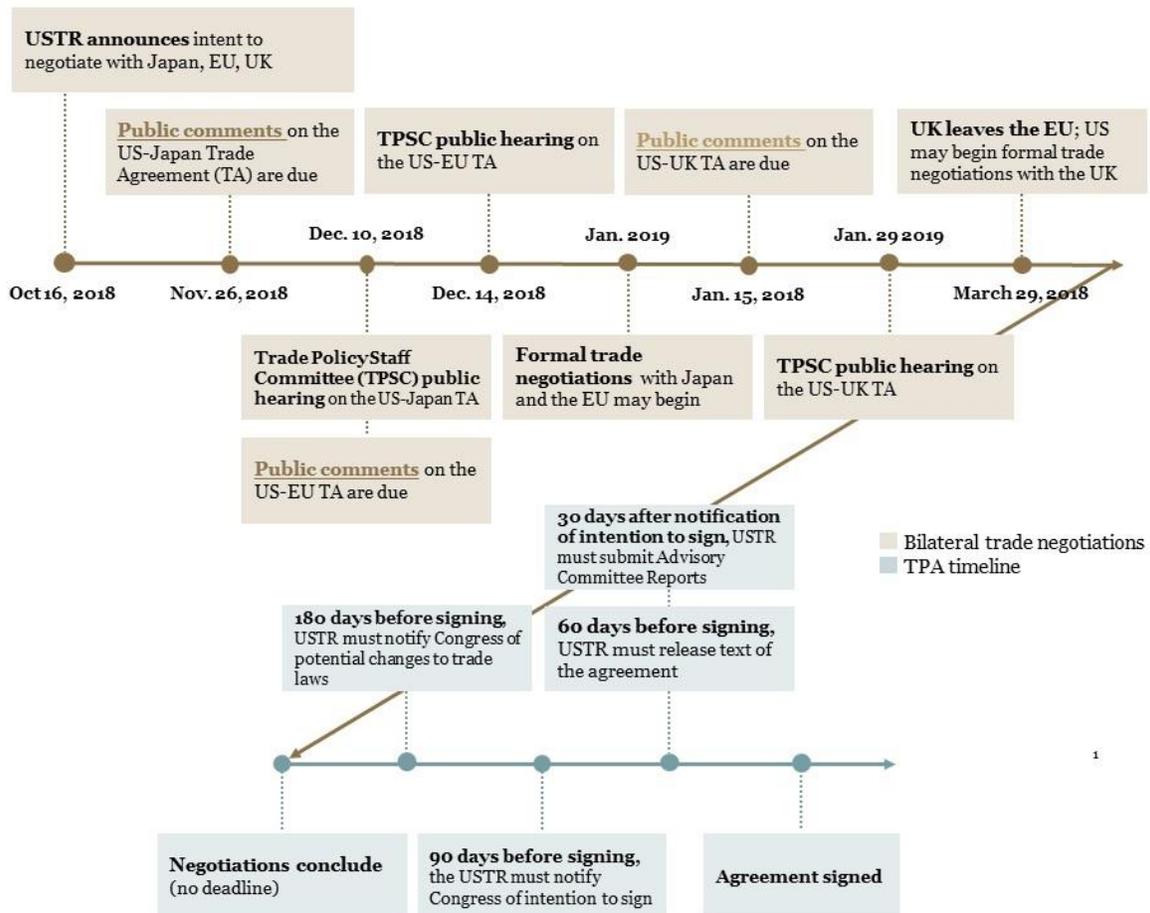


Outreach December 4, 2018

Thank you for your membership in and work with NAEGA

Image of the Week

On October 16 the USTR notified Congress that the Trump administration plans to negotiate trade agreements with Japan, the EU and the UK in 2019
This kicks off a Congressionally mandated Trade Promotion Authority process following the below calendar



Action Reports

Recent Actions:

- China Meetings and Events
- Tokyo Seminar and Reception
- Japan Trade Agreement Comments
- IGTC Newsletter
- Comments on AMS corn, canola and soybean standards

Upcoming Actions

- 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

- 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:

- U.S.-China Trade Talks

NAEGA Calendar and Member Notices

- Upcoming events and notices to members

Action Reports

Recent Actions:

China Meetings and Events

On November 24 Gary and Katy travelled to Beijing, China for a series of meetings and events leading up to the International Grain Trade Coalition (IGTC) 2018 General Assembly of Members.

Meetings with NAEGA member representatives and the U.S. Embassy USDA staff on Monday 26 focused on how China's grain and oilseed import requirements related to plant breeding and other technologies can be met. On Tuesday November 27, the China National Association of Grain Sectors (CNAGS) and the International Grain Trade Coalition (IGTC) co-hosted a World Grain Trade Forum in Beijing. The opening ceremony was led by CNAGS President Patrick Xu,

IGTC President Gary C. Martin, and China's Ministry of Agriculture and Rural Affairs. The Forum included formal comments and presentations from the World Trade Organization (WTO), the International Grains Council (IGC), the China National Grain and Oils Information Center, the Dalian Commodity Exchange and commodity specific analysis from international experts. On Wednesday November 28 CNAGS hosted the IGTC General Assembly at which IGTC officers were elected. The newly elected officer of IGTC are:

- President: Gary C. Martin,
- Vice President: Iliana Axiotiades, Secretary General, COCERAL
- Treasurer: Gerald Masila, Executive Director, Eastern Africa Grain Council (EAGC)
- Secretary: Pat O'Shannassy, CEO, Grain Trade Australia (GTA).

A complete trip report will soon be available

Tokyo Seminar and Reception

Over 40 attendees from the Japanese grain and oilseed industry made for a very successful contract seminar on November 30 at the Shinagawa Goos in Tokyo. Participants in the seminar, which was led by NAEGA President and CEO Gary Martin and Senior Advisers Sam Bonilla and Andrew Marting, reviewed international grain trade contracts and took a close look at the NAEGA II FOB contract. In addition, Andrew presented on the recent changes to the NAEGA 2 contract.

Following the seminar, NAEGA welcomed approximately 60 guests to a reception to celebrate the Japanese grain and oilseed industry. The reception was opened with remarks from Gary, followed by speeches from the U.S. Embassy's Senior Agricultural Attaché, the head of the Grain Operations Division at the Japanese Ministry of Agriculture, Forestry and Fisheries and the Japanese Feed Trade Association (JFTA). A copy of Gary's remarks can be found [here](#).

To learn more about NAEGA activities in Tokyo, or to learn about how NAEGA can host a personalized, innovative contracts and best practices seminar for your company, please contact Gary or Ryan.

A complete trip report will soon be available

Japan Trade Agreement Comments

On November 26 NAEGA and the National Grain and Feed Association submitted joint comments to the U.S. Trade Representative regarding upcoming U.S. trade negotiations with Japan. In the comments, NAEGA and NGFA stated that, as a strong and longtime ally, treaty and trade partner, the United States should not accept agriculture, forestry and fisheries outcomes from Japan that are limited in scope. Instead, the U.S. should work with our Japanese partners to pursue additional market access and integration that is proportionate to and reflects the close relationship the two countries together have built and enjoyed over the last 70-plus years.

NAEGA and NGFA also requested that Japan expand all current agricultural market access – to include and exceed all offsetting competitive advantages provided to other countries through the European Union (EU)-Japan Economic Partnership Agreement and the CPTPP – while

incorporating modernization provisions adopted in the U.S.-Mexico-Canada Trade Agreement to address the challenges of 21st century global trade.

IGTC Newsletter

The latest IGTC newsletter is now available! Highlights include a recap of the IGTC General Assembly in Beijing, a briefing on the World Grain Trade Forum and an IGTC notice to the trade on agricultural applications of precision biotechnology.

Read the full newsletter [here](#).

Comments on AMS soybean, corn and canola standards

On December 3 NAEGA joined comments to the Agricultural Marketing Service (AMS) on their request for information on changes to the U.S. corn and canola and U.S. soybean standards.

For corn and canola, NAEGA joined the National Grain and Feed Association (NGFA) in comments stating that both organizations believe that changes to the U.S. grain standards create confusion and uncertainty for market participants and should be avoided unless they can be shown to demonstrably improve or correct significant flaws in the existing standards. Unless changes are justified based upon these criteria, NGFA and NAEGA believe they can be counterproductive – creating a lack of understanding, more uncertainty and increased risk among domestic and international buyers, which may tend to encourage some customers to seek out alternative suppliers in other countries whose grading standards are more stable and predictable.

For soybeans, NAEGA joined NGFA, the American Soybean Association, the National Oilseed Processors Association, and the U.S. Soybean Export Council in comments to AMS. These comments state that that AMS should withdraw its request for information and not proceed with further rulemaking regarding changes to the soybean standard. In particular, these organizations believe that industry needs additional time for the soybean market to normalize and for the U.S. to resolve major tariff and non-tariff barriers with foreign buyers, among other things, before changes to the standards should be considered.

A copy of the comments can be found here:

- [Corn and Canola](#)
- [Soybeans](#)

Upcoming Actions:

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**.

[Click here to return to Index](#)

Member Opportunities:

Upcoming Contracts and Best Practices Seminars

With the release of the revised NAEGA 2 contract on March 30, NAEGA conducted several educational seminars in 2018 to communicate these revisions and educate on the contract and industry best practices.

As we move forward into 2018, we are considering locations for our upcoming seminars. Let us know if you are interested in attending or hosting!

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.

NAEGA conducts both public and private seminars, and curriculum can be tailored to your needs. 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](#).

[Click here to return to Index](#)

News

U.S.-China Trade Negotiations

On Saturday, December 1 the White House announced the completion of a “highly successful meeting” between U.S. President Donald Trump and Chinese President Xi Jinping. During the meeting, both leaders discussed the ongoing trade tensions between the two countries and agreed to proceed with talks to resolve bilateral issues. In exchange, the U.S. agreed to suspend plans to increase tariffs on \$200 billion in Chinese goods from 10 to 25 percent on January 1. Instead, both parties agreed to talks to resolve the trade dispute within 90 days. In addition, China has agreed to buy a very substantial amount of agricultural, energy, industrial, and other product from the United States to reduce the trade imbalance, and U.S. administration officials stated that China has agreed to provide tariffs concessions for U.S. autos.

A copy of the White House statement on U.S.-China talks can be found [here](#).

2019 U.S. Trade Missions

The U.S. Department of Agriculture’s Foreign Agricultural Service has announced its trade mission schedule for 2019. While final dates are subject to confirmation, planned USDA trade missions for 2019 are scheduled as follows:

1. Taiwan (Taipei), March 11-14
2. Canada (Montreal and Toronto), April 2-5

3. Colombia (Bogota), June 3-6 (to include buyers from Panama)
4. Vietnam (Ho Chi Minh City), October 14-17 (to include buyers from Burma (Myanmar) and Thailand)
5. Kenya (Nairobi), October 28-31 (to include buyers from Burundi, Djibouti, Ethiopia, Rwanda, Sudan, Tanzania and Uganda)
6. Mexico (Mexico City), November 5-8
7. United Kingdom (London), TBD

A full and updated list of missions can be found on the FAS website [here](#).

[Click here to return to Index](#)

Calendar & Member Notices

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

2018

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

11-14 – USDA FAS Trade Mission – Taipei, Taiwan

17-19 – NGFA Annual Convention – Amelia Island, FL

25 – Peru CVD investigation on U.S. corn imports definitive resolution issued

April

2-5 – USDA FAS Trade Mission – Montreal and Toronto, Canada

June

3-6 - USDA FAS Trade Mission – Bogota, Colombia

October

14-17 – USDA FAS Trade Mission – Ho Chi Minh City, Vietnam

28-31 – USDA FAS Trade Mission - Nairobi, Kenya

November

5-8 - USDA FAS Trade Mission – Mexico City, Mexico

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

Thank you for your membership and work with NAEGA. This copyrighted report is intended for the use of NAEGA membership only. The accuracy of the information reported and interpreted is not guaranteed. All contents are subject to correction and revision. In accordance with Federal law and U.S. Department of Agriculture NAEGA does not discriminate on the basis of race, color, national origin, sex, age, religion, or disability. NAEGA is an equal opportunity employer

To be removed from the NAEGA OUTREACH email list please send a message to membersonly@naega.org with the phrase "Unsubscribe from OUTREACH" in the subject line.

[Click here to return to Index](#)