



National Grain and Feed Digital Solutions

To: Current BDT Users
From: NGFDS Board of Directors
Date: June 17, 2022
Re: Changes in User Terms

On behalf of National Grain and Feed Digital Solutions (NGFDS) – the non-profit trade group established to oversee the Barge Digital Transformation (BDT) platform – thank you for being a user! We sincerely hope you’ve made good use of BDT and are reaping the many benefits of transitioning to a digital platform.

When launched in November 2020, BDT was a much needed but wholly innovative initiative. BDT is a major success, but with such a novel platform, predicting the actual volume and usage by industry and the actual costs of administering and maintaining the system (as well as for continued improvement and development) was difficult. Frankly, we missed the mark, so, combined with rising costs overall, we need to raise the rate for shippers using the system.

To continue to operate the platform effectively and to provide for future improvements and development, in April 2022, the NGFDS Board decided it necessary to change user terms to increase the per transaction fee for shippers to \$10. BDT will continue to serve carriers at no cost to them. At this still very low transactional cost for shippers – BDT offers tremendous value, especially when compared to climbing delivery and other costs that would have been required under the old paper-based system.

The founding/Board member companies – in addition to providing initial funding and administration for the project – are already committed to the new user fee and terms: ACBL, ADM, Bunge, Cargill, CGB, CHS, Gaviion, Ingram, Louis Dreyfus, Zen-Noh Grain Corp.

You will be receiving the new user terms and rates mentioned above soon from essDOCS/International Continental Exchange (ICE), our tech provider/partner. Please join the above companies and confirm your support for the platform with the new terms. If you have any questions, please do not hesitate to contact any of us serving as NGFDS Directors and Officers. Thanks for your consideration and continued support!

Steve Oberlander, CHS (Chairman)
John Kopina, Louis Dreyfus (Vice Chairman)
Brittany Batz, Demeter Logistics (Project Manager)
Charlie Delacruz, NGFA (Executive Director)
Mary Hitchcock, NGFA (Treasurer/Secretary)

Julie Bradford, ADM
Steve Burbrink, CGB
Jason Hofer, Gaviion
Andrew Luttrell, Ingram Barge
Rich McCarty, ACBL

Tyler Rongitsch, Cargill
Jessica Stephan, Bunge
Jeff Wilson, Zen-Noh Grain