

STAKEHOLDER NEWS



IGP Institute

Upcoming in September

Distance Courses

GEAPS 510: Grain Facilities Planning and Design I

GEAPS 520: Grain Quality Management

GEAPS 524: Grain Drying

GEAPS 620: Grain Receiving, Cleaning and Conditioning

GEAPS/KSU On Demand

AFIA/KSU On Demand

Meeting the Challenges of a Changing Environment



Guy H. Allen, IGP Institute Senior Agricultural Economist, Grain Marketing and Risk Management Curriculum Manager

The past six months have presented an ever-increasing number of challenges in fulfilling our mission “To provide technical, research-based training benefiting industry professionals globally and enhancing the market preference for U.S. grains and oilseeds.”

The greatest impact has been a result of the COVID-19 pandemic and the resulting travel restrictions and limitations on face-to-face interactions with industry stakeholders. These limitations present themselves not only domestically, but through international travel in particular.

The challenges of the situation have also been amplified by the increase in market volatility and the diverse number of issues currently driving the market. These are currently ranging from the seasonal production and consumption issues, to major events such as Africa Swine Fever across China and Asia, increasing geo-political issues, as well as major economic shifts in GDP and currency relationships.

Evolving global trade relationships are also dramatically changing the environment in which IGP operates. Recent agreements with Mexico and Canada in the USMCA, with China, as well as Japan and Korea have set out a new market paradigm. There are also current negotiations with the United Kingdom in the wake of Brexit, as well as India, Kenya and a number of other countries. These events make IGP’s mission even more important.

As a result, IGP has adjusted its approach in reaching out to its target audience of international grain and oilseed buyers. Our initial plans put into place early

in the year have changed. A number of intended IGP short courses planned at our conference center, as well as in China, Mexico and Latin America have been rescheduled or moved online.

While in the past we have tried to increasingly provide an experiential and personally interactive learning approach to promoting U.S. grain and oilseed products, the current environment is not allowing many of the activities usually preferred; such as on-site visits to farms and supply chain facilities across the export supply chain. The personal interaction with the people carrying out these activities is invaluable.

With the current limitations IGP has quickly adjusted its engagement with market participants. Find examples of Guy’s recent activities using webinars and Zoom meetings to continue our mission below.

View: Guy Allen’s International Trade Highlights

<https://www.grains.k-state.edu/igp/on-site-training/grain-marketing/>

Listen: Conversations During Agriculture Today with Eric Atkinson

<https://www.youtube.com/playlist?list=PLFdo0ZSRnSUGGXGdkkAt2UD0Ux-zTlo>

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KANSAS STATE UNIVERSITY

July Participant Numbers

0

On-site

108

Distance



August Trainings and Activities

- Attended SIDLIT 2020 Virtual Conference (SIDLIT: Summer Institute on Distance Learning and Instructional Technology)
 - Presented “International Grain Markets and Trends” at the KSU – Profit and Risk Conference
 - Participated in a break-out session on U.S. Grain and Oilseed Market Outlook at the KSU – Profit and Risk Conference
 - KSU Agriculture Today podcasts: “Highlights of Issues Facing the International Grain Trade” and “U.S. China Trade Relations” and their recent U.S. corn and soybean purchases
 - Presented on a BCG – Tokyo conference call covering: “U.S. Grain and Oilseeds in Geo-Politics” and an overview of “U.S. China Trade Relations and the Importance of Agricultural Exports”
 - Participated in USSEC Market Access Briefing
 - Presented on behalf of USGC on Grain Storage Practices for the Mexican Feed Industry Association (AMEPA)
 - Attended USAID Reduction of Postharvest Losses Virtual Annual Meeting, gave update on status of Guatemalan project
 - Attended the KS Soybean Commission Meeting and presented an update on IGP’s activities
 - Provided technical assistance to feed mill companies on Processing, Quality Control and Storage of Full-fat Soybeans for USSEC
 - Presented on GMPs to the Colombian Feed Industry Association (ANDI) for USSEC
 - Presented on-demand and live virtual short course for USSEC on Applications of NIR Technology to Optimize U.S. Soy Usage
 - Attended the Kansas Association of Wheat Growers/Kansas Wheat Commission Ag Policy Action Committee Meeting
 - Met with U.S. Wheat Associates Cape Town office to plan upcoming trainings for the region
 - Attended the Kansas Wheat Commission Board Meeting and presented an update on IGP’s activities
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