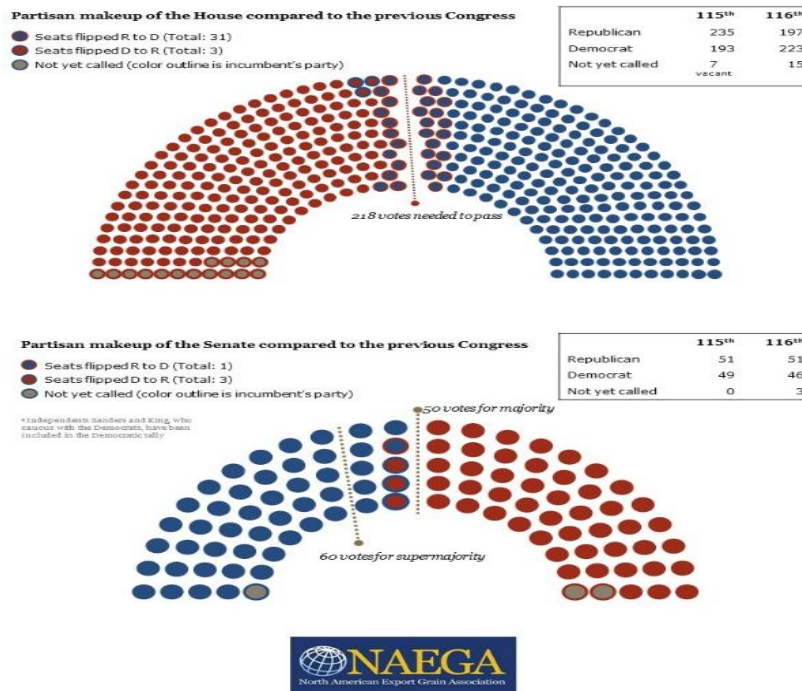


Outreach November 9, 2018

Thank you for your membership in and work with NAEGA

Image of the Week

U.S. 2018 Midterms Lead to a Divided Congress
With some votes still being counted, Democrats are likely to pick up at least 32 seats in the House. Republicans will likely retain their majority in the Senate.



Action Reports

Recent Actions:

- China biosafety officials
- UK Department for Environment, Food and Rural Affairs

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
- China Meetings and Events – November 24-28

- NAEGA and IGTC meetings in Beijing China November 26 – 28
- NAEGA Tokyo meetings
- IGC MCC Meetings – Paris, France – December 3-5

Pending Actions

- Codex SPS Standard-Setting Activities
- RCC Stakeholder Forum and Comments
- U.S.-Japan Trade Negotiation Comments

Member Opportunities

- Annual Hwy H₂O Conference – Toronto, Canada – November 13-15
- U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – November 16
- U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – November 20
- 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
- CMC State of the Industry Meeting – Miami, Florida – January 27-29
- 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:

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

China biosafety officials

On Monday, November 5 NAEGA President and CEO Gary Martin and Director of Operations Ryan Olson met with two Chinese biosafety officials on an exchange program through the U.S. Trade and Development Administration (TDA). During the meeting, Gary and Ryan briefed the Chinese officials on the U.S. and Canadian grain and oilseed export system, including export pathways, fungibility and commercial and official practices.

UK Department for Environment, Food and Rural Affairs

On Thursday, November 8 NAEGA Director of Operations Ryan Olson joined Max Fisher of NGFA in a meeting with Ceri Morgan, Global Trade Negotiations, UK Department of Environment, Food and Rural Affairs and Jennifer Groover, Senior Policy Analyst, British Embassy Washington. During the meeting, the group discussed ongoing Brexit negotiations and the upcoming start of U.S.-U.K. trade agreement discussions. Topics included phytosanitary issues, biotechnology regulation post-Brexit, customs and Irish border issues and WTO quota negotiations.

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](#).

China Meetings and Events – November 24-28

On November 24, NAEGA President and CEO Gary Martin will travel to Beijing, China for a series of meetings and event surrounding the IGTC General Assembly on November 28. During his time in Beijing, Gary will be holding a series of meeting U.S. and foreign government official and grain trade leaders on November 26, attending the World Grain Production and Trade Forum on November 27 and attending the IGTC General Assembly on November 28. Information on the World Grain Production and Trade Forum and the IGTC General Assembly can be found in the Member Opportunities section.

In particular, all NAEGA members are invited to join Gary at the Westin Chaoyang Beijing on Monday, November 26 to discuss how to address technical barriers to trade via an FAS supported Global Broad Based initiative that starts with soybeans. FAS Beijing is planning to attend, and representatives from the U.S. Grains Council, U.S. Soybean Export Council and U.S. Wheat Associates have also been invited to attend. A preliminary agenda includes:

- 1:00-2:00pm: Meeting with the American Chamber of Commerce-China's Agriculture Food Partnership
- 2:00-4:00pm: Discussion on technical barriers to trade with the U.S. government and U.S. stakeholders.
- 4:00-6:00pm: Reception featuring relevant stakeholders and partners

Please contact Gary or Ryan if you are interested in attending any of these events.

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](#).

RCC Stakeholder Forum and Comments

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.

NAEGA members are invited to provide their input to draft comments from NAEGA and NGFA. A copy of the draft comments can be found [here](#).

The request for comments can be found [here](#). Please let us know if you are interested in participating. These comments are due on **December 10, 2018**.

U.S.-Japan Trade Negotiation Comments

The Office of the United States Trade Representative (USTR) is seeking public comments on a proposed U.S.-Japan Trade Agreement including U.S. interests and priorities, in order to develop U.S. negotiating positions. Public comments should include information on issues including, but not limited to, the following:

- General and product-specific negotiating objectives for the proposed agreement.
- Relevant barriers to trade in goods and services between the United States and Japan that should be addressed in the negotiations.
- Economic costs and benefits to U.S. producers and consumers of removal or reduction of tariffs and removal or reduction of non-tariff barriers on articles traded with Japan.
- Treatment of specific goods (described by HTSUS numbers) under the proposed agreement, including comments on:
 - Product-specific import or export interests or barriers.
 - Experience with particular measures that should be addressed in the negotiations.

- Ways to address export priorities and import sensitivities in the context of the proposed agreement.
- Customs and trade facilitation issues that should be addressed in the negotiations.
- Sanitary and phytosanitary measures and technical barriers to trade that should be addressed in the negotiations.
- Other measures or practices that undermine fair market opportunities for U.S. businesses, workers, farmers, and ranchers that should be addressed in the negotiations.

The following deadlines apply for this request:

November 26, 2018: Deadline for the submission of written comments, and for written notification of your intent to testify, as well as a summary of your testimony at the public hearing.

December 10, 2018: The Trade Policy Staff Committee (TPSC) will hold a public hearing beginning at 9:30 a.m., at the main hearing room of the U.S. International Trade Commission, 500 E Street SW, Washington DC 20436.

[Click here to return to Index](#)

Member Opportunities:

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](#).

U.S. Food and Agriculture Dialogue for Trade – Washington, D.C. – November 16

Please join the U.S. Food and Agriculture Dialogue for Trade:

Where: American Farm Bureau Federation

When: Friday, November 16 from 2:00-3:00pm

All dialogue meetings are in person only and strictly off the record.

2:00-2:10pm: Welcome and introductions

2:10-2:45pm: Featured speakers

Right Honorable David Davis, MP, former UK Secretary of State for Exiting the European Union

Right Honorable Owen Paterson, MP

Mr. Shanker Singham, Director of the International Trade and Competition Unit (ITCU) at the Institute of Economic Affairs (IEA) and IEA Academic Fellow

2:45-3:00pm: Q&A

3:00pm: Adjourn

Please RSVP as soon as possible.

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

Please join the U.S. Food and Agriculture Dialogue for Trade:

Where: American Farm Bureau Federation

When: Tuesday, November 20 from 2:30-4:00pm

All dialogue meetings are in person only and strictly off the record.

2:30-2:40pm: Welcome and introductions

2:40-3:30pm: Featured speakers

Wendy Cutler, Vice President & Managing Director, Asia Pacific Society, former TPP negotiator

Topic: Shaping FTA Negotiations with Japan

Derek Scissors, Resident Scholar, American Enterprise Institute (AEI)

Topic: U.S.-China Trade Relations

3:30-4:00pm: Joint Q&A

4:00pm: Adjourn

Please RSVP as soon as possible.

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. 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](#).

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!

CMC State of the Industry Meeting – Miami, Florida – January 27-29

NAEGA member personnel are invited to join the NAEGA Board of Directors at the Commodity Markets Council's State of the Industry 2019 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. Mike Ditka will join the conference as the keynote speaker. Other invited speakers include J. Christopher Giancarlo, Chairman of the CFTC, Senator John Thune, Ambassador Gregg Doud and Joe Nicosia of Louis Dreyfus Company. [If you are interested in attending please register here.](#)

All NAEGA qualify for a discounted group rate of \$750 this group rate give you access to all of CMC's events and speakers. [A preliminary schedule can be found here.](#) If you are interested in taking advantage of the group rate please register at the link above. CMC will invoice you directly.

NAEGA members may also take advantage of the CMC State of the Industry 2018 room block at The Miami Beach Edition hotel by [clicking on the link here.](#)

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

Gene Editing Communication

On Wednesday, November 7 the Center for Food Integrity announced the release of a new gene editing communication resource titled *Gene Editing: Engage in the Conversation*. The resource is a comprehensive guide to engagement meant to answer consumers questions about new gene editing technologies to support an informed dialogue on gene editing in food production

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

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Calendar & Member Notices

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

2018

November

- 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
- 26** – U.S.-Japan trade agreement comments due
- 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
- 30** – G20 Leaders Summit – Buenos Aires

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.
- 10 – RCC Stakeholder Comments Due
- 10 – U.S.-Japan trade agreement hearing
- 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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