



North American Export Grain Association

Outreach

February 26, 2018

Thank you for your membership in and work with NAEGA

Image of the Week

U.S. Commerce Department releases Section 232 report, recommending tariffs to boost steel and aluminum industries



Steel recommendations

A global tariff of at least 24% on all steel imports

OR

A tariff of at least 53% on steel imports from 12 countries including Brazil, China, India, Korea and Russia, and a quota by product equal to 2017 exports to the US

OR

A quota on steel for all countries equal to 63% of 2017 exports to the US

Aluminum recommendations

A global tariff of at least 7.7% on all aluminum imports

OR

A tariff of 23.6% on aluminum from China, Hong Kong, Russia, Venezuela and Vietnam, and a quota for all other countries equal to 2017 exports to the US

OR

A quota on aluminum for all countries equal to a maximum of 86.7% of 2017 exports to the US

Sources: "Secretary Ross Releases Steel and Aluminum 232 Reports in Coordination with White House," Department of Commerce, February 26, 2018.

Member Opportunities

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Member Opportunities

UPDATE - Response to China Antidumping and Countervailing Duty Actions on U.S. Sorghum Imports

NAEGA continues to lead and administer a Special Interest Group (SIG) of interested companies wishing to participate in a joint response to China's self-initiated anti-dumping and countervailing duty (AD/CVD) case on U.S. sorghum imports. The SIG is cooperating with the U.S. Grains Council and National Sorghum Producers to provide for timely, consistent and coordinated responses and information sharing. Currently, the SIG is circulating a Common Interest Agreement (CIA) that will allow further participation and coordination between industry during this case. Agreeing to this CIA is a prerequisite to participating in the SIG.

All exporters who are interested in participating in the SIG should immediately contact Ryan (rolson@naega.org) in order to be included in this effort.

Background: This action comes against the backdrop of a number of trade cases currently underway or recently completed between the U.S. and China, including steel, washing machines, solar panels and intellectual property.

On Sunday, February 4 the Ministry of Commerce of the People's Republic of China self-initiated trade remedy actions on imported sorghum originating in the United States. The actions by the Bureau of Trade Relief are detailed in Notice 2018 No. 12 re: Article 18 of the "Anti-Dumping Regulations of the People's Republic of China" and the "Anti-subsidy Regulations of the People's

Republic of China". Preliminary duties have been identified and are expected to be applied in a few months. The Ministry will now investigate over the next year whether the U.S. government subsidizes sorghum farmers, allowing exporters to sell into the Chinese market at a loss.

Now that the February 24 registration deadline has passed, the NAEGA led SIG will meet to determine next steps and a coordinated defense within the parameters of the common interest agreement.

Marketing Opportunity: NAEGA Annual Meeting – Scottsdale, AZ – March 18-19

All NAEGA members interested in distributing company marketing or information resources at the NAEGA Annual Meetings should contact Ryan (rolson@naega.org) for more information.

Space is available at the NAEGA member check-in table at the Westin Kierland Resort and Spa for member and associate member companies to distribute marketing materials including pamphlets or flyers. The check-in table will be located in the Hall of State and will be adjacent to the NGFA Annual Convention check-in table. The table will be staffed part-time, and marketing materials may be left out for collection during regular meeting and convention hours. Members are responsible for shipping all materials to Scottsdale.

If you are interested in taking advantage of this opportunity please contact Ryan. All materials must arrive in Scottsdale by March 17, 2018.

NAEGA Annual Members Meeting – Scottsdale, AZ – March 19

Please make your plans and reserve your hotel rooms now for the 2018 NAEGA Annual Members meeting and committee meetings on March 18-19, 2018 at the Westin Kierland Resort & Spa in Scottsdale, Arizona. All NAEGA member personnel are invited to attend and participate in all NAEGA meetings and events. A [preliminary schedule](#) includes:

Time	Event	Location
Sunday, March 18		
1:30-3:00pm	Contracts Committee Meeting (RSVP here)	Merriam AB Room
1:00-3:00pm	Joint NAEGA Grades and Inspections Committee and NGFA Grain Grades and Weights Committee Meeting (RSVP here)	Trailblazers 3 Room
3:15-5:30pm	Joint NAEGA Production Technology and NGFA Biotechnology Committee Meeting (RSVP here)	Cushing AB Room
6:00-7:00pm	CoBank Welcome Reception	Marshall’s Outpost Pavilion
Monday, March 19		
9:00-11:30am	Grand Opening Plated Breakfast Featuring Soren Schroder, CEO, Bunge Limited (Included in Promo Rate for NAEGA members)	Trailblazers Ballroom

10:00-12:00pm	NAEGA 2 Model Contract Revisions Briefing (RSVP here)	Kierland 1A
12:00-1:30pm	NAEGA Members Lunch and Annual Members Meeting (RSVP here)	Kierland 1A
1:30-3:30pm	NAEGA Board of Directors Meeting (RSVP here)	Kierland 1A
6:30-7:30pm	Bunge North America Reception (Included in Promo Rate for NAEGA members)	Northern Sky Terrace and Rainmakers Ballroom

Accommodations

All NAEGA meetings and events will take place at the Westin Kierland Resort and Spa at 6902 E Greenway Parkway Scottsdale, AZ. Westin Kierland is currently fully booked for during NAEGA’s Annual Meetings. However, if you wish to join a waitlist for a room at the Westin please email Nadine.Stamper@westin.com with your information.

Alternative hotel reservations are available. NGFA has secured a room block at the Courtyard North Scottsdale and the SpringHill Suites North Scottsdale for \$259 per night plus tax. Both hotels are a short drive to the Westin Kierland, and shuttle service will be available. To make a reservation at either of these location please click [here](#).

NGFA Convention

NAEGA’s annual meetings will once again take place alongside the National Grain and Feed Association’s Annual Convention on March 18-20. NAEGA members interested in attending part of the NGFA Convention can utilize a special NAEGA member rate of \$300 for member personnel and \$250 for spouses and guests. This rate includes events at the NGFA Convention on Sunday and Monday. A copy of the NGFA convention schedule can be [found here](#).

To take advantage of the special NAEGA member rate should register here using the promo code NAEGA2018.

NAEGA 2 Revisions Briefing (March 30, 2018 Revisions) – Scottsdale, AZ – March 19

All NAEGA members are invited to attend a briefing on the NAEGA 2 Model Contract (March 30, 2018 Revision) at 10:00am on March 19 in the Kierland 1A room of the Westin Kierland Resort and Spa.

If you are interested in attending please [RSVP here](#).

On January 30, 2018 the NAEGA Board of Directors approved revisions to the NAEGA 2 Model Contract to be implemented on March 30, 2018. In preparation for the release of these revisions, NAEGA will be holding a briefing on March 19 in Scottsdale led by Contracts Committee chairman Andrew Marting. During the briefing, participants will review the changes to the NAEGA 2 Model Contract and discuss implementation and intended impacts.

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.

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:

Barge Doc Digitization Workshop

Last week NAEGA and NGFA sponsored a successful value assessment workshop on barge document digitization.

The workshop, facilitated by Mark Lewis of Communique, LLP, was an opportunity to engage industry stakeholders and needed experts in a fact and opinion finding mission to examine possibilities for digital solutions to be applied to Mississippi River barge documentation and perhaps lead to proof of concept and business plan development. Thank you to all who joined us in New Orleans!

Now that the workshop has concluded, Communique, LLP will be providing NAEGA and NGFA with a report on the workshop's proceeding and recommendations for next steps. This report will help inform strategies for moving forward.

IGTC briefing with COCERAL Secretary General

This week IGTC Secretariat Katy Lee met with COCERAL's new secretary general Iliana Axiotiades and head of policy Kevin Bosc. Following the departure of Teresa Babuscio as COCERAL secretary general and IGTC vice-president, the IGTC secretariat has been working closely with COCERAL staff to brief new leadership on policy files and initiatives.

Upcoming Actions:

MRL Workshop – February 26-27 – Geneva, Switzerland

On February 24-28 Matt Lantz, NAEGA contractor for Bryant Christie, Inc., will travel to Geneva, Switzerland to participate in an MRL Workshop on February 26-27. The workshop will include participation from importing and exporting governments, inter-governmental organizations, and industry. Mr. Lantz will represent IGTC policy files on MRLs at all meeting and events.

CHS Top Customer Meeting – Ft. Lauderdale, FL – February 26-28

On Wednesday, February 28 Gary will travel to Ft. Lauderdale, FL to address CHS's Top Customer Meeting. During the meeting Gary will participate in a General Session discussion on *The View from Washington, D.C.: Trends, Challenges and Opportunities*. A copy of the agenda can be found [here](#).

IGC MCC – March 5-8 – London, UK

On March 5-8 Gary will join Katy Lee, Secretariat of the International Grain Trade Coalition, on a mission to London, UK to participate in the International Grains Council's Market Conditions Committee meeting. While in London, Gary and Katy will also meet with IGTC corporate stakeholders, discuss IGTC 2018 planning, recruitment and governance, and meet with the International Maritime Organization.

IPPC Commission on Phytosanitary Measures – April 16-20 – Rome, Italy

On April 16-20 Katy Lee, Secretariat of the International Grain Trade Coalition, will travel to Rome, Italy to participate in the IPPC Commission on Phytosanitary Measures (CPM). During this meeting the IGTC will act as an observer at the annual CPM event, considered the "parliament" of the 183 contracting governments to the IPPC. The IGTC is also planning a side event to discuss issues of importance to the global trade.

IGTC Strategy Session and IGC Meeting – June 17-20 – London, UK

On June 17-20 a robust representation from IGTC Members and Corporate Stakeholders is expected in London to participate in a IGTC Strategy Session and attend a meeting of the International Grains Council. A preliminary schedule includes:

June 17: Welcome event for IGTC global delegation in London

June 18: IGTC Strategy Session

June 18-19: IGC Session and annual conference

June 19: GAFTA annual dinner

Pending Actions:

Canada CFIA Consultations for 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. The deadline to submit input is March 30, 2018. Input [can be submitted at this link](#).

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News

U.S. DOC 232 Recommendations on Steel and Aluminum

On Friday, February 16 the U.S. Department of Commerce released its investigations into the impact on our national security from imports of steel mill products and from imports of wrought and unwrought aluminum. Carried out under Section 232 of the Trade Expansion Act of 1962 these reports analyzed the impact that steel and aluminum imports have had on the domestic producers and the implications for U.S. national security. The reports recommended that a 63 percent quota or a 24 percent tariff be levied on steel products and a 86.7 percent quota or a 7.7 percent tariff be levied on aluminum products. The report alleges that these mechanisms would raise domestic prices high enough to allow domestic producer to meet a profitable production capacity.

NAFTA Update

This week the NAFTA parties are participating in intersessional discussions ahead of the 7th round of negotiations in Mexico City on February 25-March 3. Ahead of this round there is anticipation that Canada may submit a proposal to fully eliminate the investor-state dispute settlement (ISDS) provision part of a larger bargain in the negotiations, opening the door for possible U.S. concessions on Canadian and Mexican priority areas. This proposal, as part of a “conceptual proposal of possible landing zones,” is part of a series of efforts by the Canadian chief negotiators to construct possible compromise areas that would allow flexibility when renegotiating the broader investment protections in the chapter.

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Calendar & Member Notices

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

2018

February

26-28 – CHS Top Customer Meeting – Ft. Lauderdale, FL

26-27 – MRL Workshop – Geneva, Switzerland

28 – IGTC MRL Policy Team Call - Virtual

28-March 1 – WTO SPS Committee – Geneva, Switzerland

March

6 – IGC Market Conditions Committee Meeting – London, UK

14 – IGTC Management Council – Virtual

18-20 – NGFA Annual Convention – Scottsdale, Arizona

18 – NAEGA Contracts Committee Meeting – Scottsdale, AZ

18 – Joint NAEGA Grades and Inspections Committee and NGFA Grain Grades and Weights Committee Meeting – Scottsdale, AZ

18 – Joint NAEGA Production Technology and NGFA Biotechnology Committee Meeting – Scottsdale, AZ

19 – NAEGA 2 Revisions Briefing – Scottsdale, AZ

19 – NAEGA Annual Members Meeting – Scottsdale, AZ

19 – NAEGA Board of Directors Meeting – Scottsdale, AZ

26-28 – Canadian Global Crops Symposium – Toronto, Canada

April

16-20 – IPPC Commission on Phytosanitary Measures (CPM-13) – Rome, Italy

May

14-18 – IPPC Standards Committee – Rome, Italy

June

6-7 – WTO Agriculture Committee – Geneva, Switzerland

14 – IGTC Management Council – Virtual

18 - IGTC Strategy Session – London, UK

19 – 27th IGC Grains Conference – London, UK

19 – 2018 Gafta London Dinner – London, UK

July

1-September 30 – IPPC ISPM Consultation - Virtual

11-12 – WTO SPS Committee – Geneva, Switzerland

August

1-2 – Australian Grains Industry Conference – Melbourne, Australia

September

4-7 – IGTC and Gafta Seminars – Washington, D.C.

10 – USSEC Annual Event – Mid-West, U.S.A.

14 – IGTC Management Council – Virtual

26-27 – WTO Agriculture Committee – Geneva, Switzerland

October

31-November 1 – WTO SPS Committee – Geneva, Switzerland

November

19-23 – IPPC Standards Committee – Rome, Italy

21-22 – WTO Agriculture Committee – Geneva, Switzerland

10-22 – COP 14 – Egypt

December

4 – IGC 40th Session – London, UK

14 – IGTC Management Council - Virtual

TBD – Biosafety Protocol COP 14 – Egypt

2020

December

TBC – COP 15 – CBD – Beijing, China

2022

December

TBC – COP 16 – CBD - Turkey

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