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At Kansas State University we are continually asked to show ways in which we are adding value to the students that we serve and the citizens of Kansas. The national downturn in incoming college students relating to the cost and value of education is a continual struggle. Those same barriers are mimicked by the professional world when companies are making decisions about continuing education trainings.

Understanding those challenges gives the Department of Grain Science and Industry and the IGP Institute faculty and staff a renewed focus on our role in nourishing a hungry world.

To that end, we revised our IGP Institute mission to be reflective of the work that is currently being done by the team. Missions are designed to concisely show what an organization does today and to be a filter to judge existing and potential opportunities. We believe the new statement, “To provide technical, research-based training benefiting industry professionals globally and enhancing the market preference for U.S. grains and oilseeds,” is an accurate representation of our work.

In the spring, we added Guy Allen, senior agricultural economist and grain marketing and risk management curriculum manager to the IGP Institute team. In this role, he facilitates programs in marketing, supply chains and risk management of agricultural commodities. He has an extensive career in grains and commodities that spans three continents – North America, Australia, and Asia. He has led trainings for several international trade teams and is working aggressively on building expanded course offerings in foreign markets.

Additionally, the IGP Institute faculty and staff have renewed their improvement in instruction, content and delivery. As an example, Shawn revised the entire milling curriculum to better serve the educational needs of the industry professionals.

The strong relationship with our partners is key to our success. We have been fortunate to have a great collaborative connection with GEAPS (Grain Elevator and Processing Society) for many years. Earlier this summer their leader, David Krejci, retired. We want to thank him for
his service to the grain industry and for his continuous support of the GEAPS/K-State programming. We look forward to continuing to build this relationship with Steve Records, the association’s new executive director.

As we plan for the future and upcoming course offerings, we are encouraged by the commitment from the university to creating new infrastructure. Phase one of this plan includes a new building to replace the current Shellenberger Hall. This building will provide enhanced training capabilities for courses covering wheat quality, baking and baked good evaluation, and small scale wheat milling. Historically, grain science and industry improvements have always been done with the citizens, industry and university working collaboratively and this time will be no different. Challenges bring great opportunity for those who are committed to responding with enthusiasm. It is all about how we choose to view it. I couldn’t be more excited about what lies on the horizon for the university and department, including the IGP Institute.

On behalf of all of us at the IGP Institute we thank you for your support of our educational programs and outreach. We look forward to future collaborations. Please let us know how we can be of service to you and your organization.

Sincerely,

Gordon Smith
IGP Institute Director
Professor and Head, Grain Science and Industry

IGP Institute

Our Mission
To provide technical, research-based training benefiting industry professionals globally and enhancing the market preference for U.S. grains and oilseeds.
2019
4,205 Participants
58 Countries

Argentina  Australia  Belgium  Brazil  Cambodia  Canada  Chile  China  Colombia  Costa Rica  Cyprus  Denmark  Dominican Republic  Ecuador  Egypt  El Salvador  Ethiopia  Finland  France  Germany  Ghana  Guatemala  Honduras  India  Indonesia  Iran  Ireland  Japan  Kenya  Malaysia  Mexico  Morocco  Myanmar  New Zealand  Nicaragua  Nigeria  Pakistan  Panama  Peru  Philippines  Portugal  Romania  Saudi Arabia  Singapore  South Africa  South Korea  Spain  Sweden  Switzerland  Taiwan  Thailand  Tunisia  Turkey  United Kingdom  United States  Uruguay  Vietnam
Total Participants

- **Outreach**: Workshops, Research, Presentations (2,708 Participants)
- **43 Distance Courses** (702 Participants)
- **39 On-Site Courses** (795 Participants)
It is not uncommon for the IGP Institute to have repeat customers attend a series of courses. Yet, in 2019 Greg Lehmann, operations manager for Ag Valley Co-op returned not to attend a course, but rather to help lead it.

**Student Learning**
Lehmann’s first contact with IGP was as a participant in the January 2018 IGP–KSU Grain Elevator Managers course, which was led by Carlos Campabadal, feed manufacturing and grain quality management outreach specialist.

“Toward the end of the course, I had been talking to Carlos about my own experiences and what I was currently doing,” Lehmann says. “Carlos mentioned that one of the other facilitators, Bob, was retiring and that he was going to be in need of somebody to come on board to help him.”

Lehmann adds, “I took some time to think about it, but I realized that I’ve always been passionate about teaching or passing along knowledge. It seemed like the right fit. I called Carlos up and told him I wanted to do it and we went from there.”

**Industry Teaching**
Having worked in the grain industry since the age of 16, Lehmann had gained experiences that helped qualify him for the facilitator role.

“I’ve learned a lot over the years, but I’m still learning,” Lehmann says. “I’ve worked in and out of the grain elevator; I’ve torn apart and rebuilt the machinery that we use.”

Shortly after joining the teaching team, Lehmann was connected to Melissa Ferguson, the Grain Elevator and Processing Society (GEAPS) continuing education programs leader. She invited Lehmann to help teach the GEAPS/K-State Hands-On Training (HOT) program in addition to his work as an instructor for the IGP–KSU Grain Elevator Managers course.

“This was the first GEAPS course that I helped with and I’m looking forward to coming back next year to help again,” Lehmann says. He didn’t have to wait long as he also helped facilitate the GEAPS/K-State Grain Elevator Managers course held in May.

“Greg brings a lot of hands-on knowledge and experience that really resonates with the students in these trainings,” Campabadal says. “Our course participants really benefit from their discussions with Greg.”

Looking ahead, Lehmann explains that he is ready to continue this newly found enjoyment of teaching.

“I’m excited to continue my own education, but also working with Kansas State University and the IGP Institute to help others that are a part of the grain industry.”
Greg Lehmann, course instructor (left), discusses belt conveyor maintenance and repair with participants from the GEAPS/K-State Hands-On Training (HOT) course held in December.
Partnerships are essential for a successful organization. That concept is no different for the IGP Institute. IGP’s alliance with the U.S. Soybean Export Council (USSEC) is a long-standing relationship that benefits both organizations.

**Partnership Training**

“The partnership USSEC has with IGP goes back many years. Coming here is a great way to expose our buyers to very knowledgeable and experienced industry professionals,” says Kevin Roepke, USSEC regional director.

IGP and USSEC have coordinated many courses over the years to enhance the knowledge of industry buyers and consumers in their industry. RAPCO Feed Manufacturing, RAPCO Poultry Nutrition, USSEC MENA Feed and Poultry Nutrition, and USSEC Oilseed Purchasing are just some of the trainings offered through this partnership.

In 2019, this relationship was expanded with the addition of the USSEC working nutrition group joining the RAPCO Poultry Nutrition course held in late May. There were 38 industry professionals from across the globe who attended this workshop.

“Bringing this group of key industry leaders on campus added a tremendous value to our training and allowed us to showcase our programming,” says Carlos Campabadal, IGP Institute grain storage and feed manufacturing outreach specialist.

Roepke adds that the relationship between USSEC and the IGP Institute is important because of the credibility and expertise that the IGP Institute faculty provide.

**Technical Support**

This connection between the two organizations extends well beyond professional education.

“IGP provides more than just technical education to our participants. We also support USSEC for its different activities whether it’s hosting courses or on technical trips where USSEC has a presence,” says Campabadal. “At the same time, USSEC is key for the IGP Institute to fulfill its mission to provide support to international buyers of U.S. soybeans and its co-products.”

Along with the technical support, the partnership also fosters information exchange.

“We can learn a lot through a dialogue with our customers so that we can meet their needs through developmental tools such as the IGP Institute,” says Philip Lobo, USSEC director of feed utilization.

Roepke agrees that the relationship gives USSEC an advantage compared to their competitors.

Lobo adds, “As we move forward, there are great opportunities to be made and insights to gather from these types of collaborations.”
Carlos Campabadal met with Phillip Lobo, USSEC director of feed utilization (left), and Kevin Roepke, USSEC regional director (center), during the USSEC working nutrition group meeting held in conjunction with the RAPCO poultry nutrition course.
When caring for their pets, owners oftentimes spare no expense for their furry friends. This includes feeding them only the best food and treats. With the goal of creating a high quality, nutritious product while helping to add value to a Kansas commodity, Dr. Greg Aldrich, grain science research associate professor and pet food program coordinator at Kansas State University, studies ways to add sorghum to pet food and pet treat formulation.

**Cutting Edge Research**

Aldrich created sorghum flour and bran from red sorghum at the Hal Ross Flour Mill. Although he created both products, his focus was on the bran instead of the flour due to the antioxidant potential bran contains.

Next the leftover flour was turned into the first prototype of the sorghum crisp.

“We have the technology to make the sorghum crisps and granola bars, now we need to work out the details of the formulas and verify that not only the dogs will like them, but people will like them too.”

“Dr. Aldrich is presenting a great opportunity to consumers by providing science-backed research to help them make better decisions for their pet’s health and nutrition,” says Anne Huss, technical operations and laboratory services manager and research scientist in microbiology for BioMatrix International.

In conjunction with the course, the Federal State Market Improvement Program, the Kansas Department of Agriculture, and the IGP Institute hosted a dinner, in which sorghum was featured as part of the food that was served.

“We presented the information that we had developed to create these sorghum crisps and granola bars to several pet food companies that attended,” says Aldrich.

What stands out from Dr. Aldrich’s research is the fact that incorporating sorghum into everyday items will increase the demand for that commodity, thus creating more opportunities for Kansas farmers.

Aldrich adds, “Pet food is a viable significant part of the economy in the state of Kansas. In addition to the research, teaching, and creating this program, we’re helping economic development and giving more value to Kansas-based crops.”

**Teaching His Method**

In an effort to apply his methods and share his research, the IGP Institute and Dr. Aldrich teamed up to create the Pet Food Formulation for Commercial Production course held in January 2019. This training engaged 20 participants from around the world who wanted to learn more about how to formulate pet food diets.
Krystina Lema Almeida, master’s student, and Greg Aldrich, K-State pet food program coordinator, view results from two research projects involving dog treat development with white and red sorghum.
Testing Tropical Corn Storage
Researchers set out to find efficient grain storage methods.

Determining product storability is key when grain buyers and traders are making their purchasing decisions. Weather, heat and humidity all factor into stored grain quality.

To address these challenges, Carlos Campabadal, IGP Institute feed manufacturing and grain quality management outreach specialist, led a four-month study in Malaysia.

“During the trial, the average ambient temperature was 29°C (84°F) and relative humidity was 70.6%, which made it ideal for testing the different strategies to preserve U.S. corn,” Campabadal says.

"The total amount of U.S. corn was 4,600 MT imported in containers into Malaysia from two Midwest suppliers. The corn was in the shipping containers for two to four weeks in transit. Once in Malaysia, the corn was stored in concrete silos between three to four months,” Campabadal says.

Researching Storage Methods
The primary objective of the study was to determine the most effective grain quality management storage practices based on science. The other two objectives were to analyze U.S. corn at origin and destination to determine if transportation affects quality and determine if removing broken corn and foreign material (BCFM) at the destination improves storability and reduces the presence of mycotoxins.

Eight different storage strategies were tested, and the results showed that U.S. corn can be stored up to 10 weeks in tropical environments without losing quality. If it was treated with grain chilling and a mold inhibitor when it arrived on-site, it could be stored up to four months without losing quality.

Educating U.S. Corn Buyers
“Along with conducting research, we developed educational materials to help buyers from tropical weather locations know how to properly store their corn without a loss in quality,” Campabadal says.

The U.S. Grains Council and the Kansas Corn Commission helped support the study and conduct the educational outreach.

Kansas Corn Commission CEO Greg Krissek explains why helping to fund this research is so important to Kansas corn farmers. “Current demographic statistics show tremendous population growth in the upcoming decades throughout Southeast Asia, South Asia and China. Helping grain importers in tropical climates overcome storage issues should give an advantage to U.S. corn producers in the coming years.”
Carlos Campabadal, IGP Institute feed manufacturing and grain quality manager, led a four-month study in Malaysia focused on improving corn storage practices in tropical locations.
Global Trade Training

The IGP Institute shares knowledge through partner organizations.

Historically the IGP Institute has prided itself on the quality workshops delivered in partnership with national commodity organizations via trade teams. Several of these programs in 2019 have focused around the grain marketing and risk management curriculum.

**Value of Trade Teams**

This year in partnership with the U.S. Grains Council, the IGP faculty hosted trade teams from Mexico, Myanmar and the Philippines, Southeast Asia and China. With the support of the U.S. Soybean Export Council, a workshop was held for grain purchasers from Pakistan.

“The U.S. is in the process of renegotiating a number of trade agreements that will have a significant impact on agricultural commodities and markets,” says Guy Allen, senior agricultural economist and grain marketing and risk management curriculum manager, when speaking about the importance of hosting these groups.

Along with training on-site, the curriculum managers travel abroad to share knowledge and meet with key influencers at the request of these national commodity partners. This allows the faculty to engage directly with the grain purchasers and decision makers and to showcase the value of U.S. products on behalf of Kansas farmers.

“In these workshops, we are improving the merchandising skills to assist in cost effective procurement of commodities,” Allen says. He adds, “It is important that the buyers understand the difference between least cost and value procurement.”

**Key Markets**

Through meetings with these industry professionals and thorough study of the markets, Allen is able to identify potential market opportunities. He identifies China, Mexico and Latin America as the key areas of focus in 2019.

“China is the largest single destination for the importation of oilseeds as well as cotton. They are also major buyers of coarse grains like barley and grain sorghum,” Allen says. Regarding this market, Allen believes the U.S. is well positioned to supply future growth demand.

In speaking about Mexico, Allen shares it is the second-largest export market of agricultural products from the U.S. The Mexican market is diverse and well-integrated with U.S. supply channels. Allen says, “Looking ahead, Mexico will remain an important and growing export market for U.S. agricultural products as its economy and middle class develops and expands.”

Allen also identifies Latin America as an emerging market for U.S. commodities. He says, “The IGP Institute will keep focused on this market as its people evolve their dietary preferences and increase their imports of quality agricultural products.”

As he surmises the global grain industry, Allen says, “We must stay in front of these important trading partners as markets evolve to continually promote the advantages of U.S. agricultural products.”
Guy Allen, IGP Institute agricultural economist, participates in a panel discussion at the U.S. Soy Market Outlook Conference held in Shanghai, China.
Creating a Preference for U.S. Wheat

Brazilian wheat millers learn about the U.S. wheat market in USDA sponsored course.

As the world’s leading experts of flour milling and wheat quality, the IGP Institute was selected to conduct the U.S. Department of Agriculture (USDA) Cochran Fellowship Program – U.S. Wheat Classification and Standards training for Brazil. The short course provided four Brazilian wheat industry fellows with an understanding of the high quality and types of U.S. wheat, as well as helped to build demand for U.S. wheat in Brazil.

As the fourth largest wheat importer in the world, Brazil has the potential to be a key market for U.S. exports. With the Brazilian government’s recent implementation of a tariff-rate quota (TRQ) that allows up to 750,000 metric tons of wheat to be imported duty-free from countries outside of the Mercosur trade agreement, creating a preference for U.S. wheat in the Brazilian market is now more crucial than ever.

“Brazilian millers value U.S. wheat quality and hard red winter wheat is an exceptional fit for the products that they are producing,” says Shawn Thiele, IGP Institute associate director and flour milling and grain processing curriculum manager. “The timing of this course couldn’t have been better with the recent changes that Brazil is making with the TRQ, which should allow for a larger portion of U.S. wheat, specifically hard red winter wheat, to be exported to Brazil.”

Throughout the two-week course, the Brazil fellows were able to meet and learn from Kansas wheat growers and researchers, Kansas Wheat Commission staff, U.S. Wheat Associates staff, Kansas State University grain and milling experts, as well as many other industry professionals. The fellows were exposed to the different U.S. wheat classes and grades, essential classification and standards, basic trading and storage of wheat, U.S. and world wheat supply and demand, and research and production standards for wheat in the U.S., among other imperative topics.

“I have extensive milling experience, but I learned something new every day that I was here. For example, the blending of softer wheats; it’s important that you can blend different wheat qualities, different proteins and different classes. For me, it’s very interesting,” says Ruy Cassio Zanardi Toledo, industrial director of OCRIM. “My opinion has not changed but was reinforced in the sense that U.S. products and services are high-quality and reliable.”

Thiele says that engaging with the Brazilian fellows throughout the course provided an excellent insight for the group in understanding the U.S. wheat value chain. “This course created an opportunity for shared learning and developed working relationships with Brazilian millers that will aid in the international trade of U.S. wheat into Brazil,” says Thiele.
USDA Cochran Brazil fellowship participants examine wheat varieties during a tour of the research labs and greenhouse facilities at Kansas Wheat.
“I learned a lot about the maintenance side of things, so I’ll be able to go back and work on everything again. Everything I learned was very useful especially with the plant we have. Everything is getting old and wearing out so this will make it a little bit easier to try and figure it out on the fly.”

— Hunter Grenvik, Mid Columbia Producers, Moro, Oregon, GEAPS/K-State Hands-On Training (HOT) participant
“We opened up a lot of knowledge that wasn’t in the textbook that I was reading before my visit — particularly the hands-on approach on milling. It’s really different when you read the textbook and experience it for yourself. It gives you a practical idea of how to go about asking the correct questions to millers.”

— Adrian Redondo, U.S. Wheat Associates—Philippines, IAOM—KSU Basic Milling participant
“This course definitely helped me learn a lot about key concepts in grain purchasing and risk management . . . I understand more of the importance of properly managed grains, how to manage risks in such a volatile environment, and how communication and news can play a big role in what we do.”

– Rolando Solis, MF Grains, Panama City, Panama, IGP–KSU Grain Purchasing participant
“I had no prior background in animal food production. The course was well taught and in a friendly atmosphere. I was able to take away a lot from this course and Dr. Aldrich made the material very easy to learn.”

– Caitlin Eilenfeldt, Riverbend Foods, IGP–KSU Pet Food Formulation participant
# 2019 By the Numbers

**39 On-site Courses • 795 Participants**

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<td>USSEC Poultry Feed Milling Training Program – MENA</td>
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<td>Egypt, Morocco, Tunisia</td>
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<td>USSEC RAPCO Feed Manufacturing</td>
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## 2019 By the Numbers
43 Distance Courses • 702 Participants

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<td>GEAPS 550: Materials Handling I</td>
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