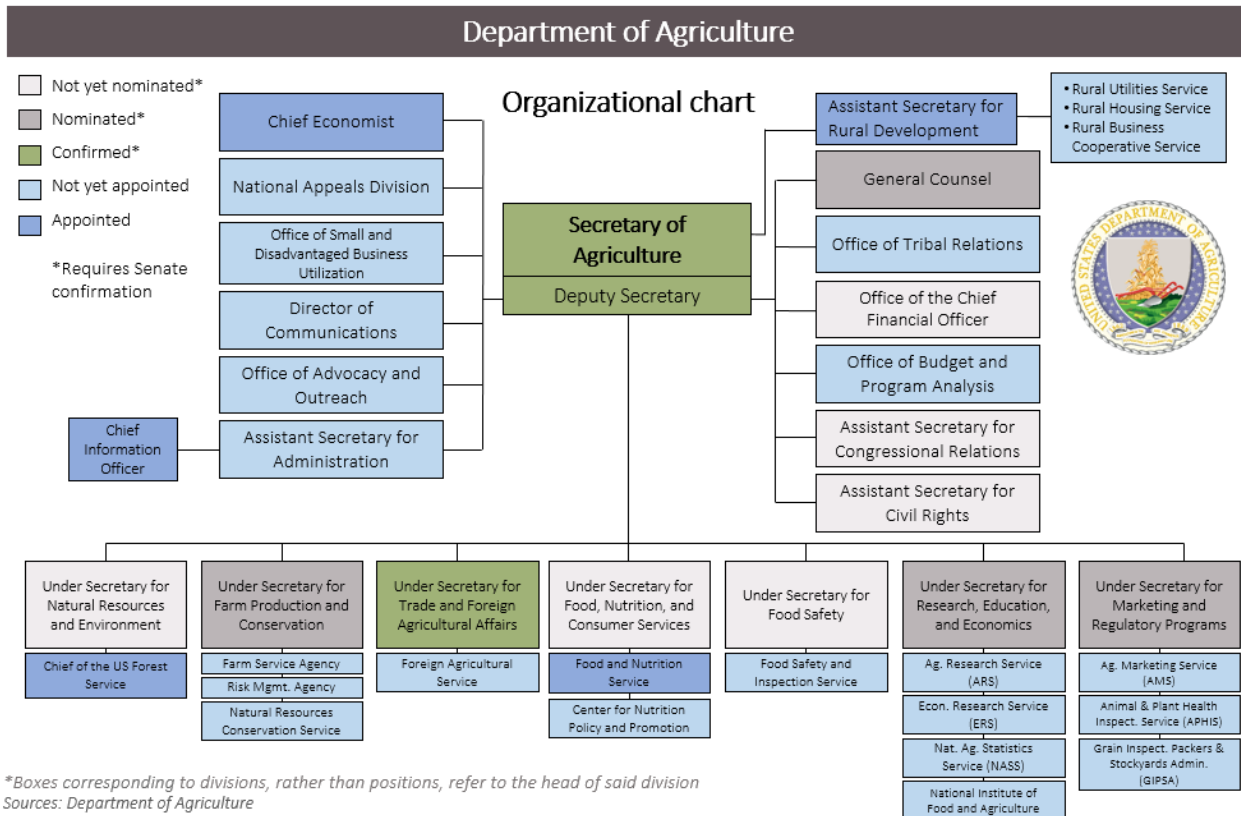
CFIA Consultations for Canada-U.S. RCC

The Canadian Food Inspection Agency (CFIA) is seeking input from stakeholders for the development of new cooperation opportunities and prioritization of existing initiatives under the Canada-United States Regulatory Cooperation Council (RCC). The purpose of this consultation is to provide an additional mechanism to seek stakeholder feedback on the prioritization of work plan initiatives currently being pursued between the CFIA and its U.S. regulatory counterparts, and to solicit input on potential opportunities for the future. There is no firm deadline for completion of this consultation. However, CFIA's tentative timeframe for collecting input is by fall of this year. Input [can be submitted at this link](#).

[Click here to return to Index](#)

In the News

Chart of the Week:



This week the U.S. Senate Confirmed Steve Censky as Deputy Secretary of Agriculture and Ted McKinney as Under Secretary for Trade and Foreign Agricultural Affairs.

Senate Confirms Deputy Secretary Censky and Under Secretary McKinney at USDA

On October 3 the Senate confirmed Steve Censky to be Deputy USDA Secretary and Ted McKinney to be Under Secretary for Trade with bipartisan support.

USDA Secretary Sonny Perdue issued the following statement regarding the confirmation votes: “Steve Censky will help us be responsive to producers reeling from the effects of multiple hurricanes and also offer prudent counsel as Congress continues work on the 2018 Farm Bill. Ted McKinney will take charge of the newly-created mission area focused on trade, and wake up every morning seeking to sell more American agricultural products in foreign markets. We eagerly await their arrival at USDA.” You can read the Secretary’s full statement [here](#).

US and South Korea Agree to Renegotiate KORUS

The US.. and South Korea concluded their second special session on October 4. After an inconclusive first round in August, the countries have now agreed to begin talks focused on

amending the agreement. South Korean Trade Minister Kim Hyun-chong stated that “The two sides recognized the need to amend the FTA to enhance mutual benefits of the KORUS FTA.” Ambassador Lighthizer also released a statement outlining the areas that the US will focus on in the upcoming negotiations, which you can read [here](#).

If you would like more information, or wish to provide comments on any of these news topics monitored by NAEGA, please contact us.

[Click here to return to Index](#)

Calendar & Member Notices

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

2017

October

16-19 – 41st Annual NAPPO Meeting - Merida, Mexico

17-19 – Tri-National Agricultural Accord – Denver, CO

20 – U.S. Food and Agriculture Dialogue for Trade – Washington, D.C.

25 – National Trade Estimate Report Comments Due

26 – USTDA China Biotech Delegation visit – Arlington, VA

November

1 – OFAC Symposium – Washington, D.C.

3 – U.S. Coast Guard Alternative Security Program (ASP) Meeting – Washington, D.C.

5-8 – American Association of Port Authorities Latin America Congress – Punta del Este, Uruguay – Ryan attending

8-10 – Dry Bulk Terminals Group Technical and Operational Seminar – Punta del Este, Uruguay – Ryan attending

13-17 – IPPC Standards Committee – Rome, Italy

14-16 – Global Grain Geneva – Geneva, Switzerland

16 – IGTC Strategy Session – Arlington, VA

16 – IGTC General Assembly – Arlington, VA

TBD – USDA FGIS Grain Inspection Advisory Committee Meeting

28 – NAEGA Contracts and Best Practices Seminar – 12:30-5:30pm – Tokyo, Japan

28 – Japanese Grain and Oilseed Appreciation Reception – 6:00-8:00pm – Tokyo, Japan

December

3 – NGFA Country Elevator Conference – Louisville, KY

5 – 46th IGC Council Session – London, UK

6-8 – GHS Subcommittee Meeting – Geneva, Switzerland

10-13 – WTO Ministerial Conference – Buenos Aires, Argentina

14 – IGTC Management Council Meeting – Virtual

2018

January

18 – Annual Grain Sector Meeting with APHIS Administrator

28-30 – Commodity Markets Council State of the Industry – Miami, FL

28-30 – NAEGA Board of Directors Meeting – Miami, FL

March

18-20 – NGFA Annual Convention – Scottsdale, Arizona

18-20 – NAEGA Annual Meetings – Scottsdale, Arizona

26-28 – Canadian Global Crops Symposium – Toronto, Canada

December

TBD – Biosafety Protocol COP 14 – Egypt

[Click here to return to Index](#)

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.