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## Member Opportunities

### GOMAI Survey - Please Help us evaluate market Access – Due April 21

We need your help to evaluate trade opportunities and barriers!

NAEGA is collecting information that will be used to guide programing and to again apply for USDA FAS Market Access Program (MAP) funding. This year we are evaluating wheat, corn, sorghum and soybean access in 34 markets.

To help, we ask that you and colleagues complete as much as you like (all or part of) a survey. We need you to score price, quantity and technical measures as described [here](#). Please use your best judgement and assign a score in [this excel spreadsheet](#) for as many markets and commodities as you want. *Please do not be concerned with developing a company-wide or group score – we want as many personal scores as we can get!*

Your scores for price, quantity and technical barriers are on a 1 to 7 scale based on your subjective judgement of the following:

No U.S. Access		Average			Not a barrier	
1	2	3	4	5	6	7

You can use the 2014 GOMAI survey, also included in the linked spreadsheet, as a reference point for your scores.

**When completed, please save your survey and email it to: [jcarnagey@agralytica.com](mailto:jcarnagey@agralytica.com)**

**Surveys should be completed by April 21**

Please contact Ryan if you have any questions.

### Contracts and Best Practices Seminar – Kansas City, MO – May 3

Please join NAEGA for a Contracts and Best Practices Seminar on May 3 in Kansas City, MO! Led by NAEGA Senior Advisor Sam Bonilla, this seminar is an interactive, industry-wide opportunity to exchange and learn through an intensive and informative review of commercial and official practices to improve predictability, reduce risks, resolve trade barriers, and facilitate profitable trade. Gary and Ryan will assist Sam and be available to discuss NAEGA actions and member services

The preliminary 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 2017 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, despatch and demurrage.

- Contract Terms.
- Arbitration and other alternatives for dispute resolution.

The Seminar will take place at the [Courtyard Marriott Kansas City Airport](#) in Meeting Room B from 8:00am-4:00pm.

The cost of the seminar is \$250 per person. NAEGA member representatives are encouraged to invite others who may also be interested.

### **U.S. Food and Ag Dialogue for Trade – May 11**

NAEGA member personnel are invited to “Save the Date” for a meeting of the U.S. Food and Agriculture Dialogue for Trade on May 11 from 1:00-4:00pm at Arent Fox, LLP on 1717 K Street NW, 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. A formal invite will be available in the coming weeks.

### **Contracts and Best Practices Seminar – Minneapolis, MN Area – May 17**

Please join NAEGA for a Contracts and Best Practices Seminar on May 17 somewhere in Minneapolis, MN area! Led by NAEGA Senior Advisor Sam Bonilla, this seminar will again provide participants with a current and interactive, review of commercial and official practices to improve predictability, reduce risks, resolve trade barriers, and facilitate profitable trade. NAEGA staff will assist Sam and be available to discuss NAEGA actions and member services

The seminar will be an important opportunity for newer trade professionals to become familiar with the industry and for more experienced trade professionals to consider recent events and discuss get to know the recent changes to the NAEGA 2 contract!

More information on a location and time will be announced soon.

### **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 – Washington, DC - 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. NAEGA Senior Advisor Jerry Cotter will lead NAEGA's delegation at the workshop. Please contact [Ryan](#) if you are interested in attending.

### **NAEGA-APPAMEX Forum – Cancun, Mexico – May 24-26**

All NAEGA members are invited to attend the 24<sup>th</sup> 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.

### **International Symposium on Risk Based Sampling – Baltimore, MD – June 26-30**

NAEGA member companies are invited to join NAEGA Senior Advisor Arvid Hawk at the North American Plant Protection Organization's (NAPPO) International Symposium on Risk Based Sampling in Baltimore, Maryland on June 26-30. The symposium's topics will include:

- International collaboration to frame agricultural quarantine policy around Risk Based Sampling;
- Risk Based Sampling concepts and their application in practice;
- Scientific, statistical and operational concepts that support regulatory strategies for Risk Based Sampling;
- Experiences with implementation of ISPMs 23 and 31 and technically justified inspection procedures used in international trade.
- Communication strategies for fostering acceptance of RBS by decision-makers and stakeholders.

The Symposium will take place at the Hilton Baltimore Inner Harbor. To register, please click [here](#).

### **Contracts and Best Practices Seminars**

Upcoming Seminars open to all interested are planned for May 3 in Kansas City, MO and May 17 in the Minneapolis MN region.

Proposed open seminars are under consideration for Tokyo, Japan and Vancouver, BC, Canada in last half 2017.

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 May 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:

#### IGTC Newsletter

The April IGTC Newsletter is now available! Read reports of recent IGTC activity around the world, including a report on Gary's outreach activities in China, GLI's 2017 meeting and an update on the IPPC's ePhyto hub. Check it out [here](#)!

#### NAEGA/IGTC Meetings – Beijing, China

NAEGA President and CEO Gary Martin is back from Beijing, China where he engaged on multiple NAEGA and IGTC priorities with government and industry stakeholders. These priorities included the IPPC's ISPM for Grain and ePhyto system, the World Bank's *Enabling the Business of Agriculture Project*, production technology and Decree 177. Multiple meetings with Chinese officials and industry and representatives from the governments of Argentina, Australia, Brazil and the U.S. resulted in new and helpful findings to assist in achieving NAEGA's China related and many other objectives. Thanks to all NAEGA member personnel who attended the reception on Friday evening. We expect to call on you again soon for more advice!

The U.S. situation in China remains a challenging one. Ongoing WTO litigation, including China's U.S. DDGs and Sorghum trade remedy cases and the U.S. action over China's support for domestic wheat, rice and corn growers, coupled with the uncertainty about how to comply with a host regulatory mandates, are all of NAEGA concern. Our work related to Decree 177 continues as their remains a lot of confusion regarding compliance with the Decree 177.

The newest development is Notification No. 18. The Department for Supervision on Animal & Plant Quarantine, AQSIQ has titled the notification "**Further Strengthening Risk Early-warning of Entry Grains**". The notification falls under China's Decree 177 and states that it is needed effectively prevent and control the safety risk of entry grains into China. With the Notification, AQSIQ is apparently instituting an **early-warning system focused on corn and corn substitutes such as sorghum, barley, dried cassava, DDGS and other products.** The early warning system is broken down by Type A and Type B violations. Type A applies to pesticides, biological toxins and pollutants, and other harmful substances in excess of existing residue levels. It includes products containing unapproved transgenic ingredients. Type B applies to grain found with quarantined live pests, toxic plant seeds, quarantine disease, treated seeds, mold, FM exceeding the contract agreement by 50 percent and shipments contaminated by rodents, birds and other serious quality problems. In the event of a Type A violation the enterprise would be subject to testing for three consecutive consignments. Two Type A violations would lead to the suspension of permit approval and registration. If Type B is detected field inspection will be strengthened and China will conduct laboratory testing and identification of the risk. The entry

grain cannot be transferred out of the port before testing and identification is completed. For Type B, three violations would lead to suspension of permit approval and registration. For both type A and B of violations, resumption of approval of registration will only restart after the investigation and the relevant corrective measures have been enforced. Further, **AQSIQ has stated they will reward custom officials with a high rate of detection and “set them up as good examples”.**

The U.S. government is currently organizing meetings in Beijing the week of April 24 with AQSIQ and other related parties. Gary is planning on returning to Beijing at the request of USDA FAS to support those during their meetings with AQSIQ.

More information on these developments and this mission will be available in a forthcoming trip report. Your advice and questions are welcome. Please contact Gary to discuss.

### **New Member Directory**

A new version of the NAEGA Membership Directory [is now available](#). Please take a look and let us know if you have any additions to changes. A copy of the Directory can always be found on the Homepage of the NAEGA “[Members Only](#)” website.

### **IGTC Working Visit – India**

IGTC Secretariat Katy Lee and NAEGA Contractor Patrick Hayden are back from their travel to India to attend the Global Grain, Food and Feed Conference (G2F2) and meet with members, governments and other industry stakeholders. A copy of their trip report is now available. While in New Delhi and Mumbai, Katy and Patrick attended and represented NAEGA and the IGTC at the G2F2 conference, discussed IGTC policy files and conducted research on tariff and non-tariff barriers. In addition, Katy met and worked closely with IGTC members the Soybean Processors Association of India (SOPA) and the Solvent Extractors Association of India (SEA).

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

### ***Upcoming Actions:***

#### **IGTC Working Visit – Nairobi, Kenya – April 17-27**

On April 18-29 IGTC Secretariat Katy Lee will travel to Nairobi, Kenya for the IGTC’s third working visit of the year. While in Nairobi, Katy will be working closely with IGTC member the East African Grains Council (EAGC) on IGTC policy files. In addition, Katy is scheduled to speak at the EAGC’s annual meeting where she will discuss phytosanitary controls, electronic trading documents, and MRLs. In addition to the annual meeting, Katy will also be meeting with IGTC member organizations to share the IGTC policy files and learn about regional priorities in the sector.

A notice to post for this working visit is available [here](#).

***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.

**Consultation on Draft Plant and Animal Health Strategy for Canada**

The Canadian Food Inspection Agency's (CFIA) Draft *Plant and Animal Health Strategy for Canada* is now available for consultation. The goal of the Strategy is to ensure the protection of human health and the environment through animal and plant health. The Strategy was developed collaboratively by government, industry and other partners in plant and animal health, and builds on the feedback gathered during online discussion and at the National Plant and Animal Health Planning Forum. A copy of the draft strategy can be found [here](#).

CFIA will conduct consultation on the strategy until April 30, 2017. Please contact [PAHS-SSVA@inspection.gc.ca](mailto:PAHS-SSVA@inspection.gc.ca) if you have any questions about the consultation.

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**In the News**

**China e-Commerce Training Videos**

The USDA Agricultural Trade Office (ATO) Shanghai's "doing Business in China Through e-Commerce" Virtual Training Center is now online. The training center is an online educational tool for all U.S. exporters interested in China's e-commerce market. The Virtual Training Center can be accessed by simply clicking [here](#), or pasting the following URL in your browser: <http://usdachina.com/membervideos/>

**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:

<b>Cabinet Position</b>	<b>Name</b>	<b>Status</b>
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	Kevin Hassett	Nominated
Director of the Office of Science		



<b>Selected Ambassadors</b>	<b>Name</b>	<b>Status</b>
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 Japan	Bill Hagerty	Nominated
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**

#### **April**

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

**18-29** – IGTC Working Visit with Eastern Africa Grains Council – Nairobi, Kenya and other EAGC member countries

**18** – CBP Jones Act Comments Due

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

**30** – Consultation on Draft Plant and Animal Health Strategy for Canada Due

#### **May**

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

**3** – Contracts and Best Practices Seminar – Kansas City, Missouri

**8-12** – IPPC Standards Committee Meeting – Rome, Italy

**11** - U.S. Food and Ag Dialogue for Trade – Washington, D.C.

**17** – Contracts and Best Practices Seminar – Minneapolis, MN

**8-12** – IPPC Standards Committee – Rome, Italy

**17** – Contracts and Best Practices Seminar – Minneapolis, MN

**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** – 45<sup>th</sup> International Grains Council Session – London, UK

**5** – IGTC Strategy Session – London, UK

**6** – 26<sup>th</sup> IGC Grains Conference – London, UK

**14** – IGTC Management Council Meeting – Virtual

**14-15** – Global Low Level Presence Meeting – Rome, Italy

**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**

**8** – IGC Market Conditions Committee

**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

**27** – IGTC General Assembly – Beijing, China

**December**

**3** – NGFA Country Elevator Conference

**5** – 46<sup>th</sup> IGC Council Session – London, UK

**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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