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NAEGA Contracts and Best Practices Seminar Vancouver, British Columbia July 20, 2017

Member Opportunities

- NAFTA and Asia-Pacific Policy Teams
- NAEGA Contracts and Best Practices – Vancouver – July 20
- PNWER Annual Summit – Portland, OR – July 23-27
- NAEGA Contracts and Best Practices Seminars – NEXT in Vancouver B.C. on July 20
- NAEGA Internships

Action Reports

Recent Actions:

- NAEGA-NGFA Testimony on NAFTA Negotiations
- IGTC Meetings in Geneva
- Letter of Support for Gregg Doud
- Decree 177 Trip Report
- IGTC Newsletter

Upcoming Actions:

- International Symposium for Risk Based Modeling – Baltimore – June 26-30
- IPPC ePhyto IAG Meeting – Arlington – June 27-29
- UN GHS Subcommittee Meeting – Geneva – July 10-12
- USAEDC Attaché Seminar and FAS Consultations – Arlington, VA – July 12-13

Pending Actions

- Canadian Government NAFTA Consultations
- Mexican Government NAFTA Consultations

News

- Syngenta to Pay Millions to Kansas Farmers
- U.S. Government Transition

NAEGA Calendar and Member Notices

- Upcoming Events and Notices for Members

Member Opportunities

NAFTA and Asia-Pacific Policy Teams

With the 90 day NAFTA Congressional consultation period and the U.S.-China 100-day plan on trade underway 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.

Please contact [Ryan](#) if you have any questions or are interested in participating in NAEGA's ad hoc policy teams.

NAEGA Contracts and Best Practices – Vancouver – July 20

Please [RSVP now for a Contracts and Best Practices Seminar](#) at the Westin Grand Vancouver Hotel on July 20 in Vancouver, BC! Led by NAEGA Senior Advisor Sam Bonilla and President and CEO Gary Martin, this seminar will 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 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 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.

PNWER Annual Summit – Portland, OR – July 23-27

NAEGA is working to shape agriculture trade related discussion at the Pacific Northwest Economic Region's (PNWER) Annual Summit on July 23-27. NAFTA modernization, and infrastructure are the focus of the Summit that NAEGA is most interested in. The summit is an annual event that brings together leaders from Pacific Northwest states and Western Canada to discuss opportunities for growth within the region and address major challenges to the economy and our environment. NAEGA President and CEO Gary Martin will attend and speak on the importance of trade to North America during the PNWER Agriculture Working Group session on July 24.

A preliminary agenda can be found [here](#). Please register [here](#) if you are interested in attending.

Contracts and Best Practices Seminars

Proposed open seminars are under consideration in Tokyo, Japan in the 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:

NAEGA-NGFA Testimony on NAFTA Negotiations

On Tuesday, June 27, Randy Gordon, President of the National Grain and Feed Association (NGFA) testified on behalf of NAEGA and NGFA on NAFTA negotiations before an inter-agency panel led by the Office of the U.S. Trade Representative. During his testimony, Randy laid out NAEGA and NGFA's joint positions on renegotiating NAFTA as [submitted in their joint comments on June 12](#). NAEGA and NGFA continue to support the preservation of all current trade preferences with Canada and Mexico, as well as modernization provisions that include a rapid response mechanism (RRM), enhanced commitments to science based regulations, and outcome based regulatory cooperation measures.

A copy of Randy's testimony can be found [here](#).

U.S. Food and Agriculture Dialogue for Trade

On Monday, June 26 the U.S. Food and Agriculture Dialogue for Trade held a meeting to discuss ongoing trade developments, including U.S. government trade policy objectives, NAFTA negotiations and developments in the Asia-Pacific region. During the meeting participants were briefed by Jason Hafemeister, Acting Deputy Under Secretary for Farm and Foreign Agricultural Services, Sharon Bomer-Lauritsen, Assistant USTR for Agriculture and Commodity Policy, Ken Smith Ramos, Director of the Trade and the NAFTA Office at the Embassy of Mexico and Tien Le, Commercial Officer at the Embassy of Vietnam.

For more information on the meeting please contact Gary or Ryan.

IGTC Meetings in Geneva

Gary is back from Geneva where, last week as President of the International Grain Trade Coalition (IGTC), he traveled to update corporate stakeholders and partners on the progress and activities of the coalition. A key point of discussion was the implementation of the Business Plan and outreach with new and existing members around the world. Regarding international policy work and the impact on the grain trade, the Geneva visit was particularly timely given current developments at global level, including:

- *The digitization of trading documentation*: milestone meetings are taking place on June 28-29 in Arlington and Washington D.C, when IGTC and representatives of other global trade flows including vegetables, seeds, cotton, will come together as the Advisory Group of the ePhyto Hub. 14 government representatives are expected to attend a briefing on the topic at the Canadian Embassy on 28th June.
- *IPPC International Standard for Phytosanitary Measures (ISPM) for grain*: The IPPC Standards Committee has launched a closed-door forum in order to allow its 25 members to share views on the draft ISPM for grain.
- The endorsement of the Global Low-Level Presence Initiative (GLI) of a new “practical approaches” statement.
- *The IGTC's position on MRLs* was approved by Management Council on 6th June and is intended to be used as a reference point for global advocacy efforts for grain trade representatives.

A trip report for this travel will be available soon.

Letter of Support for Gregg Doud

This week the NAEGA joined a letter from the U.S. Food and Agriculture Dialogue for Trade supporting the swift confirmation of Gregg Doud as Chief Agriculture Negotiator at the U.S. Trade Representative (USTR). Last week, President Trump nominated Gregg Doud to become Chief Agriculture Negotiator, with the rank of ambassador, at USTR. The letter commends Mr. Doud for his experience working in U.S. agriculture and looks forward to working with him to lead trade negotiations on behalf of the U.S. food and agriculture industry.

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

Decree 177 Trip Report

A trip report is now available for Gary's second mission to China in April to address U.S. industry compliance with Decree 177. During this mission NAEGA supported U.S. government meetings with AQSIQ regarding Decree 177. NAEGA is working as part of a U.S. government led Decree 177 Working Group to develop an integrated U.S. industry and government response to compliance with Decree 177. During the mission, NAEGA supported high level USDA FAS meetings between the U.S. and Chinese governments to address efforts so far regarding facility registration. While in China Gary also met and established an understanding with The China Group Companies Association (CGCA, www.cgcpa.org) to provide for joint work to improve utilization of information systems to facilitate trade and regulatory compliance.

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

IGTC Newsletter

The latest IGTC newsletter is now available! This week's newsletter includes a briefing on IGTC activities at the Global Low Level Presence Initiative (GLI), a report on MRL setting in the EU, and an update on IGTC events in Washington, D.C. this week, including the IPPC's ePhyto IAG meeting and outreach to DC based embassies.

For more details, read the IGTC Newsletter [here](#) or visit the IGTC website at www.igtglobal.org.

Upcoming Actions:

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

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 26-28. On June 29 Arvid will debrief NAEGA at our offices in Crystal City. NAEGA member personnel who would like to participate in Arvid's debrief should contact Ryan.

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. Please let us know if you would like to join Arvid at the Symposium, to register, please click [here](#).

IPPC ePhyto IAG Meetings – Arlington and Washington, D.C. – June 27-29

NAEGA will host and attend meetings related to the International Plant Protection Convention's development of Electronic Phyto-Sanitary Certification. On June 26-30 Katy Lee, Secretariat of the International Grain Trade Coalition (IGTC) will travel to Arlington, VA to join Gary at three meetings: NAEGA will host the of IPPC ePhyto Hub Industry Advisory Group (IAG) on June

27. The IAG is also hosting an Outreach meeting with Foreign Embassy personnel and U.S. government agencies on June 28 at the Embassy of Canada in DC. On June 26, the Embassy of Australia is hosting a related meeting with Peter Neimanis, Director, Business Systems Program, Plant Export Operations for Australia

The ePhyto Hub IAG provides practical guidance and advice to the IPPC Secretariat on the design, development and deployment of an ePhyto (electronic phytosanitary certification) Solution which consists of a global hub and generic national system to facilitate the international exchange of electronic phytosanitary information by developing countries.

During her stay in Arlington Katy will also be meeting with IGTC member, corporate stakeholders and DC based U.S. government and foreign government stakeholders.

UN GHS Subcommittee Meeting – Geneva – July 10-12

On July 8-12 NAEGA Volunteer Jess McCluer will travel to London, UK to participate in the UN's Subcommittee of Experts on the Globally Harmonized System (GHS) for the Classification and Labelling of Chemicals and its Correspondence Group. During this mission Jess will be working closely with the International Dry Bulk Terminal Group (DBTG) and its sister organization the International Bulk Terminals Association (IBTA) to monitor and report on developments at the GHS to classify grain as combustible under a proposed chapter to the GHS. Jess, as a member of the GHS's Correspondence Group, will be monitoring responses and comments to a non-binding guidance on grain as a combustible material that will be presented to the Subcommittee by the Correspondence Group during this meeting.

A copy of the notice to post for this upcoming travel is available [here](#).

USAEDC Attaché Seminar and FAS Consultations – Arlington – July 12-13

NAEGA members and Washington Representatives are invited to attend the annual U.S. Agriculture Export Development Council's (USAEDC) annual Attaché Seminar in Arlington, VA on July 13. Gary and Ryan will be attending on behalf of NAEGA and representing NAEGA during the USAEDC Consultation meeting with FAS on July 12.

If you are interested in joining NAEGA Staff and attending the Seminar please [fill out this form](#) and submit it to USAEDC. A copy of the Attaché Seminar agenda can be found [here](#). Please let Ryan or Gary know if you are interested in contributing to discussions with FAS attaches during the consultations.

Pending Actions:

Canadian Government NAFTA Consultations

The Government of Canada is seeking public and industry comment on the renegotiation of the North American free trade agreement (NAFTA). The Government is interested in We are in hearing about what aspects or elements of NAFTA have worked well for Canadians and should remain as is and where changes or improvements could be desirable. The notice is part of the Government of Canada's ongoing domestic consultation process with stakeholders, including provinces and territories, businesses, civil society organizations, labour unions, academia,

Canada's Indigenous peoples, and individual Canadians, and was published in the Canada Gazette on June 3.

Comments can be emailed to NAFTA-Consultations-ALENA@international.gc.ca by the July 18 deadline. Please let Gary or Ryan know if you would like to participate in these comments.

Mexican Government NAFTA Consultations

The Mexican Government is seeking industry, academic and citizen comments on trade priorities in a renegotiation of the North American Free Trade Agreement. Comments can be made on the Ministry of Economy website [here](#). If you are interested in commenting on priorities for NAFTA, please contact Ryan or Gary. Comments are due July 27.

[Click here to return to Index](#)

In the News

Syngenta to Pay Millions to Kansas Farmers

A Kansas jury has ordered Syngenta AG to pay \$217.7 million to a group of Kansas farmers in a suit related to the marketing of genetically modified corn seed which caused contamination of U.S. crops and the suspension of U.S. corn exports to China. The jury agreed that the marketing of the GMO strain not yet approved for the Chinese market caused five years of depressed corn prices and issued the fine to cover lost sales plus punitive damages.

More information can be found [here](#).

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	Confirmed
Secretary of Commerce	Wilbur Ross	Confirmed
Secretary of Labor	Alex Acosta	Confirmed
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
Secretary of the Army		
Trade Representative	Robert Lighthizer	Confirmed
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	Appointed
Director of the Office of Science		

Selected Ambassadors	Name	Status
US Ambassador to China	Terry Branstad	Confirmed
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		
US Ambassador to Korea	Victor Cha	Nominated

If you would like more information, or wish to provide comments on any of these news topics monitored by NAEGA, please contact us.

[Click here to return to Index](#)

Calendar & Member Notices

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

2017

June

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

26 -28 – IPPC Ephyot meetings including NAEGA Industry Advisory Group on ePhyto Hub – NAEGA HQ – Arlington, VA on the 27th

27 – USTR hearing on NAFTA negotiations

July

10-12 – GHS Subcommittee Meeting – Geneva, Switzerland

12-13 – USAEDC Attache Seminar – Arlington, VA

18 – Comments on NAFTA Negotiations due to Canadian government

20 – Contracts and Best Practices Seminar – The Westin Grain Vancouver - Vancouver, BC

23-27 – PNWER Annual Summit – Calgary, Alberta, Canada

24-28 – IMO Council Session – London, UK

August

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, London, UK

11-15 - IMO CCCC – London, UK

13 – NAEGA Board of Directors Meeting. Arlington, VA

14 – IGTC Management Council Meeting – Virtual

October

TBD –NAEGA Contracts and Best Practices Seminar – Tokyo, Japan

November

13-17 – IPPC Standards Committee – Rome, Italy

TBD – USDA FGIS Grain Inspection Advisory Committee Meeting

27 – IGTC General Assembly – Beijing, China

December

3 – NGFA Country Elevator Conference

5 – 46th 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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