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Member Opportunities

U.S. Food and Ag Dialogue for Trade – March 30

Register now for a meeting of the U.S. Food and Agriculture Dialogue for Trade on March 30. From 12:00-2:00pm at Aren't Fox, LLP in Washington, D.C. The U.S. Food and Ag Dialogue for Trade is an off the record broad based open forum that convenes as needed to discuss U.S. agriculture's interests in trade. The Dialogue will cover the following agenda:

12:00-12:15 pm: High-Level Dialogue on Asia-Pacific Integration, Vina del Mar, Chile

- Gary Martin, NAEGA

12:15-12:45 pm: Open Dialogue on Asia-Pacific Trade

- Guest Speaker: Hiroaki Kojima, Counselor, Embassy of Japan

12:45-1:00 pm: Japan-U.S. Trade Relationship

- Bruce Hirsh, immediate past Assistant USTR for Japan

1:00-2:00 pm: Trump Administration Guest Speaker

- Ray Starling, Special Assistant to the President for Agriculture, Trade and Food Assistance

[Please click here to register.](#)

NAFTA and Asia-Pacific Policy Teams

NAEGA staff are recruiting member personnel to participate in policy teams focused on the North American Free Trade Agreement and China. The Board of Directors requested the creation of these policy teams during the January 31 Board meeting in Miami, Florida. Policy teams will monitor unfolding trade policy changes related to the U.S. government transition, including:

- **NAFTA Policy Team:** Work with NAEGA staff to monitor a potential renegotiation of NAFTA. Develop policy requests for a revised NAFTA agreement and communicate with U.S., Canadian and Mexican government officials the value of an efficient open North American marketplace.
- **Asia-Pacific Policy Team:** Work with NAEGA staff to monitor U.S. government trade relations with China. Topics include advising and communicating NAEGA positions on Decree 177, production technologies and U.S. trade policy developments.

Please contact [Ryan](#) if you have any questions or are interested in participating in these policy teams.

ASP Users Meeting – May 24

All NAEGA members who utilize the NAEGA-NGFA Alternative Security Program (ASP) are invited to attend the Spring ASP Workshop in Washington, D.C. Coordinated by the U.S. Coast Guard (USCG), this Spring's meeting will be held at the offices of the American Chemistry Council on May 24, 2017. Along with presentations by the USCG on ASP compliance, the workshop's agenda will include discussion of the new TWIC reader rule and an update from the Federal Aviation Administration on unmanned aerial vehicles and managing airspace security. More information, including an agenda, will be available soon. Please contact [Ryan](#) if you are interested in attending.

NAEGA-APPAMEX Forum – Cancun – May 24-26

All NAEGA members are invited to attend the 24th Annual NAEGA-APPAMEX Forum in Cancun, Mexico on May 24-26. This year's forum will take place at the Hotel Secrets The Vine in coordination with the Mexican feed mills association CONFAB. A preliminary agenda is available [here](#). Further information on hotel reservations and registration will be available soon.

Contracts and Best Practices Seminars

We are proposing seminars at the following times and locations:

May 3: Kansas City, KS

May 7: Minneapolis MN

Last half 2017: Tokyo, Vancouver

Please let us know if you are interested in these proposed seminars or in 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 May 2017 to work at the NAEGA office at 4400 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:

New Orleans Events Sunday–Wednesday, March 19-22

Thank you to all who attended our NAEGA Annual Meeting last week in New Orleans! This year's annual meeting featured 60 NAEGA guests participating in 7 events, including a Annual Meeting, Board Meeting, Committee Meetings, a regional industry workshop and a Contracts and Best Practices Seminar. Detailed reports and minutes are forthcoming

Committee Meetings

All three NAEGA Committees met while in New Orleans, including joint committee meetings between the NAEGA Production Technology Committee and the NGFA Biotechnology Committee and the between the NAEGA Grades and Inspections Committee and the NGFA Grains, Grades and Weights Committee. Committee meetings began on March 19 with a meeting of the Contracts Committee.

Committee action highlights include:

The Contracts Committee nominated a new set of NAEGA approved AAA arbitrators, including two new candidates - Todd Erickson and Lucien Agniel and welcomed two new members, Paul Erickson of Providence Grain and Liz Zezima of Lansing Trade Group. The Committee also continued its drafting of NAEGA 2 Revisions. A current draft still under committee deliberation can be found [here](#).

The NAEGA Production Technology Committee met in a joint session with the NGFA Biotechnology Committee. The briefing included recent comments to APHIS on Part 340 rule making and Gary updated the committee on international developments. Representatives from Bayer, Dupont Pioneer, Dow, Monsanto and Syngenta individually briefed on their respective product pipeline and approaches to stewardship.

The NAEGA Grades and Inspection Committee met in conjunction with the NGFA Grain Grades and Weights Committee. Ongoing developments in China, Vietnam and Korea were discussed along with the U.S. Federal Grain Inspection Service (FGIS) performance concerns. The Joint committees are focused on continued improvements to the FGIS services and are looking forward to providing input into the implementation of the 2016 U.S. Grain Standards Act (USGSA) and the upcoming U.S. Farm Bill deliberations.

Annual Meeting of Members

On March 20 NAEGA held its annual members meeting. During the meeting the NAEGA Members elected a new 14-member Board of Directors. Each member will serve a one, two or three-year term. Board members elected include:

Name	Company	Term Expiration
Steve Smalley	Cargill, Inc.	March 2020
Steve Campbell	Louis Dreyfus Company	March 2019
Charles Colbert	Zen-Noh Grain Corp.	March 2018
Steve Strong	Bunge North America	March 2020
John Griffith	CHS, Inc.	March 2019
Wesley Uhlmeier	ADM	March 2018
Carsten Bredin	Richardson International	March 2020
Holly Womack	CoBank	March 2019
David Smoot	Viterra	March 2018
Tsuyoshi Nakano	Mitsui & Co.	March 2020
Randal Ritchie	Gavilon Grain, Inc.	March 2019
Amer Badawi	Columbia Grain, Inc.	March 2018
Augusto Bassanini	United Grain Corporation	March 2020
Kevin LaGraize	The Russell Marine Group	March 2019

The members also approved the meeting minutes from the last NAEGA members meeting on March 14, 2016 in Coronado, CA. A copy of the minutes can be found [here](#).

Amstutz Award

During the Annual Members Meeting NAEGA was pleased to present the [Amstutz Award](#) to Warren Duffy, NAEGA Senior Advisor. The Amstutz Award is given by the North American Export Grain Association in honor of Dan Amstutz and in recognition of his outstanding and extraordinary service to the export grain and oilseed trade from the United States. The President and the NAEGA Executive Committee are responsible for identifying potential recipients of the award. Warren was selected by the committee and confirmed by the Board of Directors by a unanimous vote. To commemorate the award, Warren received

a bronze Bull and Bear Duality Sculpture and his name was engraved on the Amstutz Award plaque, which resides in the NAEGA President's office.

Board of Directors Meeting

Following the Annual Members meeting the new NAEGA Board of Directors met. During the meeting the Board reelected Steve Smalley as Chairman and appointed the following executive positions:

Name	Company	Position
Steve Smalley	Cargill, Inc.	Chairman
Steve Campbell	Louis Dreyfus Company	First-Vice Chair
Charles Colbert	Zen-Noh Grain Corp.	Vice-Chair
Steve Strong	Bunge North America	Vice-Chair
John Griffith	CHS, Inc.	Vice-Chair
Wesley Uhlmeier	ADM	Vice-Chair
Carsten Bredin	Richardson International	Vice-Chair
Holly Womack	CoBank	Secretary/Treasurer

The Board Members also reviewed NAEGA financials, received an update on the IGTC, heard reports from each of the Committees and approved the minutes from their last meeting, which can be found [here](#). The Board also voted to approve NAEGA's contribution and participation in the U.S. Biotech Crops Alliance for the next 18 months and approved the Contracts Committee list of NAEGA approved AAA Arbitrator, which can be found [here](#).

Regional Industry Workshop

On March 21, NAEGA and NGFA held a successful Regional Industry Workshop at the Sheraton New Orleans. During the workshop, attendees from the grain trade were briefed by the Federal Grain Inspection Service (FGIS), the U.S. Coast Guard (USCG) and the Animal and Plant Health Inspection Service (APHIS) on issues relating to the grain trade. FGIS's substantial presentation included an introduction from the new FGIS regional manager for New Orleans, as well as information on FGIS hiring practices and the service's ongoing retention and retirement concerns. Following FGIS, USCG briefed attendees on vessel safety and security concerns, including cybersecurity, and APHIS informed the group of ongoing phytosanitary issues to Vietnam, Russia and China.

Contracts and Best Practices Seminar

On March 22 NAEGA finished out its week in New Orleans with a Contracts and Best Practices Seminar which included detailed discussions on implementing the NAEGA No. 2 Contract, and draft revisions to the contract. NAEGA is planning several other Seminars throughout 2017. Let us know if you are interested!

Asia-Pacific High-Level Dialogue - the future of regional trade agreements

Building on NAEGA's extensive involvement and leadership in improving the terms of trade for its members, Gary Martin attended the High Level Dialogue on Asia-Pacific Integration hosted by the Chilean Ministry of Foreign Affairs March 13-15. Attending the Dialogue were trade diplomats and industry representatives from the US and all of the current 11 countries that are

party to the Trans-Pacific Partnership (TPP) Agreement. Also at the meeting were trade diplomats from all the Pacific Alliance countries (Chile, Colombia, Mexico and Peru), China and South Korea.

The US withdrew from TPP in January. However, US ambassador to Chile, Carol Perez, led a strong US delegation at the meetings in Vina del Mar. A team of 4 key staff from the Congress also joined the official US delegation. Gary worked closely with USDA FAS staff at the US Embassy staff in Santiago and had a private meeting with the US Ambassador. He also debriefed with the Deputy Chief of Mission and US Embassy staff in Santiago before returning to the US. Gary also met with most of private sector attendees and gathered several views on how official trade relationships in the Asia Pacific region might change in the near future.

The Chilean General Directorate of International Economic Relations (DIRECON, by its abbreviation in Spanish) termed the high-level meeting with Pacific Alliance members, TPP countries, China, and South Korea as an “opportunity to address the challenges we face with creativity and conviction.”. Most of the official delegations joined DIRECON in consistent messaging that free trade and an open economy are beneficial and positive to their countries while seeking further progress toward more inclusive trade liberalization.

Trade watchers and officials alike had been looking to the 14-15 March summit in Viña for giving some type of clarity on where the TPP may go following the US’ withdrawal from the pact, along with featuring discussions regarding other efforts at developing deeper ties within the region.

How the TPP moves forward remains an open question. Some signatories such as Australia have advocated a “TPP minus one” approach, while others such as Malaysia have reportedly questioned whether such an option would indeed be viable given the economic loss from the US’ exit.

A joint statement released on behalf of TPP partners – minus the US – on 15 March did not confirm whether they had reached any sort of convergence on what the trade deal’s future might be. Rather, the statement refers to the partners’ “firm commitment to collaborate in keeping markets open” and raises their shared fears regarding “protectionism in many parts of the world.”

Along with referring to the trade deal’s “balanced outcome and strategic and economic significance,” the statement refers to a discussion between TPP partners on possible next steps, confirming only that senior trade officials are due to meet again ahead of a ministerial-level gathering on the sidelines of the Asia-Pacific Economic Cooperation (APEC) trade ministers’ meeting in Hanoi, Vietnam on 20-21 May.

Notably, the Chilean meeting was also set up as a gathering between TPP signatories and members of the Pacific Alliance, along with China and South Korea. The Pacific Alliance is a four-country group that includes Chile, Colombia, Mexico, and Peru. It was launched in 2012 and has since announced advances such as a tariff elimination deal.

Also during the meetings in Viña Del Mar, support for continuing talks in another regional trade initiative was evident. The 16-country Asia-Pacific group known as the Regional Comprehensive Economic Partnership (RCEP) which has been underway since 2012, and includes all members of the 10-country Association of Southeast Asian Nations (ASEAN) as well as their six FTA partners:

Australia, China, India, Japan, New Zealand, and South Korea was a common topic of discussion. According to a summary issued by the Australian Department of Foreign Affairs and Trade, the RCEP group seeks advances in discussions on intellectual property and e-commerce, along with market access and select other topics.

IGTC Working Visit – Buenos Aires

International Grain Trade Coalition (IGTC) Secretariat Katy Lee is back from Buenos Aires, Argentina, where she conducted her second “working visit” of the year with CIARA-CEC on March 12-26. As part of implementation of the IGTC 2016 Business Plan, Katy worked closely with IGTC member CIARA-CEC in meetings with industry and government stakeholders to promote IGTC policy files and initiatives. During her time in Buenos Aires, Katy also attended a meeting of the Codex Alimentarius regarding Low Level Presence policy. During the meeting, Katy represented IGTC policy on LLP and gathered information on national and global efforts regarding LLP. A report from Katy’s working visit will be available soon.

U.S. Food and Ag Dialogue North American Priorities

The U.S. Food and Agriculture Dialogue for Trade, which NAEGA holds a leadership role in, has agreed on a set of North American trade priorities in anticipation of the Trump Administration declaration that it will renegotiate the North American Free Trade Agreement (NAFTA). The U.S. Food and Ag Dialogue for Trade is an off the record broad based open forum that convenes as needed to discuss U.S. agriculture's interests in trade. The priorities document highlights policy areas and issues that a renegotiated NAFTA agreement should adopt, including enhanced regulatory coherence rules and a rapid-response mechanism (RRM).

A copy of the North American priorities document is available [here](#).

Upcoming Actions:

DBTG Operational Seminar - Gijón, Spain– March 27-31

Ryan Olson and Jerry Cotter will travel to Gijón, Spain March 26-31 to attend the Dry Bulk Terminals Group (DBTG) Operational and Technical Seminar. This Spring seminar is the first of DBTG’s two main meetings this year to facilitate discussion on issues such as operational safety and efficiency, technical analysis and innovation, environmental matters, operational training, maritime security, and other industry issues. More information about the Seminar, including the provisional meeting program and registration forms, can be found on the [DBTG website here](#). A notice to post for this travel will be available soon.
gcmartin@naega.org

NAEGA/IGTC Meetings – Beijing, China – April 3-8

Gary Martin is now completing plans for meetings and travel to Beijing April 3-8. While in Beijing, **Gary is seeking meetings with NAEGA member company personnel** as part of both NAEGA and IGTC agendas. On behalf of the International Grain Trade Coalition, he will engage on: the International Plant Protection Organization’s development of an International Standard for Phytosanitary Measures for Grain and an E-Phyto System, the World Bank’s Enabling the Business of Agriculture project, and several aspects IGTC work related to Production Technologies. More specific to NAEGA, he will focus on China’s Decree 177 and digital management of trade documents as part our extensive agenda to work with governments

and industry including China's public and private sector to advance trade facilitation agendas for grain and oilseed trade.

Meetings with government representatives and colleague associations are already scheduled. If you or a colleague are interested in be included in his meetings, please directly contact Gary (gcmartin@naega.org / mobile 202 277 4241).

Pending Actions:

NAEGA is considering making comments on the following items. Please contact us with your advice or suggestions:

Jones Act Proposed Revocations and Modifications Comments

U.S. Customs and Border Protection (CBP) is seeking comment on proposed modification and revocation of headquarters' ruling letters (HQ) relating to the application of the coastwise laws to certain merchandise and vessel equipment that are transported between coastwise points. CBP is planning to update HQ 101925 to bring it more closely in line with new U.S. law passed following the letter. A copy of the request for comments can be found [here](#) and in the February 8, 2017 edition of the Customs Bulletin. Comments are due on April 18, 2017. Please contact Gary or Ryan if you would like to provide input.

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In the News

DDGS Exports to Vietnam

The U.S. Animal and Plant Health Inspection Service (APHIS) has released a copy of their report regarding the detection of live pests in consignments of dried distillers grains (DDG) to Vietnam. In a letter to the Director-General of the Vietnam Plant Protection Department (PPD), APHIS concludes that detections of live pests where almost exclusively associated with containerized cargoes and not bulk shipments. As a result, APHIS has recommended the continued fumigation of containerized DDGs with phosphine using a revised treatment scheduled that includes fumigation exposures of between 3-5 days at 7:50 pm.

A copy of APHIS's letter to Vietnam PPD can be found [here](#).

Global Food Policy Report

The International Food Policy Research Institute (IFPRI) has released its 2017 Global Food Policy Report. The report reviews the major food policy issues, developments, and decisions of 2016, and highlights challenges and opportunities for 2017 at the global and regional levels. This year's report looks at the impact of rapid urban growth on food security and nutrition, and considers how food systems can be reshaped to benefit both urban and rural populations.

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

USDA FGIS Exporter Registration

The U.S. Department of Agriculture Federal Grain Inspection Service Quality Assurance and Compliance Division (QACD) is encouraging exporter registration. All U.S. Grain Standards Act exporters who export over 15,000 metric tons must register with USDA. Exporters should fill out the registration form found [here](#). For those exporters owning only one business the annual fee is \$135. For exporters who own their business plus 10% or more in another grain merchandising or transport company, the fee is \$270 annually. If an exporter is already on the list of registered exporters, they will receive notification from FGIS around October that their current annual registration will expire on December 31st of that year.

Exporters who export under 15,000 metric tons may register with USDA on a voluntary basis using the same application.

U.S. Government Transition

Cabinet Nominations and Confirmations: NAEGA continues to monitor Cabinet nominations. Nominations hearings are currently ongoing. NAEGA understands the following nominations and confirmations have been made:

Cabinet Position	Name	Status
Vice President	Mike Pence	Elected
Secretary of State	Rex Tillerson	Confirmed
Secretary of Treasury	Steve Mnuchin	Confirmed
Secretary of Defense	James Mattis	Confirmed
Department of Justice-Attorney General	Jeff Sessions	Confirmed
Secretary of the Interior	Ryan Zinke	Confirmed
Secretary of Agriculture	Sonny Perdue	Nominated
Secretary of Commerce	Wilbur Ross	Confirmed
Secretary of Labor	Alex Acosta	Nominated
Secretary of Health and Human Services	Tom Price	Confirmed
Secretary of Housing and Urban Development	Ben Carson	Confirmed
Secretary of Transportation	Elaine Chao	Confirmed
Secretary of Energy	Rick Perry	Confirmed
Secretary of Education	Betsy DeVos	Confirmed
Secretary of Veterans Affairs	David Shulkin	Confirmed
Secretary of Homeland Security	John F. Kelly	Confirmed

High-Level Office	Name	Status
Director of Office of Management and Budget	Mick Mulvaney	Confirmed
Director of the Central Intelligence Agency	Mike Pompeo	Confirmed
Ambassador to the United Nations	Nikki Haley	Confirmed
Admin. of the Small Business Administration	Linda McMahon	Confirmed
Admin. of the Environmental Protection Agency	Scott Pruitt	Confirmed
Admin Centers for Medicare & Medicaid Serv	Seema Verma	Confirmed
Deputy Commerce Secretary	Todd Ricketts	Nominated
Secretary of the Army		
Trade Representative	Robert Lighthizer	Nominated
National Aeronautics and Space Administrator		
Director of National Intelligence	Daniel Coats	Confirmed

Assistants to the President	Name	Status
White House Chief of Staff	Reince Priebus	Appointed
Senior Advisor	Jared Kushner	Appointed
Counsel to the President	Don McGahn	Appointed
Special Advisor on Regulatory Reform	Carl Icahn	Appointed
Economic Policy and National Economic Council	Gary Cohn	Appointed
Counselor to the President	Kellyanne Conway	Appointed
Deputy National Security Advisor	KT McFarland	Appointed
National Security Advisor	Michael Flynn	Appointed
National Trade Council	Peter Navarro	Appointed
Special Rep. International Negotiations	Jason Greenblatt	Appointed
Senior Counselor and Chief Strategist	Stephen Bannon	Appointed
Press Secretary	Sean Spicer	Appointed
Director of Strategic Communications	Hope Hicks	Appointed
Director of Social Media	Dan Scavino	Appointed
Homeland Security & Deputy Nat'l Security Advisor	Thomas Bossert	Appointed
Chair of the Council of Economic Advisers		
Director of the Office of Science		

Selected Ambassadors	Name	Status
US Ambassador to China	Terry Branstad	Nominated
US Ambassador to Israel	David Friedman	Confirmed
US Ambassador to Canada	Kelly Knight Craft	Nominated
US Ambassador to Mexico		
US Ambassador to Mexico		
US Ambassador to the EU		

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

March

29-31 – DBTG Operational Meeting – Santander, Spain – Jerry and Ryan Attending

30 - U.S. Food and Agriculture Dialogue for Trade – [RSVP here](#).

April

4-8 – NAEGA Mission to Beijing – Gary seeking meetings.

5-11 – IPPC CPM-12 – Incheon, South Korea

10-12 – Canadian Global Crops Symposium – Calgary, Canada

10-14 – IGTC Working Visit with Eastern Africa Grains Council – Nairobi, Kenya and other EAGC member countries

17-23 – Eastern African Grains Council (EAGC) Annual General Meeting – Nairobi, Kenya

18 – CBP Jones Act Comments Due

24-25 – Global Low Level Presence (GLI) Meeting – Location TBD

May

1-2 – NGFA 2017 Trade Rules Seminar – Kansas City, Missouri

3 – TENTATIVE: Contracts and Best Practices Seminar – Kansas City, Missouri

Week May 7 – TENTATIVE: Contracts and Best Practices Seminar – Minneapolis, MN

8-12 – IPPC Standards Committee – Rome, Italy

22-24 – ISF World Seed Congress 2017 – Budapest, Hungary

24 – Spring ASP Workshop – American Chemistry Council – Washington, D.C.

24-26 – NAEGA-APPAMEX Forum – Hotel Secrets The Vine – Cancun, Mexico

June

TBD – IMO Council – London, UK

TBD – Grain Inspection Advisory Committee Meeting

5– 8 – 46th International Grains Council Session, IGC International Grains Conference and IGTC meetings– London, UK

14 – IGTC Management Council Meeting – Virtual

26-27 – NAPPO International Symposium for Risk Based Sampling – Baltimore, MD

27 – IPPC Industry Advisory Group on ePhyto Hub – NAEGA HQ – Arlington, VA

July

10-12 – GHS Subcommittee Meeting – Geneva, Switzerland

19-21 – PNWER Annual Summit – Calgary, Alberta, Canada

24-28 – IMO Council Session – London, UK

August

1-3 – Australian Grains Industry Conference Australia and associated meetings – Melbourne, Australia

7-11 – IGTC Working Visit with GTA – Sydney, Australia

17 – APEC High Level Policy Dialogue on Agricultural Biotechnology - Vietnam

September

11-15- IMO CCCC – London, UK

14 – IGTC Management Council Meeting – Virtual

October

TBD – IGTC General Assembly – Location TBD

TBD – Contracts and Best Practices Seminar – Vancouver, BC

TBD – Contracts and Best Practices Seminar – Tokyo, Japan

November

13-17 – IPPC Standards Committee – Rome, Italy

TBD – Grain Inspection Advisory Committee Meeting

December

3 – NGFA Country Elevator Conference

6-8 – GHS Subcommittee Meeting – Geneva, Switzerland

14 – IGTC Management Council Meeting – Virtual

2018

March

18-20 – NGFA Annual Convention – Scottsdale, Arizona

18-20 – NAEGA Annual Meetings – Scottsdale, Arizona

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