

# INTERNATIONAL GRAINS

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## Kansas State International Grains Program Dedicates new Executive Conference Center

Kansas State University dedicated its new International Grains Program (IGP) Conference Center May 1.

“For years, foreign business and government leaders have attended IGP classes here on K-State’s campus, and we now have a building worthy of the important work the program does for Kansas and the United States,” said Brendan Donnelly, head of K-State’s Department of Grain Science and Industry.

The IGP, established by the Kansas legislature in 1978, has trained thousands of international grain industry representatives in its 26-year existence.

“IGP strives to be a wellspring of training and information for international purchasers and processors using grains produced by U.S. farmers,” Donnelly said. “Today you can find IGP-trained buyers of grain in literally every corner of the world.”

Every year, other nations’ business and government leaders attend IGP short courses and programs to develop



**Ted Zielke, Carl Ice, James Coffman, Brendan Donnelly, Betty Bunck, Adrian Polansky and Jerry Wyse unveil the plaque commemorating the new IGP Center.**

technical knowledge and skills that enable them to become more informed buyers and processors of U.S. oilseeds, food and feed grains. IGP courses also acquaint participants with current trends and issues affecting the industry.

Key sources of funding for the new \$4 million IGP conference center were the Kansas Wheat Commission, the Kansas Corn Commission, the Kansas Soybean Commission and Burlington Northern-Santa Fe Railroad Corp.

The IGP building, which is part of K-State’s Department of Grain Science and Industry, is nearly 20,000 square feet and includes a grain-grading laboratory, conference room, tiered auditorium-style classroom, dining and lounge areas, staff offices, and other rooms designed to serve the needs of the IGP’s international participants.

The classroom and grain-grading lab are equipped for simultaneous interpretation of up to three languages and offer audio, visual and multimedia equipment for state-of-the-art presentations.

The new center also includes communications equipment that will allow the IGP to provide programs and information to sites nationally and throughout the world.

The IGP has established a worldwide reputation as a center of excellence for international programs related to grain marketing, as well as flour and feed milling, processing and utilization. The program also has a rich tradition in training related to the marketing, processing, purchasing and shipment of corn, grain sorghum, soybeans and wheat, Donnelly said.

The center is one of five buildings that will make up K-State’s new Grain Science Complex. The complex includes the Bioprocessing and Industrial Value-Added Program building, which was completed in March 2004. A feed mill, a flour mill, and a teaching and research building that will house K-State’s baking science and management program are also planned for the 16-acre site across from the university’s football complex on Kimball Avenue in Manhattan.



**More than 200 people attended the IGP dedication and ribbon cutting May 1.**

# Annual Grain Purchasing Short Course

The Grain Purchasing short course, April 19-30, was the first short course to take place in International Grains Program's new facilities on Kimball Avenue.

Seventeen participants from twelve countries attended the two week short course. Countries represented included: Colombia, the Dominican Republic, Egypt, Guatemala, Indonesia, Jordan, Mexico, Nigeria, Tanzania, Thailand, the United Arab Emirates and Venezuela.

Participants learned from faculty within IGP, K-State and the Grain Science and Industry department, and from numerous industry experts.

Topics covered included GMOs; cash, futures and basis pricing; supply and demand of global wheat, corn and soybeans; importance of railroads to U.S. grain exports; U.S. grain production and marketing system; grain contracting and negotiating; commercial financing grain purchases; flour functionality effect on product demonstration; and ocean freight.

Participants received a first-hand look at K-State facilities during a tour of the



**Grain purchasing short course participants look at farm equipment during their field trip to Lawrence Strout's farm in Wilsey, Kan.**

Grain Science pilot plants. They gained hands-on experience during grain grading practicums on wheat, corn and soybeans; problem sets on grain futures and options; purchasing strategies case studies during different times of the year; case problems for catching price signals; case problems on potential purchasing strategies; demonstration on extrusion principles and uses; and a demonstration on wheat milling.

In the middle of the two-week course, participants traveled to Wilsey, Kan., where they visited the farm of Lawrence

Strouts. From Wilsey, they traveled on to Kansas City, Kan., to visit Bartlett Grain Company's River Rail Inland Terminal Elevator. At the terminal elevator, the group viewed and learned about the control room, the grain sampling and inspection areas, and how grain quality information is used to create the intended blends. The rest of the weekend the group had free time in Kansas City to visit museums and attend performing arts events like jazz, symphonies and theater.

The group resumed IGP activities on Monday with a visit to the Federal Grain Inspection Service Technical Center. They also traveled to the Kansas City Board of Trade where they were welcomed by the President, Jeffrey Borchardt, and Vice President of Marketing, Shelia Summers. While there, the participants viewed trading, had a question and answer session and had lunch with the traders.

A few course participants stayed through Saturday, May 1 for IGP's dedication and ribbon cutting for the new executive conference center.

## Fowler to Peru

Mark Fowler, IGP flour miller, visited a major wheat customer in Lima and Arequipa, Peru, April 19-24.

The visit offered the opportunity for discussing many ideas with the company's technical staff and further investigate concerns of excessive protein loss in processing U.S. HRW wheat into flour over the past few years.

Also while there, Fowler spent time reviewing the company's three flour mills in Lima and two flour mills in Arequipa.

Fowler was accompanied by Alvaro de la Fuente, U.S. Wheat Associate's Regional Vice President, Santiago, Chile.

## Mexican Grain Grading Seminar

The U.S. Grains Council hosted a Mexican trade team to the International Grains Program May 24-28. Ten participants attended.

Carl Reed, IGP grain storage specialist, taught grain grading factors and value, grading procedures and grain damages for corn and grain sorghum. The lectures were all presented in Spanish.

After the two-day grain grading seminar in Manhattan, the group traveled to the Kansas Grain Inspection Service in Topeka; the Federal Grain Inspection Service (FGIS) Technical Center in Kansas City; and FGIS and Export Elevator and Grain Inspection at the Port of New Orleans.



**Manuel Rodriguez examines corn during the grain grading lab.**

# USGC Feed Manufacturing Short Course

A special Southeast Asia focused Feed Manufacturing short course was held for the U.S. Grains Council May 10-21. Participants were from Malaysia, Thailand, Indonesia and Singapore.

Participants learned from IGP staff, many Grain Science and Industry faculty, K-State faculty and other industry professionals.

Some of the highlighted topics included GMOs; application of liquid ingredients in feeds; grain contracting, negotiation, production and marketing; feed processing, formulation and manufacturing strategies and effects for pork, poultry and ruminants; molds and mycotoxins; maintaining quality of stored grain; pest management in the feed mill; and material handling and equipment selection.

Participants received a first-hand look during the demonstrations on grinding, mixing and pelleting, and extrusion practices. They also learned how the U.S. applies grain grading in evaluating grain quality during the grain grading practicum.

During the middle of the short course, the group traveled to Hillsboro, Kan., to visit Countryside Feed Company.

At the conclusion of the short course, the group traveled to New Orleans for industry visits. Their Louisiana stops included Klienpeter Dairy Farm in Montpelier, Cal-Maine caged layers in Pine Grove and Bunge's Destrehan loading facility.



**Yusuf Maryono, Indonesia, and Sanphet Khongngam, Vietnam, examine eggs at Cal-Maine's processing facility.**

## IGP Risk Management Seminar and Short Course



**Carl Reed, IGP Grain Storage Technologist, works with Fabricio Mazaia of Brazil in the grain grading lab.**

Sixteen participants from seven countries attended the Risk Management seminar and short course July 21-30.

Countries represented were Thailand, Brazil, Estonia, Peru, The Philippines, Colombia and Venezuela. Course participants consisted mainly of grain procurement and plant managers. The seminar and short course was simultaneously interpreted into Spanish.

The purpose of the three-day seminar, which was held prior to the short course, is for those participants that feel they need a refresher on some of the subjects covered. The seminar presentations included the production, transportation and storage systems of the U.S.; grain grading; cash and futures markets; hedging examples; options; futures and basis; and case studies.

The following week-long short course consisted of 14 presentations and a field trip. IGP faculty and ten guest speakers from the industry presented during the week. The short course concluded with a visit to the Kansas City Board of Trade.

## IGP Grain Storage Technologist Travels to Jordan and Mexico

Carl Reed, IGP Grain Storage Technologist, traveled to Jordan and Mexico as part of his work with the U.S. Grains Council.

The trip to Mexico Aug. 15-21 provided an opportunity to evaluate a series of activities designed to harmonize grain inspection procedures and minimize complaints about the quality of U.S. corn and grain sorghum imported into Mexico by feed companies. The majority of his time was spent visiting plants.

Reed's second USGC trip was to Jordan Sept. 10-15. The main objective of the trip was to present a seminar on the handling of imported corn. The seminar focused on how U.S. corn can be successfully stored in Jordan. Reed provided a list of simple, inexpensive practices that, in Jordan's cool, dry climate, would ensure successful storage of U.S. corn for several months. Besides his presentation, Reed spent time visiting plants.

# U.S. Grains Council hosts Chinese Seminars

This summer, the U.S. Grains Council (USGC) hosted two one-week intensive commodity trading seminars for top Chinese corn processors and traders.

The corn processors included those of starch, ethanol and feed manufacturing industries. The participants represented the larger non-state trading enterprises and larger holders of tariff rate quotas (TRQs).

The purpose of these seminars was to help them become more familiar with U.S. feed grain production, marketing, transportation and export systems, and facilitate the import of U.S. corn when the market conditions are favorable.

## June Seminar

Ten Chinese corn starch and ethyl alcohol manufacturing executives and trade association representatives attended the June 1-4 seminar. Tracy Snider, Livestock Information and Programs Support with the National Corn Growers Association, also attended the concluding dinner.

## August Seminar

For the August 23-27 seminar, 13 Chinese feed manufacturing executives, traders and government officials

attended. The Kansas Corn Commission hosted a lunch during their field trip. Jere White, the executive director of the Kansas Corn Commission, and Kevin Lickteig, the administrator of the Kansas Grain Sorghum Commission, attended the concluding dinner.

Sam Niu, assistant director of USGC Beijing office, accompanied and interpreted for the June and August seminars.

Six industry executives and six IGP and K-State scientists and professors spoke to the groups. The seminars involved presentations about the grain production and marketing system, corn and sorghum supply and demand, price determination, hedging, basis trading, international contracting, FGIS corn grading and storage. Other presentations included were dry corn processing for ethanol production, animal nutrition for swine production, genetically engineered crops, managing



**Mike Wintermantel explains his corn production and marketing practices to August participants at his farm southwest of Lawrence, Kan.**

feed and food safety, fundamental and technical price analysis, corn co-products, agricultural policy, and the market for dried distillers grains.

The seminars concluded with farm and industry tours. Participants visited country and terminal country elevator operations, a feed manufacturing plant, a commercial swine operation and an ethanol producing plant in the local area.

# Annual IGP Flour Milling Short Course

Thirty participants attended the Flour Milling short course June 14-25 to study the principles of flour milling, flour mill



**Jian Li, Department of Grain Science and Industry, works with participants in the dough testing lab.**

management and to examine advances in flour milling technology. Participants represented 11 countries, including Albania, Brazil, Israel, Mexico, Nigeria, the Philippines, Romania, Singapore, Taiwan, the Netherlands and Yemen.

The course featured presentations covering all the basic wheat conditioning and flour milling principles, as well as topics including wheat classes and end use characteristics, principles of wheat grading, principles of mill quality control, flour functionality, wheat production and storage, energy management, plant safety, flour blending, and heat treatment to control flour mill insects.

Along with K-State and IGP faculty, the course participants were addressed by Henry Stevens, Stevens Technical Services, Dusti Fritz, Kansas Wheat Commission, and John Kice, Industrial Air Systems Consultant.

In addition to the presentations, participants had the opportunity to gain hands-on experience and improve problem-solving skills in the dough testing and flour milling laboratories.

A three day tour during the short course included stops at the American Institute of Baking, Manhattan, Kan.; Strouts Seed Inc., Wilsey, Kan.; the Federal Grain Inspection Services Technical Center, Kansas City, Mo.; and American Italian Pasta Company durum mill and pasta plant, Excelsior Springs, Mo. The program concluded with a visit to the Kansas City Board of Trade and a luncheon with traders from the floor.

The program was well received by all the participants. At the request of U.S. Wheat Associates, the class size was increased from the traditional maximum of 24 students to accommodate increased interest to attend the short course.

# USDA FAS Training in D.C.

International Grains Program staff traveled to Washington, D.C., Sept. 14-17 to conduct a training program for the U.S. Department of Agriculture's (USDA) Foreign Agricultural Service (FAS).

Fifty-six staff members represented ten divisions of FAS during the seminar on grain purchasing, which took place in the USDA Whitten Building.

The divisions represented included Office of the Administrator; Grain and Feed; Agriculture Export; Export Sales; Export Credits; Dairy Livestock and Poultry; International Trade Policy; Production Estimates and Crop Assessment; Commodity and Marketing Programs; and Cotton, Oilseeds, Tobacco and Seeds. Participants also included personnel from the Economic Research Service and the Farm Service Agency.

During the seminar, participants learned about IGP, the U.S. grain production and marketing system, grain futures and options, the soybean complex, grain contracting, ocean freight, commercial financing of grain purchases, fundamental and technical analysis, catching price signals, and purchasing strategies.



**Rich Moneymaker, Bunge Corp., speaks to FAS staff during the program in D.C.**

## Visitors and Trade Teams

During the last two quarters, IGP staff assisted the Kansas Wheat Commission in hosting U.S. Wheat Associate's trade teams from Japan, Colombia and a noodle team from Korea.

In June, senior staff members from U.S. Wheat Associate's overseas offices visited IGP. They included: Linda de Hoog of Rotterdam, Mina El Hachimi of Casablanca, Hoda Moawad of Cairo, Keiko Minagawa of Tokyo, Kevin McGarry of Washington, D.C., and Serena Wu of Taipei.

A special course was held for a Russian Technical Team May 26. The eleven participants were sponsored by the U.S. Grains Council.

A South African/Nigerian Trade Team consisting of millers visited IGP June 10. They were sponsored by U.S. Wheat and hosted by the Kansas Wheat Commission.

IGP assisted the K-State College of Agriculture in hosting a delegation from the University of Baghdad during August. They included the Assistant Dean of Agriculture and heads of the Horticulture department, the College of Veterinary Medicine, and Remote Sensing. The U.S. Army and AID sponsored the group.



**Delegation from the University of Baghdad visit IGP.**

## Meetings, Conferences attended

During the last two quarters, IGP staff traveled throughout the U.S. and abroad for meetings and conferences.

### IAOM Meeting

Brendan Donnelly and Mark Fowler represented IGP at the International Association of Operative Millers' (IAOM) meeting in Wichita, Kan., May 15-19. IGP had a booth on display throughout the meeting.

### International Grains Council Conference

The International Grains Council (IGC) annual conference was June 15-18 in London. John Howard, IGP Director, attended the conference and provided information about IGP to the more than 200 participants.

### Latin American and Caribbean Buyers Conference

Kendall McFall, Grain Science and Industry instructor, traveled to Aruba June 23-24 to participate in the Latin American and Caribbean Buyers Conference sponsored by U.S. Wheat Associates. McFall made a presentation to approximately 100 buyers and traders highlighting the production and quality prospects for the 2004 Hard Red Winter and 2004 Soft Red Winter wheat crop.

### U.S. Wheat Board Meeting

IGP's John Howard, Mark Fowler and Brendan Donnelly attended the U.S. Wheat board meeting in Bismarck, N. D., July 10-13.

### IGP Advisory Committee

The International Grains Program Advisory Committee met following the U.S. Wheat meetings in Bismarck on July 15. IGP staff reviewed the past year's activities. Jerry Newsham, Nebraska Wheat Board, was selected to succeed Bob McClellan, Kansas Wheat Commission, as Chairman of the IGP Advisory Committee.

### U.S. Wheat Associates Meeting

U.S. Wheat Associates annual planning conference was Aug. 8-11 in Washington, D.C. John Howard, Mark Fowler and Brendan Donnelly attended the meetings. Howard made a presentation on IGP activities.

### Plains Grains Meeting

Mark Fowler, IGP, and K-State Grain Science faculty Kendall McFall and Marvin Willyard traveled to Stillwater, Okla., Aug. 13 for a crop quality and information meeting. McFall and Willyard each made presentations about how wheat quality affects baking and milling performances.

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**Above: K-State President, Jon Wefald, visits IGP.**

**Right: Channel 13 News, Topeka, Kan., features IGP Executive Conference Center and short course on *Manhattan Matters* segment.**



## News at K-State IGP

IGP had several busy months upon moving into its new facilities in mid April.

Kansas State University President Jon Wefald visited IGP's new facilities in MAY. He is pictured with Charles Reagan (left), Assistant to the President, and IGP's Brendan Donnelly (middle right) and John Howard (right).

In May, the IGP Conference Center was featured on a *Manhattan Matters* segment on Channel 13 News (WIBW), Topeka, Kan. Pictured is Hassan Abdel-Ghaffar, U.S. Wheat's Middle East - East African Regional Marketing Director, who was at IGP for the Grain Purchasing short course. The station also interviewed Donnelly.

John Howard was appointed Director of IGP by George Ham, former College of Agriculture Interim Dean, in June. Howard was promoted upon former Director Brendan Donnelly's semi retirement.

Donnelly represented IGP at the Manhattan Kiwanis Club meeting on July 20. He gave an update on the Grain Science complex.

With the completion of IGP's new facilities, many local, state and national organizations have used IGP for conferences and meetings. During the last two quarters, nearly 20 organizations utilized the IGP facilities, most of which were agriculture related.