



21st Century Ag Commission Issues Farm Bill Policy Recommendations

...House Ag Committee Sets Next Hearings for Feb. 14-15...

The House and Senate Agriculture Committees resumed their review of the 1996 farm bill with hearings during which they received and discussed the final report of the Commission on 21st Century Production Agriculture.

Meanwhile, the House Agriculture Committee scheduled hearings for Feb. 14 and 15 to further examine the current state of the farm economy and cotton policy issues, respectively.

In separate hearings before the two committees on Jan. 30 and 31, the commission – created under the 1996 farm bill – presented its recommendations on the future role of the federal government to support production agriculture after the current law expires in 2002.

Among its recommendations were these:

► **Farm Income Payments:** Concerning income supports for producers, the commission recommended continuing the current system of fixed, direct Agricultural Market Transition Act (AMTA) payments, consistent with existing budget baseline allocations. It also recommended eliminating the current limits on farm program payments to producers.

Further, the commission recommended establishing what it called a “supplemental income support program” featuring counter-cyclical income payments that would be triggered whenever a producer’s gross farm income declined to some unspecified level based upon a five-year moving average of eight program crops: corn, wheat, soybeans, sorghum, oats, barley,

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USDA Temporarily Suspends Imports of Brazilian Beef over BSE

The U.S. Department of Agriculture on Feb. 2 announced the temporary suspension of imports of processed beef and associated products from Brazil pending the release of data requested from the Brazilian government concerning the effectiveness of its controls to prevent importation of materials from European countries where cases of bovine spongiform encephalopathy (BSE) have been detected.

USDA said it was working with Brazilian agriculture officials “to expeditiously complete a risk assessment,” and that the suspension will be lifted “once these data have been received and USDA is assured that Brazil has taken sound measures to prevent BSE,” commonly referred to as “mad cow disease.” The USDA statement said there is no evidence that BSE exists in Brazil.

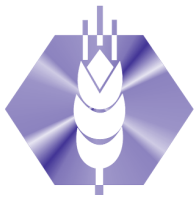
The Canadian government took similar action the same day, announcing the suspension of such Brazilian food products as canned corn beef and liquid beef extract. In a statement, the Canadian government cited a Jan. 25 report from the U.N.’s Food and Agriculture Organization that it said indicated “there is significant potential that BSE may have already moved beyond the borders of Europe.” Brazilian officials indicated on Jan. 30 that they had permitted imports of live animals from European countries until 1999.

U.S. Import Ban: Effective Dec. 7, USDA’s Animal and Plant Health Inspection Service expanded its import ban to cover all meat and bone meal, meat meal, bone meal, blood meal, tankage, offal or any product containing such ingredients – **regardless of species (including poultry and fish meal)** – from any European country or from any European plants processing animal materials. The expanded animal protein ban was put in place

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CONVENTION ALERT – Feb. 13 Deadline for Early Bird Rate, Hotel Reservations

NGFA members are reminded that **Feb. 13** is the last day to qualify for the special early bird discount registration rate for the 105th annual convention on March 14-16 in New Orleans, La. Importantly, that’s also the day the NGFA’s hold on the convention block of sleeping rooms expires. After that, rooms at the Fairmont Hotel will be available only on a first-come, first-served basis at the hotel’s prevailing daily rate! So act immediately!



Beyond StarLink™ – Managing the Future of Biotechnology

The Forum article in the Jan. 25 edition of the *NGFA Newsletter* noted that one of the beneficial outcomes of the StarLink™ episode has been the heightened level of interaction it has generated between the seed; grain handling, processing and exporting; and food industries.

Those discussions will resume in earnest on Feb. 15. That's when the NGFA will be meeting with a wide range of organizations representing the grain production, marketing and food sectors. In preparation for that meeting, the NGFA has drafted a series of questions for consideration by each of the organizations. The goal is to add some objectivity and focus the discussion to see if there is a commonality of views on the handling of future release and management of biotech events.

The meeting of the grain/food industry groups then will be followed by a meeting with the biotech industry under the auspices of the American Crop Protection Association that same day.

The NGFA is seeking feedback from several of its committees – including Country Elevator, Food and Feed Safety, and Grain Grades and Weights – concerning responses to these questions. But we also want to share these questions with the NGFA's membership at large, and welcome your input! Please e-mail any comments you have to any of these questions to kkeith@ngfa.org, or call either Tom O'Connor, Randy Gordon or me at the NGFA's office at (202) 289-0873. Thanks!

Here's a list of the questions we're posing:

► Self-Regulation:

1. Would self-regulation by the biotech/seed industry be a reliable/satisfactory way to manage the market risks posed by future introductions of biotech products into the U.S. market?

If yes, what type of reporting requirements should be implemented by the biotech/seed industry? Should any regulatory agency be granted oversight authority to ensure that self-regulation is performing as intended?

► Future Regulatory Approval:

1. Under what conditions should the U.S. regulatory structure only approve new biotech events that are for unrestricted-use in the U.S. and all importing nations?
2. In the event of any future approval of product for specific end use or for restricted use in domestic markets, how should the U.S. regulatory structure respond?

- a. Should regulatory review processes be developed to objectively evaluate risk/reward of new biotech products? Should the decision-making criteria be premised on reasonable balancing of benefits/costs to the entire marketplace?
- b. Which regulatory agency should have authority to perform such an analysis? USDA? FDA? EPA? All three?
- c. For any new product that is not approved for unrestricted use, should there be a tolerance in domestic food and feed markets? What is a reasonable tolerance?
- d. Based upon the results of the risk analysis for any restricted-use products, should there be a strict IP/segregation system implemented before introduction? Who should develop regulations/standards for such systems? Private industry? Government?
- e. What type of information on restricted-use products should be available to first purchasers and others to ensure that these products go to intended and approved end-uses? Should reporting of this information be required by regulation?
- f. Should quick tests be available on all restricted-use products before these products are introduced into the market?

► Foreign Approvals:

1. In the event a biotech grain/oilseed/product does not have regulatory approval for unrestricted use or if consumer acceptance is lacking in major foreign markets, under what conditions should the product be introduced into the domestic U.S. market?
2. Who or what agency should define a “major export market”?
3. In the event a major importing country does not want a specific biotech crop/product (because of regulatory or market concerns), should any regulatory agency have the right to halt registration of the product to avoid major trade disruptions/loss of markets?
4. In the event a major importing country does not want a specific biotech crop/product (because of regulatory or market/consumer concerns), what type of information should be available to first purchasers, exporters or others to help protect export markets and/or meet consumer demands? Should the sharing of this information with the grain/food marketing industry be voluntary (self-discipline) or should it be mandated?

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("StarLink" continued from page 2

► **Seed Standards:**

1. For seed with restricted uses or market restrictions, what additional protections are needed to ensure appropriate seed distribution and planting to avoid future market disruptions?
2. Should there be new voluntary standards or regulations for seed producers/markets/distributors/dealers that include recordkeeping of seed sales, ethics training for seed salespersons (similar to what futures commodity merchants or securities dealers must complete); or other regulations, such as truth in labeling, truth in advertising, etc. What is the best way to assure national uniformity across states?
3. Should there be verifiable purity specifications for conventional seed for the presence of biotech events?
 - a. What is the appropriate purity level?
 - b. Should seed dealers be required to test each lot of seed to meet these purity specifications and provide certification to producers that the seed meet minimum purity specifications?

► **Addressing the Future:**

1. In the future, what new regulations/regulatory structure is needed to solve StarLink-type problems in a timely fashion with the least market disruption?

NGFA to Publish Information on Biotech Seed Varieties

The NGFA during the week of Feb. 12 plans to make available on its web site [www.ngfa.org] information received to date from seed companies concerning the varieties of biotechnology-enhanced seed being offered for sale this planting season and the status of any restrictions on commodities produced from such seed in domestic or export markets.

For each seed variety, the information will include the biotech event, the derivative seed (both its brand name and variety number), whether such seed has any restricted use in export or domestic markets, and whether quick test kits are available to detect the biotech events present in, commodities produced from such seed.

The NGFA on Nov. 1 had written to each of the major seed companies offering biotech varieties requesting such information and asking that it be provided by Nov. 17 so that it could be made available to country elevators, processors and other first buyers that may be having discussions with growers about seed varieties that may be most appropriate for planting in their marketing areas. [See *NGFA Newsletter*, page 5, Nov. 2, 2000.] To date, the NGFA has received responses from each of the major seed companies except Monsanto.



Rails, Rivers and Roads

by Randall C. Gordon
V.P., Communications/
Gov't Relations

Canadian National Announces Agreement to Acquire Wisconsin Central

The Canadian National Railway Co. on Jan. 30 announced a merger agreement to purchase the Wisconsin Central Transportation Corp. for approximately \$1.2 billion – equivalent to \$17.15 per share, a 21 percent premium over the Wisconsin Central's closing price on Jan. 26.

The merger would solidify a key link in CN's transcontinental rail grain network via its main line from Superior, Wis., to Chicago, Ill. Under a long-term contract, the Wisconsin Central has been hauling CN freight along that route since 1998, when CN acquired the Illinois Central Railroad Co. and its lines from Chicago to the Gulf of Mexico. The Wisconsin Central operates a system of Class I and Class II railroads consisting of approximately 2,850 miles, with track and trackage rights in Wisconsin, Illinois, Minnesota, Michigan's Upper Peninsula and Canada's Ontario Province.

"The (merger) transaction is a simple, straightforward, pro-competitive, end-to-end combination," said CN President and Chief Executive Paul M. Tellier. "Not a single 'two-to-one' point will arise in the United States as a result of the merger, and there will be no other significant adverse impacts on competition. CN is committed to keeping gateways open. Equally important, CN will offer shippers a service implementation plan that will assure that service levels on the combined CN/Wisconsin Central will be equal to, or better than, current levels."

The merger is subject to approval by the Surface Transportation Board, and may be the first reviewed under its new rail merger rules that still are under development. The CN and Wisconsin Central said they believed the transaction should be treated as a "minor one." But if not, the CN said it reserved the right to terminate the merger agreement without penalty.



On Capitol Hill

by Randall C. Gordon
V.P., Communications/Government Relations

("Farm Bill" continued from page 1)

upland cotton and rice. "The persistence of very low commodity prices has rendered existing farm policy instruments inadequate to address the level of distress experienced over the last few years," the commission said. It said that it had developed a set of policy recommendations that it believed "will prevent the need for continued reliance on emergency measures (such as annual ad hoc emergency payments) and provide the flexibility necessary to address unforeseen changes in future market conditions while continuing to provide a solid foundation of support for production agriculture." Concerning the supplemental payments, the commission suggested that an attempt be made to move the reference income measure from a national to a regional or crop-area basis. In this way, it said, the additional income support still could be decoupled from specific crops or crop prices but also be targeted to specific areas where crop failures or weather-related disasters occur.

The commission also recommended continuing the current marketing assistance loan program, including loan deficiency payments and marketing loan gains. It rejected a minority opinion that called for increasing loan rates, saying that doing so could encourage overproduction and increase the risk that U.S. government payments would exceed the limits established under international trade agreements. Instead, the commission recommended adjusting marketing loan rates to more strictly adhere to a formula based on historic market values for setting the relative loan rates between individual crops. "Maintaining the existing marketing loan program structure with formula-based loan rates, in combination with an enhanced supplemental income support program, provides (a)...policy package that reduces potential market distortion, conforms to international commitments and increases government outlays only when warranted by adverse market conditions," the commission said.

► **Planting Flexibility:** The commission recommended retaining the planting flexibility provided under the 1996 farm law.

► **Conservation Reserve Program:** The commission recommended that the CRP be continued but that "any possible increase in the acreage...be designated towards buffer strips, filter strips, wetlands, grass waterways and partial-field enrollments." The commission said partial-field enrollments "would encourage participation by producers who do not have entire fields that qualify under the current CRP, as well as producers who farm in riparian areas," and near streams and rivers. "Enhanced options for enrollment could assist the program in reaching its statutory maximum of 36.4 million acres," it said.

The commission also recommended continuation of the Environmental Quality Incentives Program (EQIP), urging that it be funded at levels initially proposed under the 1996 law, with such funds not used for administrative or overhead costs.

► **Risk Management:** The commission recommended the establishment of a tax-preferred savings account, such as the Farm and Ranch Risk Management (FARRM) account proposed by the American Farm Bureau Federation and others, without restricting on the length of time funds could be left in the account. "The removal of the time restriction on monies in the account would allow the FARRM account to serve both as a cash reserve for low-income years and an alternative retirement fund for the producer," the commission recommended. It also called for a study to examine moving to an actuarially sound crop/revenue insurance program with products provided by private companies. Under such a program, the government would not underwrite a portion of the insurance companies' risk, but instead provide farmers with a voucher to offset the cost of insurance premiums.

► **International Trade:** The commission also encouraged the U.S. government to seek expanded overseas markets and reduced trade barriers through a comprehensive round of multilateral trade negotiations. It supported the U.S. position on trade submitted at the World Trade Organization in June, and recommended that Congress approve legislation granting the president fast-track trade negotiating authority. It also espoused the view that trade negotiations within the WTO are an inappropriate forum for negotiating environmental and labor issues.

► **Appropriate Role for Government:** The commission outlined the following nine roles that it said were appropriate functions for the U.S. government to support production agriculture: 1) Ensure a "competitive agricultural economy through monitoring of concentration, enforcement of antitrust laws and related regulatory authority, ensuring transparency of market behavior, including contracting; 2) develop policies and programs that enhance the competitiveness of U.S. agricultural products, reduce trade barriers, open markets and enhance the ability of producers to maximize value-added opportunities; 3) base all policy on sound science and insist that foreign governments do likewise; 4) promote and enhance food safety and a clean environment; 5) promote and enhance animal and plant health and safety; 6) provide support for agricultural research and education; 7) enhance development and use of risk-management tools; 8) develop and fund programs that meet the special needs of small and limited-resource farmers; and 9) provide an effective and adequate income safety net for farmers with minimal market distortion.



USDA Projects Improved Long-Term Prospects for U.S. Ag

During testimony presented to the Senate Agriculture Committee on Jan. 30, U.S. Department of Agriculture Chief Economist Keith Collins projected that the U.S. agricultural sector will slowly recover over the next several years, and that U.S. agricultural exports are projected to increase 43 percent over the next decade and reach \$76 billion by 2010.

“...[C]ontinued improvements in global economic growth, particularly in developing countries, are projected to increase steadily foreign demand for U.S. agricultural products,” Collins testified. “Almost all regions of the world are expected to realize above average economic growth (projected to average about 3.5 percent annually over the next decade compared to 2.6 percent in the past decade)...Rising world demand for agricultural products along with continued progress toward freer trade through ongoing unilateral policy reforms in foreign countries and existing multilateral trade agreements are projected to lead to steady increases in U.S. agricultural exports.” Collins particularly cited income growth in most of Asia, Latin America, North Africa and the Middle East.

But Collins said that for 2001, farmers could expect slowly recovering agricultural exports, lower cash income from crops, slightly higher crop prices, and higher production costs attributable to increased energy prices. But he said farm financial conditions remain stable, largely because of record government payments and greater off-farm income. In this regard, he said that the key indicator of farm financial stress in 2001 may reach the highest level since 1986. But that level still would be about half that experienced during the 1984-85 “farm credit crisis” period.

During an overview of the history of farm programs, Collins noted that past production control programs had prevented the public from receiving the full benefits of breakthroughs in agricultural efficiency and productivity, two areas in which the government had invested heavily in research. He also said that increased marketing loan benefits (marketing loan gains and loan deficiency payments) probably resulted in increased plantings of the eight major field crops by 4 million to 5 million acres in 2000.

Chairman and Ranking Democrats of Senate and House Committees

The following is a list of the chairmen and ranking Democrats selected by their respective parties to serve on several key committees for the 107th Congress.

Senate	Chair	Ranking Democrat
Agriculture	Richard Lugar, Indiana	Tom Harkin, Iowa
Appropriations	Ted Stevens, Alaska	Robert Byrd, West Virginia
Budget	Pete Domenici, New Mexico	Kent Conrad, North Dakota
Commerce, Science and Transportation	John McCain, Arizona	Fritz Hollings, South Carolina
Environment and Public Works	Bob Smith, New Hampshire	Harry Reid, Nevada
Finance	Charles Grassley, Iowa	Max Baucus, Montana
Judiciary	Orrin Hatch, Utah	Patrick Leahy, Vermont
House		
Agriculture	Larry Combest, Texas	Charles Stenholm, Texas
Appropriations	Bill Young, Florida	David Obey, Wisconsin
Budget	Jim Nussle, Iowa	John Spratt, South Carolina
Energy and Commerce	Billy Tauzin, Louisiana	John Dingell, Michigan
Judiciary	Jim Sensenbrenner, Wisconsin	John Conyers, Michigan
Transportation and Infrastructure	Don Young, Alaska	Jim Oberstar, Minnesota
Ways and Means	Bill Thomas, California	Charles Rangel, New York





Feed Facts

by Randall C. Gordon
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("Brazilian Beef" continued from page 1)

because APHIS was concerned over the possibility that cross contamination with the BSE agent could occur in such countries. The decision followed the determination by the European Union that feed of non-ruminant origin was cross contaminated with the BSE agent.

On Jan. 20, the Food and Drug Administration issued a notice to its district offices authorizing them to detain without physical examination imports of animal feeds (including pet food), feed ingredients and other products for animal use that consist of or contain animal protein ingredients from European countries.

At a Jan. 29 meeting, APHIS officials told the NGFA that the U.S. Customs Service has been informed about the codes for different animal proteins of European origin, and

is doing an effective job at U.S. ports of placing a hold on any such shipments, which then must be destroyed or returned to the origin shipper. APHIS officials said the Customs Service also is tracking movements to prevent entry of transshipments from third countries.

The import ban is a key element of the barriers erected by various U.S. government agencies to prevent the BSE agent from entering North America. These steps include the Food and Drug Administration's ban on feeding prohibited mammalian protein to cattle and other ruminants. Despite active surveillance since 1990 of the most susceptible portions of the U.S. cattle herd – so-called "fallen stock" – no cases of BSE have been detected in the United States. For a related article, see the enclosed edition of *Issues and Actions*.

FDA May Launch Self-Inspection Pilot Project by Late Summer

The Food and Drug Administration's Center for Veterinary Medicine believes it still may be possible to launch a pilot project to test the so-called "Voluntary Self-Inspection Program" for medicated feed establishments by as early as mid-July.

Under the program, which is strongly supported by the NGFA, medicated feed establishments that have implemented a written quality-assurance program would enter into a binding agreement with FDA/CVM in which they would certify and submit a report that they had conducted an annual current good manufacturing practice (CGMP) inspection. In return, FDA/CVM would designate participating feed establishments as a low priority for inspection. During the Jan. 21-24 meeting of the Association of American Feed Control Officials, FDA/CVM officials said they had recently presented the concept to

FDA's Compliance Policy Council for a review of cross-cutting issues (since it would be the first such program within FDA), and received no negative feedback. The agency also has solicited comments from its field offices, which it said generally have been positive.

Once cleared by FDA, the agency plans to publish a notice in the *Federal Register* seeking public comment for a 90-day period. Assuming no insurmountable issues are raised in those comments, FDA/CVM officials said the agency plans to issue a second *Federal Register* notice announcing the start of the pilot project. If the project moves forward, FDA/CVM plans to offer CGMP training for industry personnel and third-parties who might perform the CGMP inspections under the self-inspection program.

EPA Sets Public Meetings on Concentrated Animal Feeding Proposal

The Environmental Protection Agency on Jan. 30 announced the schedule for a series of eight public meetings on its new proposed regulations for concentrated animal feeding operations (CAFOs), which were published in the Jan. 12 *Federal Register*. An overview of the proposed rule was published in the Dec. 28 edition of the NGFA's *Feed and Feeding Digest*.

EPA's public meetings on the CAFO proposals are scheduled for: 1) March 1 in Baltimore, Md. (Baltimore Marriott Inner Harbor Hotel, 110 S. Eutaw St.); 2) March 7 in Ames, Iowa (Benton Auditorium of the Scherman Bldg. at Iowa State University Center,

Elwood Drive); 3) March 13 in Riverside, Calif. (Riverside Convention Center, Holiday Inn Select, 3400 Market St.); 4) March 15 in Fort Wayne, Ind. (Fort Wayne Hilton at the Convention Center, 120 S. Calhoun St.); 5) March 20 in Dallas, Texas (Hotel Adolphus, 1321 Commerce St.); 6) March 22 in Chattanooga, Tenn. (Chattanooga Clarion Hotel, 47 Chestnut St.); 7) March 27 in Denver, Colo. (Executive Tower Hotel, 1405 Curtis St.); and 8) March 29 in Boise, Idaho (The Grove Hotel, 245 S. Capitol Blvd.). EPA emphasized that the meetings are intended to be information-sharing, not a mechanism for submitting formal comments on the proposal.





USDA Enters into Bioenergy Subsidy Agreements

The U.S. Department of Agriculture announced Feb. 1 that it had entered into 54 agreements representing 79 plants in 19 states to participate in its bioenergy subsidy program for fiscal year 2001. [See accompanying table.]

USDA said 42 ethanol and 12 biodiesel producers submitted offers during the Dec. 1-31 signup period. USDA said the aggregate increased production anticipated under these agreements is projected to be 246.2 million gallons of ethanol and 36.5 gallons of biodiesel during the December 2000-September 2001 period. USDA said that since the subsidy payments are expected to be within the \$150 million authorized for fiscal year 2001, each of the accepted agreements will receive 100 percent of the projected payment.

Under the program, ethanol and biodiesel producers are eligible to receive incentive cash payments from USDA's Commodity Credit Corp. for increasing their utilization of eligible U.S. agricultural commodities to increase bioenergy production compared to the comparable quarter of the previous year. For complete details on the program, see the Nov. 16 edition of the *NGFA Newsletter*

State	Fuel	Number of Plants	Increased Thousand Gallons Eligible for Payment
Florida	Biodiesel	1	5,200
Idaho	Ethanol	2	1,000
Illinois	Biodiesel	2	4,053
	Ethanol	6	49,465
Indiana	Biodiesel	1	4,000
	Ethanol	2	4,320
Iowa	Biodiesel	2	8,400
	Ethanol	5	14,916
Kansas	Ethanol	8	6,329
Kentucky	Biodiesel	1	1,400
Louisiana	Ethanol	1	15
Minnesota	Biodiesel	1	10,000
	Ethanol	13	58,481
Missouri	Ethanol	2	19,194
Nebraska	Biodiesel	1	200
	Ethanol	11	32,546
Nevada	Biodiesel	1	1,400
New Mexico	Ethanol	3	1,622
North Carolina	Biodiesel	1	1,400
North Dakota	Ethanol	4	20,544
South Dakota	Ethanol	3	9,332
Tennessee	Biodiesel	1	400
	Ethanol	2	21,750
Utah	Ethanol	1	1,000
Wisconsin	Ethanol	4	5,665



Kernels

► **USDA Sets May 31 Deadline for Requesting Extension of Expiring CRP Contracts:** The U.S. Department of Agriculture has issued a notice (CRP-381) stating that landowners have until **May 31** to request a one-year extension and any modification of Conservation Reserve Program contracts scheduled to expire on Sept. 30.

► **Staffing Changes Made at USDA Warehouse and Inventory Division:** The NGFA has been notified of several staffing changes at USDA's Warehouse and Inventory Division, which, among other things, oversees the operation of the federal warehouse system and implementation of the Uniform Grain and Rice Storage Agreement with commercial warehouses:

• **Helen Linden**, who served most recently as deputy to Division Director Steve Gill, has been reassigned to serve as acting assistant to the deputy administrator for commodity operations (DACO). Linden previously served in that capacity from February 1998-September 1999. Before that, she was chief of the Licensing Authority Branch and a marketing specialist in the Inventory Management and Storage Contract Branches of the Warehouse and Inventory Division. A native of Illinois, she has been at USDA's headquarters since 1987. She also has served as an agricultural program specialist in USDA's Price Support Division.

• **Candace Thompson**, chief of the Policy and Procedures Branch in FSA's Price Support Division since December 1997, replaced Linden as new deputy director of the Warehouse and Inventory Division, effective Feb. 11. In her previous capacity, she was responsible for implementing the marketing assistance loan and loan deficiency payment program for grains, oilseeds, cotton and rice, as well as the farm storage facility loan program. Prior to that, she managed the Price Support Division's information systems. A Missouri native, she has worked at USDA for more than 20 years in a variety of positions at FSA and its predecessor, the Agricultural Stabilization and Conservation Service.

• **Cary (Rick) Whittle** has been selected as an agricultural marketing specialist in the Warehouse Licensing Division. Whittle has served in that capacity at the Kansas City Commodity Office since 1984. Before that, he was a federal warehouse examiner in the Texas Gulf area. A Kansas native, he has worked for USDA for more than 21 years, and also has been a warehouse operator and assistant manager of a grain cooperative.





Membership Matters

by Todd Kemp
Director of Marketing

NGFA Recruiters in a FEBRUARY FRENZY



...In Pursuit of 105 New Members!...

With the end of the NGFA's 2000-01 membership year less than five weeks away, recruiters across the land are whipping up a flurry of new member activity!

Our ambitious goal: to land a total of 105 new member companies by the start of the NGFA's 105th annual convention in New Orleans, La., on March 15.

During February, all sponsors of a new member receive **Double Bonus Points** for the coveted Kentucky Derby Weekend prize. A random drawing will occur on March 1. The winner will receive:



Airfare for two to Louisville, Ky. – Courtesy of **CIT**, New York, N.Y.



Three nights' accommodations – Courtesy of **AgriClick.com**, Kansas City, Mo.



Tickets to the Kentucky Derby – Courtesy of **Agrifusion**, Lenexa, Kan.

Thanks to each of the aforementioned sponsors for making the Kentucky Derby Weekend possible!

Two Reasons to spend 15 minutes weekly on recruiting new members:

- ▶ Help the NGFA reach its goal of 105 new members!
- ▶ Get yourself qualified for the fabulous Kentucky Derby Weekend!

NGFA to Conduct Trading, Trade Rules Seminar on May 22-23 in St. Louis

Do your responsibilities, or those of your key employees, include buying or selling grains, oilseeds, feedstuffs or grain products? If so, you and/or your colleagues need to attend the **NGFA's Seminar on Trading, Trade Rules and Dispute Resolution in St. Louis, Mo., on May 22-23**. Topics will include the do's and don'ts of producer contracts; the steps to take before transporting grain and grain products between the United States and Canada and Mexico; contracting considerations in light of the proliferation of biotech-enhanced grains and oilseeds; a primer on the NGFA's newly rewritten and reorganized Trade Rules; and how to use the NGFA's Arbitration System to resolve trade disputes, including disagreements with rail carriers. **Complete program and registration information will be published soon. For now, circle your calendar to reserve the dates and make plans to attend!**



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TIME SENSITIVE



NGFA's 105th Annual Convention
March 14-16, 2001
Fairmont Hotel, New Orleans, La.

