



# NGFA's Annual Country Elevator/Feed Industry Conference & Trade Show

Dec. 6-8, 2009

Hyatt Regency Crown Center, Kansas City, Mo.

The meeting of the year for country elevator and feed mill managers is fast approaching!

That's right. The NGFA's 38th annual Country Elevator and 13th annual Feed Industry Conference is just two months away – Dec. 6-8 in Kansas City, Mo., at the Hyatt Regency Crown Center Hotel.

As always, this year's conference will feature the kind of substantive, on-point, roll-up-your sleeves working program that annually attracts more than 500 managers and their key employees...year-in and year-out. Expect plenty of practical, real-world, money-making business ideas that you can take home and put to use right away!

A first-class Trade Show featuring the latest products and services for the country elevator, feed

manufacturing and feed ingredient sectors, and plenty of opportunities to visit with the best in the business – your fellow managers – rounds out a winning combination.

But this year, there's even more! To encourage attendance from even more of you and your key employees, this year's conference features the lowest registration fees since 2003! That makes it even more of a bargain!

Take a look at the outstanding program topics that will be covered, and capture that special-low Early Bird Rate by registering before the brunt of the fall harvest hits!



Register by  
Oct. 30!

## Featured Program Topics

Here's a quick preview of the major topics to be covered during this year's conference:

◆ **Environment for Economic Recovery and Agribusiness Lending for 2010:** As the economy begins to rebound, what are the prospects for interest rates? How soon will unemployment rates begin to decline? When will consumer spending begin to affect freight transportation availability, service and rates? And how will these general economic factors affect the availability and cost of capital for grain hedging and capital expenditures, as well as how lenders will view and monitor risk in the agribusiness sector? **Antony Bahr**, executive vice president of CoBank's Banking Services Group, based in Denver, Colo., will present a forward-looking view of the critically important economic and financial issues for the coming year.

◆ **Farmer Contracting Basics - What We've Learned from Recent Market Volatility:** Last year's market volatility refocused attention on the importance of sound grain contracting practices, both with producers and commercial firms – with a major uptick in trade disputes and NGFA's arbitration caseload. This session will include a unique perspective on some of the major contracting issues involving farmer contracts, and how to address them, as well as other sound contracting practices essential to reducing counterparty risk for your business. Featured speakers include **Joan Maclin** (*invited*), senior vice president and general counsel, The Scoular Co., Minneapolis, Minn., and **David C. Barrett Jr.**, partner, Barrett, Easterday, Cunningham & Eselgroth LLP, Dublin, Ohio.

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◆ **Reporting Product-Safety Incidents - What's Required for Elevators and Feed Mills?** By law, all facilities registered with the Food and Drug Administration (FDA) under the Bioterrorism Act – including grain elevators, feed mills, grain processors, exporters and others – now are required to report product-safety incidents (including those involving raw grains and oilseeds) that pose a “reasonable probability” of triggering “serious adverse health consequences or death to humans or animals.” The NGFA has arranged for the top two FDA officials charged with implementing this reporting requirement – Dr. Faye Feldstein, director of food defense at FDA’s Center for Food Safety and Applied Nutrition, and Dr. Kim Young, deputy director of the Office of Compliance at FDA’s Center for Veterinary Medicine – to speak at this major session! FDA’s enforcement discretion for this new requirement ends Dec. 8 – making this session a must!

◆ **Sustainability Initiatives - What Will Buyers be Demanding of Suppliers?** McDonald’s, Wal-Mart and most other companies with links to the food system are implementing agricultural sustainability initiatives that will alter dramatically the obligations imposed on suppliers – including the country elevator and feed sectors. This fascinating session will focus on what sustainability is; how it will affect agronomic/grain and animal production; what’s driving this phenomenon; how fast it’s coming; and what kinds of expectations will be imposed on suppliers.

◆ **Factors Shaping Ag Futures Markets in 2010:** The next year may witness some of the biggest changes ever in futures market contracts and market oversight/regulation by government. What commercial market factors will drive grain and oilseed futures markets? How will investment funds respond? Featured speakers include NGFA Risk Management Committee Vice Chairman **Matt Bruns**, vice president-exports, Archer Daniels Midland Co., Decatur, Ill., and **Tom Fernandes**, manager of operations, GreenHaven LLC, Atlanta, Ga.

◆ **Prospects for Major Legislation in Congress in 2010:** The congressional agenda is likely to include legislation on food/feed safety, financial regulatory reform, climate change, health insurance, freight rail and more. **Sen. Claire McCaskill**, D-Mo., a key member of the Senate Commerce, Science and Transportation Committee, has been invited to address the major legislative priorities as Congress approaches the 2010 midterm elections.

◆ **Breakout Sessions:** The conference also will feature two key breakout sessions. One will include the airing of the spanking new “*Your Safety Matters*” education/training DVD produced by the NGFA and Grain Elevator and Processing Society.

The other will focus on coming issues in food/feed defense, including the NGFA’s newly revised Facility Risk-Assessment and Security Guide for grain elevators, feed mills and processing plants.

| <h2>Schedule-At-A-Glance</h2> |  |
|-------------------------------|--|
| <b>Sunday, Dec. 6</b>         |  |
| • 9 a.m. - 2 p.m.:            | NGFA-Affiliated Association Leadership Conference        |
| • 2:30 - 5 p.m.:              | Country Elevator Committee Meeting                       |
| • 4 - 7 p.m.:                 | Trade Show Open  |
| • 4 - 5:30 p.m.:              | Beer and Snacks in Trade Show                            |
| • 5:30 - 7 p.m.:              | Welcome Reception in Trade Show                          |
| <b>Monday, Dec. 7</b>         |  |
| • 6:30 - 8:15 a.m.:           | Trade Show Open<br>(Continental breakfast in Trade Show) |
| • 8 a.m. - Noon:              | Country Elevator / Feed Industry Conference Program      |
| • Noon - 2 p.m.:              | Trade Show Open<br>(Buffet Luncheon in Trade Show)       |
| • 2- 5:30 p.m.                | Breakout Sessions  |
| • 5:30 - 7 p.m.:              | Trade Show Open  |
| • 6 - 7 p.m.:                 | Reception in Trade Show Area                             |
| <b>Tuesday, Dec. 8</b>        |  |
| • 6:30 - 7:45 a.m.:           | Idea-Exchange Breakfast                                  |
| • 8 - 11:30 a.m.:             | Country Elevator / Feed Industry Conference Program      |
| • 11:30 a.m.:                 | Conference Adjourns                                      |

# NGFA'S COUNTRY ELEVATOR/FEED INDUSTRY CONFERENCE & TRADE SHOW

**December 6-8, 2009, Hyatt Regency Crown Center, Kansas City, MO**

Type or legibly print all information. One person per form, please. This form may be duplicated for additional registrations from your company or family. Return by fax to (202) 289-5388 or by mail to: 1250 Eye St, NW, Suite 1003, Washington, DC 20005.

Name: \_\_\_\_\_

Company: \_\_\_\_\_ Title: \_\_\_\_\_

Business Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Spouse's Name: \_\_\_\_\_ (if attending)

## REGISTRATION FEES

Please check appropriate fee(s)

NGFA Member Early Bird \$280   
(By Oct. 30)

NGFA Member Registration \$330   
(Oct. 31—Nov. 30)

NGFA Member OnSite Registration \$370

Spouse \$130

Sponsorship Contribution (optional)- Helps defray speaker costs and other expenses)

\$50  \$100  \$250  Other \$ \_\_\_\_\_

Not an NGFA member yet?  
Contact Todd Kemp at (202) 289-0873.

**LOWEST  
REGISTRATION  
FEES  
SINCE 2003!**

**Special Needs:** If you require special assistance or if you have specific dietary needs **including allergies**, please check box and attach an explanation.

**REGISTRATION FEE:** Includes admittance to entire program and trade show, program materials, refreshments, continental breakfasts on Dec. 7 and 8, luncheon on Dec. 7 and receptions on Dec. 6 and 7. The spouse registration fee includes Dec. 8 breakfast and two receptions as well as a special program on Dec. 8.

**HOTEL RESERVATIONS:** Call the Hyatt Regency Crown Center at (816) 421-1234 or (800) 233-1234 and identify with the National Grain & Feed Association to obtain the special room rate of \$129 + tax per night (single/double occupancy). **Room block cut-off date is November 5th.** After Nov. 5, the hotel will accept reservations based on availability at the NGFA group rate.

**PAYMENT POLICY:** To qualify for Early Bird rates, payment must accompany registration. For Early Bird faxed forms, payment must be received within 10 days of registration. Payments for registration after Oct. 31 must be received prior to Nov. 30 or will be billed at the higher onsite registration fee.

**CANCELLATION POLICY:** Registration fees will be refunded in full if cancellation notice is postmarked or faxed on or before October 31. Cancellation notices postmarked or faxed between Nov. 1 and Nov. 30 will be assessed a \$75 administrative fee. No refunds will be provided to any person canceling or failing to give notice of cancellation after Nov. 30.

**SPONSORSHIPS:** Sponsors will be recognized with signage, acknowledgement from the podium, and recognition in the printed conference program. Contact Todd Kemp for more information (tkemp@ngfa.org or

## PAYMENT OPTIONS

TOTAL \$ \_\_\_\_\_

American Express  Master Card  Visa

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Print Name of Cardholder \_\_\_\_\_

Billing Zip Code \_\_\_\_\_

Signature \_\_\_\_\_

**BILL ME (NGFA Members Only)**

**CHECK ENCLOSED**