



# NGFA's Seminar on Trading, Trade Rules and Dispute Resolution

## Tuesday, May 3, 2011

St. Louis Airport Marriott • St. Louis, Mo.

Given recent market conditions, there's never been a more important time for merchants of grain, feed and related products to be well-versed on ways to avoid trade disputes and ensure contract non-performance. Don't miss your opportunity to benefit from NGFA's **Seminar on Trading, Trade Rules and Dispute Resolution!**

This widely acclaimed full-day seminar, featuring an all-star faculty from the industry and the legal profession, is offered only every-other-year, at most. The program is an absolute must for newer employees, as well as a valuable refresher and update for more experienced personnel.

An exam administered at the close of the seminar will enable attendees to determine their retention of the material, and upon successful completion of the exam, attendees will receive a certificate from the NGFA attesting to their achievement.

### Who Should Attend

- Managers of grain elevators, feed mills, grain processing plants, ethanol plants
- Company executives who oversee traders of grain, feed and grain products
- Merchants who are new to the buying and selling of grains, oilseeds, feed, feed ingredients and grain products
- Veteran merchants who need a refresher on the Trade Rules, trade practice and Arbitration System
- Attorneys involved in advising grain, feed and processing companies about grain contracting and dispute resolution

### REGISTRATION FORM

## NGFA's Seminar on Trading, Trade Rules and Dispute Resolution

May 3, 2011 • St. Louis Airport Marriott • St. Louis, Mo.

Return to the NGFA office -- by Fax: (202) 289-5388

by mail: NGFA, 1250 Eye St., N.W., Suite 1003, Washington, D.C., 20005-3922

Questions: Call Lee Anne Steinberg at the NGFA at (202) 289-0873

Last Name \_\_\_\_\_ First Name \_\_\_\_\_

Company \_\_\_\_\_ Title \_\_\_\_\_

Business Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_ Email \_\_\_\_\_

#### Early Bird Special

#### Members Only

\$230 each before April 1  
(\$270 each after April 1)

#### Non-Members

\$375 each Total \$ \_\_\_\_\_

**Hotel Reservations:** Call St. Louis Airport Marriott at (314) 423-9700 to make a reservation. Identify with the NGFA to receive the special room rate of \$89 per night. [Rooms available for the evening of May 2].

**Cancellation Policy:** **No refunds** for cancellations received after **April 25**.

**Special Needs:** If you have a disability that requires special services, please let us know.

**ADVANCE REGISTRATION PAYMENT POLICY:** To qualify for either the Early Bird or Regular registration rates, payment must be received by the NGFA when the completed registration form is returned to the NGFA, regardless of the method of transmittal. Please provide credit card information for registration forms returned to the NGFA by fax or email. No invoices will be sent. Higher, on-site registration fees apply if either the Early Bird or Regular registration payment is not received in this manner, and will be due before admittance is granted.

### PAYMENT OPTIONS

(Please Circle One)

CHECK ENCLOSED

VISA / MASTERCARD / AMEX

Account Number

Expiration Date

Print Name of Cardholder

Zip Code

Signature

**See Reverse Side for Seminar Program Schedule and Speakers!**

# Seminar At-A-Glance

**Monday, May 2: Networking Reception 5:30-6:30 p.m.**

**Tuesday, May 3:**

**7 a.m. Continental Breakfast and Registration**

**8 a.m. Welcome and Overview**

**Jim Keistler:** Merchandising Manager, Twomey Company,

*In the morning sessions, get an overview of the grain, feed, barge freight, and rail freight trading rules. Also learn which trade rules apply to different situations and how the rules interrelate with one another – all from the industry experts.*

## Session 1: Grain Trade Rules

*Moderator:* **Mike Sumpster**, Trading Manager, CGB Enterprises Inc., Mandeville, La.

*Panelists:*

**Randy Fardelman:** Senior Corn Merchandiser, Perdue Grain & Oilseed LLC, Salisbury, Md.

**Dean O'Harris:** Commodity Manager, Parrish & Heimbecker Inc., Oxford, Mich.

**Dave Ragan:** Product Line Manager, Archer Daniels Midland Company, Decatur, Ill.

**Billy Shortal:** Assistant Vice President of Marketing, Central States Enterprises Inc., Heathrow, Fla.

## Session 2: Feed Trade Rules

*Moderator:* **Jack Smit:** President, Agri-Group, Furst-McNess Co., Freeport, Ill.

*Panelists:*

**John Augspurger:** Manager of Feed Ingredient Merchandising, DeBruce Grain Inc., Kansas City, Mo.

**Mike Meyers:** Director of Wheat By-Products, APEX, Hamburg, N.Y.

**Sean Broderick:** DDGS Marketing Manager, CHS Inc., Inver Grove Heights, Minn.

## Session 3: Freight Trading Rules

*Moderator:* **Jim Keistler**

*Panelists:*

**Laurie Hiler:** Manager/Owner, Seneca Transportation, Creve Coeur, Mo.

**Jeff Webb:** Barge Freight Trading Manager, Cargill, Inc., Minneapolis, Minn.

**Ryan Warner:** Western Rail Manager, Bunge North America, Inc., St. Louis, Mo.

**Dustin Buntrock:** Rail Transportation Coordinator, South Dakota Wheat Growers Association, Aberdeen, S.D.

## Session 4: NGFA Arbitration

*Learn how the NGFA arbitration process works; the timeline and process for filing and arbitrating a case; and recurring issues and pitfalls observed in the administration of the process.*

**Charles Delacruz:** NGFA General Counsel & Secretary

**Roger Krueger:** Vice President, Grain Marketing, South Dakota Wheat Growers Association, Aberdeen, S.D.

## Session 5: Case Studies

*This extremely popular segment of the seminar features real-world examples of trade disputes and the application of trade rules to specific situations will be presented -- "You be the Judge!"*

**J. Steven Lucas:** President, Jayhawker Consulting Co., LLC, Trumbull, Conn.

**Working Lunch: Case Studies**

**Presentation of Case Studies**

## Session 6: Legal Principles for Contracting and Trading

*What are the legal principles that underpin grain and feed contracting? What contracting issues are unique to cash versus forward transactions? What are the essential elements to include in a purchase contract with producers and commercial firms? What are some sample contract clauses that can help avoid disputes, or ensure NGFA Arbitration applies if a dispute does occur? And much more...*

*Moderator:* **Joan Maclin:** Senior Vice President and General Counsel, The Scoular Company, Minneapolis, Minn.

*Panelists:*

**David Barrett Jr., Esq.:** Barrett, Easterday, Cunningham & Eselgroth LLP, Dublin, Ohio

**Jacob Bylund Esq.:** Faegre & Benson LLP, Des Moines, Iowa

**5 p.m. Distribution of Exam**

**[See Reverse Side for Registration Form]**