



Outreach

October 18, 2017

Thank you for your membership in and work with NAEGA

Member Opportunities

- Tri-National Agricultural Accord – Denver, CO – October 17-19
- U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – October 20
- FGIS Pacific Northwest Regional Meeting – Portland, OR – October 25
- 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
- FDA Agricultural Biotechnology Education and Outreach Initiative – Charlotte, NC and San Francisco, CA – November 7 and 14
- 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

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- Gregg Doud Confirmation Letter

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- USAEDC Annual Workshop – Baltimore, MD – November 10-15

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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

You are invited to join a meeting of the U.S. Food and Agriculture Dialogue for Trade at the American Farm Bureau Federation on Friday, October 20 at 1:00pm. All dialogue meetings of the Dialogue are strictly off the record.

A tentative agenda includes:

11:00-11:10am: Introductions and roll call

11:10-11:40am: Briefing from the Under Secretary for Trade and Foreign Agricultural Affairs

Ted McKinney, USDA Under Secretary for Trade and Foreign Agricultural Affairs

Jason Hafemeister, Acting Deputy Under Secretary for Trade and Foreign Agricultural Affairs

11:40am-12:00pm: Questions

12:00pm: Adjourn

To RSVP, please click [here](#).

FGIS Pacific Northwest Regional Meeting

NAEGA members are encouraged to join us at the Federal Grain Inspection Service's Pacific Northwest Regional Meeting on October 25 at Merchants Exchange in Portland, OR. FGIS will provide updates on recent policy issuances, technology, and international outreach.

Please see the agenda [here](#).

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.

FDA Agricultural Biotechnology Education and Outreach Initiative

The U.S. Food and Drug Administration will be holding public meetings on November 7 in Charlotte, North Carolina and on November 14 in San Francisco, California regarding its Agricultural Biotechnology Education and Outreach Initiative. The purpose of the meetings is to provide the public with the opportunity to provide input and help inform the development of the initiative. Webcasts from both meetings will also be available for those who are unable to attend in person.

To find out more, click [here](#). You can also register online for both the [Charlotte](#) and [San Francisco Meeting](#).

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 Agenda [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, FOSEA 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.](#)

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Action Reports

Recent Actions:

Gregg Doud Confirmation Letter

On October 12, 2017 NAEGA joined a letter to the members of the Senate Finance Committee supporting the confirmation of Gregg Doud as Chief Agricultural Negotiator at the Office of the USTR. In the letter, the signees affirmed the importance of the position in advancing agricultural interests at the highest levels of trade negotiations and emphasized Mr. Doud’s exemplary personal and professional background.

A copy of the letter can be found [here](#).

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 travel is available [here](#).

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 is available [here](#).

Pending Actions:

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 amendmentsto 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](#).

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In the News

Chart of the Week:

NAFTA negotiators conclude fourth round of talks

Key developments on international trade and potential future actions

- August 2017:**
 **First round of NAFTA negotiations:** Mexican, Canadian and U.S. representatives met in Washington, D.C. to commence the first round of NAFTA negotiations. USTR Lighthizer focused on the issue of rules of origin requirements, especially in regards to the auto industry
- September 2017:**
 **Second round of NAFTA negotiations:** The second round of NAFTA negotiations in Mexico City saw little progress made on difficult discussions. The chief negotiators expressed optimism about reaching a deal, but industry officials and private-sector sources voiced frustration over the lack of new ideas put forward
- Late September 2017:**
 **Third round of NAFTA negotiations:** The third round of talks held in Ottawa concluded with trade negotiators lauding their progress thus far. Despite the positive messaging, Canadian and U.S. negotiators have been criticized for proposing unrealistic trade arrangements
- October 2017:**
 **Fourth round of NAFTA negotiations:** The fourth round of talks were held in Arlington, VA and concluded with series disagreement amongst the parties on rules of origin, dispute settlement, a sunset clause and other issues. The parties agreed to extend negotiations into the first quarter of 2018

Potential actions

- The administration will continue NAFTA renegotiation from November 17 in Mexico City, with the key goal of reducing the trade deficit and securing the language it proposed in round four
- Trump has the power to negotiate tariffs on specific goods without congressional approval, but more substantial changes to NAFTA may have to pass through Congress
- The parties agreed in round four to extend the negotiations to the end of the first quarter of 2018
- Trump has indicated he is willing to withdraw from NAFTA if a satisfactory agreement isn't reached



Sources: Congressional Research Service, "Renegotiation of the North American Free Trade Agreement (NAFTA): What actions do not require Congressional approval?," April 27, 2017; Sara Schaefer Muñoz and Bob Davis, "U.S., Canada and Mexico Wrap Up Nafta First Round," WSJ, August 20, 2017; Megan Cassella, "Business groups worry after end of NAFTA Round 2," Politico, September 6, 2017; Kathleen Harris, "Record pace: Canada to host NAFTA Round 3 in Ottawa later this month," CBC News, September 5, 2017.

The fourth round of NAFTA negotiations have concluded but, without no deal yet, representatives have agreed to extend the talks into 2018. Read more about this development below.

NAFTA Negotiations Extended

Originally intended to conclude in December 2017, schedulers are now conceding that talks to reform the North American Free Trade Agreement will stretch into at least February 2018. While

both the U.S. and Mexico were hoping to finish negotiations before their respective 2018 federal elections, impasses on key issues have forced delegations from all three countries to accept that additional rounds, of possibly longer length, will be needed in order to reach any agreement.

You can read more about this development [here](#).

Enlist E3 Soybeans

U.S. farmers will now have access to Enlist E3 soybeans for 2018 planting through an agreement between Dow AgroSciences and ADM. Enlist E3 soybeans are tolerant to applications of 2, 4-D choline, glyphosate and glufosinate, which allows farmers to control the most resistant weeds while also curbing the development of weed resistance.

Read the press release [here](#). To find out how to participate in this program, visit [Enlist.com](#).

COCERAL on Glyphosate

This week COCERAL was joined by EuropaBio, European Crop Protection, COPA COGECA and Consumer Choice Center in an advertisement in Politico regarding Glyphosate approval by the European Union. The European Union announced that it will soon vote on whether to approve Glyphosate. Widely used since 1974, the safety of Glyphosate has been thoroughly researched, with 90,000 pages of evidence and 3,300 peer reviewed studies confirming its suitability for sustainable agriculture. Both the European Food Safety Authority and the European Chemicals Agency, along with many other scientific bodies worldwide, consider the herbicide to be safe.

You can read the advertisement [here](#).

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

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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

25 - FGIS Pacific Northwest Regional Meeting – Portland, OR

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

7, 14 - FDA Agricultural Biotechnology Education and Outreach Initiative – Charlotte, NC

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

13-17 – IPPC Standards Committee – Rome, Italy

14 – FDA Agricultural Biotechnology Education and Outreach Initiative – San Francisco, CA

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

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