

NGFA 2015

ELEVATE YOUR BUSINESS

COUNTRY ELEVATOR CONFERENCE

DECEMBER 6-8  KANSAS CITY, MO



Case Studies



Weasley v. Dumbledore



Questions

- What NGFA Trade Rules apply to this dispute?
- Who is correct in their interpretation of the contract?
- What is the measure of damages in this dispute?
- Could these two wizards have solved this dispute in some magical way?



Jayhawk vs. Wildcat

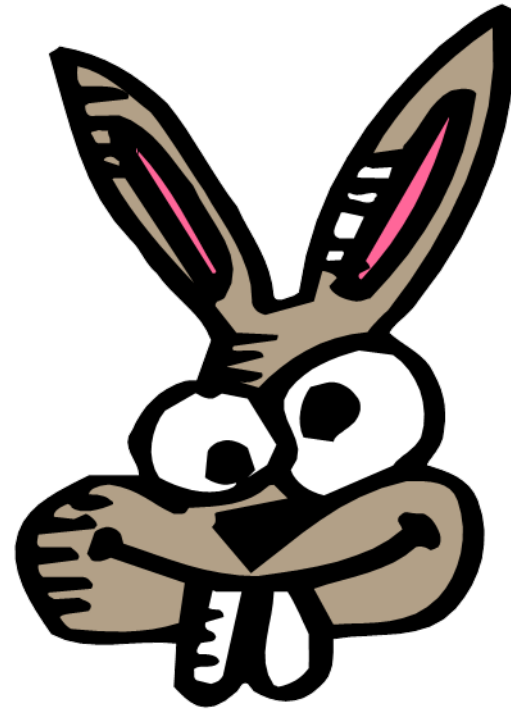
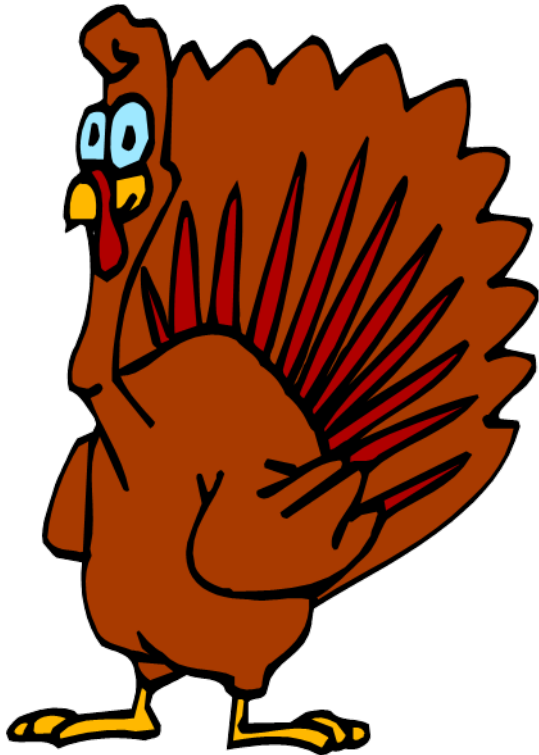


Questions

- What NGFA trade rules apply to this dispute?
- What does Jayhawk have to do to prove his damages relating to the shutdown?
- Should this case be heard in an NGFA arbitration?
- Which party is correct in their arguments?
- How might all of these animals have learned to get along together?



Doofus vs. Dingleberry



Questions

- What NGFA Trade Rules might apply to this dispute?
- Was there an extensions of the original contracts' shipment periods?
- Is Doofus' arbitration filing correct?
- Is there anything these foolish parties could have done to prevent this dispute?



Bonus Question



What is the best action you can take to prevent a dispute with a trading partner?

Thank you

J. Stephen Lucas

Jayhawker Consulting Co. LLC

Sljayhawk@aol.com

