



## Outreach

October 3, 2017

Thank you for your membership in and work with NAEGA

Want to learn more about the NAEGA 2 contract and industry best practices?

### **REGISTER NOW for a Contracts and Best Practices Seminar**

November 28 in Tokyo, Japan. More information below.

#### **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 and Reception – 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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- Food and Ag Dialogue High Level Steering Group Meeting

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

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- APHIS Consultations on IPPC Activities
- CFIA Consultations for Canada-U.S. RCC

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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**

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](http://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 15<sup>th</sup>, and the IGTC General Assembly and Strategy Session on the 16<sup>th</sup> 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 21<sup>st</sup> via this link. Please notify Rebecca Grubbs once you have made your reservation so we can keep track: [rgrubbs@ngfa.org](mailto:rgrubbs@ngfa.org).

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

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

NAEGA members are invited to register for a Contracts and Best Practices Seminar and Reception in Tokyo, Japan on November 28. NAEGA seminars are a current and interactive, review of commercial and official practices to improve predictability, reduce risks, resolve trade barriers, and facilitate profitable trade. If you are interested in attending, please [REGISTER HERE](#).

The Contracts and Best Practices Seminar will be followed by a reception honoring the U.S.-Japan grain trade and featuring participants from the Japan Feed Trade Association, U.S. Grains Council, the U.S. Embassy, Japanese Government and U.S. and Japanese industry.

A formal invitation to the seminar and reception will be available soon.

### **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:***

#### **Australia Working Visit**

A trip report is now available for Katy's last working visit of the year to Australia on July 21-August 4. On this working visit Katy visit traveled to Sydney to work closely with IGTC member Grain Trade Australia. Following her work in Sydney, Katy traveled on to Melbourne to participate in the 2017 Australian Grain Industry Conference (AIGC).

At GTA Katy conducted a working visit from July 22-28 and coordinated with Sydney-based corporate stakeholders to gather insight and inform them on IGTC policy files.

At the 2017 AGIC in Melbourne from July 29 – August 5, Katy presented before the conference on the theme "Global grain industry working together to facilitate trade". The session focused on global food security and the role of the grains industry. A copy of her AGIC presentation can be found [here](#).

While in Melbourne, Katy also updated a smaller group of GTA leaders sitting on the Table and Market Access Committee on IGTC policies regarding phytosanitary control, electronic trading documentation, and minimum residue limits (MRL).

A copy of Katy's trip report can be found [here](#).

#### **Food and Ag Dialogue High Level Steering Group Meeting**

On Tuesday, September 26 the Gary and Ryan attended a meeting of the U.S. Food and Agriculture Dialogue for Trade's High Level Steering Group at the Inter-American Institute for Cooperation in Agriculture (IICA) in Washington, D.C. During the meeting, the Dialogue was briefed by Mike Green, Senior Vice President for Asia and Japan Chair at the Center for Strategic and International

Studies (CSIS). Mike discussed the Asia-Pacific security situation, U.S.-Korea relations, and the KORUS agreement. During the meeting, the steering group also heard reports from the Asia-Pacific and North American Working Groups, and discussed further outreach and engagement with administration officials and stakeholder groups.

Please contact Ryan for more information.

### ***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:***

#### **Questionnaire on global ePhyto solutions**

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](mailto: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](#).

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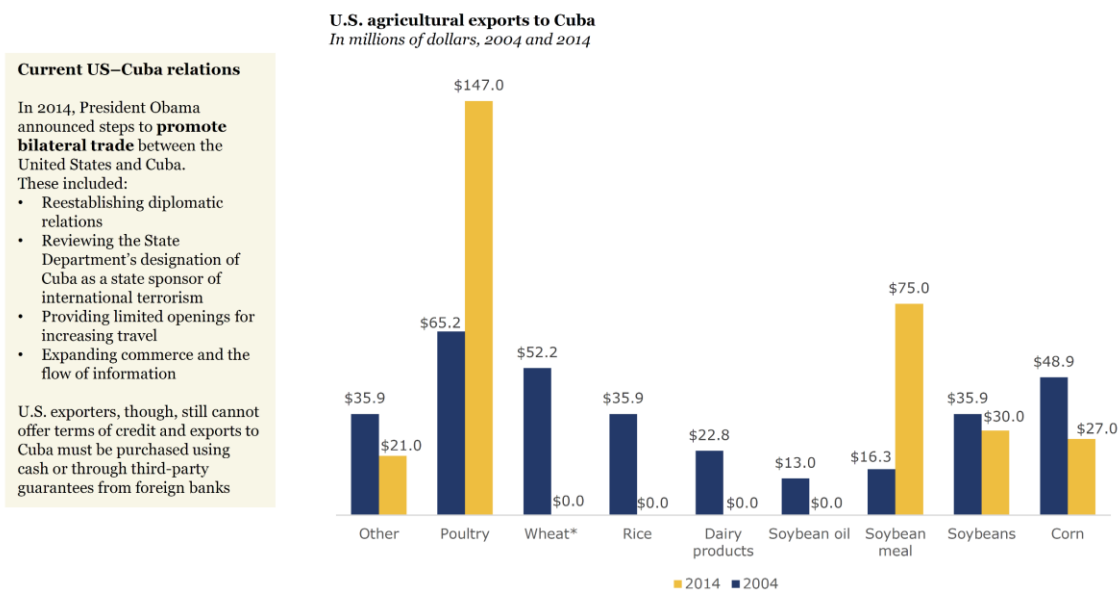


## In the News

### Chart of the Week:

## US–Cuba trade relations since 2014

In 2014, President Obama announced steps to promote a bilateral trade relationship between the United States and Cuba



\*The U.S. has not shipped wheat to Cuba since 2011

Sources: Foreign Agricultural Service; Mark A. McMinimy, "U.S. Agricultural Trade with Cuba: Current Limitations and Future Prospects," Congressional Research Service, September 21, 2016; Steven Zahniser and Bryce Cooke, "U.S.-Cuba Agricultural Trade: Past, Present, and Possible Future," USDA Economic Research Service, August 3, 2015.

Over the past two years the U.S. government has been slowly opening up political and economic ties with Cuba (see above chart). This week the U.S. State Department announced a reduction in staffing at the U.S. Embassy in Havana after “sonic attacks” were suspected on personnel. Read more about this in the news section.

### Coast Guard BWM Convention Guidelines

This week the Coast Guard released a policy letter providing guidelines for voluntary compliance with the International Convention for the Control and Management of Ships’ Ballast Water and Sediments (BWM Convention). The purpose of the letter is to establish a voluntary inspection program for US flagged commercial vessel owners/operators who wish to document compliance with the standards of the BWM Convention. You can read the letter [here](#).

### Cuba Embassy Staffing

On September 29, in response to unexplained attacks against U.S. Embassy staff in Cuba over the past year, Secretary Rex Tillerson instructed the State Department to reduce its Havana staff to emergency personnel only. In addition, the Department issued a Travel Warning advising U.S. citizens to avoid travel to Cuba for the time being. Secretary Tillerson’s statement accompanying the order noted that the decision was intended to ensure the safety of embassy personnel, and that “Cuba has told us it will continue to investigate these attacks and we will continue to cooperate with them in this effort.” You can read the Secretary’s full statement [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**

- 4** – Hearing on China Compliance with WTO Commitments – Washington, D.C.
- 16-19** – 41<sup>st</sup> Annual NAPPO Meeting - Merida, Mexico
- 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**

- 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** – 46<sup>th</sup> 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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