

INTERNATIONAL GRAINS

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Special course hosted for U.S. Grains Council *People's Republic of China corn importers study procurement*

The U.S. Grains Council (USGC) hosted 17 people from China to spend four days at Kansas State University's International Grains Program (IGP) to learn about corn procurement.

Before arriving in Manhattan on August 18, the group spent a week traveling throughout the Midwest. They started in Chicago and continued on to several other Illinois locations and then to Missouri.

Todd Meyer and Rebecca Weber with USGC and Harvey Kiser, IGP, worked together to design the course.

Course topics included corn storage issues, price signals, genetically modified organisms (GMOs), export inspection and certification system, molds and mycotoxins, basis and hedging examples, global corn supply and demand, and pricing and contracting alternatives.

Participants were able to gain hands-



Suhan Wang and Deming Tan examine a corn sample in the PRC short course grain grading practicum.

on experience in the corn grading practicum.

"The nature of the group is that they're all potential customers and we want to make sure we're getting them up to speed on the U.S. production marketing situation," said Meyer, USGC director in Beijing, China.

He said traveling with the group helped him build better relationships

and opened the lines of communication with these potential customers. He added that having the chance to share our side of the GMO story was very important and that he thought the group received the subjects quite well.

GMOs and the quality of U.S. corn were two of Suhan Wang's biggest concerns about U.S. grains. But after attending the IGP short course, she said she is more confident in U.S. products and our corn supply.

As manager of the purchasing and trading departments for Guangdong Chia Tai Conti Limited in China, Wang added that learning GMOs are safe for humans and about how they are examined and controlled by the government helped a great deal.

"We are more confident of your corn and we understand more about the GMO corn," she said.



Serghei Railean & Vladimir Paraschiv work in the wheat quality lab.

Cochran Fellowship sponsors Moldovan flour milling course

Seven industry leaders from Moldova attended a special International Grains Program flour milling course from August 4-8.

The group, sponsored by the Cochran Fellowship Program, visited Manhattan after traveling to Washington, D.C.

During the short course, K-State faculty covered topics including production, classes, cleaning and quality of wheat, principles of tempering, sifting and purification, rolls and roller mills, physical dough testing and

food plant sanitation.

The course was translated by two Moldovan interpreters.

Participants had hands-on experience in the wheat grading practicum and in the practice milling lab.

The group took a field trip to Missouri where they visited AIPC Flour Mill in Excelsior Springs and the Kansas City Board of Trade.

While in Manhattan, the Moldovans went to the Farmer's Cooperative and toured K-State's Grain Science feed mill, extrusion center and pilot flour mill.

IGP conducts Risk Management course

Participants learn new strategies at annual course

The Risk Management short course brought 19 people from 11 countries to the heartland to learn about alternative grain procurement strategies, fundamental and technical analysis, and currency-exchange rates.

The annual short course was held July 21-25 at Kansas State University's International Grains Program facility.

Gerald Curley Theus, U.S. Wheat Associates Deputy Regional Director



Rachid Azaiez, Tunisia, and Gerald Theus, U.S. Wheat, examine corn during the grain grading practicum.

for Sub-Saharan Africa, led a group of Nigerians to the IGP course.

"These are experienced buyers of wheat, in particular American wheat, and I think in totality it's interesting for them and for myself to see how risk management comes into play," Theus said.

"It's been an overwhelmingly positive response," Theus added. "We learned highly sophisticated purchasing techniques and that's been the most interesting aspect."

The group heard from industry professionals and K-State faculty on topics dealing with the market, purchasing strategies, options, ocean transportation, grain contracting and negotiating. Throughout the week the participants applied learned techniques while working together on case studies.

Suresh Chandran, technical director for the U.S. Grains Council in Malaysia, led a group from Southeast Asia and said the goal was for them to learn how to purchase grains effectively and at a competitive price.



Participants work on case studies together in groups during the Risk Management course.

"I think everyone learned a lot about futures and options and we hope they can use these as tools to purchase grains in the future," Chandran said.

The week ended with a visit to the Kansas City Board of Trade. Following the visit was a luncheon with grain trade executives.

Catalina Correa, a PROINSA purchasing manager in Colombia, said she thought the program was wonderful.

"Everything is going to be useful for me, every single thing."

Conference center construction



LEFT: Side view of the IGP building - IGP staff offices will be located inside these northwest windows.

RIGHT: Back view of the IGP building - there will be a patio area where participants will be able to take breaks.



Donnelly, IGP Director, to step down in 2004

The driving force behind a multi-million dollar building boom for Kansas State University's Department of Grain Science and Industry will step down from his post July 1, 2004.

"I've decided it's time for me to step back and let some younger person come in and provide new leadership for the department," said Brendan Donnelly, who has been head of the department since August 1996. "It's been an honor to head the only academic grain science program in the United States."

Donnelly will work half time and continue to assist with fund raising for the new grain science complex and with K-State's International Grains Program for three years after he leaves his post.

Providing a vision for the future of the grain science complex and being able to implement it with two buildings under construction have been particu-

larly gratifying, said the Dublin, an Ireland native who will be 67 when he steps down next year.

"Brendan Donnelly should be recognized as an outstanding leader who brought vision to his role as department head," said George Ham, K-State agriculture's interim dean and director. "The (new) buildings are a reflection of that vision."

His leadership is also evident in such programs as the International Grains Program, which has flourished under his direction, Ham said.

Donnelly said, "It's (IGP) a program that this department, this university and this state can be extremely proud of, for the effectiveness with which it carries out its mission."

"I'm also pleased to have followed

"It's been an honor to head the only academic grain science program in the United States."

Brendan Donnelly



some past (K-State) department heads and faculty in maintaining a tradition of providing leadership to the American Association of Cereal Chemists," Donnelly said. He is the organization's current president.

A national search will begin this fall for Donnelly's successor.

IGP hires new flour miller

Mark Fowler was recently hired as the International Grains Program (IGP) flour miller. He succeeds Kendall McFall who accepted an instructor position in Kansas State University's Department of Grain Science and Industry. McFall will maintain a 30 percent appointment with IGP.

Fowler worked for Seaboard Corporation for the past six years. He was based in South Africa for the last three years as the technical director of the Seaboard Overseas Group, Africa division. He worked on improving plant efficiencies for sites in seven countries in Africa. He also participated in and completed numerous plant improvement and expansion projects.

Prior to joining Seaboard, Fowler was head miller of Cargill Foods in City of Commerce, Calif. During his five years with Cargill, Fowler was also a produc-

tion supervisor in their Wichita, Kan., flour mill.

As the IGP flour miller, Fowler will be responsible for all activities related to the program's mission of wheat promotion and market development. This includes designing and implementing educational programs for IGP.

He will work closely with U.S. Wheat Associates in assisting with their market development activities worldwide.

"We are especially fortunate to have Mark join us at the Interna-

tional Grains Program," said John Howard, IGP program administrator. "He brings with him a wealth of experience."

Fowler is active in the Association of Operative Millers. He graduated from K-State in 1992 with a milling science and management degree and is originally from Emporia, Kan.



Tierney leaving Kansas State for USDA post

A name synonymous with Kansas agriculture is leaving.

Long-time Kansas State University agricultural economist Bill Tierney is leaving the university to take a position with the U.S. Department of Agriculture Office of the Chief Economist in Washington, D.C.

In his new role, Tierney will serve as the chairperson of the Interagency Commodity Estimates Committee (ICEC) for grains (wheat and feed grains). His responsibilities will include preparing estimates and forecasts for the current and upcoming year for releases to the public and for internal departmental program needs, five-year projections for budgetary purposes, and 10-year baseline projections for analytical purposes.

As the crops marketing specialist for K-State Research and Extension, Tierney conducted seminars on crop forecasting, commodity trading strategies and risk management.

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Shelly Meyer & Katie Kuhlman

Student Assistants

International Grains Program visitors and events

Taiwan delegation to IGP

Kansas State University's International Grains Program (IGP) and Department of Grain Science and Industry welcomed some of the most loyal customers of American wheat when the Taiwan Goodwill Mission arrived in Manhattan on Sept. 26.

The 2003 Agricultural Goodwill Mission included representatives of the Taiwan Flour Mills Association and U.S. Wheat Associates.

According to K.H. Lu, U.S. Wheat's country director in Taipei, the millers will indicate their intent to purchase at least 1.7 million metric tons of U.S. wheat in 2004 and 2005.

The Taiwan delegation learned about IGP and the Grain Science department and also toured the feed and flour mills.

Last year, Taiwan was America's seventh largest wheat importer.



Kansas NFO members tour the K-State mills.

Kansas NFO meet with IGP

The Kansas branch of the National Farmer's Organization (NFO) visited IGP on August 1. The group learned about K-State's International Grains Program and Grain Science and Industry department and toured the feed and flour mills.

IGP visitors

- The Kansas Wheat Commission stopped by the International Grains Program executive conference center construction site during their board meeting on July 30.

- Henryk Zamojski with the State Agricultural Advisory Center in Losiow, Poland, visited IGP on July 15. Sharolyn Fleming-Jackson, Riley County Extension agent, hosted him. Zamojski directs extension programs in Poland.

Feed Manufacturing course

At the close of the quarter, IGP was hosting 30 people for the Feed Manufacturing short course. The complete story will appear in next quarter's newsletter.