

Active Member Benefits

NGFA Member Type	NGFA Articles of Incorporation and NGFA Bylaws	NGFA Code of Ethics	NGFA Trade Rules	NGFA Arbitration Rules	NGFA Rail Arbitration Rules
Active ¹	Applicable	Applicable	Apply Unless Excluded	Compulsory	Apply if Consent

Active members are “any individual or firm engaged in the warehousing, processing, manufacturing, merchandising, or distribution of grain or feed, or feed ingredients in the United States, and whose membership in [the NGFA] is independent of its membership in any other organization.” This is the main category of NGFA membership. NGFA Active members have full voting rights at meetings of the association.

◆ **Rail Arbitration/Mediation:** An historic agreement between the NGFA and railroads, completed in August 1998, provides NGFA-member firms the opportunity to submit certain classes of rail disputes to binding NGFA Arbitration. Certain other disputes with rail carriers may be mediated. For the first time, rail shippers/receivers have access to a practical, inexpensive and timely dispute resolution process. Only NGFA members are insured access to NGFA rail arbitration/mediation.

◆ **Arbitration Rights:** The NGFA Arbitration System provides a quick, inexpensive alternative to resolving trade disputes in court. While court cases can take years to resolve and potentially cost hundreds of thousands of dollars, NGFA arbitration cases generally are decided in four to six months for a small fee. Arbitration is compulsory between NGFA Active members if requested by one party; non-members may access the arbitration system only if the other party is an NGFA member and agrees to arbitrate. All arbitration decisions are published and distributed to the NGFA membership. Arbitration increasingly is used to resolve contractual disagreements with farmers.

◆ **Trade Rules:** When companies join the NGFA, they agree to abide by the NGFA's Trade Rules. That means that NGFA members automatically know the rules under which a transaction occurs, which reduces the potential for disputes. Non-member companies may reference the NGFA Trade Rules in their contracts, but in the event of a trade dispute, do not have access to the industry experts who administer the NGFA Arbitration System to interpret those Trade Rules.

◆ **NGFA Information Services:** The NGFA is your one-stop shop for information critical to the grain, feed and processing industry. Members receive E-Alerts via e-mail two to three times weekly with breaking news. The NGFA's web site (www.ngfa.org) is the industry's most comprehensive. And the **NGFA Newsletter**, mailed to members ever two weeks, is still the best agribusiness newsletter. There is no better way to keep up with fast-breaking legislative, regulatory and industry matters than to join the NGFA!

◆ **Publications and Videos:** The NGFA provides a broad range of high-quality publications and videos to educate and inform. These materials are available to NGFA members at discounted prices. Recent examples of popular publications include the NGFA Grain Book, the NGFA's white paper on “*Hybrid Cash Grain Contracts: Assessing, Managing and Controlling Risk*,” the NGFA's annual update of its Trade Rules, annual updates of NGFA Arbitration Decisions, the Feed Quality Assurance Program and a wide array of safety training materials.

◆ **NGFA Directory/Yearbook:** Provided annually to NGFA members at no cost, the Directory contains over 400 pages of the NGFA's member companies, categorized by state and city and listing key contacts, addresses, phone and FAX numbers. This year, for the first time, e-mail addresses also are shown. The Directory also contains the latest versions of the NGFA's Trade Rules and Arbitration Rules, making it the resource document of preference in the grain, feed and processing industry. The Yearbook section of this volume provides an “up close and personal” look at the previous year's happenings in the industry.

◆ **Professional Development** – Each year, the NGFA conducts meaningful educational meetings that provide executives, managers, and employees with professional development opportunities. In addition to the NGFA annual convention in March and the NGFA Country Elevator Council meeting in December, other recent special meetings have included a series of Hybrid Cash Contract Seminars; Transportation Summits; Feed Quality Assurance Workshops; Trade Rules Seminars; and a Feed Industry Council.

◆ **Your Washington Office:** A seasoned and knowledgeable staff of professionals in the NGFA's Washington office is available to answer your questions on legislative, regulatory or other government matters. The staff also provides top-notch, professional representation on Capitol Hill and in executive agencies like EPA, OSHA, USDA, FDA and others.

National Grain and Feed Association

*“Over a Century of Service
Protecting Your
Business Interests”*

*The association for grain handlers, merchandisers,
feed and flour millers, processors, end-users
and related commercial businesses*



NGFA® Active Member Application

NGFA Active Member Application

Please fill out this panel, tear off and return to: **National Grain and Feed Association, 1250 Eye St., N.W., Suite 1003, Washington, D.C., 20005-3922, or FAX to (202) 289-5388. Questions? Call the NGFA at (202) 289-0873.**

Please Type or Print:

Company Name _____

Street Address _____

City _____ State _____ Zip _____

() _____ () _____

Telephone _____ Fax _____

E-Mail Address _____

Web Site _____

If accepted, I agree to abide by the Articles of Incorporation, Bylaws, Arbitration Rules, Rail Arbitration Rules (when applicable), Trade Rules (when applicable) and Code of Ethics of the National Grain and Feed Association.

Yes, our company **agrees to be bound** by the terms of the "Agreement on Predispute Consent to NGFA Arbitration" with rail carriers.

No, our company **declines to accept** these terms.

Principal Contact Signature _____

Print Contact Name and Title (above) _____

_____ Date

Sponsor [Current NGFA member. If you do not have a sponsor, call Todd Kemp at the NGFA at (202) 289-0873.]

Principal Business: Please indicate your principal types of business (e.g. country elevator, terminal elevator, feed mill, processor, etc.).

Annual Investment: \$ _____

Tax-deductible Contribution Under U.S. Law to National Grain and Feed Foundation (optional) \$ _____

Payment enclosed. Please bill me.

Your application will be submitted to the NGFA Board of Directors for approval following receipt of your annual dues investment. Generally, Board approval occurs within 30-45 days of receipt.



Active Member Investment Worksheet

Investment Schedule

Active members are U.S. firms involved in the cash grain, feed and processing business. This includes companies such as country elevators, export elevators, feed manufacturers, corn and soybean processors, flour and cereal millers, merchandisers and end users, such as poultry or livestock companies.

Please use the following worksheet to calculate your investment. Pay the sum total that results from this three-part calculation. Minimum: **\$600**; Maximum: **\$48,000**. If you have questions on how to compute your investment, please call Todd Kemp at the NGFA at (202) 289-0873.



Investment Worksheet

Part 1: Annual Bushel Put Through: _____ million bushels x \$ 40 = \$ _____

Defined as all bushels received plus all bushels removed for shipment, processing or transfer, divided by 2. +
(Note: Transfer does **not** include intracompany transfers.)

Part 2: Licensed Storage Capacity: _____ million bushels x \$110 = \$ _____

Defined as the storage capacity of all your company's grain facilities located within the United States.

Part 3: Gross Dollar Revenue: (Check one box below and complete that line only.)

Defined as gross dollar receipts (not gross margins) from grain, feed and merchandising sales and all services related to grain custom services, such as storage, handling, drying, trucking, etc. (Note: Processors other than feed mills, and end-users, please use raw material purchase cost as the gross revenue for the processing/end-use portion of your business.)

Less than \$3 million Gross Revenue: \$ _____ mil. x \$75 = \$ _____

\$3 million to \$20 million Gross Revenue: \$ _____ mil. x \$35 + \$120 = \$ _____

More than \$20 million Gross Revenue: \$ _____ mil. x \$16 + \$500 = \$ _____

Part 4: Tax-deductible Contribution to National Grain and Feed Foundation (optional) = \$ _____

Total Investment: (Add figures from Parts 1, 2, 3 and 4) \$ _____