

Kansas State University

International Grains Program



2002 Annual Report

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www.ksgrains.com/kcc



Kansas Wheat Commission
www.kswheat.com



www.kansassoybeans.com



www.uswheat.org



Colorado Wheat
Administrative Committee



www.unitedsoybean.org



www.usda.gov/gipsa



www.grains.org



Texas Wheat Producers Board
www.texaswheat.org



www.soygrowers.com



North American Export Grain
Association



www.state.ok.us/~wheat



Foreign Agricultural Service
www.fas.usda.gov

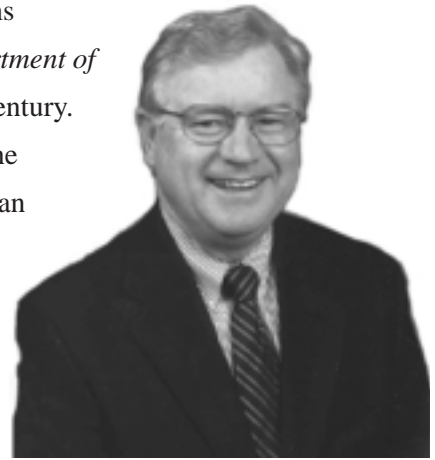


www.kcibt.com



www.ksgrains.com/kgsc

Twenty-four years ago the Kansas legislature established the International Grains Program, but the roots go back much further. International activities by the *Department of Milling Industries*' faculty could probably be traced back to the early part of the century. The earliest documented activity with the specific goal being grain marketing, by the renamed Department of Grain Science and Industry, seems to be a visit to Manhattan by businessmen from India during October of 1961. The ensuing seventeen years' marketing activities by department faculty, especially Professor Arlin Ward, formed the catalyst that gave life to the IGP in 1978 when the Kansas Corn Commission, the Kansas Grain Sorghum Commission, the Kansas Soybean Commission, and the Kansas Wheat Commission asked the legislature to create the IGP.



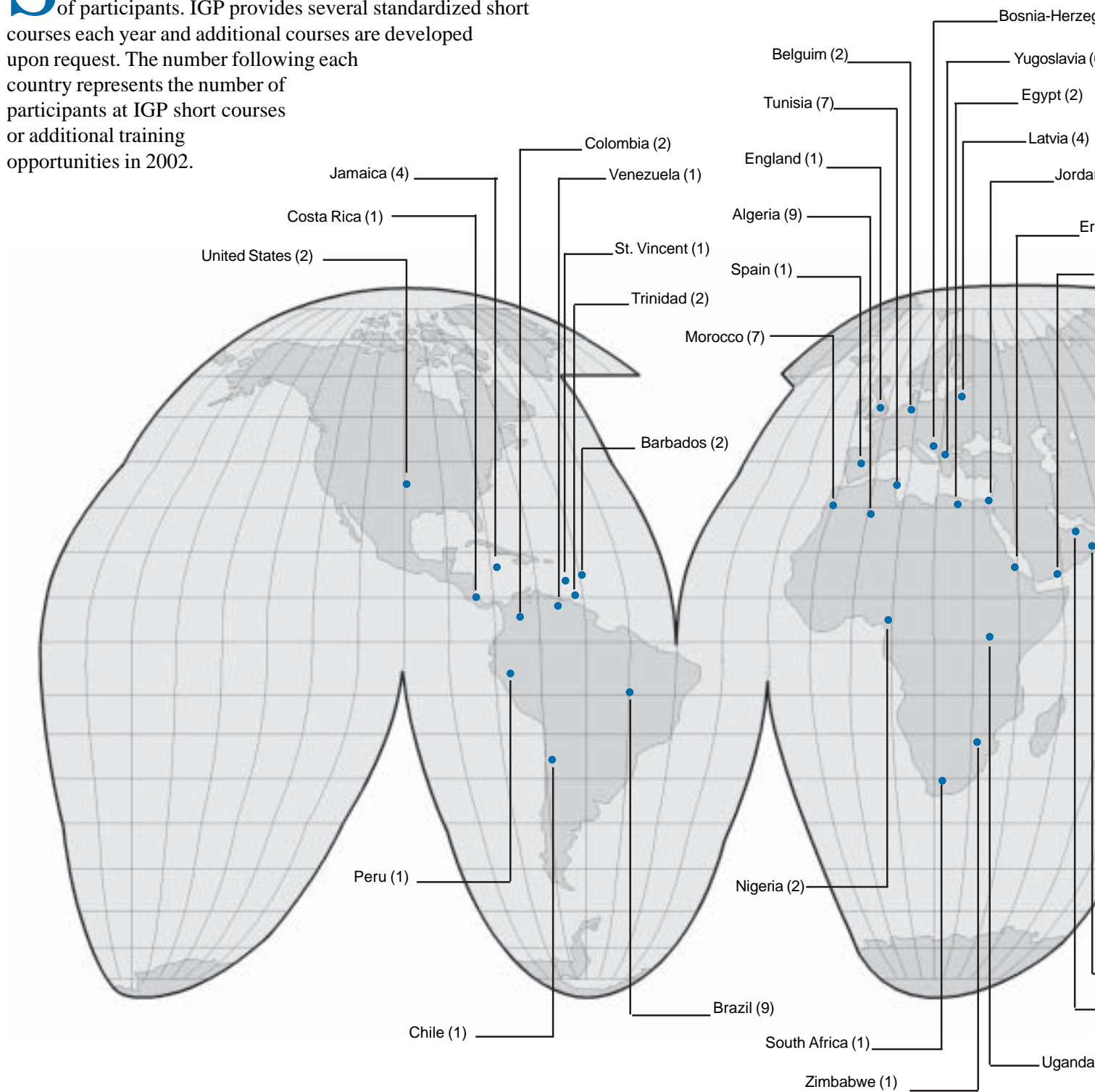
IGP supports marketing activities by national farmer commodity organizations like the American Soybean Association, the United Soybean Board, U.S. Grains Council and U.S. Wheat Associates. Their partnerships with the Foreign Agricultural Service of the U.S. Department of Agriculture (FAS/USDA) forms the front line for the American farmers' international grain marketing efforts. IGP strives to be a wellspring of training and information for the international purchasers and processors using grains produced by U.S. farmers. Today you can find, in literally every corner of the world, IGP trained buyers of grain.

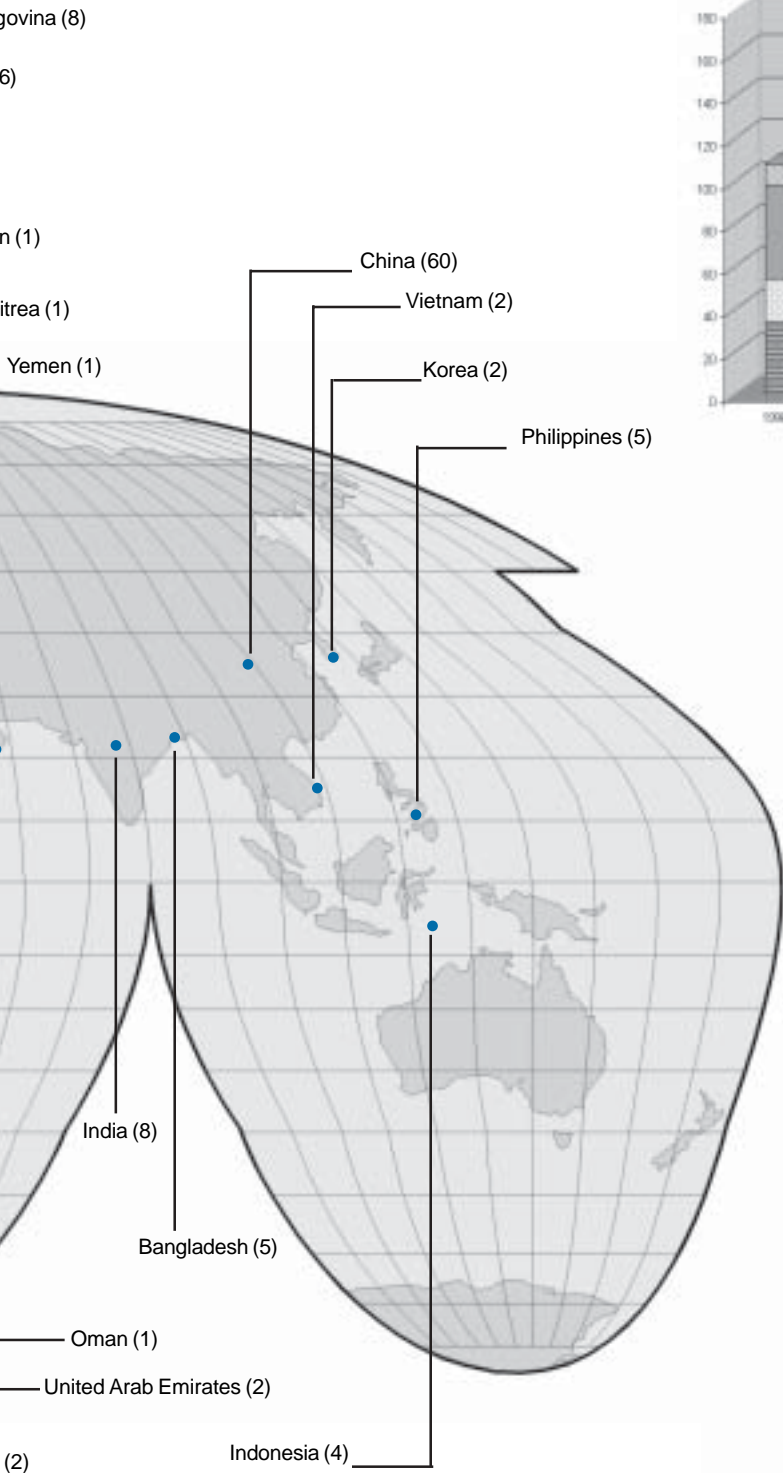
As the markets changed, and raw material uses became more sophisticated so has the IGP. Change and sophistication were manifested during the past several years as IGP focused on *risk management* because the buyers require this knowledge to better utilize the U.S. grain marketing system. Current issues being targeted include genetically modified organisms or GMO's and food safety. Indeed, in every segment of the grain system new issues arise.

Extending information to the buyers has improved with advances in information technology, and IGP uses any and every device available. Plans for a new IGP facility are now underway thanks primarily to major contributions from Kansas commodity commissions. That new facility will have the capability to network via satellite to any location in the world. IGP will be part of the new Grain Science and Industry Department complex of five buildings, which will include a new feed mill, flour mill, Biological Industrial Value Added Center (BIVAP) facility, and a teaching/research building that will house the Baking Science and Management Program. IGP's residence within the Department of Grain Science and Industry has more than two decades of success. With completion of the new executive conference center in March 2004, IGP will be better equipped to meet the challenges of the 21st Century.

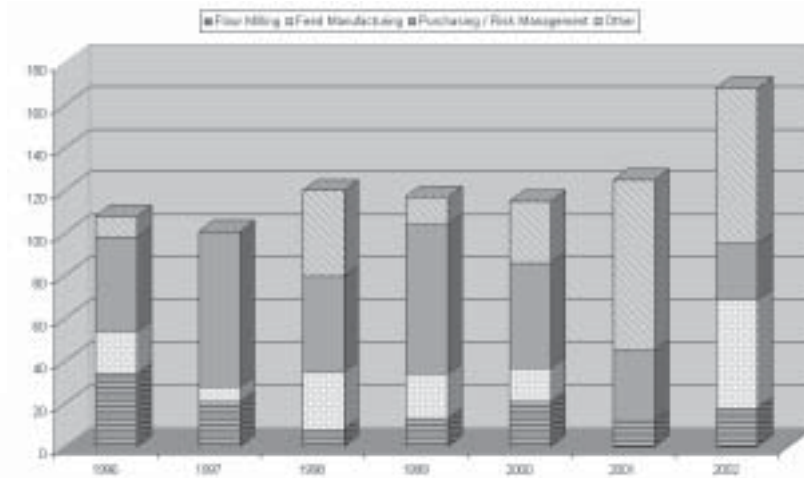
A handwritten signature in black ink that reads "Brendan J. Donnelly". The signature is written in a cursive style with a long, sweeping underline.

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 2002.

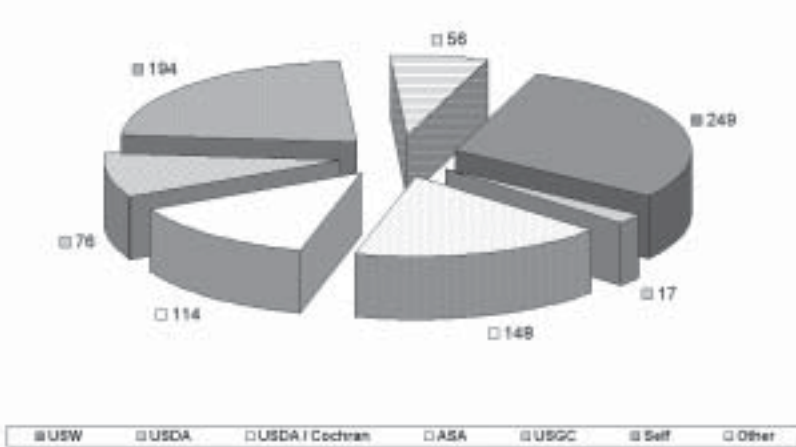




Participants by short course 1996-2002



Participants by sponsoring agency 1996-2002



International agribusiness leaders increased their knowledge of the feed manufacturing industry at a course hosted by Kansas State University's International Grains Program.

The Feed Manufacturing Short Course explores, in detail, the major elements of modern feed manufacturing and examines advances in feed technology. The course, held March 4-15, was originally scheduled in September of 2001, but was postponed due to the events on Sept. 11.

Thirty participants from nine countries attended the course. Countries represented were Algeria, Belgium, Costa Rica, India, Korea, Latvia, Morocco, Trinidad and Tunisia.

The American Soybean Association (ASA) sponsored 17 of the participants. The course was simultaneously translated into French at the request of ASA.

ASA sponsored six participants from India. "The Indians grow their own soybeans, crush them for the oil and sell the meal on the world market," John Howard, IGP program administrator, said. "ASA's effort is



Feed Manufacturing Short Course participants work together during a lab exercise to gain hands-on knowledge and skills that will benefit them when they return to their companies.

one of 'reverse marketing.' The idea is to encourage India to increase their animal feeding industry to use up their locally produced meal, thus removing it from the export market, which will benefit U.S. sales of meal."

Professors and industry leaders gave 32 presentations during the two-week course.

The short course also included a weekend field trip to New Orleans, La. to tour Bunge's export facility on the Mississippi River, a dairy at Kleinpeter Farms and Cal-Main's caged egg layers facility. The group also visited Bunge's soybean crushing facility in Emporia, Kan.

Gail Nobbee, quality assurance supervisor from Trinidad, said she participated in the course to gain information to do her job better. "I've gained insight into actually how feed is manufactured because when you are in quality control you see from one angle only, now I see from the feed miller's angle," Nobbee said.

"I also picked up a couple things I could implement in my own quality control program to better improve the quality of our feed and our own monitoring system."



Short Course participants visit Bunge's port facility in Destrahan, La. Field trips are offered to enhance the participants' understanding of topics discussed in classroom lectures.

Monday, March 4

US Grain Production & Marketing System, Harvey Kiser, IGP

World Feed Industry, Clayton Gill, Feed International Magazine, Watt Publishing Co.

Soybean Complex, Santiago Torres, Oilseed Division; Cargill, Inc.

Tuesday, March 5

Pest Management in the Feed Mill, Bh. Subramanyam, K-State Grain Science Department

Grinding, Keith Behnke, K-State Grain Science Dept.

Quality Assured Receiving, Fred Fairchild, K-State Grain Science Dept.

Feed Manufacturing Effects on Poultry Feed Quality & Nutrition, Scott Beyer, K-State Animal Science & Industry Dept.

Wednesday, March 6

Feed Processing and Formulation Strategies to Improve Profitability in Pork Production, Joe Hancock, K-State Animal Science & Industry Dept.

Mixing & Mixer Analysis, Behnke
Material Handling, Fairchild

Feed Formulations for Ruminants, John Shirley, K-State Animal Science & Industry Dept.

Friday, March 8

Visit Kleinpeter Farms, Jeff Kleinpeter, Montpelier, Louisiana

Visit Cal-Main (caged layers), Robert Lewis, Pine Grove, Louisiana

Saturday, March 9

Visit Bunge's Loading Facility, Jerry Gibson, Destrehan, Louisiana

Monday, March 11

Visit Bunge's soy processing facility, Kevin Collins, Emporia, Kansas

Tuesday, March 12

The Federal Grain Inspection Service, Eric Poling, Grain Inspection Packers and Stockyards Administration (GIPSA)

Grain Grading Practicum, Carl Reed, K-State Grain Science Dept.

Molds & Mycotoxins, Reed & Stella Doyungan, K-State Grain Science Dept.

Maintaining Quality of Stored Grain, Reed

Wednesday, March 13

Continuous Improvement Management Strategies, Tim Herrman, K-State Grain Science Dept.

Pelleting Lecture, Behnke

Electricity & Control, Ekramul Haque, K-State Grain Science Dept.

Steam Generation & Quality, Haque

Thursday, March 14

Equipment Selection, Fairchild

Feed Plant Design, Fairchild

Extrusion Lecture, Behnke

Grinding/Mixing Demo, Behnke

Pelleting Demo, Behnke

Extrusion Demo, Eric Maichel, K-State Grain Science Dept.

Friday, March 15

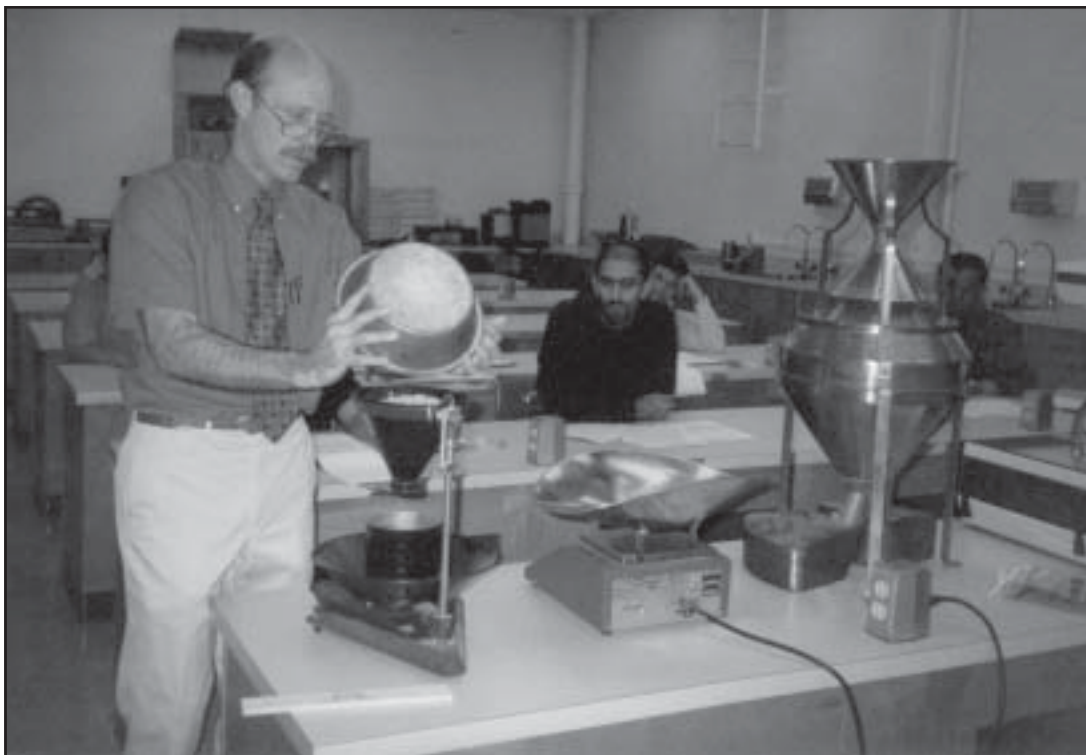
The Science of GMOs, Robert S. Zeigler, K-State Plant Pathology Dept.

Benefits and Risks of GMOs, Zeigler

Safety & Dust Control, Robert Schoeff, K-State Grain Science Dept. Professor Emeritus



March Feed Manufacturing Short Course (left to right) Row One: Harvey Kiser, IGP; Jong-Soo Lee, Korea; Oh-Byung Kwan, Korea; Clayton Gill, United States; Dinesh T. Bhosale, India; Benmeziane Salah, Algeria; Sellidj Metaiche, Algeria; Souad Sakly, Tunisia; Guettat Jomaâ, Tunisia; Gaea Wimmer, IGP **Row Two:** Cathy McGlothlin, IGP; Gail Nobbee, Trinidad; Manhas Rajinder, India; Sanjeev Gupta, India; Marina Morgovich, Latvia; Dronawat Sanjay, India; Isabelle Barraja, United States; Jessica Abreu, United States; Fred Fairchild, KSU; John Howard, IGP **Row Three:** Kendall McFall, IGP; Assimi Brahim, Morocco; Eddahabi Mohamed, Morocco; Annasser Zaid, Morocco; Bhullar Darshan Singh, India; Imed Ghorbel, Tunisia; Raitis Pavinksnis, Latvia; Mseddi Imed, Tunisia; Aissaoui Hichem, Tunisia; Main Nitin, India **Row Four:** Rachid Assassi, Morocco; Kristaps Melbardis, Latvia; Kendolph Stewart, Trinidad; Tandon Ajay, India; Zeggane Abdelkader, Algeria; Sayoud Mahmoud, Algeria; Diego Gonzalez, Costa Rica; Mike Martin, Belgium; Ramdani Boucheta, Algeria **Not pictured:** Omar Najid, Morocco



Carl Reed, grain storage technologist, demonstrates grain grading techniques to participants in the Grain Purchasing Short Course.

Trying to better meet the food needs in their home countries, 16 business representatives from 12 countries traveled to the International Grains Program (IGP) at Kansas State University to attend its Grain Purchasing Short Course.

IGP designed the course to benefit individuals responsible for buying U.S. grain and soybeans.

The course, held April 15-26, focused on the mechanics of purchasing raw materials and featured detailed discussions of cash and futures markets, financing and ocean transportation.

Twenty industry experts and K-State Grain Science and Industry Department faculty presented lectures and laboratory demonstrations.

Participants gained hands-on experience in K-State's feed mill, extrusion center, flour mill and bakery.

The group toured the Farmers'

Co-Op elevator, Manhattan, Kan., a family farm in Wilsey, Kan., the Federal Grain Inspection Service Tech Center, the American Italian Pasta flour mill and the Kansas City Board of Trade.

"The course covered a wide range of topics, and every one of them was very interesting to me."
-Shariff Hammoudeh

Titus Ncube, managing director for a grain company in Zimbabwe, is from an area in Africa that was a grain surplus region, but the area is currently facing a serious drought. Ncube said he came to the course to network with commodity supply

groups and to better understand how grain is traded.

"We think imports into that region will be a total of about 4 million metric tons of white corn and that is why I am out trying to establish contacts," Ncube said.

Other participants came to gain an overview of the grain purchasing industry. Shariff Hammoudeh, a grain trader for the Jordan Feed Company, graduated from college in December

2001 and had just entered the industry. Hammoudeh said the course was a good introduction to the industry. "The course covered a wide range of topics, and every one of them was very interesting to me."



During the short course, participants had the opportunity to visit the Farmers' Co-Op elevator, Manhattan, Kan.

Monday, April 15

Overview of U.S. Commodity Groups, *John Howard, IGP*
U.S. Grain Production & Marketing System, *Harvey Kiser, IGP*
Cash, Futures and Basis Pricing in the World Grain Markets, *Kiser*
Basis & Hedging Examples: Export & Import, *Kiser*
Tour of Feed Mill, Extrusion Center, Flour Mill and Bakery, *Keith Behnke, Marvin Willyard and Dale Eustace, K-State Grain Science Dept.*

Tuesday, April 16

Global Soybeans, Corn and Wheat Supply and Demand Fundamentals, *Mr. Gregg Doud, American Soybean Association*
Purchasing Strategies: A Case Study, *Kiser*
Baking Demonstration: Flour Functionality and Importance of Different Tests, *Willyard*

Wednesday, April 17

Grain Grading Practicum (Corn and Soybeans), *Carl Reed, K-State Grain Science Dept.*
Grain Grading Practicum (Wheat and Sorghum), *Reed*
Grain Inspection and Certification, *Eric Poling, Federal Grain Inspection Service*
U.S. Soybean Complex, *Rich Moneymaker, Bunge Corporation*

Thursday, April 18

Visit Manhattan Co-Op Elevator, *Phil Theel, Manhattan, Kansas*
Farm visit - Lawrence Strouts, *Wilsey, Kansas*

Friday, April 19 & Saturday, April 20

Visit Federal Grain Inspection Service Technical Center, *Grain Inspection and Packers and Stockyards Administration, U.S. Department of Agriculture, Kansas City, Missouri*
American Italian Pasta Flour Mill, *Phil Jilka, Excelsior Springs, Missouri*

Monday, April 22

How to Deal with the Market, *Joe Arata, K-State Agricultural Economics Dept.*
Commercial Financing Grain Purchases, *Porter Little, CoBank*
Pricing U.S. Grains in the World Market, *Terry Garvert, Cargill, Inc.*
Genetically Modified Grains and Soybeans, *Robert S. Zeigler, K-State Plant Pathology Department*

Tuesday, April 23

Catching and Acting on Price Signals, *Alan Brugler, Marketing Consultant*
Ocean Transportation - An Overview, *Albert Rudge, Greenwich Marine Division of Cargill Marine & Terminal, Inc.*

Ocean Vessel Chartering, *Rudge*
Case Study (April), *Kiser*

Wednesday, April 24

Getting the Quality You Want, *John Oades, U.S. Wheat Associates*
Grain Contracting & Negotiating: Making It a Profitable Transaction for Supplier and International Buyer, *Randy Ritchie, ConAgra Foods*
Purchasing Strategies: A Case Study (June), *Kiser*

Thursday, April 25

Case Study (Conclusion: July & August), *Kiser*
Physical Dough Testing Demonstration, *Robert Bennett and Marlo Penka, K-State Grain Science Dept.*
Feed Extrusion Demonstration, *Eric Maichel, K-State Grain Science Dept.*
Wheat Milling Demonstration, *Eustace*

Friday, April 26

Visit Kansas City Board of Trade, *Robert Petersen, Shelia A. Summers and Morgan Shay, Kansas City, Missouri*
Potential Purchasing Strategies to Manage Risk, *Julian Viso, FC Stone, Kansas City, Missouri*



Grain Purchasing Short Course (left to right) Row One: Cathy McGlothlin, *IGP*; Ricky, *Indonesia*; Huynh Ngoc Tam, *Viet Nam*; Martha Perez, *Colombia*; Patricia Tong, *Singapore*; Trinidad Gonzales, *Philippines* **Row Two:** Javier A. Soler, *United States*; David Sperling, *United States*; Huyng Duc Chinh, *Viet Nam*; Mario E. Jaramillo M., *Colombia*; Shariff Hammoudeh, *Jordan*; Jimmy Suni, *Peru* **Row Three:** Dennis Muganga, *Uganda*; Titus Mcube, *Zimbabwe*; Ibrahim Al-Ghurair, *Emirates*; Adel Abdel Tawab, *Egypt*; Harvey Kiser, *IGP* **Row Four:** Miguel Galdos-Tanguis, *Chile*; John Howard, *IGP*; Mike Spier, *Egypt*; Kendall McFall, *IGP*

International flour milling representatives traveled to Kansas State University's International Grains Program to increase their knowledge of the milling industry. Seventeen participants from 14 countries attended the Flour Milling Short Course, held June 3-14, to study the major principles of modern flour milling and examine recent advances in flour-milling technology.

Countries represented in the course were Bangladesh, Eritrea, Indonesia, Malaysia, Morocco, Tunisia, Japan, Nigeria, Oman, Philippines, South Africa, Uganda, St. Vincent/Grenadine and Yugoslavia.

The course featured discussions on many flour milling topics. Other topics included wheat classes and end use characteristics, principles of wheat grading, principles of mill quality control, advancements in milling equipment, principles of wheat conditioning, mill by-product usage, wheat Storage, and heat treatment to control flour mill insects.

IGP faculty, Henry Stevens, U.S. Wheat Associates; David Frey, Kansas Wheat Commission; and



Two short course participants work in the flour milling lab to measure the quantity of flour extracted and the by-products.

international mill equipment representatives made presentations.

Several speakers represented equipment manufacturers such as Buhler, Great Western, Kice/GBS, Carter Day and Perten Instruments. They gave presentations about new advancements in flour milling technology by working in the KSU pilot mill and experimental milling lab.

Participants also had the opportunity to gain hands-on experience and improve problem-solving skills in the flour mill.

Tours of industry-related facilities such as Great Western Manufacturing, Leavenworth, Kan.; the Federal Grain Inspection Service Tech Center, Kansas City, Mo.; ADM flour mill, North Kansas City, Mo.; a family farm in Wellington, Kan; and the American Institute of Baking, Manhattan, Kan. were also organized.

Rachid El Eulj, administrator and partner from Morocco, said that he has gained much knowledge from attending the course. "I gained knowledge and a lot of contacts, that I may get to use in the future," El Eulj said.

"In the near future, I am going to be in the flour business industry and I think knowing how a flour mill operates and the latest technology that is available over here in the United States will be beneficial."



Developing hands-on skills, short course participants watch as Dale Eustace, K-State milling science professor, measures a sample of flour in the flour milling lab.

Monday, June 3:

U.S. Wheat Production, *Harvey L. Kiser*, IGP
Kansas Wheat Commission, *David Frey*,
 Kansas Wheat Commission
U.S. Milling Industry Overview, *Kendall
 McFall*, IGP
Wheat Classes & End Use Characteristics,
McFall
Principles of Wheat Grading *Carl Reed*, K-
 State Grain Science Department

Tuesday, June 4:

Principles of Mill Quality Control, *Richard
 Chen*, K-State Grain Science Dept.
Advancements in Quality Measurement, *Jim
 Powers*, Perten Instruments
Flour Functionality, *Marvin Willyard*, K-State
 Grain Science Dept.
Physical Dough Testing Demonstration,
Marlo Penka, K-State Grain Science Dept.

Wednesday, June 5:

Principles of Milling, *Dale Eustace*, K-State
 Grain Science Dept.
Advancements in Milling Equipment, *Bob
 Kice*, Kice Industries/GBS
Flour Mill Management Concepts, *McFall*
Advances in Wheat Cleaning Technology,
Bill Simmons, Carter Day International

Thursday, June 6:

Principles of Wheat Conditioning, *Eustace*,
Wheat Conditioning, *Albert Soder*, Buhler, Inc.
Principles of Sieves & Sifters, *Jeff Gwartz*, K-
 State Grain Science Dept.
Advancements in Sifter Design, *Jeff Seeger*,
 Great Western Manufacturing

Friday, June 7

Visit Great Western Manufacturing,
 Leavenworth, Kansas
**Visit Federal Grain Inspection Service Tech
 Center**, Grain Inspection Packers and
 Stockyards Administration (GIPSA), U.S.
 Department of Agriculture, Kansas City,
 Missouri
ADM Flour Mill, *Ray Stauffer*, North Kansas
 City, Missouri

Sunday, June 9:

Farm Tour, SC/SW Kansas

Monday, June 10:

Visit American Institute of Baking,
 Manhattan, Kansas
Principles of Wheat Cleaning, *Gwartz*
Pilot Mill, *Eustace, Gwartz & McFall*
Flow Sheet Basics, *Gwartz*

Tuesday, June 11

Mill By-Product Usage, *Keith Behnke*, K-State
 Grain Science Dept.
Flow Sheet Specifics Hard vs. Soft Wheat,
Henry Stevens, U.S. Wheat Associates
Principles of Purification, *Stevens*
Milling Demonstration, *Eustace*

Wednesday, June 12

Comparative Milling, *Gwartz*
Bakery Lab, *Willyard*

Thursday, June 13:

**Vitamins & Flour Additives (Enzymes,
 Oxidants and Malt)**, *Willyard*
Energy Conservation – The Bottom Line,
Fred Fairchild, K-State Grain Science Dept.
Principles of Wheat Storage, *Reed*
Principles of Flour Mill Sanitation, *Bh.
 Subramanyam*, K-State Grain Science Dept.

Friday, June 14:

Integrated Pest Management, *Subramanyam*
**Heat Treatment to Control Flour Mill
 Insects**, *Subramanyam*
Safety & Dust Explosions, *Robert Schoeff*,
 K-State Grain Science Dept. Professor
 Emeritus



Flour Milling Short Course, (left to right) **Row One:** Cathy McGlothlin, IGP; Agus Widodo, Indonesia; Gordana Bejarovic, Yugoslavia; Mun Yee Teh, Malaysia; Berhane Tekle, Eritrea; Sebastain Noel Lagos, Philippines; Gaea Wimmer, IGP **Row Two:** Ceprianel S. Dalisay, Philippines; Lorne O. Holder, St. Vincent & Grenadine; Robert M. Sedeno, Philippines; Kendall McFall, IGP **Row Three:** Muyiwa Talabi, Nigeria; Ashraf Ahmed, Bangladesh; Rachid El Eulj, Morocco; Carl Reed, IGP; Harvey Kiser, IGP **Row Four:** Dennis Muganga, Uganda; Kingsley Dyer, St. Vincent & Grenadine; Gerald Theus, South Africa; Kenji Nakai, Japan **Not pictured:** Al-Lamki Saif Ali Mohamed, Oman; Mohamed Hmaoui, Tunisia



Leading a tour of K-State's milling lab, IGP Flour Miller Kendall McFall (second from left) answers questions from short course participants.

Traveling from four continents, seven international business representatives attended the Price Analysis and Risk Management Short Course. The course, held July 22-26, covered many topics related to the grain industry. An introductory seminar was held July 17-19 for those who needed a refresher or more background before the regular course.

*"IGP is like the magnet for people who work with the cereal business to know what is happening."
- Walter von Mühlen Filho*

Working on case studies, the participants applied practical skills taught in class lectures.

Countries represented included Brazil, Indonesia, Japan, Nigeria, the Philippines, Venezuela and Yugoslavia.

"I work for a company that is in charge of storing, loading and discharging vessels with grains or fertilizers," said Fraya Sandoval, a marketing director for Algranel CA in Venezuela.

"We also sometimes buy corn and soybeans from the U.S. to make animal feed and we sell it to Colom-

bia, that's one of the reasons I am here."

Walter von Mühlen Filho, a wheat broker from Brazil, attended the IGP Grain Purchasing Short Course in 2001 and returned in 2002 to attend the Price Analysis and Risk Management course. "IGP is like the magnet for people who work with the cereal business to know what is happening," Mühlen said.

"You have the opportunity to talk to people from other countries and see their needs," he added.



Above: Brendan Donnelly, IGP director, hands Fraya Sandoval, Venezuela, her graduation certificate upon completion of the course.



Left: Alan Brugler, marketing consultant, speaks to the short course participants about using technical analysis and risk management strategies in commodity markets.

SEMINAR

Wednesday, July 17

Basic Concepts of a Market, *Harvey Kiser, IGP*
Cash Markets and Beginning of Futures of Marketing, *Kiser*
Grading of Wheat and Grain Sorghum, *Carl Reed, K-State Grain Science Department*
Grading of Corn and Soybeans, *Reed*

Thursday, July 18

U.S. Production System (Wheat & Classes, Corn, Soybeans, Grain Sorghum), *Kendall McFall, IGP*
U.S. Storage and Transportation System, *Kiser*
Purpose of and Contract Characteristics of Futures Markets, *McFall*
Options on Futures Markets, *Kiser*
Grain Grading System, *McFall*

Friday, July 19

Hedging Examples, *Kiser*
Option Examples, *Kiser*
Case Study on Grain Purchasing Strategies, *Kiser*

SHORT COURSE

Monday, July 22

Case Study, *Kiser, IGP*
Grain Contracting & Negotiating: Making It a Profitable Transaction for Supplier and International Buyer, *Jay O'Neil, Bartlett and Company*
Market Situation in Wheat, *Dusti Fritz, Kansas Wheat Commission*

Tuesday, July 23

Using Technical Analysis & Risk Management Strategies in Commodity Markets, *Alan Brugler, Marketing Consultant*
Soybean Complex, *Rich MoneyMaker, Bunge Corporation*

Wednesday, July 24

Limiting Risk & Maximizing Opportunities Using Options, *Howard Simons, Rosewood Trading*
Ocean Transportation and Managing Your Ocean Freight Needs, *Al Rudge, Greenwich Marine Division of Cargill Marine & Terminal, Inc.*

Thursday, July 25

Analyzing the International Money Market and Managing your Currency Risks, *Tony Huckleby, Commerce Bank*
Discussion: Other Risk Management and Marketing Issues
Marketing & Price Risk Management Issues In Pricing, *Fred Hejduk, Mid-Central Products*
How to Deal with the Market, *Harvey Kiser*

Friday, July 26

Visit Kansas City Board of Trade (KCBT), *Mr. Robert Petersen and Shelia A. Summers, Kansas City, Missouri*
Potential Strategies to Manage Risk with Different Market Scenarios, *Eric Henry, Advanced Market Concepts, Inc. (AMC)*



Price Analysis and Risk Management Short Course (left to right) **Row One:** Cathy McGlothin, *IGP*; Gaea Wimmer, *IGP*; Fraya Sandoval, *Venezuela*; Ade W. Widaya, *Indonesia*; Brendan Donnelly, *IGP* **Row Two:** Kendall McFall, *IGP*; Mirko Atlas, *Yugoslavia*; Kenji Nakai, *Japan*; Walter von Mühlen Filho, *Brazil*; Harvey Kiser, *IGP*



Participants in the September Feed Manufacturing Short Course watch barges at Bunge's port facility near New Orleans, La. The group toured several industry-related facilities during the weekend field trip.

Eleven participants gained a better understanding of the feed manufacturing industry through presentations from industry representatives, tours of industry facilities and one-on-one interaction with K-State faculty at an IGP short course.

Participants traveled from Barbados, England, Jamaica, Latvia, Spain, Tunisia and the United States to attend the two-week Feed Manufacturing Short Course held Sept.23-Oct. 4.

Topics discussed in the course included extrusion, feed formulation, pelleting, handling ingredients, steam generation, safety and dust control plus many others.

Participants toured Bunge's facility, Emporia, Kan.; Kleinpeter Dairy Farms, Montpelier, La.; and Bunge's Loading Facility, Destrehan, La.

The Feed Manufacturing Short Course is one of IGP's oldest regularly scheduled educational courses. The first course was held April 9-19, 1979 in Korea.

The Feed Manufacturing Short Course has had steady growth for the last several years.

In a recent paper on "Feed manufacturing in the 21st Century," Dr. Keith Behnke points out that "animal agriculture has been in a rapid state of change for the last two decades and the rate in which things are changing will increase. Genetic improvements in livestock have forced feed manufacturers to produce higher quality feeds that match the increased nutrient requirements of improved breeds."



Above: Participants cross a gang plank to board a grain ship at Bunge's port facility, New Orleans, La.



Left: During a tour of Kleinpeter Farms, Montpelier, La., Jeff Kleinpeter, owner, speaks to short course participants about using silage for his dairy cattle.

Monday, September 23

US Grain Production & Marketing System, Harvey Kiser, IGP

World Feed Industry, Clayton Gill, Feed International Magazine, Watt Publishing Co.

Grinding, Keith Behnke, K-State Grain Science Dept.

Tuesday, September 24

Feed Processing and Formulation Strategies to Improve Profitability in Pork Production, Joe Hancock, K-State Animal Science & Industry Dept.

Soybean Complex, Rich Moneymaker, Bunge Corporation

Quality Assured Receiving, Fred Fairchild, K-State Grain Science Dept.

Feed Formulations for Ruminants, John Shirley, K-State Grain Science Dept.

Wednesday, September 25

The Science of GMOs, Bob Bowden, K-State Plant Pathology Dept.

Benefits and Risks of GMOs, Bowden

Mixing & Mixer Analysis, Behnke

Material Handling, Fairchild

Feed Manufacturing Effects on Poultry Feed Quality & Nutrition, Scott Beyer, K-State Animal Science & Industry Dept.

Thursday, September 26

Visit Bunge facility, Kevin Collins, Emporia, Kansas

Friday, September 27

Visit Kleinpeter Farms, Jeff Kleinpeter, Montpelier, Louisiana

Visit Cal-Main (caged layers), Robert Lewis, Pine Grove, Louisiana

Saturday, September 28

Visit Bunge's Loading Facility, Jerry Gibson, Destrehan, Louisiana

Tuesday, October 1

Grain Grading Practicum, Carl Reed, K-State Grain Science Dept.

The Federal Grain Inspection Service, Eric Poling, Grain Inspection Packers and Stockyards Administration (GIPSA)

Equipment Selection, Fairchild

Maintaining Quality of Stored Grain, Reed

Wednesday, October 2

Electricity & Control, Ekramul Haque, K-State Grain Science Dept.

Steam Generation & Quality, Haque

Extrusion Lecture, Behnke

Grinding/Mixing Demo, Behnke

Pelleting Demo, Behnke

Extrusion Demo, Eric Maichel, K-State Grain Science Dept.

Thursday, October 3

Pest Management in the Feed Mill, Bh. Subramanyam, K-State Grain Science Dept.

Pelleting Lecture, Behnke

Feed Plant Design, Fairchild

Molds & Mycotoxins, Reed & Stella Doyungan, K-State Grain Science Dept.

Friday, October 4

Continuous Improvement Management Strategies, Tim Herrman, K-State Grain Science Dept.

Soy/Dairy Products and Markets, Jim Hershey, American Soybean Association

Safety & Dust Control, Robert Schoeff, K-State Grain Science Dept. Professor Emeritus



September Feed Manufacturing Short Course (left to right) Row One: Gaea Wimmer, IGP; Ferris Harriott, Jamaica; David Porter, Jamaica; Taha Sassi, Tunisia; Nuria Llanes, Spain; Brendan Donnelly, IGP **Row Two:** Cathy McGlothlin, IGP; Michael Ebanks, Jamaica; Russel Porter, Jamaica; Harvey Kiser, IGP **Row Three:** Fred Fairchild, IGP; Dace Vanaga, Latvia; Francis Dottin, Barbados; Tony Spencer, Barbados **Row Four:** John Howard, IGP; Kendall McFall, IGP; Vaughn Mackay, United States; Marc Windsor, England



More than 100 Chinese mill representatives and graduate students attended the Flour Milling and Technology Short Course in Zhengzhou, China.

The purpose of the Flour Milling and Technology Short Course, held in Zhengzhou, China, was to build relationships within China's milling industry.

Kendall McFall, IGP flour miller, designed the short course, held April 9-13, on behalf of U.S. Wheat Associates through funding by the Kansas Wheat Commission.

McFall corresponded with Mark Lyons, U.S. Wheat Associates milling consultant in Hong Kong, to develop a course that would meet the needs of the Chinese grain milling industry.



Kendall McFall, IGP flour miller, speaks at the Flour Milling and Technology Short Course.

Participants in the course were 60 graduate students from the Zhengzhou Technical Institute and 60 China milling industry representatives.

The 120 participants learned about a wide range of subjects. "We went from grading grain to frozen dough baked products," McFall said.

McFall lectured about flour mill control, managing risk in flour mills, new product development and an overview of U.S. flour mill management.

Other speakers from Kansas State University were Carl Reed, grain storage specialist, Robert Bennett, senior scientist, and Richard Chen, associate scientist. Each speaker covered a specific grain milling topic.

Reed discussed the Federal Grain Inspection Service quality standards, wheat quality factors, and flour mill sanitation.

Bennett lectured about U.S. wheat for frozen dough, flour ash vs. flour color, flour treatment of Hard Red Winter vs. Hard Red Spring/Canadian

Western Red Spring, flour granularity effect on baking performance, and new product development.

Chen spoke about issues in baking and the wheat quality measurement role of the flour mill laboratory.

Before the course began, McFall toured three wheat flour mills in China with Henry Stevens, U.S. Wheat Associates Director of Technical Services.

"We gave some advice on mill setup and dealing with hard wheat," McFall said.

"It was also good to see what was going on in their industry prior to the seminar so we knew which subjects would be most important to cover."

Reed visited a government grain reserve and a flour mill in Zhengzhou. Bennett and Chen also toured a flour mill in Zhengzhou.

"It was also good to see what was going on in their industry prior to the seminar so we knew which subjects would be most important to cover."
- Kendall McFall

On August 13-19, 12 participants from Bosnia-Herzegovina and Yugoslavia attended the Sourcing U.S. Wheat Short Course. U.S. Department of Agriculture Cochran Fellowship Program and Counterpart International co-sponsored the course.

The course was designed as a follow-up to the East European Flour Milling Short Course, held Nov. 26-Dec. 5, 2001.

The Sourcing U.S. Wheat Seminar addressed the goal to “develop, maintain or expand markets for U.S. agricultural exports.” The course served as an opportunity for participants to network with U.S. organizations and the USDA in order to provide technical assistance and support in future sourcing of U.S. wheat and milling equipment.

The course also exposed the millers to a large free market system and encouraged them to look to the United States as both a mentor and supply of wheat, equipment and technology.



Eric Poling (back to camera), FGIS, assists Carl Reed in demonstrating the details of grain grading.

Topics discussed included wheat grading, the U.S. grain inspection system, integrated pest management, pricing and contracting and wheat quality related to milling.

Participants toured industry related facilities to gain a broader

knowledge of the U.S. wheat industry. This included visiting the Kansas City Board of Trade, CII Laboratory Services, and a bakery in Kansas City, Mo. They also visited Cargill’s Houston Elevator, Houston, Texas.



Sourcing U.S. Wheat Seminar, (left to right) Row One: Vesna Kuc, *Bosnia-Herzegovina*; Gaea Wimmer, *IGP*; Sara Joens, *United States*; Brendan Donnelly, *IGP* **Row Two:** Cathy McGlothin, *IGP*; Kristina Varcakovic, *Bosnia-Herzegovina*; Drago Juric, *Bosnia-Herzegovina*; Miroslav Mitic, *Yugoslavia*; Dragan Filipovic, *Yugoslavia* **Row Three:** John Howard, *IGP*; Harvey Kiser, *IGP*; Katarina Miric, *Yugoslavia*; Snajder Helga, *Yugoslavia*, Tomic Zoran, *Bosnia-Herzegovina*; Stanic Miladim, *Bosnia-Herzegovina* **Row Four:** Kopic Muhamed, *Bosnia-Herzegovina*; Karadza Abid, *Bosnia-Herzegovina*; Drago Zelenika, *Bosnia-Herzegovina*; Kendall McFall, *IGP*

In an effort to learn more about blending U.S. wheat, seven Brazilian grain industry representatives attended a U.S. Wheat Associate's-sponsored short course.

The course, Wheat Milling and Blending, was held Sept. 9-13 and covered many topics relevant to the milling industry. These topics included wheat needs and flour requirements, principles of wheat grading, wheat types and uses, wheat blending basics, conditioning blended wheat and many more. Participants spent more than 10 hours gaining hands-on experience in the flour milling laboratory.

Mario Crusizio, a wheat trader for Cargill, said he attended the course to gain skills to better serve his customers.

"I needed to know much more about the blending of U.S. wheat in order to be able to suggest to our customers in Brazil the appropriate quantities or qualities they could take of U.S. wheat," Crusizio said.

"Basically as a trader and as a merchandiser I have to serve my



Marvin Willyard, Grain Science and Industry Department professor, lectures to the Wheat Milling and Blending Seminar participants about wheat quality in flour functionality.

customers there, so it is part of my responsibilities to know much more about what I am going to offer as solutions to our customers," he added.

In addition to the organized lectures and laboratory exercises, participants at IGP courses are able

to meet fellow industry professionals and learn from their experiences.

"What I saw here was the technical guys and the commercial guys come together and we all become part of the same issue," Crusizio said.



Wheat Milling & Blending Seminar (left to right) Row One: Cathy McGlothlin, IGP; Gaea Wimmer, IGP; Gerald Cardoso, United States; Sylvia Moraes, United States; Brendan Donnelly, IGP **Row Two:** Kendall McFall, IGP; Bob Bennett, KSU; Fernando Ferreira, Brazil; Carlos Eduardo Fabris, Brazil **Row Three:** Harvey Kiser, IGP; Marcelo Rossetim, Brazil; Roberto Vosnika, Brazil; Mario Crusizio, Brazil **Row Four:** John Howard, IGP; David Frey, United States; Giovanni Perticarà, Brazil; Marcos T. Simoni, Brazil

A large amount of information in a small amount of time. That was the goal of IGP faculty when they organized the Algerian Soybean and Corn Buyers Seminar held Sept. 30-Oct. 1.

The American Soybean Association arranged the four-member Algerian team in cooperation with the United Soybean Board and U.S. Department of Agriculture's Foreign Agricultural Service.

According to ASA, the purpose of the team was "to update and familiarize Algeria's leading importers with the purchasing methods (futures, options, premiums), U.S. industry logistics and loading conditions (crop conditions, harvest, barges, elevators), taking place in the United States."

While at IGP, participants learned more about the U.S. soybean and corn pricing system, National Oilseeds Processors Association (NOPA) procedures and contracts and toured Kansas State University soybean test plots.

One participant, Lahoussine Ayadi



Inspecting a soybean field, participants in the Algerian Soybean Meal and Corn Buyer's Seminar learned about different test varieties at Kansas State University.

had previously attended an IGP course in 2000.

"I would like to thank all of the IGP staff members and thank them for exceptional hospitality and what I appreciated in March 2000 made me come back this time," Ayadi said.

"I would hope our relation can shift from a commercial emphasis to a partnership."

While in the United States from Sept. 24-Oct. 6, the team also visited Washington, D.C.; New Orleans, La.; Chicago, Ill.; and New York, N.Y.



Algerian Soybean Meal & Corn Buyer's Seminar (left to right) **Row One:** Cathy McGlothlin, IGP; Gaea Wimmer, IGP; Malek Djebalili, Belgium; Brendan Donnelly, IGP **Row Two:** Kendall McFall, IGP; Sim Smiley, United States; Isabelle Barraja, United States; Abdelbamid Labeled, Algeria; Samir Boudiab, Algeria **Row Three:** Lahoucine Ayadi, Algeria; Bedjaoui Samir, Algeria; Harvey Kiser, IGP



Eric Maichel, extrusion operations manager, shows Russian feed reform team members extruded product in K-State's Extrusion Center.

Each year hundreds of grain-industry professionals travel to Manhattan, Kan. to visit K-State's Department of Grain Science and Industry and the International Grains Program.

Although the number of international visitors has significantly decreased since September 2001, several visitors toured IGP in 2002 through visits that were not part of a regularly scheduled short course or seminar.

The visitors were generally part of trade teams and missions sponsored by national commodity groups (the U.S. Grains Council, U.S. Wheat Associates and the American Soybean Association). USDA's Cochran Fellowship Program and the Federal Grain Inspection Service also sponsored several international visitors.

In an effort to improve Russian feed regulations, the U.S. Grains Council organized a feed reform team to visit the United States. The 17-member team visited the United States Aug. 1-9 to learn more about U.S. grain monitoring, elevator inspection

process and gain a greater understanding of the U.S. grain and feed system. The team toured IGP and K-State's Department of Grain Science and Industry facilities on Aug. 6.

A seven-member team from South Africa visited IGP on June 27. U.S. Wheat Associates sponsored the team during their travel in the United States

from June 21-30. While in Manhattan, the team members also visited K-State's wheat quality lab and the USDA grain marketing lab. The team members also traveled to Washington, D.C. and Houston, Texas to learn more about U.S. wheat production and processing.



Kendall McFall, IGP flour miller, leads a tour of K-State's flour milling lab for several international visitors.

During 2002, Brendan Donnelly, IGP director; John Howard, IGP program administrator; Harvey Kiser, IGP senior agricultural economist; Kendall McFall, IGP flour miller; Carl Reed, grain storage technologist; Robert Bennett, senior scientist; and Walker Calvacanti, K-State Department of Grain Science and Industry graduate student, traveled to numerous conventions, meetings and conferences promoting IGP.

These promotions allow supporters to stay abreast of IGP activities. It also gives the IGP staff an opportunity to personally address and answer questions from grain industry representatives world-wide. The visits are a valuable resource for networking with potential and past short course participants.



Kendall McFall, IGP flour miller; Ken Palmgren, Kansas Wheat Commission; and Robert Drynan, U.S. Wheat Associates' consultant, visit during the ALIM/ABITRIGO conference, Costa do Sauípe, Brazil

January

- 9 Kansas Soybean Exposition, Topeka, Kan.
- 14-19 National Association of Wheat Growers (NAWG) convention; Orlando, Fla.
- 14 IGP Wheat Advisory Board meeting; Orlando, Fla.
- 18-21 U.S. Grains Council seminar; Morocco
- 22-23 Unit Train Seminar; Oklahoma City, Okla.

February

- 6-12 U.S. Wheat Associates' Regional Trade Conference; Sharm El-Sheikh, Egypt
- 14 Kansas Corn Commission presentation, Manhattan, Kan.
- 19 Nebraska Grain and Feed Seminar; Nebraska
- 21-23 Commodity Classic, Nashville, Tenn.
- 26 Kansas Soybean Commission presentation, Manhattan, Kan.

March

- 4-9 Grain Elevator and Processors' seminar; Vancouver, Wash.
- 15-19 American Baker's Association meeting; Phoenix, Ariz.

May

- 3-7 Association of Operative Millers meeting; St. Paul, Minn.

June

- 12-14 Latin American Buyers Conference, San Juan, Puerto Rico
- 20-23 International Grains Council; London, England

July

- 19 Personnel Management Class; Kansas City, Mo.
- 28-29 North Dakota Wheat Tour

August

- 25-30 Crop Quality Tour - Lima, Peru; Bogota, Colombia; Caracas, Venezuela

November

- 2-6 ALIM/ABITRIGO, Costa do Sauípe, Brazil
- 12 Kansas Commodity Classic; Wichita, Kan.
- 20 Kansas Grain and Feed Association; Wichita, Kan.

December

- 2-3 Kansas Association of Wheat Growers meeting; Garden City, Kan.
- 12-19 U.S. Wheat Crop Quality Tour; North Africa

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.

INTERNATIONAL GRAINS PROGRAM STAFF

Brendan Donnelly, IGP director and head of K-State's Department of Grain Science and Industry; expertise in wheat quality and pasta products.

John Howard, IGP program administrator; expertise in international grain market analysis and grain marketing.

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

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

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 McGlothlin, IGP program administrative assistant.

Courtney Wimmer, IGP student communications specialist.

Gaea Wimmer, IGP student assistant.

Nicole Young, IGP student assistant.

INTERNATIONAL GRAINS PROGRAM FACULTY

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

Subramanyam Bhadriraju, associate professor; expertise in sampling and testing stored-product insects, management of stored-product pests with alternatives to pesticides, 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.

Jeffrey Gwartz, assistant professor and milling engineer and technologist; expertise in computer applications to milling technology.

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

Tim Herrman, state extension leader; expertise in pre-harvest prediction of wheat quality, grain handling and storage, quality-oriented marketing of hard winter wheat, feed quality assurance and extension outreach.

Marvin Willyard, bakery science professor; expertise in formulation, ingredient functionality and application in baked products and processes; industrial process and management experience.



International Grains Program

Department of Grain Science & Industry
201 Shellenberger Hall
Kansas State University
Manhattan, KS 66506-2204 USA
www.ksu.edu/igp

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