



116th Annual Convention
March 18-20, 2012

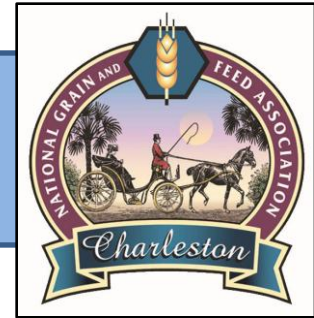
The Best in the Business – Meeting the Challenge!

Hal Reed
Chairman, NGFA Board of Directors

116th Annual Convention
National Grain and Feed Association
March 20, 2012



NGFA Mission and Purpose



**Promotion of
Free Markets**



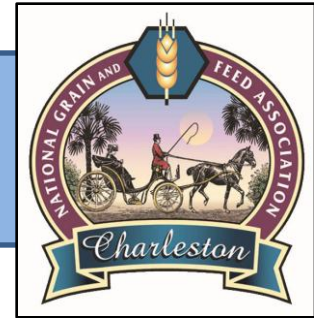
**Abundant
and
Safe Food
Supply**



Serving the Industry for 116 Years



Kendell Keith



**NGFA Career
1980 - 2012**

**President
1987-2012**

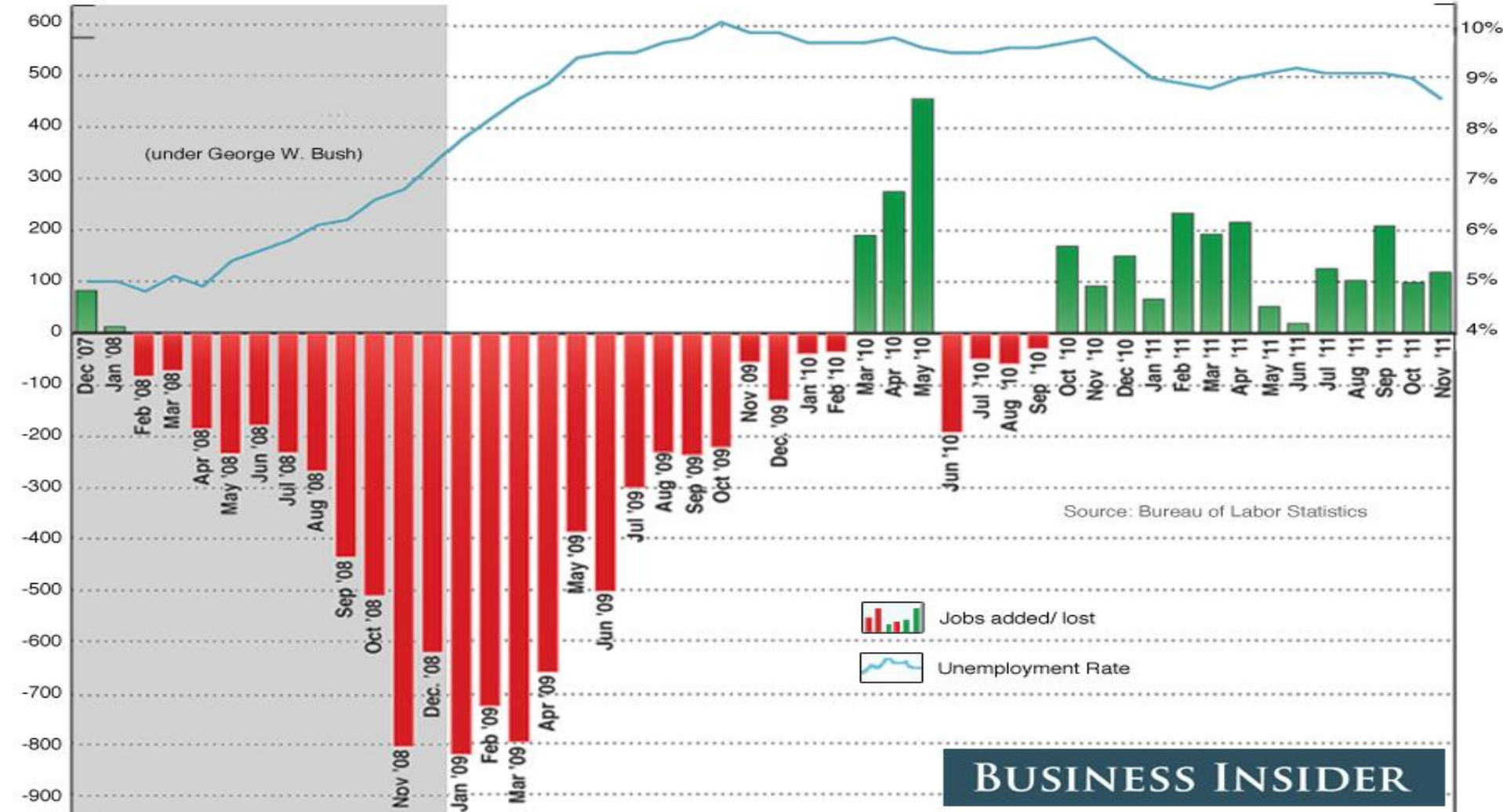
U.S. Unemployment



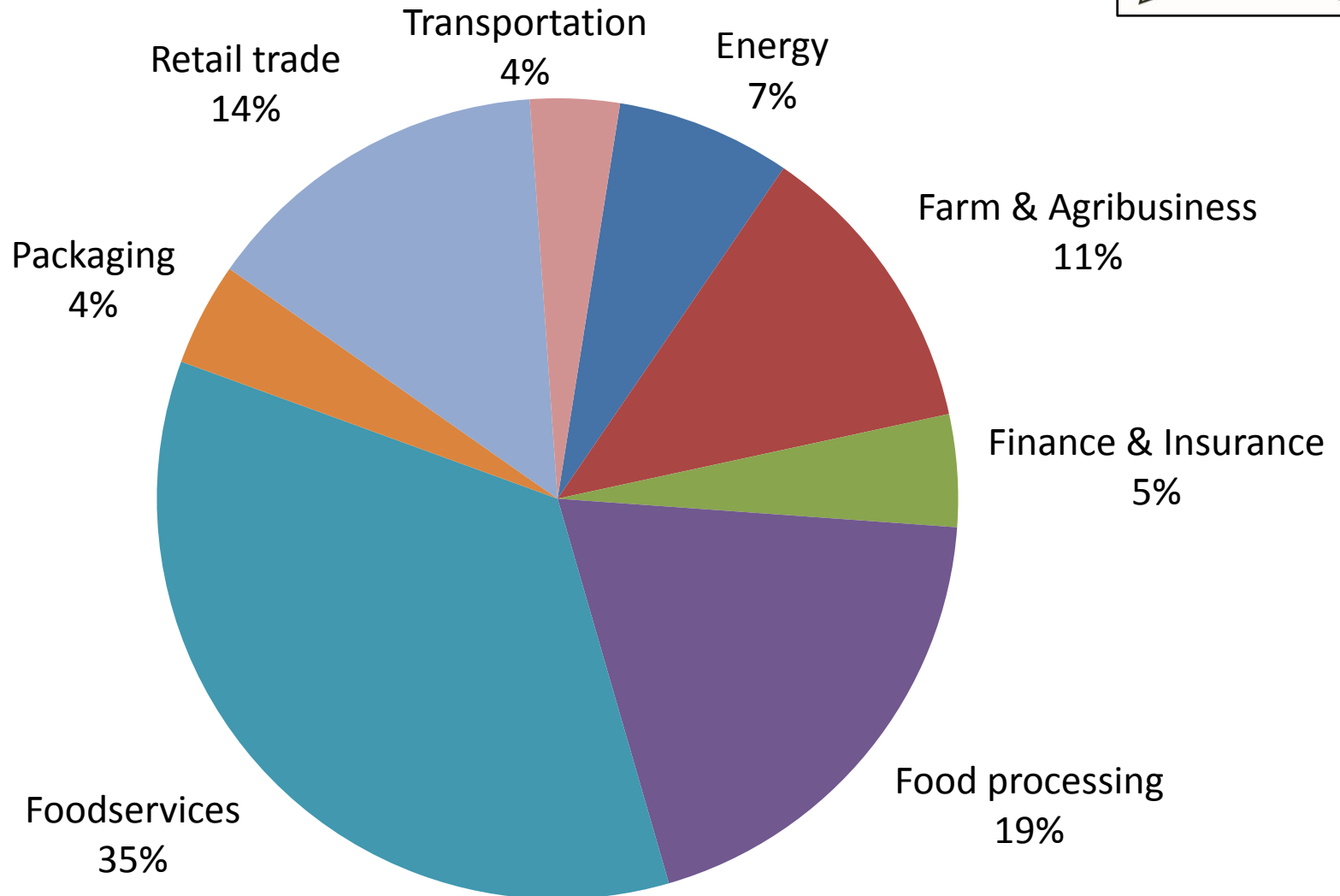
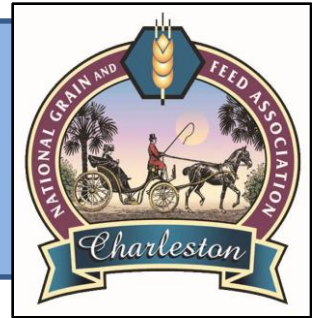
Unemployment Rate, Jobs Added Since Start Of 'Great Recession'

Total Non-Farm Payroll Jobs Added (in thousands)

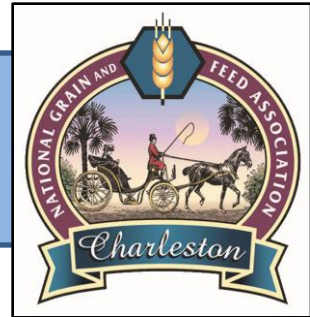
Unemployment Rate



16 Million Jobs Supported by Agriculture

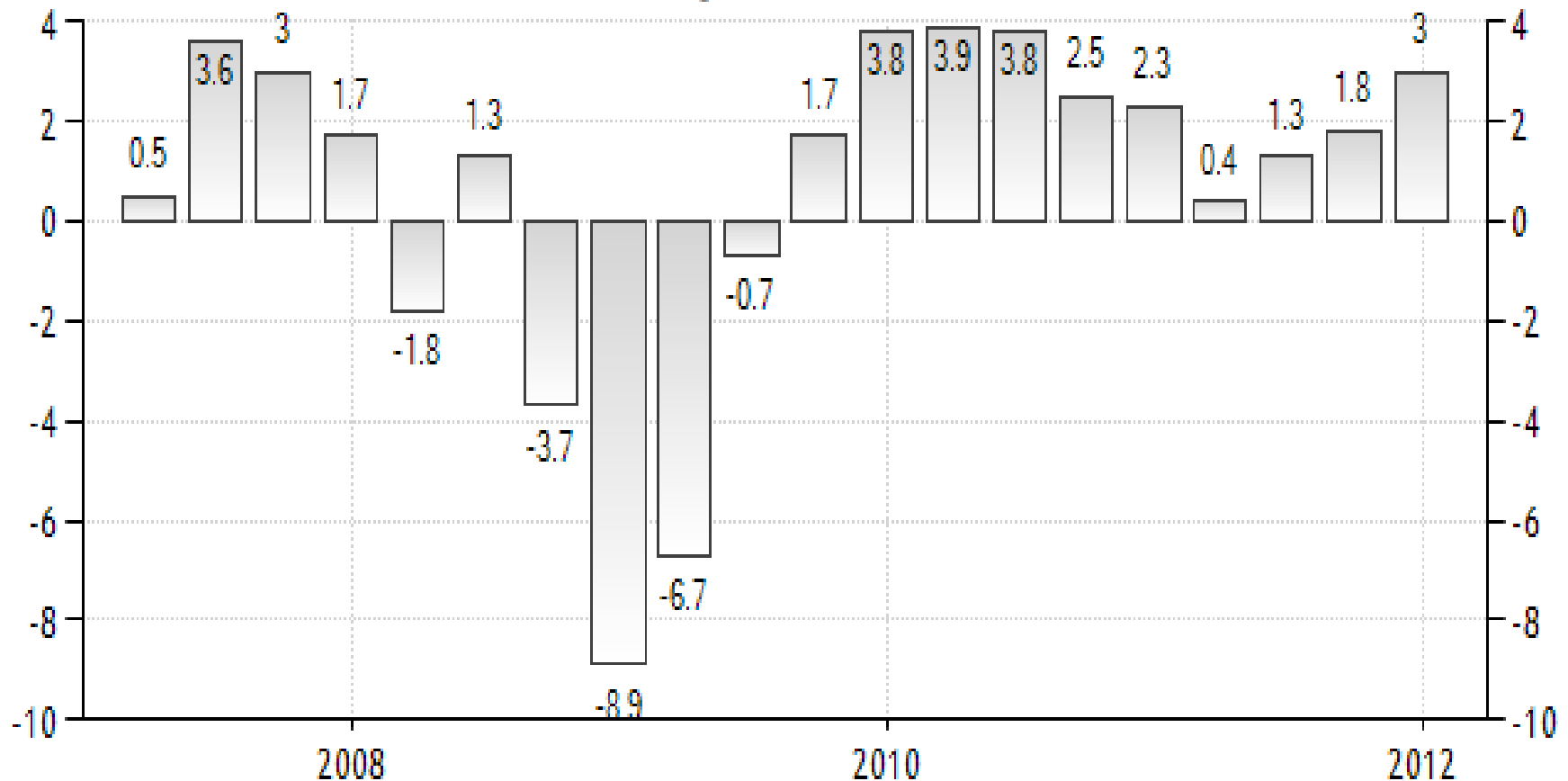


Global Economic Growth

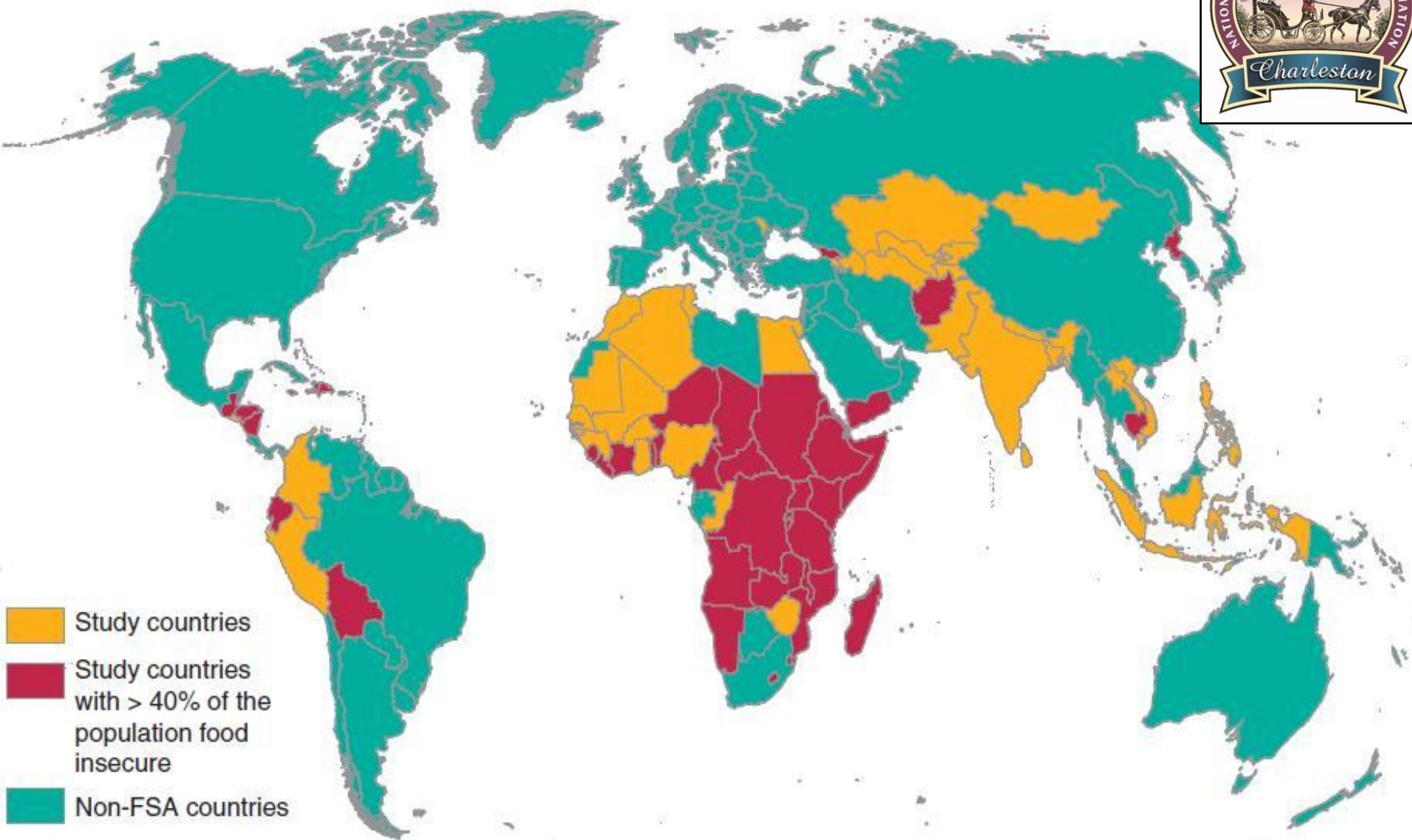


UNITED STATES GDP GROWTH RATE

Percent Change in Gross Domestic Product

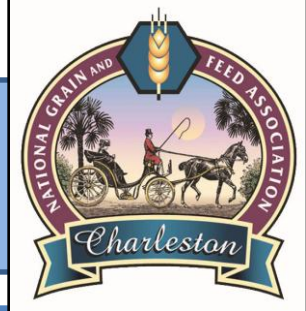


In 42 (out of 77) lower-income countries, over 40 percent of the population is estimated to be food insecure¹ in 2011



¹Defined as consumption below the nutritional target of roughly 2,100 calories per person per day.

Source: USDA, Economic Research Service.



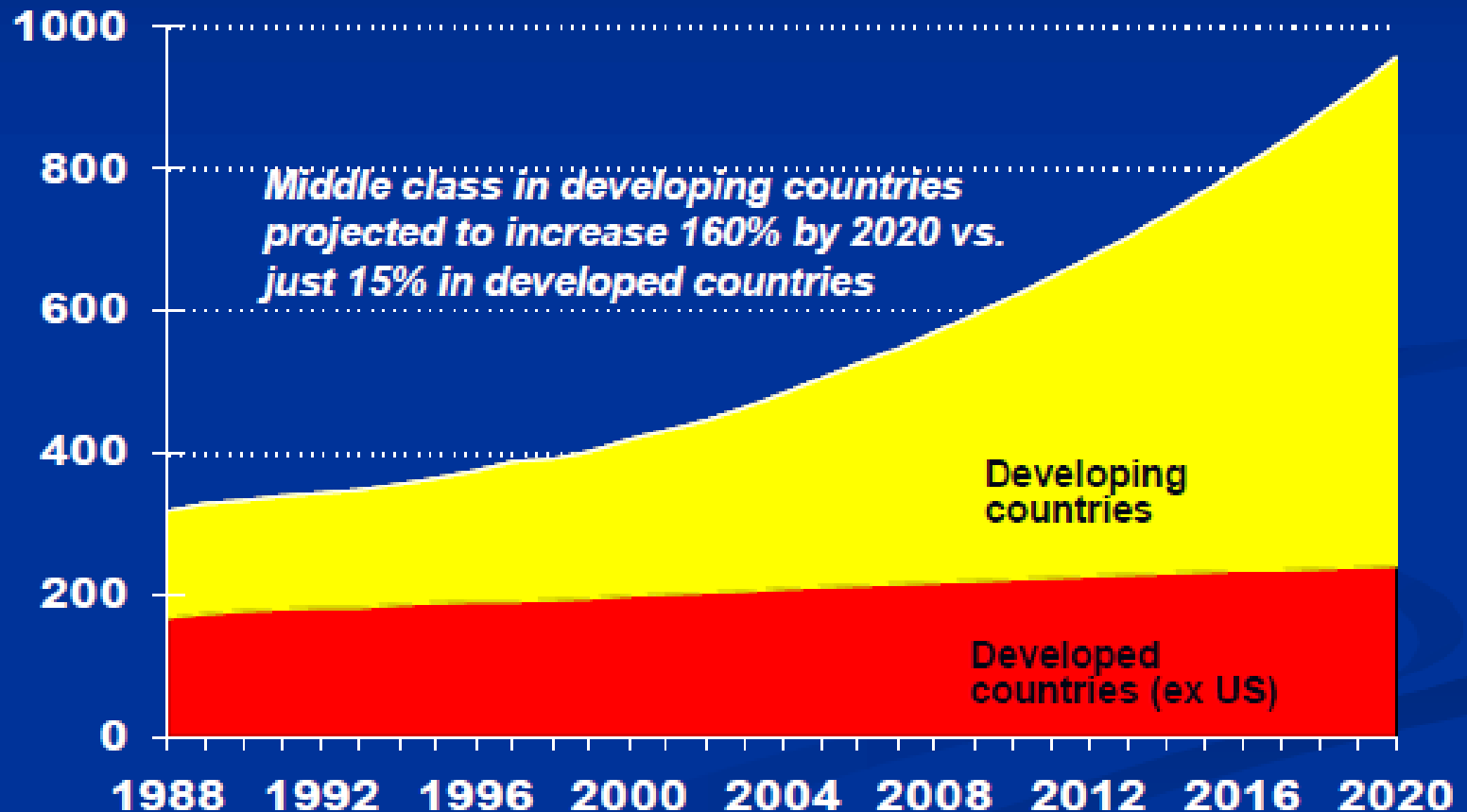
Projected Population Growth

Region	2011	2050	Change	Percent
World	6,987	9,587	+2,600	+ 38
High Income	1,242	1,333	+ 91	+ 7
Low Income	5,745	8,254	+2,509	+ 44
East & S.E. Asia	2,183	2,308	+ 125	+ 6
South Central Asia	1,795	2,574	+ 779	+ 43
Sub-Saharan Africa	883	2,069	+1,186	+134
Lat. America/Carib	596	746	+ 150	+ 25
N. Africa & W. Asia	451	725	+ 274	+ 61

Source: Population Reference Bureau. 2011 World Population Data Sheet.

“Middle Class” Outside the U.S. Expected to Double By 2020 – Approaching 1 Billion Households

*Foreign households w/real PPP incomes greater than \$20,000 a year
(in millions of households)*





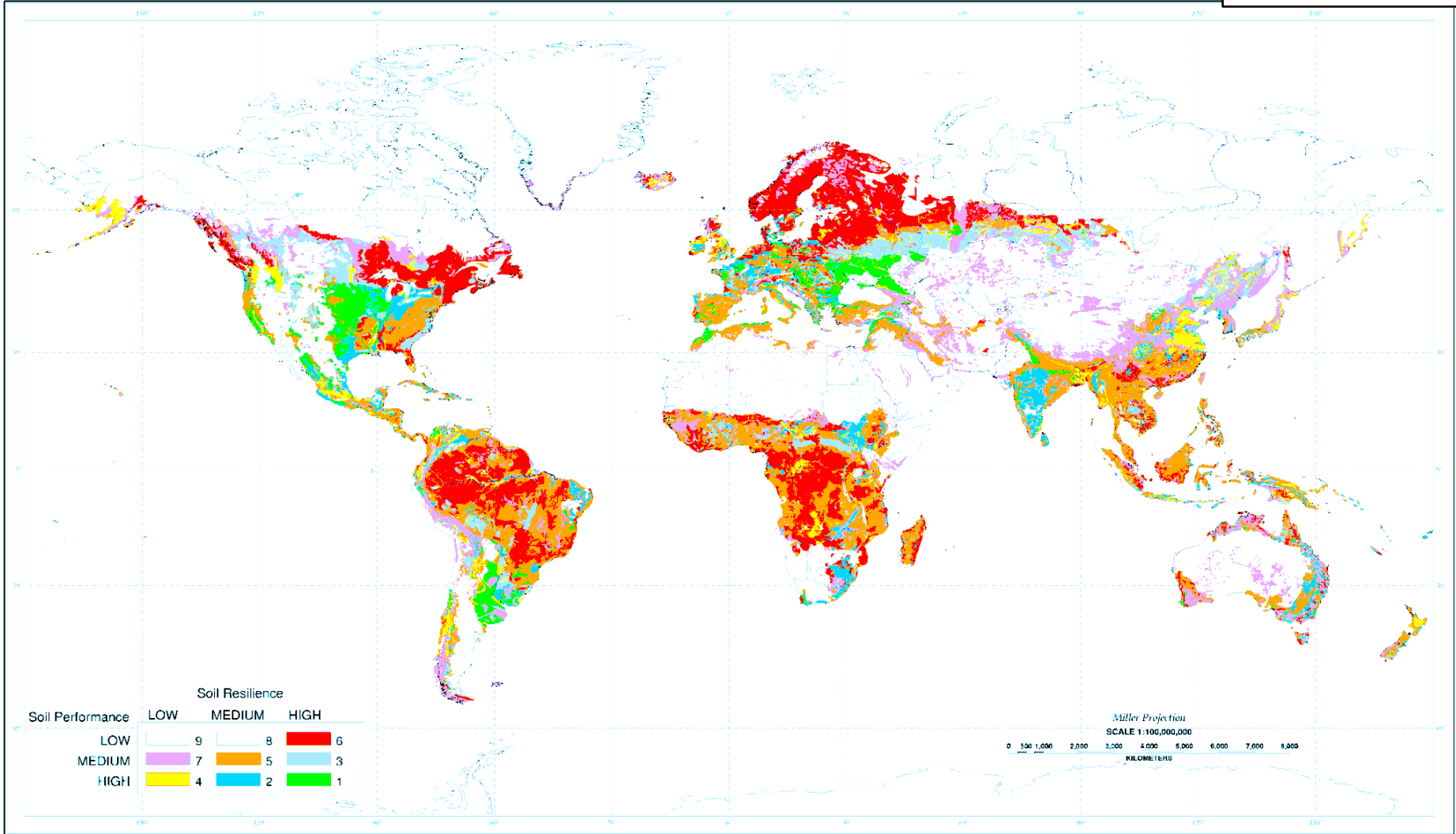
Source: Center for Sustainability and the Global Environment (SAGE), University of Wisconsin.

Quality of Land



U.S. Dept. of Agriculture
Natural Resources Conservation Service
Soil Survey District
World Soil Resources

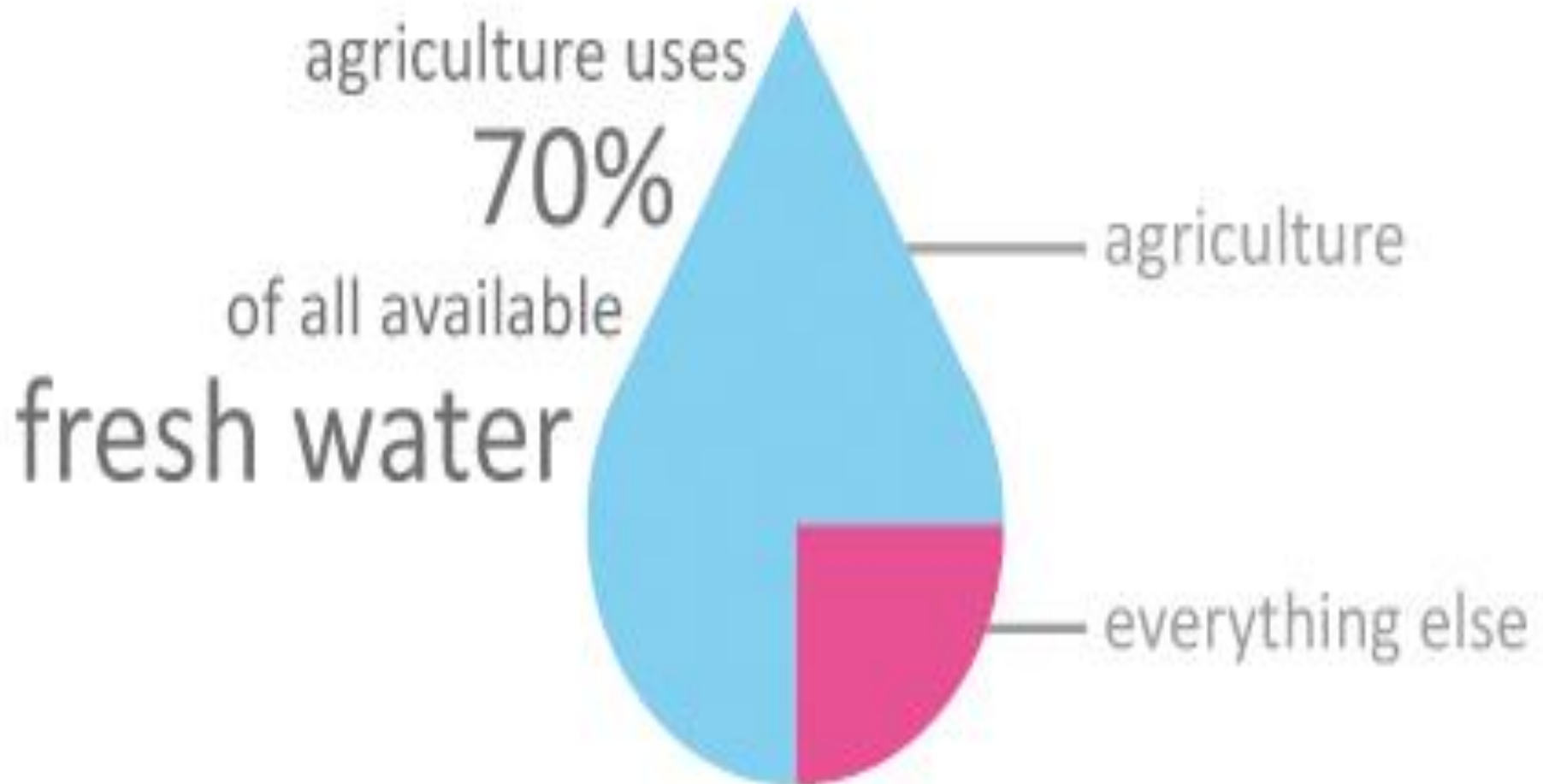
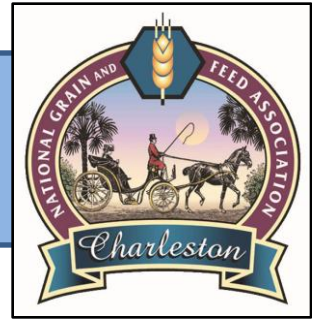
Inherent Land Quality Assessment



Country boundaries are not authoritative.

Washington DC, 10/05

Scarce Water Availability

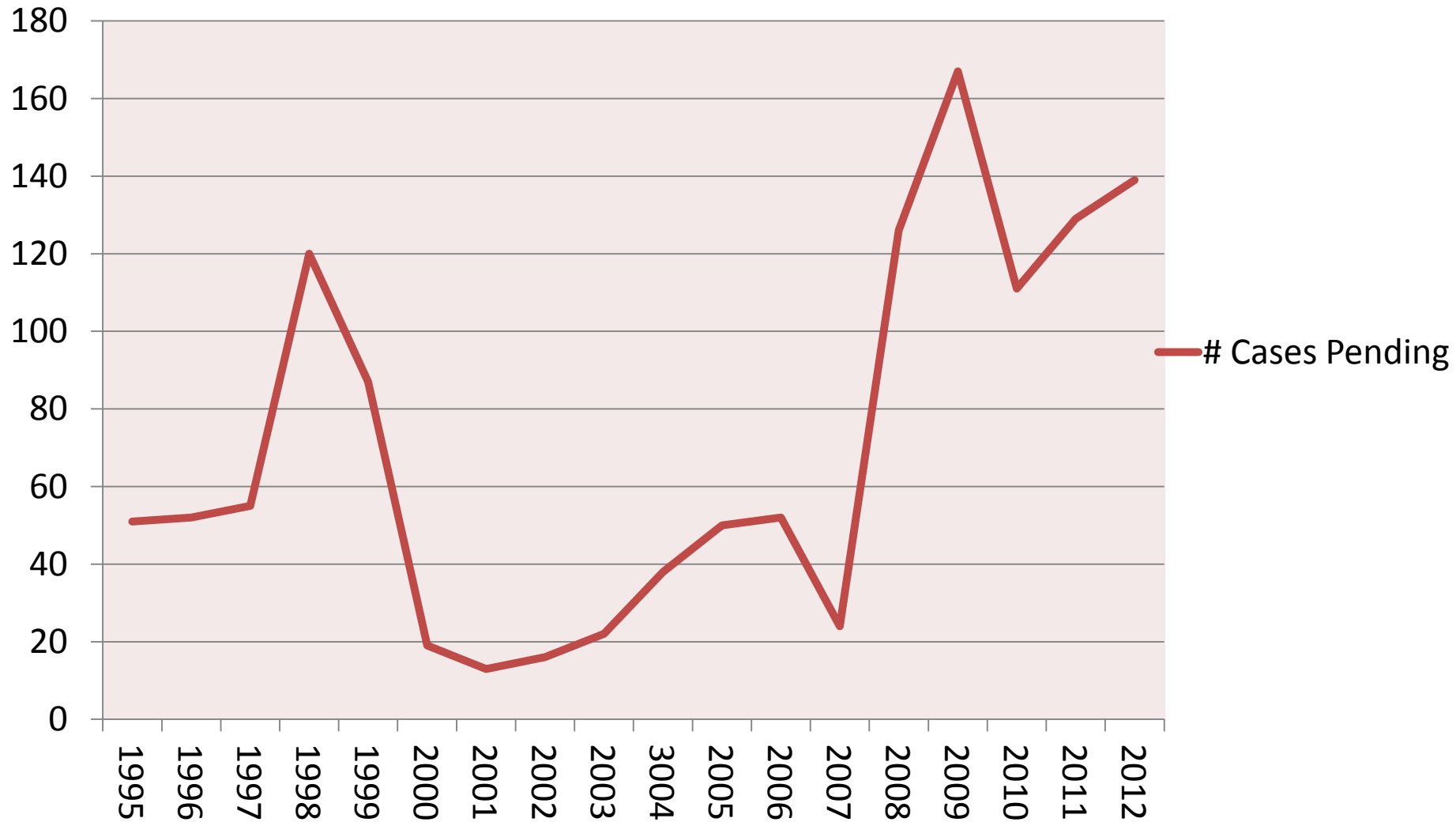


Earl Kintner

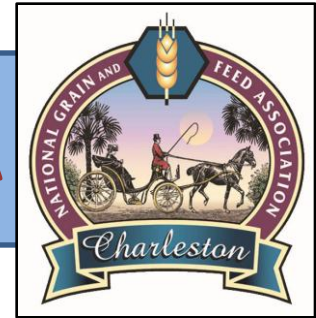


NGFA's Trade Rules and Arbitration
System = a "special jewel"

NGFA Arbitration – Active Cases



Committees within the NGFA



Agroterrorism/Facility
Security

Arbitration/Appeals Panel

Biofuels and Co-Products

Biotechnology

Country Elevator

Feed Legislative and
Regulatory Affairs

Feed Manufacturing and
Technology

Finance and Administration

Grain Grades and Weights

Legal Council

Membership and Marketing

PAC Committee

Rail Arbitration Rules

Rail Shipper/Receiver

Risk Management

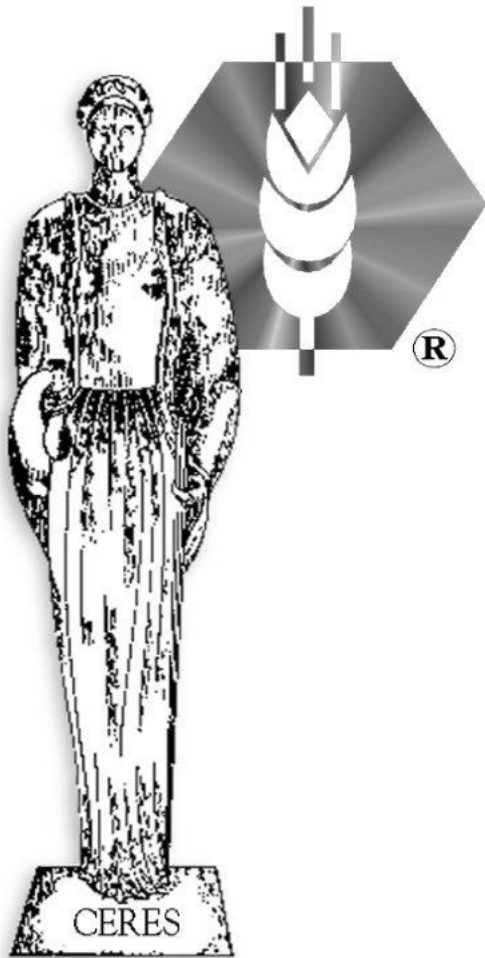
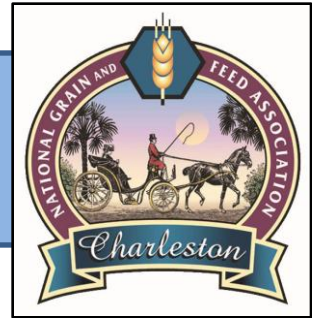
Safety, Health and
Environmental Quality

Trade and Agricultural
Policy

Trade Rules

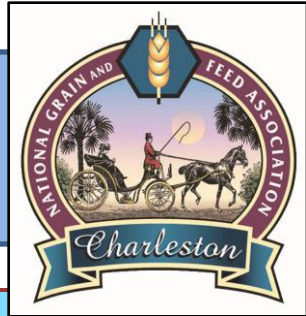
Waterborne Commerce

Moving NGFA Forward

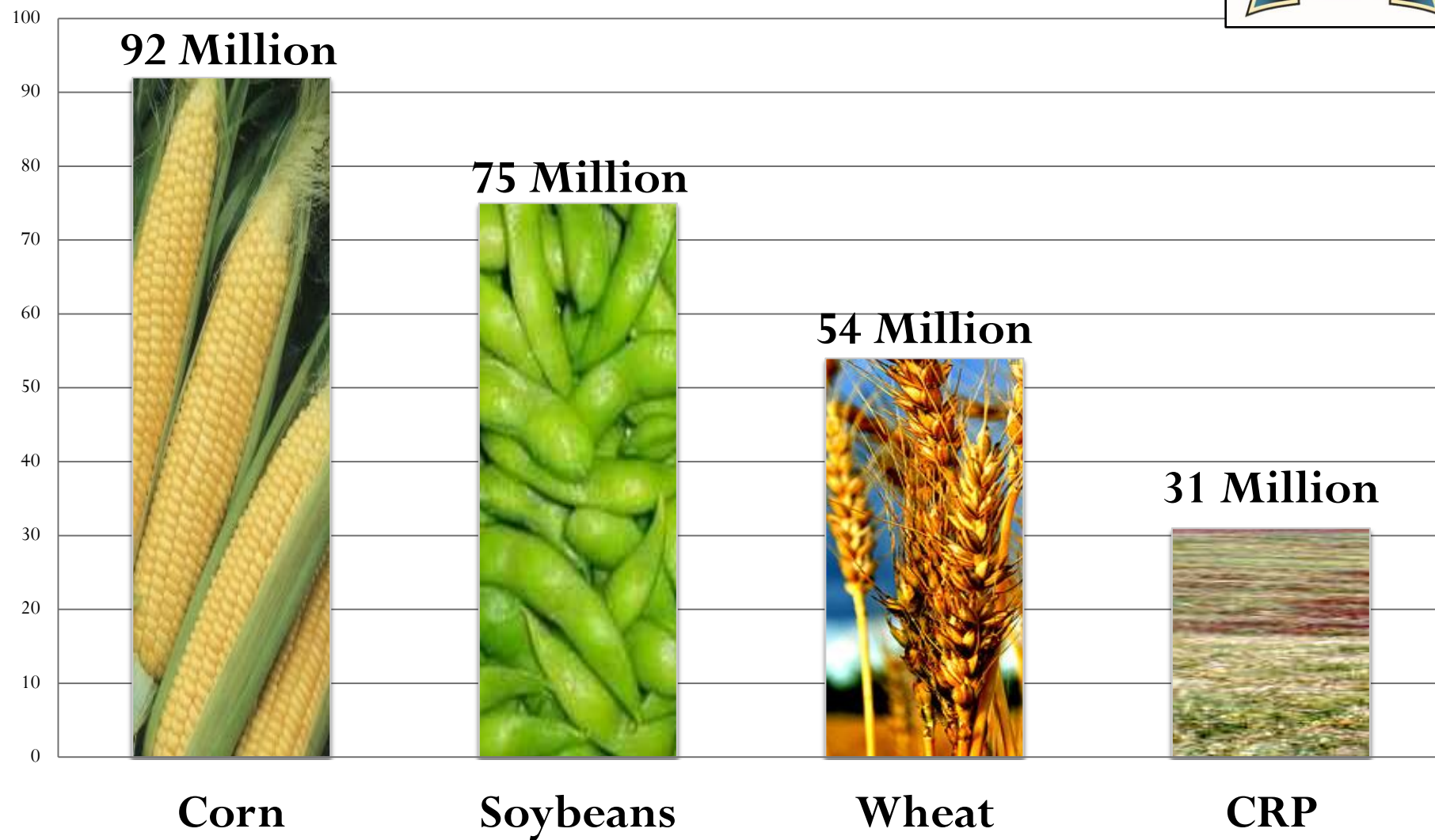


- Long Rang Plan through 2017
- New Dues Structure
- Membership Recruitment

NGFA on CRP



Conservation Reserve Program: 4th Largest Crop



Changing Congressional Attitudes



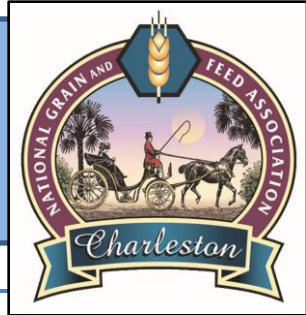
CRP is “an enormously popular middle-class entitlement” and “the classic we-are-paying-people-not-to-farm” program.

-Rep. Jack Kingston
(R-GA)



More targeted approach and
Appropriators should try to amend
- Rep. Sam Farr (D-CA)

National Grain and Feed Foundation Project

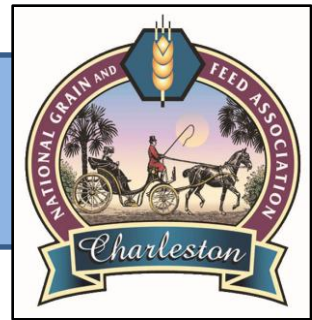


Provide analysis on policy and management opportunities associated with CRP.

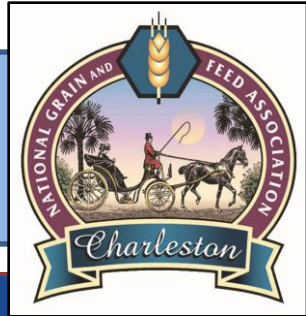
Focus on 30 states with highest CRP enrollment to rationalize re-enrollments and provide analysis of upcoming CRP expirations, rental rates, and land capability classes.



Taking the Lead on MF Global



Rail Transportation



**NGFA: The Reasonable
Middle**



Food & Drug Administration



- Most significant changes in food and feed safety law in 70 years
- NGFA provides input to FDA regarding 50+ regulations and guidance documents mandated by FSMA



Assistant Secretary for
Occupational Safety and Health
Washington, D.C. 20210



FEB 16 2012

The Honorable John Kline
Chairman
Education and the Workforce Committee
U.S. House of Representatives
Washington, DC 20515

Dear Chairman Kline:

Dear Chairman Kline:

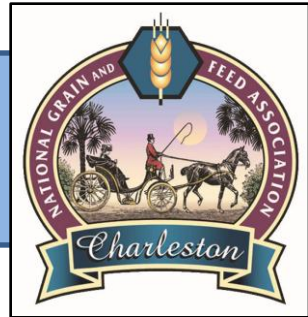
Thank you for your November 7, 2011, letter from you and your colleagues regarding the operation of sweep augers inside grain storage structures. Your letter raised concerns about a letter of interpretation that the Occupational Safety and Health Administration (OSHA) sent to Mr. Rick Smithpeter on December 24, 2009. Specifically, you assert that although the letter to Mr. Smithpeter states that an employee cannot work inside a bin while an unguarded sweep auger is operating, OSHA did not offer alternatives for removing grain while an unguarded sweep auger is operating, and the Agency failed to define the term "unguarded sweep auger." Your letter asks for an update on actions the Agency has taken since the December 24, 2009, letter to clarify its position on sweep augers, and requests that OSHA seek input from industry on practical solutions for this issue. Your letter also stated that "... a number of citations have been issued to grain handling facilities for operating 'unguarded' sweep augers."

"With regard to your statement about the number of citations that have been issued to grain handling facilities for operating 'unguarded' sweep augers, OSHA objects to the use of these citations to encourage workers to enter bins without proper training and safety equipment."

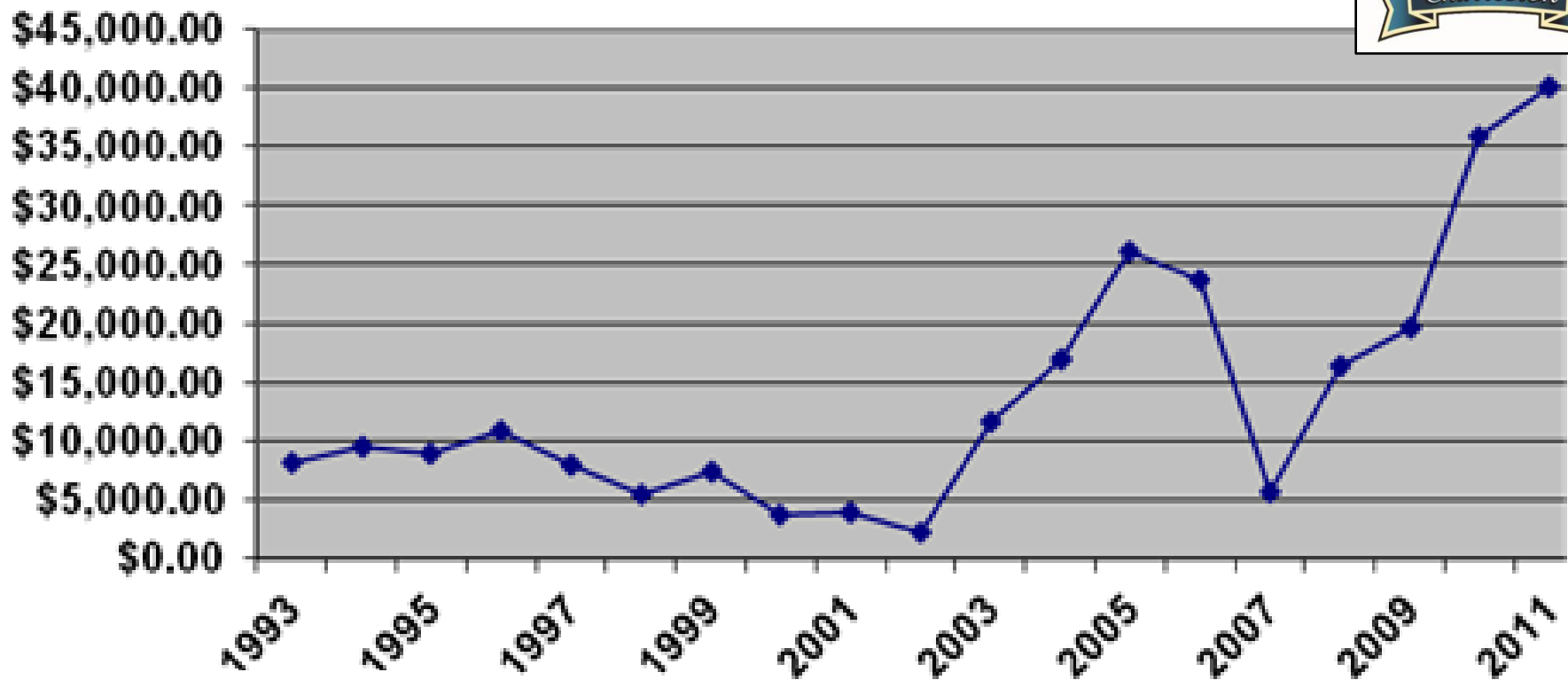
A sweep auger issued to grain elevators was not issued because grain handling facilities are partially guarded or toward the bin were issued because grain handling facilities are partially guarded or the grain tower containing energized sweep augers (whether partially guarded or covered by some type of guard) exposed the workers to the dangers posed by those augers." Therefore, it is accurate to describe a sweep auger (even if it is partially covered by some type of guard) as an "unguarded ... auger."

Standard 29 CFR 1910.272, does not prevent employers from using hydraulic and pneumatic

OSHA's grain handling standard, 29 CFR 1910.272, does not prevent employers from using a sweep auger inside a grain storage bin. Section 1910.272(g)(1)(ii) of the standard provides that, before a worker enters a grain bin, "all mechanical, electrical, hydraulic, and pneumatic equipment which presents a danger" to the workers be "deenergized, and ... disconnected, locked-out and tagged, blocked-off or prevented from operating by other equally effective means." Thus, if an employer can demonstrate that a worker in a grain storage structure is not exposed to hazards presented by the equipment, the standard does not require the equipment to be deenergized before a worker enters the bin. With regard to your statement about the number of guard) as an "unguarded ... auger."



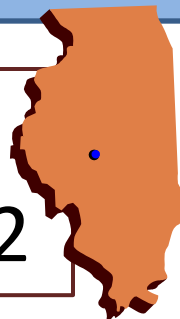
GRAIN PAC Contributions



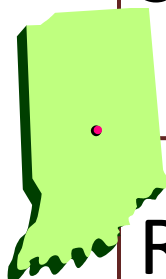
NGFA In-District Fundraisers



Rep. Tim Johnson (R-IL)
Decatur, IL – April 9, 2012

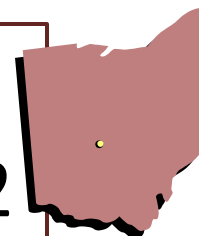


Sen. Richard Lugar (R-IN)
Kokomo, IN – April 13, 2012



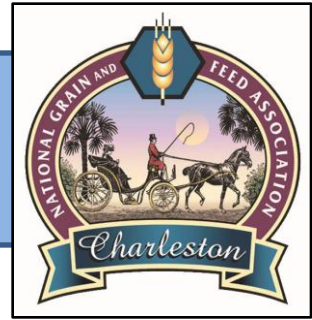
Rep. Marlin Stutzman (R-IN)
Kokomo, IN – April 13, 2012

Rep. Bob Gibbs (R-OH)
Ashland, OH – August 17, 2012



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Winston Churchill



“I always seem to get inspiration and renewed vitality by contact with this great, novel land of yours that sticks up out of the Atlantic. This is not time for ease and comfort. It is a time to dare and endure!”



Thank you to the Best in the Business!

Hal Reed
Chairman, NGFA Board of Directors

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