

MEMBER BENEFITS

- Voting membership
- Negotiated group shipping rates
- Contract terms and conditions
- SCTC dispute resolution and arbitration services
- Access to Rate Explorer
- 15% discount on laboratory services (not applicable if you qualify for DFA of California membership)
- Inclusion in the SCTC Membership Directory and Website
- Ability to interact with SCTC members
- Receive monthly Red Seal Newsletter
- Discounted membership rates for the Annual SCTC/DFA Conference
- Access to SCTC Summer Meeting (free event)
- Access to SCTC/DFA local district meetings

*These benefits are outlined for Domestic Membership, which is defined as a company that is located within the United States and engaged in the sales, marketing and distribution of dried fruit, tree nuts or kindred products.

*SCTC International and Associate Memberships are also available.

**TO BECOME A MEMBER OR RECEIVE FURTHER
INFORMATION CONTACT SCTC TODAY!**

INFO@SHIPSCTC.ORG



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**Specialty Crop
Trade Council**



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ABOUT US

The Specialty Crop Trade Council was formed in 1925 under the Webb-Pomerene Act to support the business needs of California’s dried fruit and tree nut exporters.

KEY SERVICES

- **Ocean Freight Rates**

SCTC negotiates competitive ocean freight rates for dried fruits, tree nuts, tomato paste and dried tomatoes. We have established relationships with multiple steamship lines, enabling us to ensure the best results for our members. Our export ocean freight rates cover all worldwide trade lanes, via all water and landbridge services.

- **Arbitration Services**

SCTC provides arbitration services to successfully resolve cases ranging in size and complexity, typically achieving results more efficiently and cost effectively than through litigation. Our industry specific knowledge aids in understanding both parties' disposition through peer review in which the neutrals are skilled in alternative dispute resolution. SCTC fully facilitates the documentation and organizes the arbiters, but is not involved in the outcomes and/or decisions.



SCTC provides negotiated export ocean freight rates, arbitration services, industry resources, and strong advocacy on behalf of its' members. SCTC prides itself on delivering superior and timely service, instilling your confidence in us and leaving you with peace of mind.

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ADDITIONAL SERVICES

- **Resources**

SCTC assists members by equipping them with the necessary tools in understanding the complexities of the transportation industry. A comprehensive Exporters Handbook per Country is maintained for our members on the SCTC website. Members receive a Contract Terms and Conditions for Dried Fruit, Tree Nuts and Kindred Products, which if referenced in a sales contract may allow SCTC to conduct an arbitration if an issue arises. A guidance document on Incoterms 2010, which contains information on the standard trade definitions used in International freight transactions, is also provided for our members. Furthermore, SCTC disseminates news articles, web publications, and relevant e-mail distributions in helping our membership keep current with industry trends.

- **Member Advocacy**

SCTC acts as an advocate on behalf of our membership with industry related groups. We maintain daily contact with representatives of the export trade to make sure they are fully and accurately informed as to the industries activities, needs, issues and resolutions. SCTC also works closely with governmental regulatory agencies, transportation service providers and agricultural commodity organizations to gain future insights on issues that may affect the SCTC membership.

- **Educational Workshops**

The SCTC Annual Conference and SCTC Summer Meeting are opportunities for members to hear from experts in the transportation industry and get relevant answers to the issues they may be facing. SCTC provides networking opportunities not only with other members but facilitates an open forum to meet with government agencies, service providers, and various industry leaders.

- **Webb-Pomerene Act**

Commodity Export Groups utilize SCTC services to discuss export prices for the upcoming crop year in accordance with the Webb-Pomerene Act.



CUSTOMER SERVICE: FAST, TIMELY & RELEVANT

"The SCTC's industry-wide representation affords an economy of scale to the negotiating table that no small to medium-sized company can match. In addition, the SCTC provides easy access to these rates for its members via an online service. Thankfully, there is SCTC staff readily available and quick to respond to any issues or questions regarding this service."

- David Mazzola | National Raisin Company

"No matter the size of your company or the destination of your product, SCTC offers a multitude of freight options and clearly understands the needs of agricultural exporting companies."

- Debbie McMillan | Derco Foods

"We utilize a number of SCTC resources but specifically can state that the Contract Terms and Conditions for Dried Fruit, Tree Nuts and Kindred Products, INCOTERMS, on-line freight rates and World Trade Management have greatly assisted not only our company but the entire industry as well. We highly recommend the SCTC to others within the industry."

- Steve Sousa | Mariani Packing

"SCTC has made a substantial difference in the success of our company. We are able to respond to offers immediately as freight rates are readily available. The rates are extremely competitive; often our customers now buy on a CFR basis rather than FAS. If we need a new destination added, SCTC helps out quickly and efficiently – their service is excellent. They ease the work load for our staff, which makes us in turn more productive and cost effective."

- Chip Litten | Cal Dak