



# National Grain and Feed Association

## MEMBER BENEFITS



### Active Members

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.” Active members have full voting rights at association meetings.

All NGFA Active members are covered by, and have access to, NGFA Rail Arbitration unless they notify the NGFA of their desire to withdraw from the Rail Arbitration System within 30 days of membership approval. Thereafter, an Active member may withdraw from the Rail Arbitration System with 90-day notice to the National Secretary.



### Rail Arbitration/Mediation

A 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 assured access to NGFA rail arbitration/mediation.



### Contract Arbitration

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 can cost hundreds of thousands of dollars, NGFA arbitration cases generally are decided more expeditiously by expert arbitrators 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, reducing the potential for disputes. Non-member companies may reference the NGFA Trade Rules in their contracts, but in the event of a trade dispute, may 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. The NGFA's web site ([www.ngfa.org](http://www.ngfa.org)) is the industry's most comprehensive.

And the NGFA Newsletter, published every two weeks, is 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 include the NGFA's annual update of its Trade Rules, annual updates of NGFA Arbitration Decisions, the NGFA Feed Quality Assurance Program notebook, information on bioterrorism-prevention and facility security, and a wide array of safety training materials.

### 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 Conference in December, other meetings include; the Annual Feed and Pet Food Conference; Transportation Summits; Feed Quality Assurance Workshops; Safety, Health & Environmental Compliance Seminars; and Trade Rules Seminars.

### 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, CFTC, FDA and others.

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# NGFA Active Members APPLICATION

**Return to:** National Grain and Feed Association, 1250 Eye St., N.W., Suite 1003, Washington, D.C., 20005-3917, FAX to (202) 289-5388 or email tkemp@ngfa.org.

**Questions?** Call the NGFA at (202) 289-0873.

Please Type or Print:

Company Name \_\_\_\_\_

Street Address \_\_\_\_\_

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

E-Mail Address \_\_\_\_\_ Phone \_\_\_\_\_

Web Site \_\_\_\_\_ Fax \_\_\_\_\_

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

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.).

Total Annual Investment: \$ \_\_\_\_\_ (see investment schedule below)

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. (NGFA's minimum annual dues are \$600 and are based on the investment schedule below.)

## Investment Schedule

**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.)

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**Part 2: Licensed Storage Capacity:** \_\_\_\_\_ million bushels x \$80 = \$ \_\_\_\_\_

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

**Part 3: Gross Dollar Revenue:** (Use one of the following and complete only that line.)

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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 \$65 = \$ \_\_\_\_\_

\$3 million to \$20 million Gross Revenue: \$ \_\_\_\_\_ mil. x \$30 + \$120 = \$ \_\_\_\_\_

More than \$20 million Gross Revenue: \$ \_\_\_\_\_ mil. x \$14 + \$500 = \$ \_\_\_\_\_

**Part 4: Tax-deductible Contribution to National Grain and Feed Foundation** (optional).

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\$ \_\_\_\_\_

Sum of parts 1, 2, 3 and 4 (optional) to get your Total Investment.

**Total Investment:** \$ \_\_\_\_\_