NAEGA
North American Export Grain Association

Outreach
October 26, 2017

Thank you for your membership in and work with NAEGA

Member Opportunities

- U.S. OFAC Symposium – Washington, D.C. – November 1
- U.S. FDA Agricultural Biotechnology Education and Outreach Initiative – Charlotte, NC and San Francisco, CA – November 7 and 14
- Save the Date: U.S. Food and Agriculture Dialogue for Trade – November 13 – Washington, D.C.
- 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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- U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – October 20
- 2018 MAP Allocation
- NAFTA Trucking Letter

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- CFIA Consultations for Canada-U.S. RCC

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Member Opportunities

U.S. 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.

U.S. 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.

U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – November 13

Please "save the date" for the next meeting of the U.S. Food and Agriculture Dialogue for Trade on November 13. 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.

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, FOSFA and other contract models and practices.
- Review of recent arbitration decisions.
- Case Study Exercises on:
    - Calculating laytime, despatch and demurrage.
    - Contract Terms.
    - 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 as 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:

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

Last week Gary attended the 2017 Tri-National Agricultural Accord in Denver. 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 was a unique opportunity to collaborate on a host of agriculture, trade, and development issues. Gary addressed delegates and attendees on October 18, where he discussed the future of NAFTA, as well as food safety, transportation, cross border movement, and other opportunities and challenges for agriculture in North America.

At the end of the Accord, NASDA and their counterparts from Mexico and Canada released a statement stressing the necessity of NAFTA for agriculture and calling on their respective federal governments to ensure a modernized NAFTA does not harm agriculture, which you can read here.

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

The U.S. Food and Agriculture Dialogue for Trade met last week at the American Farm Bureau Federation for a briefing from USDA Under Secretary for Trade and Foreign Agricultural Affairs Ted McKinney and Acting Deputy Under Secretary for Trade and Foreign Agricultural Affairs Jason Hafemeister. Under Secretary McKinney spoke about how he hopes to approach the role now that he is confirmed by the Senate and solicited input from industry representatives on all issues in his portfolio, including NAFTA and KORUS negotiations.

2018 MAP Allocation

On Wednesday, October 18 NAEGA received word that its 2018 Unified Export Strategy (UES) application with the U.S. Department of Agriculture has been accepted and NAEGA will receive

funding under the Market Access Program (MAP) in 2018. MAP funding in 2018 for NAEGA will be limited to a $343,200 ceiling, $3,188 less than its 2017 ceiling.

A copy of NAEGA's 2017 UES application is available here. For more information, please contact Ryan.

NAFTA Trucking Letter

This week NAEGA joined a multi-association letter coordinated by the National Retail Federation urging Ambassador Lighthizer not to eliminate NAFTA's trucking provisions in any renegotiated NAFTA agreement. The letter requests that Ambassador Lighthizer recognize that companies depend on efficient border crossings to remain competitive, and that increasing trade in both directions is putting more and more pressure on our southern border land ports. Allowing Mexican trucks access to U.S. roads increases efficiency in border areas and alleviates truck traffic out of the commercial border zones

You can read a draft of the letter here.
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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:

Dispute Settlement Mechanisms in NAFTA

Chapter 19 AD/CVD review	Dispute settlement under chapter 20	Investor-state dispute resolution (ISDS)
What it is: Chapter 19 of NAFTA creates a process for reviewing (challenging) one member's imposition of anti-dumping or countervailing duties on imports from another NAFTA member	**What it is:** Chapter 20 dispute-settlement provisions within NAFTA provide arrangements for dispute settlement and encourage the use of alternative and private commercial dispute-settlement	**What it is:** ISDS provisions are often included in U.S. trade agreements. They protect U.S. investors from mistreatment, particularly in countries where the legal regime is underdeveloped
Why it's important: Chapter 19 is an important tool for maintaining U.S. market access in Mexican and Canadian markets, introducing an efficient and trusted appeal process for unjustified AD and CVD duties. Proposals such as removal of the current exemption from global safeguards, or use of 'third country' dumping, could easily lead to loss of access to Mexican and Canadian markets for U.S. agricultural exports. **Therefore, exploring such topics would best be handled apart from current NAFTA negotiations**	**Why it's important:** The **NAMWG advocates for the preservation of Chapter 20 provisions**. The group finds that Chapter 20 increases the transparency and accountability to the agreement and creates important institutional frameworks that can be utilized to address and resolve serious disagreements and facilitate efficient trade. In addition, the agreement's current endorsement of alternative dispute resolution encourages the parties to promote and facilitate the use of these proceedings	**Why it's important:** Chapter 11 of NAFTA includes ISDS provisions. They are **important because they open foreign markets, reduce the risk of conducting business through private property protections and provide a "fail safe" enforcement mechanism for companies that have been mistreated** to seek remedies before a neutral arbitration panel. The U.S. has never lost a case under Chapter 11. The provision is highly important for individual businesses to have a course of action in the case of mistreatment

Sources: North American Market Working Group, "The Importance of Dispute Settlement under Chapter 20," U.S. Food and Agriculture Dialogue for Trade, 2017; NAMWG, "The Importance of Chapter 19 AD/CVD Review," U.S. Food and Agriculture Dialogue for Trade, 2017; NAMWG, "Importance of Investor-State Dispute Resolution," U.S. Food and Agriculture Dialogue for Trade, 2017

NAFTA's Chapter 19 and other dispute settlement provisions were some of the most contentious issues addressed during NAFTA negotiations last week. During talks, the U.S. tabled text that would eliminate or significantly alter these chapters.

Trade Nominations U.S. Senate to Vote

On Tuesday the Senate Finance Committee held votes on three trade nominations during an executive session: Jeffrey Gerrish to be Deputy U.S. Trade Representative; Gregory Doud to be Chief Agricultural Negotiator; and Jason Kearns to be a Member of the U.S. International Trade Commission. Mr. Doud and Mr. Kearns were confirmed by a voice vote; Mr. Gerrish was confirmed by a vote of 15-11.

You can read the official results of the votes here. Also, please take the time to read Mr. Doud's statement to the Committee from earlier this month.
You can read the official results of the votes here. Also, please take the time to read Mr. Doud's statement to the Committee from earlier this month.

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

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

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

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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