International Grains Program

Department of Grain Science and Industry

Kansas State University
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International Grains Program

IGP Partners

- Kansas Corn Commission
  - www.ksgrains.com/kcc

- Kansas Wheat Commission
  - www.kswheat.com

- Kansas Grain Sorghum Commission
  - www.ksgrains.com/kgsc

- U.S. Grains Council
  - www.grains.org

- Kansas Soybean Commission
  - www.kansassoybeans.com

- U.S. Department of Agriculture
  - www.usda.gov/gipsa

- Texas Wheat Producers Board
  - www.texaswheat.org

- Nebraska Wheat Board
  - www.newheat.state.ne.us

- Oklahoma Wheat Commission
  - www.state.ok.us/~wheat

- North American Export Grain Association
  - www.naega.org

- Kansas City Board of Trade
  - www.kcbd.com

- North American Export Grain Association

- United Soybean Board
  - www.unitedsoybean.org

- Foreign Agricultural Service
  - www.fas.usda.gov

- American Soybean Association
  - www.soygrowers.com

- International Grains Program
The May 1 dedication of the new $4 million IGP Conference Center was the highlight of the year in the Department of Grain Science and Industry’s International Grains Program (IGP). More than 200 faculty, friends and dignitaries attended the dedication. IGP also had another outstanding year with short courses and participation. Eleven short courses, up from nine in 2003, were conducted and participation increased from 164 last year to 185 this year. Seven short courses were specially designed for the U.S. Grains Council (USGC), the USDA’s Foreign Agricultural Service and U.S. Wheat Associates (USW). Sponsorship of international participants by USGC, USW and USDA were all above the previous year. For the first time IGP conducted a short course for USDA in Washington, D.C. The organizers suggested that the training be conducted if not every year, then every other year for their personnel.

During 2004 IGP staff attended functions in 19 countries where information was given to potential short course participants. The worldwide travel was in support of the national commodity organizations and USDA. The staff also traveled to nine meetings across the United States also in support of the national commodity organizations and USDA. Two of the meetings were with the IGP advisory committee. Members of the wheat commissions in Texas, Oklahoma, Colorado, Nebraska and Kansas make up that committee. They all agreed to continue to financially support IGP.

Ten trade teams sponsored by the national commodity groups visited the new IGP Conference Center. All were given presentations about U.S. grain and IGP short courses.

IGP provided staff expertise and made arrangements for meetings that serve the College of Agriculture, other departments in the university and the community. Twenty six separate events were held in the IGP Conference Center. Twelve of those were in support of various departments and organizations in the College of Agriculture, two were university related, four were for grain industry companies and six were community related.

During 2004 Dr. Brendan Donnelly retired as head of the Department of Grain Science and Industry and as Director of IGP. Dr. Virgil Smail succeeded him. Dr. Smail was formerly President of the American Institute of Baking. Some new changes were made with new leadership for the department and IGP, specifically appointing me as Director of IGP. IGP is still very much a part of the Department of Grain Science and Industry and reports to Dr. Smail. Dr. Donnelly remains a part of IGP with a 50 percent appointment.

The year 2004 was a watershed year for IGP. With increased financial support from the Kansas commodity commissions and the new building, IGP is well prepared for the 21st Century. IGP will continue to be a strong influence in the increase sales of U.S. grains.
Kansas State University dedicated its new International Grains Program (IGP) Conference Center May 1.

“For years, foreign business and government leaders have attended IGP classes here on K-State’s campus, and we now have a building worthy of the important work the program does for Kansas and the United States,” said Brendan Donnelly, head of K-State’s Department of Grain Science and Industry.

The IGP, established by the Kansas legislature in 1978, has trained thousands of international grain industry representatives in its 26-year existence.

“IGP strives to be a wellspring of training and information for international purchasers and processors using grains produced by U.S. farmers,” Donnelly said. “Today you can find IGP-trained buyers of grain in literally every corner of the world.”

Every year, other nations’ business and government leaders attend IGP short courses and programs to develop technical knowledge and skills that enable them to become more informed buyers and processors of U.S. oilsseeds, food and feed grains. IGP courses also acquaint participants with current trends and issues affecting the industry.

Key sources of funding for the new $4 million IGP conference center were the Kansas Wheat Commission, the Kansas Corn Commission, the Kansas Soybean Commission and Burlington Northern-Santa Fe Railroad Corp.

The IGP building, which is part of K-State’s Department of Grain Science and Industry, is nearly 20,000 square feet and includes a grain-grading laboratory, conference room, tiered auditorium-style classroom, dining and lounge areas, staff offices, and other rooms designed to serve the needs of the IGP’s international participants.

The classroom and grain-grading lab are equipped for simultaneous interpretation of up to three languages and offer audio, visual and multimedia equipment for state-of-the-art presentations.

Above: Adrian Polansky, Kansas Secretary of Agriculture, gives remarks on the IGP Center.

Left: More than 200 people attended the IGP dedication and ribbon cutting May 1.
The new center also includes communications equipment that will allow the IGP to provide programs and information to sites nationally and throughout the world.

The IGP has established a worldwide reputation as a center of excellence for international programs related to grain marketing, as well as flour and feed milling, processing and utilization. The program also has a rich tradition in training related to the marketing, processing, purchasing and shipment of corn, grain sorghum, soybeans and wheat, Donnelly said.

The center is one of five buildings that will make up K-State’s new Grain Science Complex. The complex includes the Bioprocessing and Industrial Value-Added Program building, which was completed in March 2004. A feed mill, a flour mill, and a teaching and research building that will house K-State’s baking science and management program are also planned for the 16-acre site across from the university’s football complex on Kimball Avenue in Manhattan.
Grain Purchasing short course

The Grain Purchasing short course, April 19-30, was the first short course to take place in International Grains Program’s new facilities on Kimball Avenue.

Seventeen participants from twelve countries attended the course. Countries represented included: Colombia, the Dominican Republic, Egypt, Guatemala, Indonesia, Jordan, Mexico, Nigeria, Tanzania, Thailand, the United Arab Emirates and Venezuela.

Participants learned from faculty within IGP, K-State and the Grain Science and Industry department, and from numerous industry experts.

Participants gained hands-on experience during grain grading practicums; problem sets on grain futures and options; case problems for catching price signals; purchasing strategies case studies; and demonstrations on extrusion principles and uses, and wheat milling.

In the middle of the two-week course, participants traveled to Wilsey, Kan., to visit the farm of Lawrence Strouts. They then traveled to Kansas City, Kan., to visit Bartlett Grain Company’s River Rail Inland Terminal Elevator. There the group viewed and learned about the control room, the grain sampling and inspection areas, and how grain quality information is used to create the intended blends.

The group resumed IGP activities on Monday with a visit to the Federal Grain Inspection Service Technical Center. They also traveled to the Kansas City Board of Trade where they viewed trading and had a question and answer session.

A few course participants stayed through Saturday, May 1 for IGP’s dedication and ribbon cutting for the new executive conference center.

Course participants visit the farm of Lawrence Strouts in Wilsey, Kan.
IGP Grain Purchasing Short Course *(Left to Right)* **Row One:** Cathy McGlothlin, IGP; Nicole Young, IGP; Somyos Yongyingsakthaworn, Thailand; Abubakar Said Bakhresa, Tanzania; Ikram Ul-Haq, United Arab Emirates; Supachai Vitayatanagorn, Thailand; Sri Setyati Febrindini Semiring, Indonesia; Gunther Gossman, Guatemala; Tana Simpson, United States; Jesus Feris, Dominican Republic; Dusti Fritz, United States; Brendan Donnelly, IGP **Row Two:** Ahmed Al-Roud, Jordan; John Howard, IGP; Harvey Kiser, IGP; Andrés Felipe Isaza, Colombia; Emeterio Chavez Bermudez, Mexico; Ashraf El-Gamil, Egypt; Hassan Abdel-Ghaffar, Egypt; Ibukun Ojo, Nigeria; Gustavo Tovar Scrubani, Venezuela; David Frey, United States; Osama Nasser, Egypt; Sherif Dabbous, Egypt; Oscar Ojeda, Venezuela

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<td><strong>Visit the FGIS/APHIS Technical Center, Kansas City, Mo.</strong></td>
<td><strong>Catch the Price Signals, Alan Brugler, Marketing Consultant</strong></td>
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<td><strong>Getting the Quality You Want, John Oades, U.S. Wheat Associates</strong></td>
<td><strong>The Science of Genetically Modified Organisms (GMOs), Harold Trick, K-State Department of Plant Pathology</strong></td>
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<td><strong>Visit the Kansas City Board of Trade, Jeffrey Borchart and Sheila Summers, Kansas City, Mo.</strong></td>
<td><strong>Case Problems for Catching Price Signals, Brugler Simulation Model for Purchasing Grains, Mark Fowler, IGP, and Bryan Schurle, K-State Department of Agricultural Economics</strong></td>
<td><strong>Grain Contracting and Negotiating, Jay O’Neill, O’Neill Commodity Consulting</strong></td>
<td><strong>Purchasing Strategies Case Study – Conclusion, Kiser</strong></td>
<td><strong>The Benefits and Risks of GMOs, Trick</strong></td>
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<td><strong>Traders’ Luncheon, Kansas City Board of Trade, Kansas City, Mo.</strong></td>
<td><strong>Catching Price Signals, Brugler Simulation Model for Purchasing Grains, Mark Fowler, IGP, and Bryan Schurle, K-State Department of Agricultural Economics</strong></td>
<td><strong>Extrusion Principles and Uses, Sajid Alavi, K-State Department of Grain Science and Industry</strong></td>
<td><strong>How to Deal with the Market, Kiser Wheat Milling Demo, Eustace</strong></td>
<td><strong>Ocean Freight, Al Rudge, Greenwich Marine Division of Cargill Marine &amp; Terminal, Inc.</strong></td>
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Thirty participants attended the Flour Milling short course June 14-25 to study the principles of flour milling, flour mill management and to examine advances in flour milling technology. Participants represented 11 countries, including Albania, Brazil, Israel, Mexico, Nigeria, the Philippines, Romania, Singapore, Taiwan, the Netherlands and Yemen.

The course featured presentations covering all the basic wheat conditioning and flour milling principles, as well as topics including wheat classes and end use characteristics, principles of wheat grading, principles of mill quality control, flour functionality, wheat production and storage, energy management, plant safety, flour blending, and heat treatment to control flour mill insects.

Along with K-State and IGP faculty, the course participants were addressed by Henry Stevens, Stevens Technical Services, Dusti Fritz, Kansas Wheat Commission, and John Kice, Industrial Air Systems Consultant.

In addition to the presentations, participants had the opportunity to gain hands-on experience and improve problem-solving skills in the dough testing and flour milling laboratories.

A three day tour during the short course included stops at the American Institute of Baking, Manhattan, Kan.; Strouts Seed Inc., Wilsey, Kan.; the Federal Grain Inspection Services Technical Center, Kansas City, Mo.; and American Italian Pasta Company durum mill and pasta plant, Excelsior Springs, Mo. The program concluded with a visit to the Kansas City Board of Trade and a luncheon with traders from the floor.

The program was well received by all the participants. At the request of U.S. Wheat Associates, the class size was increased from the traditional maximum of 24 students to accommodate increased interest to attend the short course.

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<td>Wheat Kernel Structure, Henry Stevens, STS</td>
<td>Flour Functionality, Marvin Willyard, K-State Dept. of Grain Science and Industry</td>
<td>Milling Demonstration, Eustace</td>
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<td>Wheat Supply and Demand, Dusti Fritz, Kansas Wheat Commission</td>
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<td>U.S. Wheat Classes and End Use Characteristics, Kendall McFall, K-State Department of Grain Science and Industry</td>
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Cumulative Attribute Curves, Wheat Grading Practicum, Principles of Grain Storage, Conservation – The Bottom Line, McFall Energy, Reed, IGP

Monday, June 21
Visit American Institute of Baking, Kansas City, Mo.
Visit FGIS Tech Center, Larry McDonald, Kansas City, Mo.
Visit AIPC Flour Mill, Phil Jilka, Excelsior Springs, Mo.
Visit Sefar America/HR Williams Co., Mike Branson, Kansas City, Mo.
Visit the Kansas City Board of Trade, Jeffrey Borchardt and Shelia Summers, Kansas City, Mo.

Tuesday, June 22
Visit wheat harvest area and Strouts Seed Inc., Lawrence Strouts, Wilsey, Kan.
Visit AIPC Flour Mill, Phil Jilka, Excelsior Springs, Mo.

Wednesday, June 23
Visit American Institute of Baking, Ken Embers, Manhattan, Kan.
Visit wheat harvest area and Strouts Seed Inc., Lawrence Strouts, Wilsey, Kan.

Thursday, June 24
Visit FGIS Tech Center, Larry McDonald, Kansas City, Mo.
Visit AIPC Flour Mill, Phil Jilka, Excelsior Springs, Mo.

Friday, June 25
Visit Sefar America/HR Williams Co., Mike Branson, Kansas City, Mo.
Visit the Kansas City Board of Trade, Jeffrey Borchardt and Shelia Summers, Kansas City, Mo.

Flour Milling Course (Left to Right) Row One: Cathy McGlothin, IGP; Bugu Geta, Romania; Paloma Venturelli, Brazil; Musilii Sunmola, Nigeria; Jair Colli, Mexico; Elmer Mella Jr, Philippines; Norbert Cabral, Philippines; Narciso Altavano, Philippines; Ronald Lu, Taiwan; Mohammed Al-Hakini, Yemen Row Two: Pistol Maria, Romania; Miguel Tanquis, Chile; Vasile Tomoiaga, Romania; Anthony Atukpor, Nigeria; Hung Yuan Yang, Taiwan; Yair Wagner, Israel; Harvey Kiser, IGP; Wellington Lim, Philippines Row Three: Tudorita Gherasim, Romania; Jungyi Kuo, Taiwan; Yu Tsai, Taiwan; George Frintu, Romania; Georgian Fuduli, Romania; Kuan-hsien Lee, Taiwan; Roland Hysa, Albania; Subi Subramanyam, IGP Row Four: Stefan Blaciotti, Romania; Chi-feng Su, Taiwan; Constantin Sava, Romania; Goris Van Lit, The Netherlands; Ming-hsiang Lee, Taiwan; Leonid Mezbien, Israel; Phua Yang, Singapore
Since 1978, short courses have served as a formalized method to provide technical information to large groups of participants. IGP provides several standardized short courses each year and additional courses are developed upon request. The number following each country represents the number of participants at IGP short courses or additional training opportunities in 2004.
Sixteen participants from seven countries attended the Risk Management seminar and short course July 21-30. Countries represented were Thailand, Brazil, Estonia, Peru, The Philippines, Colombia and Venezuela. Course participants consisted mainly of grain procurement and plant managers. The seminar and short course were simultaneously interpreted into Spanish.

The purpose of the three-day seminar, which was held prior to the short course, is for those participants who feel they need a refresher on some of the subjects covered. The seminar presentations included the grain production, transportation and storage systems of the U.S.; grain grading; cash and futures markets; hedging examples; options; futures and basis; and case studies.

The following week-long short course consisted of 14 presentations and a field trip. International Grains Program faculty and ten guest speakers from the industry presented during the week. The short course concluded with a visit to the Kansas City Board of Trade.

Carl Reed, IGP Grain Storage Technologist, works with Fabricio Mazaia of Brazil in the grain grading lab.

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<th>CASE STUDY ON GRAIN PURCHASING STRATEGIES, KISER</th>
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<td>Characteristics of Futures Markets, Howard</td>
<td>Hedging Examples, Kiser</td>
<td>Option Examples, Kiser</td>
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<td>The Relationship between Futures and Basis for Pricing Decisions, Pablo Maluenda, FC Stone</td>
<td>Options on Futures Markets, Kiser</td>
<td>Export Grain Grading System, Fowler</td>
<td>Case Study on Grain Purchasing Strategies, Kiser</td>
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Risk Management Seminar and Short Course (Left to Right) Row One: Susan Yu, Philippines; Claudia Pardo, Colombia; Candice Castillo, Philippines; Maria Carabano, Venezuela; Judy Magloire, Venezuela; Marta Goldstein, U.S.; Cathy McGothin, IGP Row Two: Shelly Meyers, IGP; Peip Reedi, Estonia; Ana Alexandra Tovar, Venezuela; Carmen Amelia Padron, Venezuela; Javier Soler, United States; Javier Hernandez, Venezuela; Harvey Kiser, IGP Row Three: Juan Felipe Montoya, Colombia; Orangel Silva Urdaneta, Venezuela; Luis Hernandez, Venezuela; Gabriel Restrepo, Colombia; Luis Fernando Diago, Colombia; Mark Fowler, IGP Row Four: Fabricio Mazaia, Brazil; Fred Hejduk, U.S.; Supachai Vitayatanagorn, Thailand; John Howard, IGP; Trent Lambert, U.S.

### SHORT COURSE

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<td><strong>Potential Purchasing Strategies to Manage Risk In Today’s Market</strong>, Jose Artigas, REFCO</td>
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The annual Feed Manufacturing short course at Kansas State University’s International Grains Program was Sept. 27 to Oct. 8.

Twelve persons registered for the course, but only seven participants were able to attend due to visa problems.

Though the group was small, the course was successful.

“IGP has a very unique program here,” said Eduardo Beltranena from Canada. “I’ve had a tremendous two weeks here.” Beltranena is a pork research scientist for Alberta Agriculture.

The participants for the short course were from Latvia, Ecuador, Canada and Norway. The participants unable to attend were from the Middle East.

Thirty one presentations were made at the short course by industry leaders and K-State faculty.

The group traveled to Louisiana and visited a dairy and a loading facility/port. While in Kansas, they visited a feed mill, a soy meal plant and a farm.

Kari Lundblad from Norway, a feed technologist for Felleskjøpet Forutvikling, paid her own way to participate in the short course.

“The course was really useful for me,” she said. “I now have contacts from all over the world.”

Feed Manufacturing short course participants visited Klienpeter Dairy in Montpelier, La., as part of their field trip.

**Monday, Sept. 27**
- Grain Contracting and Negotiation, Jay O’Neil, O’Neil Commodity Consulting
- World Feed Industry, Clayton Gill, Feed International Magazine
- US Grain Production & Marketing System, Harvey Kiser, IGP

**Tuesday, Sept. 28**
- Grain Grading Practicum, Carl Reed, IGP
- Maintaining Quality of Stored Grain, Reed
- Feed Formulations for Ruminants, John Shirley, K-State Department of Animal Sciences and Industry
- Molds and Mycotoxins, Reed and Stella Doyungan, K-State Department of Grain Science and Industry

**Wed., Sept. 29**
- Feed Manufacturing Effects on Poultry, Scott Beyer, Dept. of Animal Sciences & Industry
- Feed Processing & Formulation Strategies to Improve Profitability in Pork Production, Joe Hancock, Animal Sciences & Industry
- Application of Liquid Ingredients in Feeds, Fred Fairchild, Grain Science & Industry
- Quality Assured Receiving, Fairchild

**Thursday, Sept. 30**
- Travel day to Louisiana

**Friday, October 1**
- Visit Klienpeter Dairy, Jeff Klienpeter and Don Logan, Montpelier, La.
- Visit Bunge’s Loading Facility, Jerry Gibson, Gary Gamble and C.J. Jones, Destrehan, La.
IGP Feed Manufacturing Short Course, September 27 – October 8, 2004

(Left to Right) Row One: Cathy McGlothlin, IGP; Inese Klavina, Latvia; Eduardo Beltranena, Canada; Estuardo Vladimir Yepez, Ecuador; Paul E. Pesantez, Ecuador; Clayton Gill, United States
Row Two: John Howard, IGP; Harvey Kiser, IGP; Jay O’Neil, United States; Carl Reed, IGP; Andris Pilksa, Latvia; Kari Lundblad, Norway; Sandris Pliska, Latvia

Monday, October 4
Grinding/Mixing Lecture, Patrick Clark, K-State Department of Grain Science and Industry
Mixing/Pelleting, Patrick Clark
Material Handling, Kevin Collins, Emporia, Kan.
Pelleting Lecture, Kevin Collins, Emporia, Kan.
Grinding/Mixing/Pelleting Demo, Feed Mill

Tuesday, October 5
Visit Bunge Facility, Kevin Collins, Emporia, Kan.
Soybean Complex, Rich Moneymaker, Bunge Corporation
Visit Countryside Feed LLC, Frank Morey and Luke Lindsay, Hillsboro, Kan.

Wednesday, October 6
Pest Management in the Feed Mill, Bh. Subramanyam, Dept. of Grain Science and Industry
Continuous Improvement Management Strategies, Tim Herrman, Dept. of Grain Science and Industry
Bulk Load – Bagging Out, Fairchild
Steam Generation & Quality, Ekramul Haque, Dept. of Grain Science and Industry

Thursday, October 7
Extrusion Lecture, Sajid Alavi, K-State Department of Grain Science and Industry
Extrusion Demo (Extrusion Lab), Eric Maichel, K-State Department of Grain Science and Industry
Electricity & Control, Haque Feed Plant Design, Fairchild

Friday, October 8
The Science of GMOs, Harold Trick, K-State Department of Plant Pathology
Benefits and Risks of GMOs, Trick
The U.S. Grains Council hosted a Mexican trade team to the International Grains Program May 24-28. Ten participants attended.

Carl Reed, IGP grain storage specialist, taught grain grading factors and value, grading procedures and grain damages for corn and grain sorghum. The lectures were all presented in Spanish.

After the two-day grain grading seminar in Manhattan, the group traveled to the Kansas Grain Inspection Service in Topeka; the Federal Grain Inspection Service (FGIS) Technical Center in Kansas City; and FGIS and Export Elevator and Grain Inspection at the Port of New Orleans.
A special Southeast Asia focused Feed Manufacturing short course was held for the U.S. Grains Council May 10-21. Participants were from Malaysia, Thailand, Indonesia and Singapore. Participants learned from IGP staff, many Grain Science and Industry faculty, K-State faculty and other industry professionals.

Some of the highlighted topics included GMOs; application of liquid ingredients in feeds; grain contracting, negotiation, production and marketing; feed processing, formulation and manufacturing strategies and effects for pork, poultry and ruminants; molds and mycotoxins; maintaining quality of stored grain; and pest management in the feed mill.

Participants learned during the demonstrations on grinding, mixing and pelleting, and extrusion practices. They also learned how the U.S. applies grain grading in evaluating grain quality during the grain grading practicum.

Off-site visits during the short course included Hillsboro, Kan., to visit Countryside Feed Company and industry visits in New Orleans. Their Louisiana stops included Klienpeter Dairy Farm in Montpelier, Cal-Maine caged layers in Pine Grove and Bunge’s Destrehan export loading facility.
International Grains Program staff traveled to Washington, D.C., Sept. 14-17 to conduct a training program for the U.S. Department of Agriculture’s (USDA) Foreign Agricultural Service (FAS).

Fifty-six staff members represented ten divisions of FAS during the seminar on grain purchasing, which took place in the USDA Whitten Building.

The divisions represented included Office of the Administrator; Grain and Feed; Agriculture Export; Export Sales; Export Credits; Dairy Livestock and Poultry; International Trade Policy; Production Estimates and Crop Assessment; Commodity and Marketing Programs; and Cotton, Oilseeds, Tobacco and Seeds. Participants also included personnel from the Economic Research Service and the Farm Service Agency.

During the seminar, participants learned about IGP, the U.S. grain production and marketing system, grain futures and options, the soybean complex, grain contracting, ocean freight, commercial financing of grain purchases, fundamental and technical analysis, catching price signals, and purchasing strategies.

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<td><strong>US Grain Production and Marketing System, Harvey Kiser, IGP</strong></td>
<td><strong>Futures and Options, Kiser</strong></td>
<td><strong>Fundamental and Technical Analysis, Alan Brugler, Marketing Consultant</strong></td>
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<td><strong>U.S. Soy Complex, Rich Moneymaker, Bunge North America</strong></td>
<td><strong>Ocean Freight, Al Rudge, past president of Greenwich Marine</strong></td>
<td><strong>Catching Price Signals, Brugler</strong></td>
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<td><strong>Introduction, Kiser</strong></td>
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This summer, the U.S. Grains Council (USGC) hosted two one-week intensive commodity trading seminars for top Chinese corn processors and traders.

The corn processors included those of starch, ethanol and feed manufacturing industries. The participants represented the larger non-state trading enterprises and larger holders of tariff rate quotas.

The purpose of these seminars was to help them become more familiar with U.S. feed grain production, marketing, transportation and export systems, and facilitate the import of U.S. corn when the market conditions are favorable.

Participants learned from K-State and IGP faculty, as well as industry professionals.

June Seminar
Ten Chinese corn starch and ethyl alcohol manufacturing executives and trade association representatives attended the June 1-4 seminar. Tracy Snider with the National Corn Growers Association attended the concluding dinner.

The June seminar concluded with industry visits to The Scoular Company’s Terminal Grain Elevator in Salina, Kan., and Abengoa Bioenergy Corp.’s Fuel Ethanol Plant in York, Neb.

August Seminar
For the August 23-27 seminar, 13 Chinese feed manufacturing executives, traders and government officials attended. The Kansas Corn Commission (KCC) hosted a lunch during their field trip. Jere White, the KCC executive director, and Kevin Lickteig, the Kansas Grain Sorghum Commission administrator, as well as some commissioners, attended the concluding dinner.

The August seminar ended with farm and industry visits to Farmers Cooperative Association’s Country Elevator in Manhattan, Kan., ADM’s Consolidated Nutrition Feed Mill in Abilene, Kan., Cargill’s Terminal Elevator in Salina, Kan., Keesecker Agribusiness – a commercial swine operation with an on-site feed mill – in Washington, Kan., and the corn and soybean farm of Mike Wintemantel in Lawrence, Kan.

Sam Niu, assistant director of USGC Beijing office, accompanied and interpreted for the June and August seminars.

### June and August Chinese seminar presentations

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<td>Corn Co-Products and the International Market, Tracy Snider, National Corn Growers Association</td>
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<td>Pricing and Contracting Alternatives, Jay O’Neill, O’Neill Commodity Consulting</td>
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<td>Factors Affecting Starch Quality, Food/Feed Safety and Costs, Harold Trick, K-State Department of Plant Pathology, and Keith Behnke, K-State Department of Grain Science and Industry</td>
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<td>Historical Development of U.S. Agriculture and Current Agricultural Policies, Brad Lubben, K-State Department of Agricultural Economics</td>
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<td>Price Determination, Basis Pricing and Hedging Examples, Kiser</td>
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In 2004, the International Grains Program opened its doors to numerous trade teams, organizations and visitors from all over.

Ten trade teams sponsored by the national commodity groups visited IGP and were given presentations about U.S. grain and IGP short courses.

With the completion of the IGP Conference Center, 26 organizations utilized the facilities for conferences and meetings.

Some of these various groups are highlighted below.

**South African trade teams**

A five member South African trade team traveled to Kansas March 14-18. The trade team was hosted by U.S. Wheat and Kansas Wheat Commission. One of the visitors, Peter Jackson of Tiger Foods, recently purchased more than 20,000 tons of U.S. Hard White wheat. This was the first shipment of its kind into South Africa. Jackson and the other team members traveled to western Kansas to get a first-hand look at wheat farming. While in Manhattan, the trade team met and had dinner with IGP staff.

Another South African/Nigerian trade team visited IGP June 10. This team consisted of millers and was also sponsored by U.S. Wheat and hosted by the Kansas Wheat Commission.

**U.S. Wheat Associate’s overseas offices**

In June, senior staff members from U.S. Wheat Associate’s overseas offices visited IGP. They included: Linda de Hoog of Rotterdam, Mina El Hachimi of Casablanca, Hoda Moawad of Cairo, Keiko Minagawa of Tokyo, Kevin McGarry of Washington, D.C., and Serena Wu of Taipei.

**Russian technical team**

A special course was held for a Russian Technical Team May 26. The eleven participants were sponsored by the U.S. Grains Council.

**University of Baghdad delegation**

IGP assisted the K-State College of Agriculture in hosting a delegation from the University of Baghdad during August. They included the Assistant Dean of Agriculture and heads of the Horticulture department, the College of Veterinary Medicine, and Remote Sensing. The U.S. Army and AID sponsored the group.

**Other trade teams**

IGP staff also assisted the Kansas Wheat Commission in hosting U.S. Wheat Associate’s trade teams from Japan, Colombia and a noodle team from Korea.
# Meetings and Seminars

## January
- 22-23 U.S. Wheat Associates and National Association of Wheat Growers (NAWG) meetings; Atlanta, Ga.

## February
- 24-25 Caribbean Millers Association 8th annual meeting; Guadeloupe
- 24-4 Egypt Milling Technology Center visit; Cairo

## March
- 1-4 Commodity Classic; Las Vegas
- 6-8 U.S. Wheat Egyptian Milling Company visits
- 17 Hard White wheat milling seminar; Taiwan

## April
- 19-24 U.S. Wheat flour mill visits; Peru

## May
- 15-19 International Association of Operative Millers (IAOM) meeting; Wichita, Kan.

## June
- 15-18 International Grains Council (IGC) annual conference; London
- 23-24 U.S. Wheat sponsored Latin American and Caribbean Buyers Conference; Aruba

## July
- 10-13 U.S. Wheat board meeting; Bismarck, N.D.
- 15 IGP Advisory Committee; Bismarck, N.D.

## August
- 8-11 U.S. Wheat Associates annual planning conference; Washington, D.C.
- 13 Plains Grains (crop quality and information) meeting; Stillwater, Okla.

## September
- 10-15 USGC seminar on handling imported corn; Jordan

## October
- 8-12 U.S. Wheat Associate’s meeting; Denver, Colo.
- 12 IGP Advisory Committee meeting; Denver, Colo.
- 17-22 Latin American Millers Association (ALIM) annual meeting; Puerto Vallarta, Mexico

## November
- 30-4 U.S. Wheat Crop Quality seminars; Guatemala and Costa Rica
- 2-16 U.S. Wheat Crop Quality seminars; Europe
- 7-9 Brazilian Flour Millers Association (ABITRIGO) annual meeting; Sao Paulo, Brazil
- 17-21 XII Forum sponsored by APPAMEX (Asociacion de Proveedores de Productos Agropecuarios Mexico) and NAEGA (North American Export Grain Association); Puerto Vallarta, Mexico

John Howard (right) presented Mike Sullivan (left), Vice President of the Nebraska Wheat Growers Association from Wallace, Neb., with an IGP silver laser pointer/writing pen at the Commodity Classic.
IGP had a busy year with the move from Waters Annex to the new Conference Center on Kimball Avenue in Manhattan, Kan.

- Kansas State University President Jon Wefald visited IGP’s new facilities in May. “This is world class,” he said. “It really puts us on the map.”
- Also in May, the IGP Conference Center was featured on a Manhattan Matters segment on Channel 13 News (WIBW), Topeka, Kan. Hassan Abdel-Ghaffar, U.S. Wheat’s Middle East - East African Regional Marketing Director, was interviewed for the segment while at IGP for the Grain Purchasing short course. The station also interviewed Brendan Donnelly.
- John Howard was appointed Director of IGP by George Ham, former College of Agriculture Interim Dean, in June. Howard was promoted upon former Director Brendan Donnelly’s semi retirement.
- In July, Jerry Newsham, Nebraska Wheat Board, was selected to succeed Bob McClellan, Kansas Wheat Commission, as Chairman of the IGP Advisory Committee.
- Virgil W. Smail became head of K-State’s Department of Grain Science and Industry on Sept. 1. Smail has been president and chief executive officer of the American Institute of Baking since November 1994.

Fred Cholick, dean of the College of Agriculture and director of K-State Research and Extension, said, “He [Smail] has a vision for all the components of grain science — teaching, research and extension.”

- Howard participated in a television interview regarding risk management and the Kansas City Board of Trade (KCBT) that will air in 2005 on PBS. The interview will also be used in the production of the KCBT’s new promotional video.
- Fowler wrote an article entitled, “Milling New Crop Wheat” that was published in the November 2004 issue of World Grain.
- IGP launched a new Web site in the fall. Please visit www.ksu.edu/igp to learn more.
- Brendan Donnelly was presented with the Kansas Grain and Feed Associate’s (KGFA) Sunflower Award in November for his “outstanding service to Kansas Agriculture and KGFA.”

The Sunflower Award is KGFA’s most prestigious award given annually to recognize someone who has made a significant and notable contribution to the grain handling industry and/or KGFA.

Above: Channel 13 News, Topeka, Kan., featured the IGP Executive Conference Center and Grain Purchasing short course on a Manhattan Matters segment in May. Pictured being interviewed is Hassan Abdel-Ghaffar with U.S. Wheat.

Left: K-State President Jon Wefald visited IGP in May. He is pictured with Charles Reagan (left), Assistant to the President, and IGP’s Brendan Donnelly (middle right) and John Howard (right).
The 2004 Feed Manufacturing short course was a prime example of the effects of September 11, 2001, on visa approvals and the problems it caused for IGP programs. Due to visa restrictions, only seven participants out of the 12 registered made it to the Feed Manufacturing course.

The visa issue has continued to be a chronic problem since 2001 and has seriously limited the number of participants in all of IGP’s short courses. Although total numbers have increased almost every year, larger increases were anticipated.

During 2001 there were 125 participants instead of 155 had Sept. 11 not occurred. During 2002 there were 168 participants that included the 30 that should have participated the previous September. During 2003 IGP had 164 participants. This calendar year IGP had 185 participants which would have been 131 were it not for the training program conducted the last quarter at USDA.

IGP will be working with the national commodity groups closer and establish greater lead time in order to overcome the visa problem.
IGP staff and faculty members are employed within Kansas State University’s Department of Grain Science and Industry, and they facilitate much of IGP’s annual training activities. The faculty members are world-class experts in the areas of grain handling, storage, processing, marketing, milling, entomology and management. IGP programs are also enhanced by faculty from other departments in the college of agriculture as well as faculty from other land grant universities. In addition, more than half of the lectures at IGP short courses are presented by industry representatives.

**IGP Staff**

**John Howard**, IGP director; expertise in international grain market analysis and grain marketing.

**Harvey Kiser**, IGP senior agricultural economist; expertise in cash and futures markets, federal-farm programs, and grain standards.

**Mark Fowler**, IGP flour miller; expertise in flour milling technology, manufacturing and engineering.

**Brendan Donnelly**, wheat quality specialist; expertise in wheat quality and pasta products.

**Carl Reed**, grain storage technologist; expertise in management of stored grain for quality maintenance in tropical and temperate climates, including aeration and IPM programs.

**Robert Bennett**, senior wheat quality scientist, expertise in cereal chemistry and wheat quality evaluation from production through the milling and baking process.

**Cathy McGlothin**, IGP program coordinator.

**Nicole Young**, IGP student communications specialist.

**Shelly Meyers and Katie Kuhlman**, IGP student assistants.

**IGP Faculty**

**Sajid Alavi**, assistant professor; expertise in food engineering, specifically in extrusion processing of food and feed materials, rheology, food microstructure imaging and structure - texture relationships.

**Keith Behnke**, professor and feed technology research scientist; expertise in feed processing as it affects animal nutrition.

**Subramanyam Bhadriraju**, professor; expertise in development and evaluation of integrated pest management programs for food and feed industries.

**Dale Eustace**, professor and milling technology research scientist; expertise in large- and small-scale wheat and corn milling and wheat conditioning.

**Fred Fairchild**, professor and feed and flour milling engineer; expertise in mill design and construction and equipment selection.

**Ekramul Haque**, professor and agricultural engineer; expertise in grain storage, processing and handling, and electrical power use.

**Tim Herrman**, state extension leader and associate professor; expertise in grain handling and storage, quality-oriented marketing of hard winter wheat and feed quality assurance.

**Kendall McFall**, flour miller/instructor; expertise in flour milling technology, product distribution, manufacturing and engineering safety, regulatory compliance, food safety and personnel management.

**Marvin Willyard**, BNEF professor; expertise in applications of cereal science and ingredient functionality to formulation and industrial production of baked, fried and processed food products.
International Grains Program
Conference Center

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www.ksu.edu/igp

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