

# STAKEHOLDER NEWS



## IGP Institute

### Upcoming in April

IGP 700:

Fundamentals of  
Animal Nutrition  
(online only)

**Note:** Due to the university shutdown to help prevent the spread of the Covid-19 virus, the IGP Institute and the Department of Grain Science and Industry are operating remotely. Please visit our website at [www.ksu.edu/igp](http://www.ksu.edu/igp) for updates and additional course information.



**KANSAS STATE**  
UNIVERSITY



*Participants in the Buhler-KSU Expert Milling course view samples from various stages of the flour purification process in the Hal Ross Flour Mill at Kansas State University.*



*Matt George*

### Participant Spotlight:

In an effort to learn more about the mechanics of milling, Matt George, milling manager, attended the Buhler-KSU Expert Milling course held March 2-6, 2020 at the IGP Institute.

George was previously a general plant laborer and worked his way to milling manager. Although he's familiar with the industry, he never learned the science of the milling process.

"I know how the operation itself works, but I don't know a lot about the theory behind what I'm doing," George says.

The expert milling course goes in-depth on the overview of milling to help participants excel in the industry and within their careers.

"During the course I learned a lot about moisture and it's importance as well as having the equipment set up correctly," George says. "We also went into detail about how milling is supposed to be done." George adds that the partnership with Buhler brings valuable information to the course.

"It was beneficial to me because we have pretty much only Buhler equipment. So, any piece of equipment he talked about, we have it. It was really good for me to hear what they had to say about it," George says.

### March Participant Numbers

**13**

On-site

**32**

Distance





*Jason Watt, Buhler Instructor of Milling, works with participants from the Buhler-KSU Expert Milling (Spanish) course in the Hal Ross mill.*

## March Trainings and Activities

- Buhler-KSU Expert Milling (English)
- Buhler-KSU Expert Milling (Spanish)
- Traveled to Ethiopia to work on the USAID SIIL ASMC Project
- Gave a presentation on Postharvest Technologies to participants at the Bahir Dar Institute of Technology in Bahir Dar, Ethiopia

## Risk Management Roadshow Explores Expanded Trade Options In Mexico

Story and photo courtesy of U.S. Grains Council

Buying and selling grain between the United States and Mexico could be as easy as moving grain between two U.S. states — given the right conditions and risk management tools. That was the message of a series of risk management seminars conducted by the U.S. Grains Council (USGC) in six Mexican cities in five days.

Joined by Guy Allen, senior agricultural economist with the IGP Institute, USGC staff met with a total of 11 different Mexican companies - including producers of eggs, pork, dairy and beef — to better understand how these end-users procure grain and how they use risk management tools like options and futures.

“Some of the companies are already having success using futures and options or working through a brokerage firm, while others were aware of these tools but not using them,” said Reece Cannady, USGC manager of global trade, who participated in the mission. “There are a lot of complexities to these tools, so these seminars helped reinforce or introduce how risk management practices and strategies — commonplace in the United States, but not as common in Mexico — can help increase their bottom lines.”

The Council regularly works with end-users in Mexico and around the world to help use tools like these as well as other ways to ensure deliveries and fulfillment of contracts. Face-to-face conversations help facilitate these discussions and provide insights on the logistics needed for trade to flow.



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In Mexico, geographic proximity, interconnected logistics and favorable market access all work together to make this market the top buyer of U.S. corn and distiller’s dried grains with solubles (DDGS) as well as a historic top market for U.S. sorghum and emerging market for U.S. ethanol. In the 2018/2019 marketing year, Mexico set a new record high of 25.6 million metric tons (equivalent to one billion bushels) for imports of U.S. grains in all forms, valued at \$7.24 billion.

“Mexico is one of the most important and loyal buyers of U.S. feed grains and co-products,” Cannady said. “With duty-free access preserved in the U.S.-Mexico-Canada Agreement (USMCA), we are working to identify areas of opportunity and take trade between our countries to the next level.”

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IGP Institute  
Department of Grain Science and Industry

1980 Kimball Avenue, 102 IGP Institute Conference Center | Manhattan, KS 66506-7000  
Tel. 785-532-4070 | Fax 785-532-6080 | [www.grains.k-state.edu/igp](http://www.grains.k-state.edu/igp) | [igp@ksu.edu](mailto:igp@ksu.edu)