

TO ALL MEMBERS

Rotterdam, 5 August 2016
(RVN, C1605-031)

Dear Members,

Please find herewith our mid-year circular letter.

Looking back at the first half year of 2016 we can say it was quite a busy time with organizing events.

On 4 March we organized the arbitrators workshop together with Het Comité. More than 40 arbitrators from the grain-, oilseeds-, oils & fats-, groundnuts- and meat trade attended the workshop.

The day prior to the Annual General Meeting and Dinner we organized a seminar on Trading Rules. More than 80 people, members but also people from outside our industry attended the seminar. Lectures were given by Mr. Arnold Hoek, Mr. Sietse Buisman, Mrs. Annemarie Keemink and Mrs. Dorine ten Brink on various topics of the trade.

Mr. Nico de Zwart, acting as chairman of the day, assured that all run smoothly.

We like to thank the speakers and chairman for their valuable contribution. We also like to express our appreciation towards Saskia Oudshoorn, Lionel Margaka, Wendy Tang and Ard Assenberg for the preparations of the seminar. NOFOTA is planning her next seminar in 2018.

On 21 April NOFOTA held her 98th AGM and Dinner in the famous Rotterdam Hulstkamp Building. A record of 632 people attending the dinner and enjoyed the high quality food of Maison van den Boer.

The President, in his opening speech, mentioned the unique position of the NOFOTA companies, being the connection between farm and fork as well as the real time challenges on global warming and food security.

The positive reactions from our members on the location, the food and atmosphere gives us the energy to focus on next year's event.

In the meantime Mr. Malcolm Osseweijer is appointed Ceremony Master for the 2018 celebrations and made a start with the necessary preparations. Of course you will be informed about the events in due time.

Our latest event was the annual golf tournament which was held on 23 May at the golf course 'De Hooge Rotterdamsche'. The weather forecast was hopeless, however at the start of the first flight around 1 pm the rain stopped and a pleasant round of 18 holes could be played. Next to the Championship, ten rookies followed the golf clinic and we hope they will make a step next year to the Championship. This year's winner of the trophy "De Zoeker" was Mr. Ruud Rijpstra of RVB Shipbrokers. His name will be added as the 26th winner of this tournament.

New members

During 2016 following companies became a member of the association:

- Natural Habitat Group (B-member) per 01-01-2016
- Amsterdam Capital Trading (B-member) per 01-02-2016
- Oil Tankterminal Brugge (C-member) per 01-02-2016
- Nexo Shipbroking (C-member) per 01-02-2016
- Trans Ocean Bulk Logistics (C-member) per 9-2-2016
- Olam Europe (B-member) per 01-04-2016
- BCI Rotterdam (C-member) per 01-07-2016
- Merwetank (C-member) per 01-07-2016

Technical Committee

The Technical Committee will meet on 4 October 2016 in Zoetermeer, both A-section and B-section members are invited.

Contract Committee

The Contract Committee will meet on 31 August 2016 in Zoetermeer. There is a vacancy for 1 seat representing the Trade. There is another vacancy for a seat representing the superintendents. Members are invited to contact the secretary if there is interest in one of the seats.

FOSFA matters

Course

The FOSFA 2016 Basic Introductory Course, is being held from 4 – 9 September at Royal Holloway (University of London), Egham, Surrey, UK. The information and registration forms are herewith attached.

Contracts

Also attached you will find the new Contract No 33 for Flexitanks/General Purpose Freight Containers as well as an updated version of Contract No 32 for Full Container Loads/ISO Tank Containers, effective from 1 July 2016.

Centennial Book

The editorial committee will meet again with the writer on 22 August to read and discuss the first written next chapters. Updates on the book can be followed via www.nofota.info.

NOFOTA appreciates all support so far, however still financial support is required to produce this high quality book. Members who have not yet participated will be contacted to discuss the sponsor possibilities. Please do not miss this ones in a lifetime opportunity to have your company name immortalized in the fantastic book containing 100 years of oils & fats, oilseeds and meat trade.

GMO Rapeseed Oil

Questions have been raised to the association whether or not GMO Rapeseed Oil can be tendered as Crude (Degummed) Rapeseed Oil under a NOFOTA FOB Dutch Mill/EXT contract.

The Contract Committee have thoroughly studied this matter and finally advised the Council that on basis of description of goods, no GMO Rapeseed Oil can be tendered on a crude (Degummed) Rapeseed Oil contract. If you have any further questions, please contact the secretariat.

EU Regulations

In January NOFOTA was informed about changes in EU legislation on financial markets (MiFID). This new legislation might have a negative effect on the activities of our broker members. NOFOTA, together with FOSFA, FEDIOL and Cocalor have expressed the concerns towards the EU commission.

FEDIOL, on our behalf, attended various meetings with the Directorate-General for agriculture (DG AGRI) and financial stability (DG FISMA). Both Directorate-General's understood our concerns and gave a positive feedback. The member brokers have been informed about the outcome so far. NOFOTA will follow further developments closely. If you have any specific questions regarding this matter, please contact the secretariat.

Agenda for meetings and events in 2016

- 31 August NOFOTA Contract Committee Meeting (Zoetermeer)
- 4-9 September FOSFA Introductory Course (Egham, UK)
- 13 NOFOTA Council Meeting (Zoetermeer)
- 16 UCOGRAS Contact Dinner (De Ark, Antwerp)
- 4 October NOFOTA Technical Committee Meeting (Zoetermeer)
- 10 November FOSFA AGM and Annual Dinner (Battersea Evolution, London)
- 17 The Royal Dutch Grain and Feed Trade Association (WTC, Rotterdam)
- 24 GROFOR Annual Dinner (Grand Elysee, Hamburg)
- 1 December FOSFA Oils & Fats Section Dinner (Tallow Chandlers, London)

Non-business days 2016

- 26 December Boxing Day (Monday)

With kind regards,
NOFOTA

Ron van Noord
General Secretary

Enclosed