

Outreach September 10, 2018

Thank you for your membership in and work with NAEGA

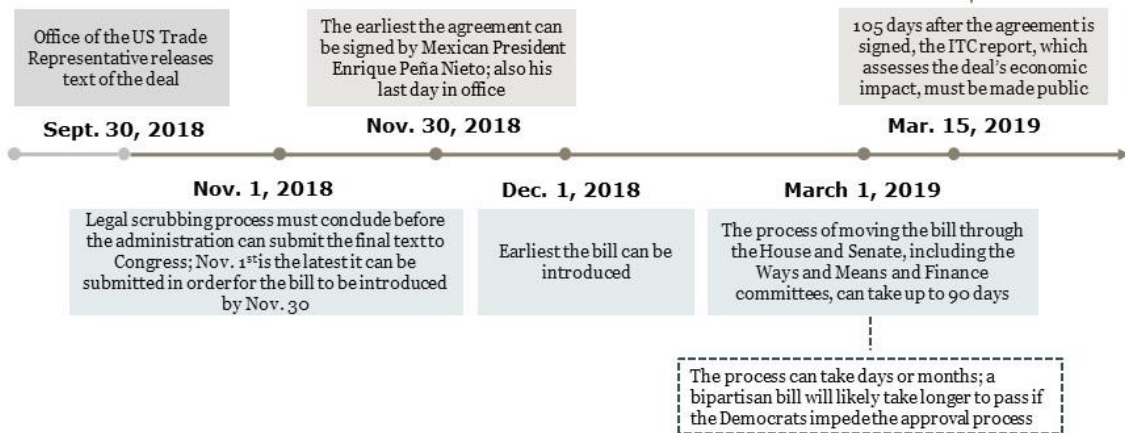
Image of the Week

Congress will likely consider the USMCA text this Fall *How will the process move forward?*

Agreement timeline

A series of procedural hurdles will most likely delay its passage until early 2019

■ Congressional actions ■ Non-congressional actions



Sources: Megan Cassella, "NAFTA 2.0's long road to completion," *Politico*, updated October 1, 2018; Kimberly Amadeo, "Trade Promotion Authority, Its Pros, Cons and History," *The Balance*, August 28, 2018.

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Action Reports

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- NAPPO Annual Meeting
- IGTC Newsletter
- NAEGA-NGFA to testify before USITC

Upcoming Actions

- **MEMBER FEEDBACK NEEDED: U.S. FGIS soybean, corn and canola standards**
- USAEDC Conference – Baltimore, MD – November 14-16
- COPMOP – Sharm El Sheikh – November 17-26
- IGC MCC Meetings – Paris, France – December 3-5

Pending Actions

- Codex SPS Standard-Setting Activities

Member Opportunities

- U.S. APHIS' BRS Annual Stakeholder Meeting – November 7
- Annual Hwy H₂O Conference – Toronto, Canada – November 13-15
- World Grain Production and Trade Forum – Beijing, China – November 27
- IGTC General Assembly – Beijing China – November 28
- Contracts and Best Practices Seminar – Tokyo, Japan – November 30
- Japanese Grain and Oilseed Industry Cocktail Reception – November 30
- RCC Stakeholder Forum – Washington, D.C. – December 4-5
- Board of Directors Meeting - Miami, FL – January 29, 2019
- U.S. Barge Trade Digitization Project
- NAFTA and Asia-Pacific Policy Teams
- Internship Open with NAEGA

News:

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- U.S. FDA Plant and Animal Biotechnology Action Plan
- Farewell to Brigid
- New Venezuela Related Sanctions

NAEGA Calendar and Member Notices

- Upcoming events and notices to members

Action Reports

Recent Actions:

NAPPO Annual Meeting

On October 22-25 NAEGA President and CEO Gary Martin and NAEGA Volunteer Ricardo Calderon travelled to Tucson, Arizona to participate in the North American Plant Protection Organization's annual convention (NAPPO). Among other items, the conference discussed progress on the IPPC Ephyto solution, new developments in the Trade Facilitation Agreement under the World Trade Organization (WTO), and the new practice related to how precision safeguarding can be utilized to improve the trading environment in North America. Dealing with unnecessarily trade distortive and precautionary measures being promulgated by phytosanitary officials will also be enhanced by new guidance related to the use of Good Phytosanitary Practice Certification Programs for exporters and International Standards for Phytosanitary Measures (ISPM) number 5 and 11. Both, for example, may be incorporated into our efforts to provide for much needed changes to U.S. phytosanitary certification for soybeans to China. The information gathered at the meeting will also help inform our work to implement the USMCA. A complete trip report and committee consideration will follow soon.

IGTC Newsletter

The latest IGTC newsletter is now available! Highlights include information from the IGTC's recent meeting with the International Seed Federation (ISF), a [presentation](#) from IGTC's visit to the South African Cereals and Oilseeds Trade Association (SACOTA), and a report from the IGTC's panel session at the 2018 WTO Public Forum.

Read the full newsletter [here](#).

NAEGA-NGFA Comments to U.S. International Trade Commission

This week NAEGA and the National Grain and Feed Association (NGFA) submitted a request to testify before the U.S. International Trade Commission (USITC) regarding the economic impact of the U.S-Mexico-Canada Agreement (USMCA). In the joint oral statement submitted by NAEGA and NGFA, Randy Gordon, President of NGFA, highlights several provisions of the USMCA that NAEGA and NGFA believe will benefit the future competitiveness and economic growth of the U.S. grain, feed and oilseed processing sectors. These include: preserving or expanding market access; maintaining the dispute system settlement for anti-dumping and countervailing duty cases; and making significant improvements to tackling non-tariff barriers and reduce trade disruptions.

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

Upcoming Actions:

U.S. FGIS soybean, corn and canola standards

The NAEGA Grades and Inspections Committee is coordinating with the National Grain and Feed Association's Grades and Weights Committee to respond to U.S. Agricultural Marketing Service (AMS) request for public comment on current Federal Grain Inspection Service (FGIS) standards for canola, corn and soybeans as follows:

- [Request for comments on canola standards can be found here.](#)
- [Request for comments on corn standards can be found here.](#)
- [Request for comments on soybean standards can be found here.](#)

Responses to all three requests are due **December 3, 2018**.

The Agency reports that the purpose of these requests for comments is to ensure that standards and official grading practices remain relevant and effective. While the standards and grading practices for all three commodities are relevant to NAEGA interests the soybean standards likely will need and attract the most attention given the ongoing issues with China, and in particular the Animal and Plant Health Inspection Service's inappropriate use of FM (a grain quality factor) on phytosanitary certificates (reserved for plant disease or plant pest matters). We anticipate that soybean producer and marketing organizations will focus heavily on the definition and measurement of foreign material in the U.S. soybean standards. There also may be consideration given to changing soybean FM to differentiate and account for soybean pieces and hulls, thereby more closely mirroring the BCFM factor in the corn standards.

Please let us know your views.

USAEDC Conference – Baltimore, MD – November 14-16

On November 14-16 NAEGA Director of Operations Ryan Olson will travel to Baltimore, MD to participate in the U.S. Agricultural Export Development Council's (USAEDC) annual conference. At the conference Ryan will hear reports from Ambassador Gregg Doud, USTR's Chief Agricultural Negotiator and Jason Hafemeister, Trade Counsel to USDA Secretary Sonny Perdue, as well as reports from USDA FAS on their new Thrive initiative, Brexit and the Agricultural Trade Promotion program (ATP).

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

COP-MOP – Sharm El Sheikh – November 17-26

On November 17-26 Katy Lee, IGTC Secretariat, will travel to Sharm El Sheikh, Egypt to join and IGTC delegation participating in the ninth meeting of the Conference of the Parties serving as the meeting of the Parties to the Biosafety Protocol (COP-MOP). While in Egypt, Katy will represent and communicate IGTC policy files on production technology before member governments and participating organizations.

IGC MCC Meetings – Paris, France – December 3-5

On December 3-5 Katy Lee, IGTC Secretariat and Gary Martin, NAEGA President and CEO and President of the IGTC, will travel to Paris, France to participate in the International Grains Council's 48th Session. In Paris, relevant industry bodies such as IGTC, observers and the IGC's 55 government representatives will be in attendance. IGTC will give a presentation on current trade policy and practices during the general session. Along with the general session, Ms. Lee and Mr. Martin will also attend the IGC's Market Conditions Committee (MCC) meeting.

Pending Actions:

Codex SPS Standard-Setting Activities

The USDA's Office of Trade and Foreign Agriculture Affairs (TFAA) is requesting public comments on the sanitary and phytosanitary (SPS) standard-setting activities of the Codex Alimentarius Commission (Codex). TFAA seeks comments on SPS standards under consideration and recommendations for new standards.

The official notice in the Federal Register can be found [here](#) and additional information [here](#).

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Member Opportunities:

U.S. APHIS' BRS Annual Stakeholder Meeting – November 7

The U.S. Department of Agriculture's Animal and Plant Health Inspection Service's (APHIS) Biotechnology Regulatory Services (BRS) will hold its annual stakeholder meeting on

Wednesday, November 7, 2018 at the USDA Center in Riverdale, MD. This meeting can be attended in-person or virtually. To ensure BRS identifies the full range of interests, BRS is seeking input on topics to be discussed at the meeting. Please submit comments or suggestions on potential topics of interest by October 9, 2018, to BRS.Stakeholders@aphis.usda.gov.

HWY H₂O Conference – Toronto, Canada – November 13-15

NAEGA members are invited to attend the St. Lawrence Seaway Development Authority's HWY H₂O Conference in Toronto, Canada. HWY H₂O is a convergence of industry thought leaders and experienced marine specialists in maritime commerce and shipping focused on the Great Lakes and St. Lawrence Seaway. This year's conference will focus on technology and innovation as a key component in developing new opportunities, streamlining costs and remaining a competitive logistic system.

Register or find more information about the conference [here](#).

World Grain Production and Trade Forum – Beijing, China – November 27

All NAEGA members and their representatives are invited to attend a World Grain Production and Trade Forum in Beijing, China on November 27. The Forum, led by COFCO, CNAGS and the IGTC, will take place at COFCO LDC, North Long Quan Wu Village, Men Tou Gou District, Beijing from 9am-5pm. A preliminary speakers include:

- Mr. Yu Xubo, President of COFCO and CNAGS
- Mr. Ren Zhi, Vice President of CNAGS
- Chinese government agencies and Ministry of Agriculture officials
- Mr. Arnaud Petit, Executive Director of the International Grains Council (IGC)
- Mr. Gary C. Martin, President of IGTC

Other invitees include experts, leaders, and entrepreneurs from Chinese supervisor government sector of grain, the China national grain information center, grain associations and enterprises.

International guest speakers will be present to provide expertise and updates on the production and trading environment in China and the world.

If you are interested in attending please contact Ryan at rolson@naega.org.

IGTC General Assembly – Beijing China – November 28

All NAEGA members and their representatives are invited to attend the IGTC General Assembly in Beijing, China on November 28. The General Assembly will take place COFCO LDC, North Long Quan Wu Village, Men Tou Gou District, Beijing from 8am-2:30pm and feature a lunch sponsored by CNAGS. More details and an agenda will be available soon.

If you are interested in attending please contact Ryan at rolson@naega.org.

Contracts and Best Practices Seminar – Tokyo, Japan – November 30

Please join NAEGA in Tokyo, Japan for a seminar on Commercial and Official Best Practices in the Japan-U.S. Grain Trade!

Led by NAEGA Senior Advisors Sam Bonilla and Andrew Marting and President and CEO Gary Martin, this seminar is an interactive, industry-wide opportunity to learn and exchange ideas on major official and commercial practices effecting the Japan-U.S. grain trade.

Please click here to register for the Seminar.

The preliminary agenda includes:

13:00-13:15: Welcome and introductions

13:15-13:45: Update on current official and commercial practices and an identification of needs and opportunities.

13:45-15:00: Introduction to the global contracting environment and the NAEGA 2 Contract

15:00-15:30: Break

15:30-16:00: NAEGA 2 Contract revisions review

16:00-16:30: Best official practices in the Japan-U.S. grain trade

16:30-17:00: Dialogue on global, regional and the Japan-U.S. bilateral trade relationships

17:00: Adjourn

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.

Japanese Grain and Oilseed Industry Cocktail Reception – November 30

Please join industry and government colleagues including NAEGA President Gary C. Martin and Senior Advisors Samuel Bonilla and Andrew Marting 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 30 from 6:00 PM to 8:00 PM JST at TKP Gardencity Shinagawa, Shinagawa Goos.

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

RCC Stakeholder Forum – Washington, D.C. – December 4-5

NAEGA members are invited to attend a meeting of the U.S.- Canada Regulatory Cooperation Council's 2018 Stakeholder Forum on December 4-5 in Washington, D.C. The stakeholder forum will bring together senior regulatory officials, industry, and other interested members of the public from both sides of the border to discuss recent accomplishments and new opportunities for regulatory cooperation. Further information, including location and agenda, can be found [here](#).

Prior to the forum, the U.S. Office of Information and Regulatory Affairs (OIRA) is requesting information and soliciting public input on how the Federal Government, under the auspices of the RCC, may reduce or eliminate unnecessary regulatory differences between the United States and Canada. OIRA also seeks public comment to identify ongoing or emerging areas for which cooperation could reduce the risk of divergence between U.S. and Canadian regulations. The comments submitted in response to the RFI may inform agencies' development of regulatory reform proposals to modify or repeal existing agency requirements to increase efficiency related to economic activity with Canada, reduce or eliminate unnecessary or unjustified regulatory burdens, or simplify regulatory compliance, while continuing to meet agency missions and statutory requirements.

The request for comments can be found [here](#). Please let us know if you are interested in participating. These comments are due on **November 8, 2018**.

Upcoming Contracts and Best Practices Seminars

With the release of the revised NAEGA 2 contract on March 30, NAEGA has conducted several educational seminars to communicate these revisions and educate on the contract and industry best practices. Our final seminar for 2018 is:

- November 30 in Tokyo, Japan – [REGISTER NOW](#)

Following the seminar, NAEGA will host a cocktail reception. [Register for the reception here](#). If you are planning on attending both events, please register for each event separately.

NAEGA seminars are an intensive and informative review of commercial and official practices taught in an interactive environment. The goal of each seminar is to improve predictability, reduce risks, resolve trade barriers and facilitate profitable trade. A general 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 2018 revisions to the NAEGA II Model Contract
- Perspectives on the global contracting environment in GAFTA, FOSFA and other contract models and practices
- Case study exercises on:
 - Calculating laytime, dispatch and demurrage.
 - Contract terms.
- Arbitration and other alternatives for dispute resolution.

In addition to the public seminar listed above, NAEGA also conducts company specific private seminars. Please contact Ryan if you are interested in hosting a private, tailored seminar at your

office. Click [here](#) for more information on the in-depth, interactive programs NAEGA conducts!

Board of Directors Meeting – Miami, FL – January 29, 2019

The next meeting of the NAEGA Board of Directors will be held from 12:00pm-4:00pm on Tuesday, January 29, 2019 at the Miami Beach Edition Hotel in Miami, FL. The meeting will occur alongside the Commodity Markets Council's (CMC) State of the Industry conference, which will take place on January 27-29 at the same hotel. All board members are invited to attend the CMC conference, and NAEGA is currently negotiating a discounted group rate.

Those looking to make early travel arrangements can book their hotel room under the CMC group rate by following this [link](#).

More details and the meeting agendas will follow in the coming weeks.

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.

Internships

We have an open intern position starting in the winter of 2019 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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News

ADM, Bunge, Cargill, LDC partner to modernize global agricultural trade

On October 25, Archer Daniels Midland Company (ADM), Bunge Limited, Cargill, Inc., and Louis Dreyfus Company (LDC) announced they are working together to find ways to standardize

and digitize global agricultural shipping transactions for the benefit of the entire industry. In the short term, they hope to address inefficiencies in processing trade documents. In the long term, they seek to improve trade by moving away from paper-based documents to a digital-based approach. Benefits of this would include improved quality and reliability of documents, greater visibility across supply-chain movements, standardized data using technologies accessible to all players, and increased overall efficiency and transparency.

Read the full press release [here](#).

U.S. FDA Plant and Animal Biotechnology Action Plan

On October 29 the U.S. Food and Drug Administration Announced that it will be implementing what it calls a “Plant and Animal Biotechnology Innovation Action Plan” that is scheduled to be rolled out in phases in 2019 through 2020. The action plan aims to implement and clarify risk-based policies with the goals of ensuring that developers know what they need to do to efficiently bring a product to market, and that consumers and the public understand how the FDA’s regulatory system helps ensure the safety of such products. The Action Plan identifies concrete priorities in three key areas:

1. Advancing public health by promoting innovation
2. Strengthening public outreach and communication
3. Increasing engagement with domestic and international partners

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

Farewell to Brigid

On Wednesday, October 31 NAEGA bid farewell to our intern Brigid Flay. NAEGA intern since May 2018, Brigid is leaving to take up an exciting full-time opportunity at the U.S. Grains Council. We wish Brigid all the best!

Do you know someone who is interested in interning with NAEGA? If so, please email Ryan or Gary for more information.

New Venezuela Related Sanctions

On November 1 U.S. President Trump signed an Executive Order Blocking Property of Additional Persons Contributing to the Situation in Venezuela. The order is designed to counter rampant corruption within the Government of Venezuela, which continues to exacerbate the economic and humanitarian crises afflicting the Venezuelan people. With this order, OFAC expects to use its discretion to target in particular those who operate corruptly in the gold or other identified sectors of the Venezuela economy, and not those who are operating legitimately in such sectors. This includes, for example, persons engaging in dishonest or fraudulent conduct, illicit activity, or deceptive transactions within Venezuela’s gold sector or other identified Venezuela sectors, with the purpose or effect of misappropriating Venezuelan resources in those sectors for personal, professional, or political gain.

A copy of the order can be found [here](#) and a FAQ page regarding the order can be found [here](#).

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Calendar & Member Notices
Click [here](#) for a copy of the IGTC Calendar

2018

November

- 5-8** – USDA Trade Mission to South Korea
- 7** – APHIS’ BRS Annual Stakeholder Meeting
- 12-18** – APEC Leaders Summit
- 13-15** – HWY H₂O Conference – Toronto, Canada
- 14-16** – U.S. Agricultural Export Development Council Conference – Baltimore, MD
- 17-26** – COP-MOP Meeting – Sharm El Sheikh, Egypt
- 19-23** – IPPC Standards Committee – Rome, Italy
- 21-22** – WTO Agriculture Committee – Geneva, Switzerland
- 27** – World Grain Production and Trade Forum – Beijing, China
- 28** – IGTC General Assembly 2018 – Beijing, China
- 30** – NAEGA Contracts and Best Practices Seminar – Tokyo, Japan
- 30** – Japanese Grain and Oilseed Industry Cocktail Reception – Tokyo, Japan

December

- 1** – New Mexican Administration takes office
- TBD** – U.S. APHIS and China AQSIQ bilateral on soybean phytosanitary requirements
- 3** – Comments on standards for canola, corn, and soybeans due to U.S. Agricultural Marketing Service
- 2-4** – NGFA Country Elevator Conference – St. Louis, MO
- 4** – IGC 40th Session – London, UK
- 4-5** – U.S.-Canada Regulatory Cooperation Council Stakeholder Forum – Washington, D.C.
- 14** – IGTC Management Council - Virtual

2019

January

- 9** – Peru CVD investigation on U.S. corn imports evidentiary period ends
- 15** – USDA Market Facilitation Program applications close
- 29** – NAEGA Board of Directors Meeting - Miami, FL

February

- 8** – Peru CVD investigation on U.S. corn imports essential facts issues

March

- 5-7** – Canadian Crops Convention – Montreal, Canada
- 17-19** – NGFA Annual Convention – Amelia Island, FL
- 25** – Peru CVD investigation on U.S. corn imports definitive resolution issued

December

2-4 – NGFA Country Elevator Conference – Indianapolis, IN

2020

March

8-10 – NGFA Annual Convention – Austin, TX

December

TBC – COP 15 – CBD – Beijing, China

2021

March

14-16 – NGFA Annual Convention – San Diego, CA

2022

December

TBC – COP 16 – CBD – Turkey

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