

# INTERNATIONAL GRAINS

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## Hard White Wheat conference and trade show

The K-State International Grains Program hosted a Hard White Wheat Export Contracting Conference and Trade Show March 14-16, 2005.

IGP, along with U.S. Wheat Associates and other Hard White (HW) wheat-producing states presented this conference to facilitate dialogue with originators, processors, exporters and international end-use customers of U.S. HW wheat. From Texas to the Pacific Northwest, 12 HW wheat producing states were represented at the conference.

The crowd of nearly 100 consisted of producers, grain handlers, domestic and export wheat buyers and flour millers. Wheat buying countries represented were Egypt, Mexico, The Philippines, Taiwan, Thailand and South Africa.

“Hard White wheat production in the United States is at a crossroads,” said David Frey, Kansas Wheat Commission Executive Director. “It was an exciting conference with the whole gamut of people here.”

This is particularly important now because a federally-funded incentive



Jose Avalos, Armando Rosales and Sergio Guiterrez with Grupo Altex in Mexico visit with John Oades with U.S. Wheat

program to encourage HW wheat production in the U.S. will end with the 2005 harvest. Mark Fowler, IGP flour milling specialist, said any incentive for continued or expanded production of Hard White wheat must now rely on the marketplace.

“We’ve always focused on the farmers, but their incentives come from the country elevator,” said Dick Prior, U.S. Wheat Middle East/East Africa Regional Vice President.

The structure of the conference was panel discussions to encourage participant debate on highlighted topics.

The U.S. has been struggling to achieve production levels sufficient to supply both

domestic and export demands. Development of high-performing HW wheat varieties has made this class of wheat a recent option for wheat producers in some areas of the plains states, mountain states and California.

John Oades, U.S. Wheat West Coast Director, said the road forward involves ramping up production. “We want to create solutions to the constraints (limiting production),” he said. “The sale of HW wheat will help stop the slide on U.S. wheat exports.”

This is a critical time for the future of U.S. Hard White wheat.

“We have to stay up with everybody else – customer demands and competition,” said Bonnie Fernandez, Executive Director of the California Wheat Commission.

Fernandez discussed the depth of the U.S. wheat industry and people involved in it. “It takes getting the different sections of the spectrum educated for it to be successful,” she said. “Elevator managers are critical in making this wheat class happen.”

### HW Wheat topic of producer meetings

Prior to this conference and trade show, two HW wheat summits for producers were held in Colby, Kan., and Guymon, Okla., in January.

“The purpose of previous summits and this one was to collectively look at HW wheat and determine whether there is a demand for it,” said John Oades, U.S. Wheat West Coast Director. “And there is.”

Mark Fowler, IGP flour milling specialist, spoke at the summits to encourage producers to expand production of HW Wheat and to address concerns of marketability of this type of wheat.

# IGP hosts USGC Mexican Grain Grading Seminar



Eight participants from Mexico attended the Grain Grading seminar at the International Grains Program March 7-11. Julio Hernandez with the U.S. Grains Councils led the group.

This was the second group of select employees from Mexico's largest importers of U.S. corn to train at IGP in the past year. Carl Reed, IGP grain storage specialist, presented lessons about the U.S. sampling and grading system, seed morphology and nutritive content and led demonstrations in corn and sorghum grading.

"The objective of these courses was to provide an experience wherein the purchasers could compare their definitions and perceptions of grain quality and their procedures to measure grain quality, with the definitions and procedures used in the U.S.," Reed said.

Following two days of hands-on instruction in Manhattan, the group traveled to private inspection service laboratories, an export train-loading elevator in the interior of the U.S., the Federal Grain Inspection Service Technical Center in Kansas City, and the FGIS and an export elevator at the Port of New Orleans.

## Plaque Dedication

On March 4, K-State President Jon Wefald unveiled a plaque at the IGP building honoring Kansas wheat farmers and the Kansas Wheat Commission for their support of IGP during the last 27 years and for their tremendous contribution to the construction of the IGP Conference Center.



Pictured from left: Adrian Polansky, Kansas Secretary of Agriculture, Ken Palmgren, Past Chairman, Kansas Wheat Commission, Jon Wefald, K-State President, Tom Morton, chairman, KWC, and Ron Suppes, KWC

## Reed travels to Mexico

Carl Reed, IGP grain storage technologist, traveled to Mexico Jan. 23-29 and visited 17 different grain-handling facilities that received U.S. corn or grain sorghum. The purpose of the trip was to assess the industry's perceptions of U.S. grain quality issues and evaluate the effectiveness of donated training and equipment in changing attitudes about U.S. grain. Reed observed that attitudes of Mexican feed grain importers of U.S. grain have improved over the last two years.

## IGP News and Events

- Sunflower Builders, IGP building contractor, received an Award of Excellence from the Association of General Contractors of Kansas in January for their work at IGP.
- In February, Mark Fowler attended U.S. Wheat Associates meetings and exhibited the IGP display with Harvey Kiser at the National Association of Wheat Growers annual meeting, both in Reno, Nev.
- John Howard and Harvey Kiser attended the Commodity Classic in Austin, Tex., Feb. 23-26.