



***Congratulations to Ryan Olson! In 4 hours and 25 minutes on Monday April 17 he completed the Boston Marathon and has not missed a beat in his work for NAEGA! Not bad for a first 26.2 mile run by our Director of Operations.***

***In this Issue:***

**Member Opportunities**

- GOMAI Survey – Please Help! - April 21
- Contracts and Best Practices Seminar - Kansas City, MO – May 3
- Japanese Wheat Milling Executives – Washington, D.C. – May 3
- U.S. Food and Ag Dialogue for Trade – May 11
- Contracts and Best Practices Seminar – Minneapolis, MN – May 17
- NAFTA and Asia-Pacific Policy Teams
- ASP Users Meeting – Washington, DC - May 24
- NAEGA-APPAMEX Forum – Cancun, Mexico – May 24-26
- International Symposium on Risk Based Sampling – Baltimore, MD – June 26-30
- NAEGA Contracts and Best Practices Seminars
- NAEGA Internships

**Action Reports**

***Recent Actions:***

- Chinese Cochran Fellows
- Lighthizer Confirmation Letter
- Pakistan MB Fumigation

***Upcoming Actions:***

- AQSIQ Meetings – Beijing, China – April 27

***Pending Actions:***

- Consultation on Draft Plant and Animal Health Strategy for Canada

**News**

- GOA Report on USAID Food Assistance
- Proposal for Rules for International Business and Human Rights Arbitration
- U.S. Government Transition

**NAEGA Calendar and Member Notices**

- Upcoming Events and Notices for Members

## 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.

### **Japanese Wheat Milling Executives – Washington, D.C. – May 3**

All NAEGA Member and Washington, D.C. representatives are invited to attend a meeting with team of Japanese milling executives at 1:45pm on May 3 at NAEGA’s offices in Arlington, VA. Sponsored by U.S. Wheat Associates, the team is comprised of executives of four leading milling companies in Japan, and their goal is to get a better understanding of the U.S. wheat industry and develop close working relations and mutual reliance between U.S. wheat industry and Japanese millers to assure a steady supply of quality wheat. A list of members of the team can be found [here](#), and a background of the teams objectives can be found [here](#).

Please contact Ryan if you are interested in attending.

### **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 Hilton Garden Inn in Minneapolis, MN! 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!

The Hilton Garden Inn is located in downtown Minneapolis at [1101 S 4th Ave, Minneapolis, MN 55404](#).

### **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](#).*

[Click here to return to Index](#)

### **Action Reports**

#### ***Recent Actions:***

#### **Chinese Cochran Fellows**

On April 20 NAEGA welcomed a group of nine Chinese plant protection and quarantine officials currently touring the U.S. as part of the USDA's Cochran Fellowship. The fellows, all officials at the Chinese General Administration of Quality Supervision, Inspection and Quarantine are in the U.S. to learn how U.S. inspection and food safety laws/regulations are created, monitored and enforced on a national and port level. The goal is to demonstrate the effectiveness of U.S. port inspections and U.S. food safety regulations along with the safety of U.S. food products from the farm all the way to the port.

During the meeting, Gary, Ryan and Jess McCluer with the National Grain and Feed Association (NGFA) briefed the fellows on the unique components of the North American grain system, including the bulk, comingled supply chain. In addition, the Chinese group was briefed on the Food Safety Modernization Act and U.S. industry compliance.

A copy of the presentation is available [here](#).

#### **Lighthizer Confirmation Letter**

This week, NAEGA signed a letter organized by the U.S. Food and Agriculture Dialogue for Trade that calls for the Senate to confirm Robert Lighthizer, President Trump's nominee for U.S. Trade Representative. The letter highlights the importance of international trade as a part of the U.S. economy and emphasizes the urgency of renegotiating NAFTA and pursuing additional bi-lateral

trade agreements “to secure the greatest possible benefits for U.S. workers, farmers, ranchers, and businesses.” A copy of the draft is available [here](#).

### **Pakistan MB Fumigation**

NAEGA is now advising the U.S. Animal and Plant Health Inspection Service (APHIS) regarding the detection of weed seeds and bacteria in shipments of soybeans and soybean products to Pakistan. Over the last couple of weeks APHIS has been in contact with the Pakistan Department of Plant Protection (DPP) regarding the detection of cockle bur (*Xanthium sp.*) and Stewarts Wilt in shipments of soybeans and DDGs. As a result, PPD had initially requested that shipments of U.S. origin soybeans and soybean meal be treated with methyl bromide fumigation to devitalize cockle bur seeds. In more recent discussions, during which APHIS educated PPD on manufacturing and end use processes for DDGs and soybeans, PPD has shown increased flexibility regarding methyl bromide fumigation. As of this week, APHIS is continuing to dialogue with PPD regarding shipments of this kind, and PPD looks willing to avoid trade disruptions. In addition, PPD is interested in traveling to the U.S. to conduct a pest risk analysis.

APHIS is requesting from industry additional information on the end use of soybean and SBM shipments to Pakistan. If you have any information you would like to share with PPD, please contact Ryan.

A copy of APHIS meeting notes from calls with PPD can be found [here](#).

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

#### **AQSIQ Meetings – Beijing, China – April 24-29**

On April 24-29 Gary will travel and work from Beijing, China. During the week he will support a team of USDA officials and China’s AQSIQ as they participate in government-to-government meetings regarding China’s requirements for imports of grain and oilseeds, including industry compliance with Decree 177.

While in Beijing, Gary hopes to meet with NAEGA Colleagues as well as International Grain Trade Coalition (IGTC) members and corporate stakeholders. Please contact Gary or Ryan if you would like to arrange for meeting.

### ***Pending Actions:***

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

#### **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.

[Click here to return to Index](#)

## In the News

### GOA Report on USAID Food Assistance

Earlier this week, the Government Accountability Office (GAO) publicly released a [report](#) on the U.S. Agency for International Development's (USAID) implementation and oversight of additional food aid flexibility authorized by the 2014 Farm Bill. The report offers the first comprehensive look into the extent USAID is using the new authority to provide cash transfers, food vouchers, and locally or regionally procured (LRP) food—rather than U.S.-grown commodities—to those in need across the globe. A press release on the GOA Food Aid Report can be found [here](#).

### Proposal for Rules for International Business and Human Rights Arbitration

An Independent International Working Group led by specialists from Sweden, the Netherlands, are developing a draft proposal for an International Business and Humans Rights Arbitration system for businesses and victims of human rights violations. The system would allow businesses and individuals to voluntarily agree to bring disputes to the international arbitration. The Working Group has proposed drafting a specialized set of arbitration rules to resolve disputes of human rights abuses by businesses. Reasons for proposing a draft include greater procedural transparency and permitting multiple victims to aggregate claims. The proposal, which can be found [here](#), is currently open for comment.

### 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	Kevin Hassett	Nominated
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 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.*



## **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

**21** – GOMAI Survey Due

**27** – Contracts Committee NAEGA 2 Revisions Virtual Meeting

**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

**3** – Japanese Milling Team Meeting – NAEGA Offices – Washington, D.C.

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

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

**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

13-15 – 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 – NAEQA 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

[Click here to return to Index](#)

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