

Outreach

February 27, 2019

Thank you for your membership in and work with NAEGA

Welcome to new member Telwar International!

Telwar International is a privately held, family-owned international trading firm that specializes in the sale of bulk commodities and finished agricultural products. We are looking forward to Telwar’s contributions to NAEGA activities and Committees!

Graphic of the week:

U.S. Industry awaits the results of the Trump Administration’s National Security Investigation into the auto industry

The results of the investigation could have impacts on USMCA passage and trade negotiations with Japan and the EU

Approximate timeline for Sect. 232 investigation



Sources: Daniel Cannistra, John Brew & Edward Goetz, "Commeros initiates Section 232 investigation into imports of autos and automotive parts," International Trade Law, May 24, 2018.

Christine Yan | Slide last updated on: February 25, 2019

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- NGFA Annual Convention – Amelia Island, Florida – March 17-19
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- U.S. FGIS Falling Number changes
- U.S Submits Counter Notification to the WTO Regarding India
- U.S. and UK Strike Long-Term Deal Over Derivatives
- Calyxt Gene edited soybean launch
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Action Reports

Recent Actions:

U.S. Food and Agriculture Dialogue for Trade

On Thursday, February 21 NAEGA attended a meeting of the U.S. Food and Agriculture Dialogue for Trade hosted by the Canadian Embassy in Washington. The Dialogue was pleased to welcome off the record remarks from Canadian Minister of Agriculture and Agri-Food Lawrence MacAuley and the Assistant Deputy Minister Annette Gibbons. During his remarks, Minister MacAuley addressed U.S.-Canada bilateral relations, USMCA passage and Section 232 tariffs.

IGTC Secretariat in D.C.

Last week, NAEGA hosted IGTC Secretariat Katy Lee at its headquarters in Arlington, VA for a working visit to coordinate on implementation of the IGTC Business Plan. During Katy's time in DC she worked closely with NAEGA on IGTC policy files and priorities and met with Washington based IGTC corporate stakeholders and members. Accomplishments included:

- Attendance at the USDA Agriculture Outlook Forum
- Meetings with Informa Economics on the Precision Biotechnology Database
- Meetings with IGTC members based in Washington
- Working meetings with the IGTC President to discuss IGTC strategic priorities

A trip report for Katy's working visit will be available in the coming days.

Vietnam actions on grain and oilseed imports

USDA APHIS has advised:

- Vietnam will require destruction or reexport of U.S. wheat or soybeans in which seeds of Canada thistle (*Cirsium arvense*) are detected in incoming deliveries arriving March 1, 2019 or later. APHIS will implement a Canada thistle sampling protocol during U.S. export phytosanitary inspection for wheat and soybeans after an expected directive is issued by the Federal Grain Inspection Service. Only consignments in which no Canada thistle seed is detected will be eligible for phytosanitary certification for Vietnam
- FGIS will issue a new directive by Wednesday, February 27, which will describe the procedures for detecting Canada thistle (*Cirsium arvense*) seeds in wheat and soybeans bound for Vietnam. All wheat and soybean consignments with inspection dates on or after the directive date will require seed analysis. APHIS will issue phytosanitary certificates for wheat and soybeans bound for Vietnam inspected on or after the directive date only when accompanied by a completed export phytosanitary inspection report (e.g. FGIS-921-2) indicating freedom from seed of Canada thistle. **The FGIS directive is to be posted at: <https://www.ams.usda.gov/about-ams/fgis-program-directives>.**

NAEGA continues pursue measures based on sound science and consistent with international convention that are least trade distortive. We are working to support work with VN PPD in order to establish a compliance regime to pre-empt the precautionary and yet-to-be-identified-or-justified visual inspection at import and re-export measures upon port arrival of U.S. cargoes in VN. We are also filing detailed and updated reporting, including discussion actions exporters as well as NAEGA might take. Reports can be found [here](#).

Contracts and Best Practices Seminars – Your advice requested

The NAEGA Contracts Committee is seeking your advice on the location, timing and curriculum of this year's Contracts and Best Practices Seminars. Please let us know if you are interested in attending or hosting a seminar, and what topics we should focus on.

NAEGA seminars are an intensive and informative review of commercial and official practices taught in an interactive environment. The goal of each seminar is to improve predictability, reduce risks, resolve trade barriers and facilitate profitable trade.

NAEGA conducts both public and private seminars, and curriculum can be tailored to your needs. Please contact Ryan if you are interested in hosting a private, tailored seminar at your office. Click [here](#) for more information on the in-depth, interactive programs NAEGA conducts!

Pending Actions:

U.S. Trade Advisory Committees Nominees

The U.S. Department of Agriculture (USDA), in cooperation with the Office of the U.S. Trade Representative (USTR), is accepting nominations for new members to serve on its agricultural trade advisory committees. The deadline to be considered for the next round of appointments is Friday, March 1, 2019.

Members of the Agricultural Policy Advisory Committee (APAC) will assist in advising the USDA and USTR on operating existing trade agreements, on negotiating new agreements, and on other trade policy matters. Focusing on six aspects of trade:

- Animals and animal products;
- Fruits and vegetables;
- Grains, feed, oilseeds and planting seeds;
- Sweeteners and sweetener products; and
- Tobacco, cotton, and peanuts.

Committee members must be U.S. citizens, qualify for a security clearance, and serve without compensation for time, travel or expenses. The committees generally meet in Washington D.C., at least twice a year. Nominations must be received by 5 p.m. ET on March 1, 2019. All nomination materials should be mailed in a single, complete package to: Sonny Perdue, Secretary, U.S. Department of Agriculture, 1400 Independence Ave., SW, Washington, D.C. 20250-1001, Attn: APAC/ATACs. Courtesy electronic copies of the nomination materials should be sent to ATACs@fas.usda.gov

Upcoming Actions:

IGTC Working to Make Trade Work

NAEGA staff and several member company representatives are working in coordination with Katy Lee, IGTC Secretariat and NAEGA contractor to implement IGTC's recently revised 2019 business plan.

Upcoming nearby IGTC actions include:

March 6-7 in London: Katy will act as a panelist at the International Fertilizer Association (IFA) Production & International Trade Conference, which this year is focused on "Trade tensions on the rise - A look at the potential impacts on agri-food and fertilizer trade."

March 10-16 in Brussels: at the invitation of IGTC member COCREAL, IGTC will conduct meetings with the European Commission Directorates General for trade, health and food safety, and agriculture; EU Member State representatives; European Parliament committee staff; and Third country representatives in Brussels engaged in plant breeding innovation issues. The standing agenda for these meetings will include assessment of alternative outcomes and implementation of ECJ Opinion; agri-trade issues related to gene editing (e.g. Cartagena Biosafety Protocol, Low Level Presence); opportunities for IGTC members and Corporate Stakeholders to ask specific questions about impacts of EU rules; and communication of trade-positive messaging already agreed in IGTC policy. An Internal IGTC Policy Team meeting at COCERAL Headquarters is planned for March 12 to debrief from 11 March meetings; discuss IGTC policy and advocacy strategy on plant breeding innovation; and conduct a Round Table to review how new innovations are currently impacting the grain supply chain.

March 13 in Geneva: The IGTC will complete administrative and governance actions related to the transitioning IGTC from NAEGA underwriting including the establishment of financial accounts and controls.

March 14 in London: IGTC will report to and participate in Market Conditions Committee (MCC) meeting of the International Grains Council (IGC). Over the past few years, the IGTC has been deepening its working relationship with the IGC and, in December, signed a memorandum of understanding with the IGC to encourage further collaboration to promote and facilitate the international trade of grains, oilseeds and other agri-bulks.

April 1-5 in Rome: In Rome, Katy will attend a meeting of the International Plant Protection Convention's (IPPC) Commission on Phytosanitary Measures (CPM). The CPM's agenda includes: the contribution of the global trade of commodities to global food security and economic development; the business plan for the ePhyto Solution post 2019; international Year of Plant Health 2020 (IYPH 2020); next generation sequencing technologies as a diagnostic tool for phytosanitary purposes; and adding, deleting or modifying IPPC documents.

June 11-13 in London: In June, Gary, Katy and Ryan will travel to London to attend a number of events, including and IGTC Strategy Session, the IGC's 49th Session, the IGC Annual Conference, the GAFTA Annual Dinner and bilateral meetings on the U.S.-U.K. and U.S.-E.U. trade agreements.

Multiple additional IGTC actions and events are scheduled through June 2019. If you are your company would like to directly participate in IGTC please contact Gary.

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Member Opportunities:

Canada Crops Convention – Montreal, Canada – March 5-7

NAEGA members are invited to join Gary in Montreal for the 2019 Canada Crops Convention at the Le Westin Hotel. The convention, hosted by the Canadian Grains Council (CGC) and the Canola Council of Canada (CCC) attracts people from across the grain, oilseed, pulse and special crop value chains to: network, coordinate and improve dialogue; discuss and gain insight into advancements and trends in agriculture; and be inspired to continue a collaborative approach to advance the growth and profitability of Canadian crops.

A copy of the convention schedule can be found [here](#). Interested in attending? Please register [here](#).

NAEGA Meetings – Amelia Island, Florida – March 17 -19

Please make your plans and reserve your hotel rooms now for the NAEGA meetings in March at the Ritz Carlton Amelia Island in Amelia Island, Florida. All NAEGA member personnel are invited to attend and participate in all of the following NAEGA meetings and events.

Sunday, March 17

12:00-1:30pm	Contracts Committee Meeting	Santa Maria Room
1:00-3:00pm	NGFA Crop Technology (NAEGA members invited to attend)	Salon 3
2:00-5:15pm	Joint NAEGA Grades and Inspections and NGFA Grain, Grades and Weights Committee Meeting	Santa Maria Room
6:00-7:30pm	<i>CoBank Welcome Reception (NGFA event available under NAEGA promo rate)</i>	

Monday, March 18

7:00-9:00am	NAEGA Production Technology Committee (non-technology provider NGFA members invited to attend)	Plaza 2
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9:00-11:00am	<i>NGFA Grand Opening Plated Breakfast and General Session (NGFA event available under NAEGA promo rate)</i>	
12:00-1:30pm	NAEGA Members Lunch and Member Meeting	Plaza 2
1:30-3:30pm	Board of Directors Meeting	Plaza 2
6:00-7:00pm	<i>NGFA Floridiana Happy Hour (NGFA event available under NAEGA promo rate)</i>	

[Please register here for all meetings and events](#)

The NAEGA members meeting and lunch will be held on Monday, March 18. Following the members meeting, which will include the election of a new NAEGA Board of Directors, the new NAEGA Board will meet. All members are invited to attend the lunch, members meeting and Board of Directors meeting.

NAEGA members can make hotel reservations for our meetings at the Ritz Carlton using the NGFA room block. Reservation can be made at [this link](#).

Agendas will be distributed soon.

NGFA Annual Convention – Amelia Island, Florida – March 17-19

All NAEGA members are invited to attend the annual NGFA Convention from March 17-19 at the Ritz Carlton Amelia Island in Amelia Island, Florida. A schedule of events can be found [here](#).

NAEGA member personnel and their guests interested in attending are invited to take advantage of a special rate that covers the NGFA welcome reception on March 17 and all of Monday, March 18's activities. The special rate is:

NAEGA Members: \$300

NAEGA guests: \$250

Those interested in taking advantage of this special rate can register on the NGFA website [here](#) using the promotional code NAEGA19.

NAEGA members are also invited to make their hotel reservations for our annual meetings at the Ritz Carlton using the NGFA room block. Reservation can be made at [this link](#).

DBTG Operational and Technical Seminar – Barcelona, Spain – April 10-12

NAEGA member personnel are invited to join Ryan in Barcelona, Spain for the Dry Bulk Terminal Group's Spring Operational and Technical Seminar on April 10-12 at The Hotel Eurostars Grand Marina. The seminar will feature presentations on safety, health and regulatory

issues related to dry bulk terminals world wide. A copy of the preliminary agenda is available [here](#).

If you are interested in registering, please click [here](#).

Hotel reservations can be made [here](#).

NAEGA APPAMEX Forum – Cancun, Mexico – May 21-23

NAEGA members are invited to “save the date” for the 2019 NAEGA-APPAMEX Forum on May 21-23 in Cancun, Mexico. The forum will take place at the Hotel Secrets The Vine. This year’s forum will be held alongside the Mexican feed mills association CONAFAB.

IGTC Strategy Session – London, UK – June 10

NAEGA member representatives are invited to attend an IGTC Strategy Session in London on June 10, 2019. The Strategy Session will involve IGTC members and corporate stakeholders and will include discussions concerning how to strengthen the work of IGTC policy, new and existing commercial requirements for grain producers and seek advice for decision makers going forward in the current business environment.

More details and a registration link will be available shortly.

International Grains Council Grains Conference – June 11-12, 2019

The International Grain Trade Coalition is expecting to provide discounted registration for the International Grains Council’s 2019 Grains Conference in London, UK. Our suggestion is to wait for the savings before registering, although IGC early bird registration is now open. Anyone interested can find more information at [here](#).

The two day conference will highlight the key challenges facing the international grain oilseed industry. Plenary sessions and workshops will include speakers from across the globe sharing their expertise . The Conference, to be held at the Congress Centre at 28 Great Russell Street, London WC1B 3LS, provides for multiple opportunities to network and build business relationships.

2019 PNWER Annual Summit – Saskatoon, Canada – July 21-25, 2019

Registration is now open for the 2019 Pacific Northwest Economic Region annual summit in Saskatoon, Saskatchewan!

Over 500 regional business leaders, legislators, and key decision makers attend the Annual Summit to explore shared challenges in the region, discuss best practices, promote regional relationships, and develop an action plan to address challenges in the coming year.

Early bird registration is provided through April 30. Register early to take advantage of early bird pricing!

Anyone interested in more details can look [here](#).

Anyone interested in registering can register [here](#).

Asia-Pacific Policy Teams

With 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. A policy team focused on the Asia-Pacific Market is already established. Over the next few months the team will be focused on U.S. trade relations with China, Japan, Korea and the Trans Pacific environment more generally.

Internships

We have an open intern position starting in the summer of 2019 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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News

U.S.-China Tariff Deadline Extended

On Sunday, February 24 U.S. President Donald Trump announced that his administration is suspending the March 1 implementation of additional tariffs on \$200 billion worth of Chinese imports, citing “substantial progress” during trade talks between American and Chinese officials in Washington this past week. As part of the negotiations, Mr. Trump announced that the U.S. and Chinese had forged a compromise on key issues, including forced technology and intellectual property transfers for U.S. firms doing business in China. Additionally, China has agreed to increase purchases of American agricultural goods and energy products.

U.S. FGIS Falling Number changes

On February 21, 2019 the U.S Federal Grain Inspection Service (FGIS) announced that it will implement a new barometric pressure correction and require the use of the Perten Shakematic for the determination of falling number (FN) for wheat grain to reduce overall variation of test results within the official inspection system. These new testing parameters will be implemented effective May 1, 2019. FGIS will implement this new correction to reduce variation between labs.

A copy of the U.S. FGIS announcement can be found [here](#).

U.S. and Canada Submit Counter Notification to the WTO Regarding India

On February 15, 2019, U.S. Trade Representative Robert Lighthizer announced that the United States, together with Canada, has submitted a counter notification in the World Trade Organization (WTO) Committee on Agriculture (COA) on India's market price support for five pulses: chickpeas, pigeon peas, black matpe, mung beans, and lentils.

Based on calculations by the U.S. and Canada, the counter notification argues that India has substantially underreported its market price support for chickpeas, pigeon peas, black matpes, mung beans, and lentils. When calculated according to WTO Agreement on Agriculture methodology, India's market price support for each of these pulses far exceeded its allowable levels of trade-distorting domestic support. The United States expects a robust discussion on how India implements and notifies its policies at the next COA meeting, which is scheduled for February 26-27, 2019.

U.S. and UK Strike Long-Term Deal Over Derivatives

UK and U.S. markets regulators have finalized a long-term agreement this week to jointly oversee each other's derivatives markets, providing a "bridge over Brexit" that removes concerns of turmoil if Britain leaves the EU without an agreement.

The agreement will minimize the risk of huge disruption to banks, institutional investors and corporations that use derivatives such as swaps and futures to hedge against movements in interest rates, currencies and commodities. Without such an accord, authorities warned that users would have faced much higher costs. The deal is meant to replicate the current agreement between the U.S. and the EU.

Calyxt gene edited soybean oil launch

On February 26, Calyxt announced the successful commercial launch of its Calyno™ High Oleic Soybean Oil, which is the Company's first product to be sold on the U.S. market. Calyno oil contains approximately 80 percent oleic acid and up to 20 percent less saturated fatty acids compared to commodity soybean oil as well as zero grams of trans fat per serving. Calyno oil is produced in the U.S., thanks to Calyxt's partnership with more than 100 farmers in the Upper Midwest region growing over 34,000 acres of Calyxt High Oleic Soybean.

U.S.-China Commission Report on Biotech

On February 14, the U.S.-China Commission released a report entitled *China's Biotechnology Development: The Role of U.S. and Other Foreign Engagement*, prepared for the Commission by Gryphon Scientific and Rhodium Group. The report examines the development of China's biotechnology industry and the role foreign trade, investment, and other linkages—particularly with the United States—have played in its evolution. The full report can be found [here](#).

Enlist Soybeans Approved

On February 21, the Republic of the Philippines notified that Enlist E3 soybean have been granted import approvals. Jointly developed by Dow AgroSciences and MS Technologies, Enlist E3 soybeans are tolerant to new 2,4-D choline in Enlist Duo and Enlist One herbicides, as well as glyphosate and glufosinate herbicides. Enlist Duo herbicide is a combination of new 2,4-D choline and glyphosate. Enlist One herbicide is a singular 2,4-D choline product that can be tank mixed with qualified glufosinate products. Dow AgroSciences is now part of Corteva

Agriscience, Agriculture Division of DowDuPont. USDA deregulated the Enlist trait systems in corn, cotton and soybeans in 2014, but lack of import approvals had delayed commercialization, particularly in soybeans.

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Calendar & Member Notices

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

2019

February

27 – U.S. Section 301 Review Hearing

March

1 – ATAC Nominations Due

5-7 – Canadian Crops Convention – Montreal, Canada

11-14 – USDA FAS Trade Mission – Taipei, Taiwan

13 – IGTC Management Council Meeting

14 – IGC Market Conditions Committee Meeting – London, UK

17-19 – NGFA Annual Convention – Amelia Island, FL

17 – Contracts Committee Meeting – Amelia Island, FL

17 – Grades and Inspections Committee Meeting – Amelia Island, FL

18 – Production Technology Committee Meeting – Amelia Island, FL

18 – NAEGA Annual Members Meeting – Amelia Island, FL

18 – NAEGA Board of Directors Meeting – Amelia Island, FL

25 – Peru CVD investigation on U.S. corn imports definitive resolution issued

April

1-5 – IPPC Committee on Phytosanitary Measures Meeting – Rome, Italy

2-5 – USDA FAS Trade Mission – Montreal and Toronto, Canada

10-12 – DBTG Operational and Technical Seminar – Barcelona, Spain

May

21-23 – NAEGA-APPAMEX Forum – Cancun, Mexico

June

3-6 - USDA FAS Trade Mission – Bogota, Colombia

10 – IGTC Strategy Session – London, UK

10 – International Grains Council's 49th Session

10 – IGTC Strategy Session – London, UK

11-12 – 28th IGC Grains Conference

July

21-25 – PNWER Annual Summit

September

6 – IGC Market Conditions Committee – London, UK

October

14-17 – USDA FAS Trade Mission – Ho Chi Minh City, Vietnam

28-31 – USDA FAS Trade Mission - Nairobi, Kenya

November

5-8 - USDA FAS Trade Mission – Mexico City, Mexico

December

2-4 – NGFA Country Elevator Conference – Indianapolis, IN

3 – International Grains Council’s 50th Session – London, UK

2020

March

8-10 – NGFA Annual Convention – Austin, TX

December

TBC – COP 15 – CBD – Beijing, China

2021

March

14-16 – NGFA Annual Convention – San Diego, CA

2022

December

TBC – COP 16 – CBD – Turkey

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