

INTERNATIONAL GRAINS

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Special course hosted for U.S. Grains Council *Corn and Sorghum Procurement topic of IGP spring short course*

The International Grains Program hosted a special short course, Corn and Sorghum Procurement, April 28 to May 2. Fifteen participants from Mexico and Colombia came to learn about U.S. grain production and procurement practices.

Diane Henry, U.S. Grains Council (USGC), and John Howard, IGP Program Administrator, designed this specialized course to address the needs of grain procurement education.

Henry said this course topic was chosen because corn and sorghum are heavily used by Mexican feed mills and livestock producers and Colombian poultry producers.

"We concentrated on grain procurement training with the idea being an educated buyer is the best buyer," she said.

To make the participants aware of options as grain buyers, 14 industry officials and K-State professors covered transportation costs, pricing, buying methods, and contract and logistical options. Hands-on experience was gained through case studies and a grain grading practicum.

"I wanted the participants to take home with them a confidence that the U.S. can supply their feed grain needs with the quality and quantity of their desires," Henry said.

With the ultimate goal of increased



The group learns about grain grading from Dr. Carl Reed.

U.S. grain exports into Mexico and Colombia, Henry said this course was definitely one step in USGC's market development efforts.

IGP conducts annual Grain Purchasing short course

The annual Grain Purchasing short course, held March 31 to April 11, brought 11 representatives from seven countries to Kansas State University to learn more about the marketing and processing of U.S. grains.

The two week course covered the mechanics of purchasing raw materials

and featured detailed discussions of cash and futures markets, financing and ocean transportation.

These discussions were led by a total of 27 industry leaders and K-State Grain Science and Industry faculty who presented lectures and laboratory demonstrations.

While on the K-State campus, the group toured the feed mill, extrusion center, flour mill and bakery and were able to gain hands-on experience through demonstrations at each site. Participants used case studies to sharpen their skills in developing purchasing strategies and gained other hands-on experience through a grain grading practicum.

A weekend field trip to Colorado was sponsored by the Colorado Wheat Administrative Committee. The trip included an on-site visit to the

farm of IGP Advisory Committee chairman, Randy Wilks, in Burlington, Colo.; a tour of the ConAgra Flour Milling Company in Commerce City and of the Cargill Unit Train Loading Facility in Byers. Also while in Colorado, the participants had the opportunity to spend a day in Keystone Village and tour the Rocky Mountains. The short course was concluded with a visit to the Kansas City Board of Trade.

Tiffany Smit of the U.S., a USDA/AMS Market News Reporter trainee, said: "The actual farm tours, seeing the equipment and having the opportunity to drive the combine was very cool. I was glad I could come and learn."

Ali Abuellail, a dealer for Venus International Freezone, came from Egypt, one of the largest wheat importers in the world, and said he gained a lot from the short course.



Keith Behnke visits with short course participants during the feed mill tour.

Annual Flour Milling course takes place at KSU

In its 25th year in operation, the Kansas State University International Grains Program (IGP) hosted its annual flour milling short course June 9-20.

Eighteen participants represented nine countries and came to learn about the different aspects of flour milling. Twenty industry leaders and K-State faculty shared instruction on numerous topics like pest management, safety and dust explosions, wheat tempering, air applications in milling and advancements in quality measurement.

A wheat grading practicum, demonstrations on physical dough testing and milling, and labs on bakery, comparative milling and evaluating wheat quality each provided practical hands-on experience.



Tom Morton, Kansas Wheat Commissioner, with participants at his farm.

Wiwiek Budiono Muljono, Vice President of Pt. ISM Bogasari Flour Mills in Indonesia, said the hands-on lab work enabled him to try things he could not try at his mill in Indonesia.

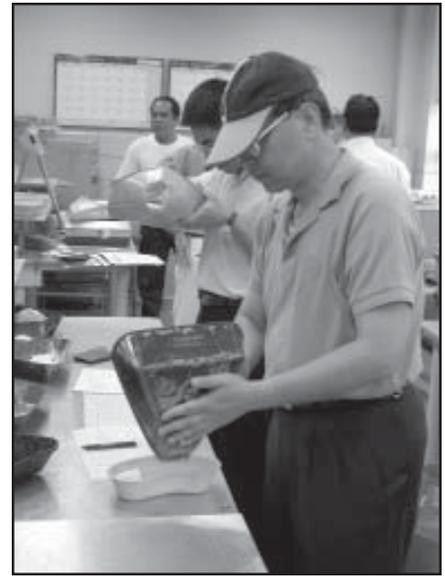
“We cannot actually try things in the real production. We might mess up the order and it costs a lot of money,” he said. “With this mill I can learn, I can experiment.”

Outings included a visit to the American Institute of Baking, Manhattan, Kan.; a field trip to the farm of Tom Morton, Kansas Wheat Commissioner, near Wellington, Kan., to experience wheat harvest; and visits to the Federal Grain Inspection Service Tech Center, Kansas City, Mo., and AIPC Flour Mill in Excelsior Springs, Mo.

Boniface Isunuoya, a flour mill superintendent from Nigeria, said he learned a lot.

“Visiting the farm and climbing the combine harvester was very fun,” he said. “It gives me the opportunity to know and see the wheat when it’s dry, when it’s being harvested and how they see that the wheat is ready for harvesting.”

The group also had the opportunity to visit with members of the Wheat Foods Council at a Kansas Wheat Commission sponsored



Ronald Lu, Taiwan, weighs a wheat sample in the comparative milling lab.

luncheon at the Manhattan Country Club.

Alex Lao, a plant manager from the Philippines, said he came to the IGP short course to get firsthand information to teach in the Philippines to his employees.

Lao said learning about the wheat and “the technique on how to mill it properly and how to get the best quality out of it” was the most beneficial to him.

Construction moving along on KSU’s International Grains Program Executive Conference Center

WHAT: K-State’s International Grains Program Executive Conference Center

WHERE: On the north side of Kimball Avenue, across from KSU Stadium and to the east of the Kansas Crop Improvement Association building in Manhattan, Kan.

WHEN: Expected completion date - March 2004

WHY: K-State’s IGP Center is a place where foreign business and governmental leaders will develop technical knowledge and skills that enable them to become more informed purchasers and processors of U.S. food and feed grains.

HOW: The Kansas Wheat Commission and the Kansas Corn Commission have provided funds to build the \$4 million facility.



TOP: IGP auditorium under construction.



LEFT: Outside view of IGP building.

International travel, conferences and visitors keep International Grains Program staff busy

IGP to IAOM conference

Dr. Brendan Donnelly, Kendall McFall, Dr. Dale Eustace and Dr. Jeff Gwartz represented IGP and K-State at the International Association of Operative Miller's (IAOM), previously known as Association of Operative Millers (AOM), annual technical



conference and trade show May 18-21.

The conference in Pittsburgh, Pa., covered new developments in the industry through technical meetings and equipment manufacturing presentations. Milling operatives primarily from North America, including the U.S., Canada and Mexico, and Latin America attended the event. However, operatives from more than 25 countries around the world were represented.

Reed leads seminar in Peru

Dr. Carl Reed, Grain Storage Technologist, traveled to Lima, Peru, May 11-17 with the U.S. Grains Council.



While in Peru, Reed visited four feed manufacturing and poultry operations and presented a seminar to 73 members of the Peruvian

Poultry Association in Lima. The topic of his seminar was "Tropical Storage of U.S. Corn."

Howard to IGC in London

IGP was represented at the International Grains Council's annual Grains Conference in London June 24 and 25. The 352 participants from all over the world were given information about IGP's 2003 and 2004 short courses and the 2002 IGP annual report.



The conference was attended by all sectors of the world's grain industry. Sellers,

buyers and users of grain, joined by government representatives were able to make and maintain vital contacts.

IGP's program administrator, John Howard attended the annual meeting in an effort to solicit participation in IGP's short courses. He also attended a meeting of the International Grain Industry Forum on June 26. The forum's goal is to expand flour fortification worldwide.

McFall hosts course in Peru

Kendall McFall, IGP Flour Miller, and Henry Stevens with U.S. Wheat went to Lima, Peru, June 2-6 to present a one-week course to employees of the food products company, Alicorp. The course was organized by Alvaro de la Fuente, regional vice-president of U.S. Wheat Associates.



Around 50 employees attended the course covering technical milling and flour milling business related topics. The participants came from all company divisions including the flour mill, pasta manufacturing facility, the cookie baking factory, research and development and quality assurance.

Kiser to BNSF conference

Harvey Kiser, IGP Senior Agricultural Economist, attended the Burlington Northern Santa Fe Rail Road (BNSF) conference on shuttle trains May 14-15 in Kansas City.



The railroad scheduled the conference to explain shuttle trains and to get feedback from customers.

BNSF invited shipping and receiving customers domestically and from Mexico.

Kiser attended the conference to better understand what progress has been made in shuttle train loading and unloading and to meet Mexico buyers of U.S. grains. While there, Kiser had the opportunity to promote the programs offered by IGP.

Visitor numbers increase

With the September 11, 2001, terrorist attacks, the number of visitors to the International Grains Program (IGP) steadily declined. This quarter, those numbers took a turn back to normal as IGP opened its doors to many visitors.

- ASA marketing manager for Europe and Africa, Dr. Ignace Debruyne, from Belgium brought two Moroccan soybean executives to IGP on May 3.

- Mostefa Chari, Chief of Import Services, National Cereals Office, Ministry of Agriculture from Rabat, Morocco, visited IGP on May 7. Jim Glick, interpreter and state department officer from Washington, D.C., came with him.

- Two Kazakhstan Academy of Nutrition (KAN) representatives visited IGP on May 12. Dr. Shamil Tazhibayev, Vice-President of KAN, and Dr. Mussa Aidzhanov, KAN Director of Laboratories, were accompanied by Ryan Simmons with American Ingredients Company.

- Roberto Ramirez with the Colombian Miller's Association and son of the Colombian Miller's Association President, and Pablo Maluendo with FCStone visited IGP on June 5.

- Yumiko Fujiwara, Senior Consul, and Osamu Kawai, Vice-Consul and Agricultural Officer, from the Japanese Consulate in Kansas City met with IGP staff on June 10. The officials saw IGP's Flour Milling short course in progress and toured the flour mill, feed mill and extrusion center.

- Muyiwa Talabi and Jim McKenna with U.S. Wheat Associates, and F.B. Odunayo and Ian Mainprize with Honeywell Flour Mills in Nigeria, visited IGP on June 17.

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Special news at the International Grains Program

McGlothin receives college-wide award, Wimmers' graduate, Schoeff inducted into hall of fame

Cathy McGlothin, program administrative assistant, was chosen the 2003 Classified Employee of the Year for the College of Agriculture. She was selected from all candidates in the College of Agriculture. Cathy was recognized for her outstanding accomplishment at the Classified Employee's Recognition Ceremony May 21.

Cathy assists the IGP Director and Program Administrator in planning, organizing and coordinating administrative details for IGP short courses, conferences and visitors. She also coordinates plans for breaks, refreshments, banquets and meals for IGP functions.

David Frey, Kansas Wheat Commission Administrator, said: "In Cathy's capacity of providing personal contact and support for the program, she serves

as a working person's diplomat, representing America to people who may never be in this country again. It is clear to me that she cares about the results of the program."



"Good things come (and go) in twos." As the saying goes, two student employees, **Courtney and Gaea Wimmer**, graduated in May. Sisters and twins, the pair has dedicated a good portion of their college career to the International

Grains Program.

Courtney graduated with a bachelor's degree in agricultural communications and journalism. She joined IGP in September 2000 as the student communications specialist. This fall, Courtney will begin working on her master's degree in agricultural education at the University of Arkansas.

Gaea received a bachelor's degree in agricultural education. She has worked for IGP for two years as the student administrative assistant. She will begin teaching high school agriculture in August at Centre High School, Lost Springs, Kan.

Robert Schoeff, K-State Grain Science and Industry emeritus professor, was recently inducted into the Feed Manufacturing Hall of Fame.

The hall of fame is located in Shellenberger Hall at K-State where Schoeff worked from 1960-1991.

He has lectured numerous times on dust explosions at IGP short courses.

