

## ABOUT US

NOFOTA stands for the Netherlands Oils, Fats and Oilseeds Trade Association, being the Dutch umbrella-organization of companies concerned with the production, consumption, trade and handling of these commodities. It draws up standard contracts, so called NOFOTA Trading Rules, which are of international usage. Moreover, it provides a mechanism for the settlement of disputes by its arbitration institute.

NOFOTA was founded in Rotterdam on 1 October 1918 as the 'Nederlandsche Bond voor den Handel in Vetten, Oliën en Oliezaden', the name changed to the 'Netherlands Oils, Fats and Oilseeds Trade Association' (NOFOTA) in 1977. This was a consequence of the international character of the trade and the 'players' involved in the trade in various European countries. NOFOTA has been granted on 3 December 2018 the 'Royal' designation by His Majesty King Willem-Alexander on the occasion of NOFOTA's 100th anniversary.



NETHERLANDS  
OILS, FATS AND  
OILSEEDS TRADE  
ASSOCIATION

## WHAT DOES NOFOTA DO?

- NOFOTA publishes, develops and maintains international accepted standard contracts (terms and conditions) for the purchase and/or sale of vegetable and animal oils & fats, oilseeds, groundnuts and meat.
- NOFOTA provides an effective arbitration service.
- NOFOTA protects the interests of her members in contacts with governments, politics and other organizations.
- NOFOTA organizes networking and educational events, such like annual dinners, workshops and seminars.
- NOFOTA liaises with kindred associations, governments, etc., to standardize practices for the good of the international trade.

## WHAT DOES NOFOTA NOT DO?

NOFOTA does not lobby proactively on subjects like sustainability, health & nutrition and food safety. These subjects are followed by the association MVO – The Netherlands Oils and Fats Industry and the associations FEDIOL, EFPRA and COCERAL on a European level. Apart from the Trading Rules, the Rules for Arbitrations, the Annual Report (only for members) and information circular letters, the Association does not publish any documents. According to the rules of the Association the list of members (part of the Annual Report) is not available for non-members, nor does NOFOTA publish a buyers or suppliers directory.

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NETHERLANDS OILS,  
FATS AND OILSEEDS  
TRADE ASSOCIATION

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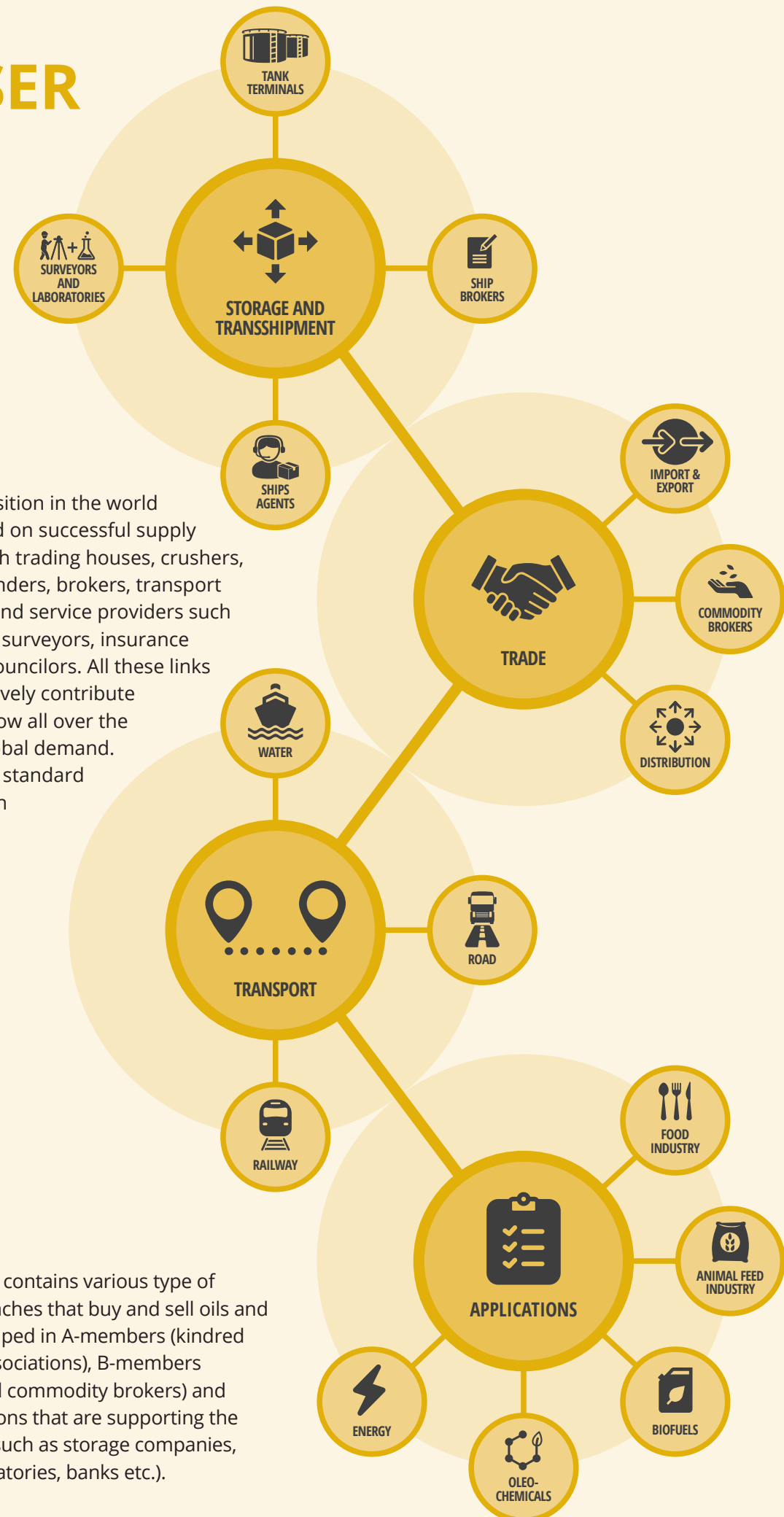
## A CLOSER LOOK

### STRATEGIC POSITION

NOFOTA's strategic position in the world of oils and fats is based on successful supply chain collaboration with trading houses, crushers, refineries, fat-compounders, brokers, transport & storage companies and service providers such as banks, laboratories, surveyors, insurance companies and legal councilors. All these links in the supply chain actively contribute to a smooth product flow all over the world, which meets global demand. For that, good working standard contracts and a smooth working arbitration institute is required.

### SUPPLY CHAIN

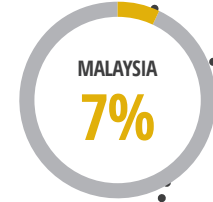
NOFOTA's supply chain contains various type of companies and/or branches that buy and sell oils and fats. Members are grouped in A-members (kindred (trade and industry) associations), B-members (producers, traders and commodity brokers) and C-members (organizations that are supporting the production and trade, such as storage companies, superintendents, laboratories, banks etc.).



## IMPORTANCE OF THE OILS AND FATS INDUSTRY IN 2019 IN THE NETHERLANDS

**IMPORT  
€12,7 BILLION**

**MAIN IMPORT COUNTRIES**

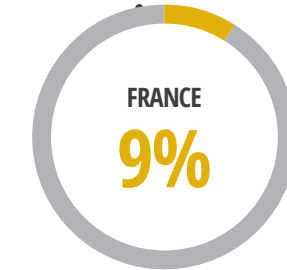
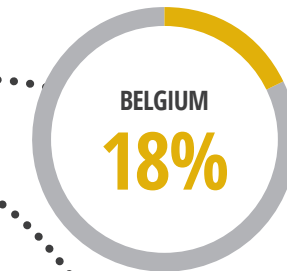


**MAIN IMPORT PRODUCTS**

Vegetable oils and fats  
Oilseeds  
Biodiesel  
Fatty acids  
Inedible oils and fats (incl. UCO)  
Animal oils and fats  
Margarine

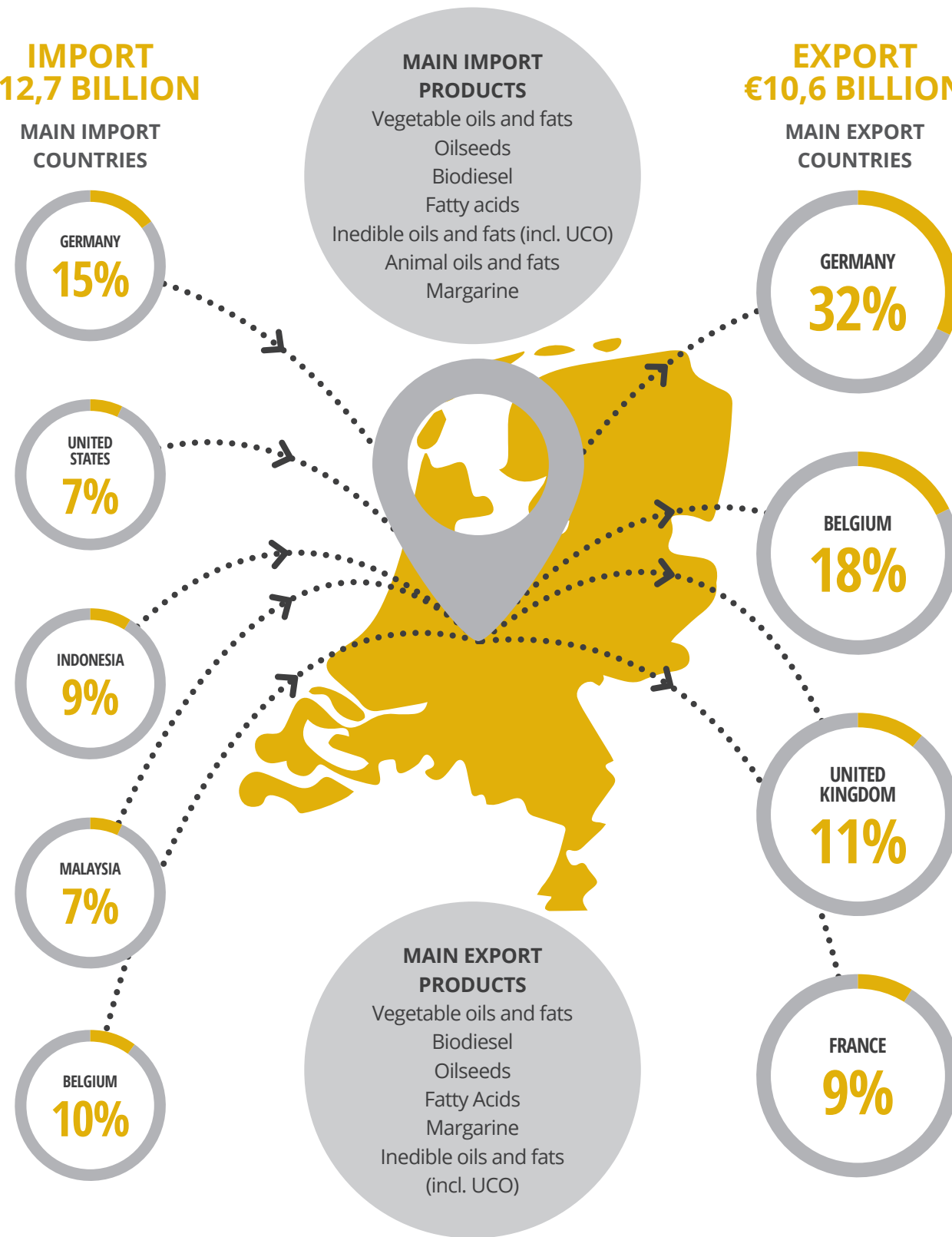
**EXPORT  
€10,6 BILLION**

**MAIN EXPORT COUNTRIES**



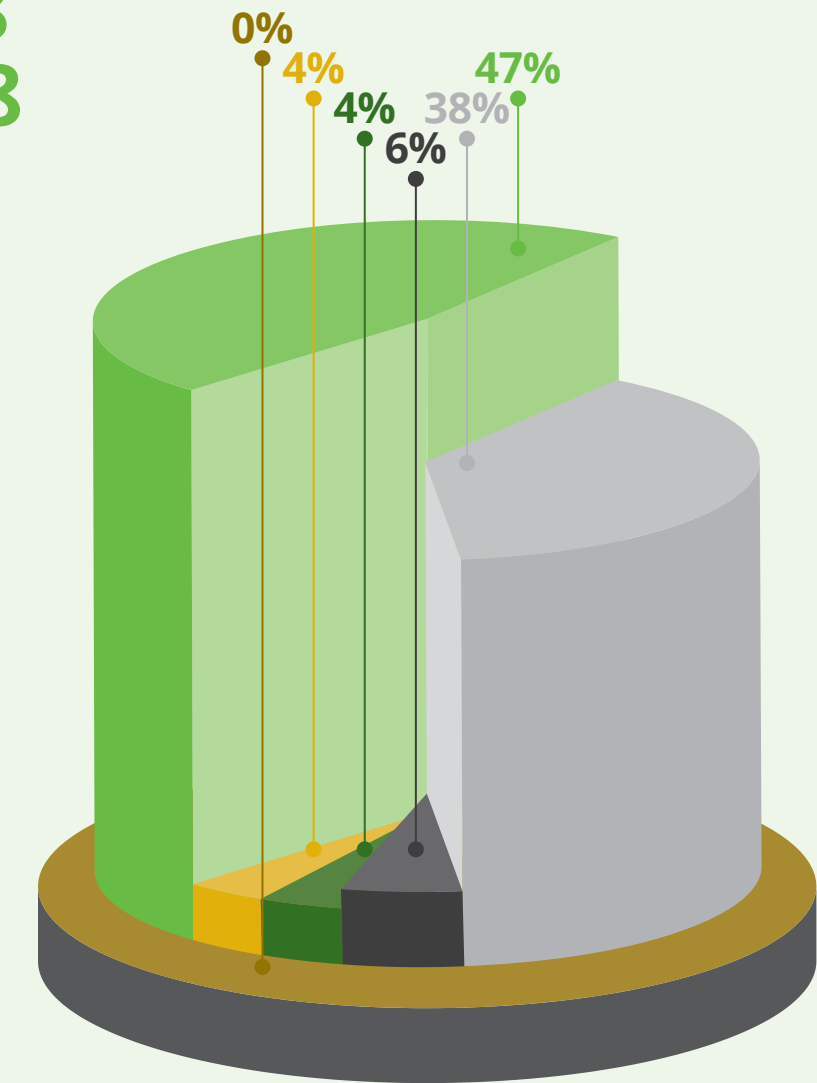
**MAIN EXPORT PRODUCTS**

Vegetable oils and fats  
Biodiesel  
Oilseeds  
Fatty Acids  
Margarine  
Inedible oils and fats (incl. UCO)



## APPLICATIONS OF VEGETABLE OILS IN 2018 IN THE EU-28

- Food
- Biodiesel
- Non-energy technical
- Feed
- Direct Energy (electricity)
- Direct fuel



## THE ARBITRATION PROCEDURE

Disputes that arise from a NOFOTA contract are being settled by arbitration. The Appointment Committee appoints three arbitrators in case of an arbitration in first instance and five arbitrators in case of an appeal arbitration. Dispute settlement by arbitrations is a quick and relatively cheap way of jurisdiction. Besides awards are written by people active in the trade of oils and fats and are experts in this trade. They act as good men in equity. An application for arbitration must be made in writing and contain a brief exposition of the dispute, together with the formulation of the claim of claims made. The Rules for Arbitration are part of the NOFOTA Trading Rules.