IGP Holds Virtual Grain Procurement and Purchasing Course

The IGP–KSU Grain Procurement and Purchasing course was held April 7–28 in a virtual format. Lectures were delivered via Zoom twice a week over four consecutive weeks. Each meeting was two hours to provide time for two 1-hour presentations and Q&A. Prior to each meeting, course materials were provided to participants in digital format.

Topics covered during the course included an overview of the U.S. grain production and export marketing system, ocean freight and dry-bulk markets, container markets and freight, and USDA grain grading standards used in the export system.

In addition, NAEGA, FOSFA, and GAFTA contracts and arbitration were covered with a focus on negotiating better contract terms to get what you want, along with an overview of CME Group features, derivatives, and OTC markets. The course also provided an introduction to basis trading and hedging and a look at current and future commodity markets.

Guy Allen, IGP Senior Agricultural Economist, and grain marketing and risk management curriculum manager, was pleased with the outcome of the course which had 51 participants and three sponsors from 11 different countries.

Allen is planning a more advanced grain merchandising course to be offered later this year.

11 Countries and 51 Participants
- Canada
- Chile
- Colombia
- Guatemala
- Honduras
- Japan
- Nicaragua
- Singapore
- South Korea
- Uruguay
- U.S.
April Trainings and Activities

- IGP–KSU: Grain Procurement and Purchasing – 49 distance participants, 6 on-site
- USSEC Aquaculture Feed Manufacturing and Nutrition – 34 distance participants
- IGP–USGC SEA: Grain Procurement and Purchasing – 33 distance participants
- SEC Nigeria Poultry Track Basic Level – 30 distance participants
- Presented Notes and Observations in International Commodity Markets. A weekly set of headline articles of events impacting the international grain and oilseed markets; distributed to faculty, key stakeholders, and an international audience, as well as being posted on the Ag Manager website. Learn more at [https://www.grains.k-state.edu/igp/on-site-training/grain-marketing/](https://www.grains.k-state.edu/igp/on-site-training/grain-marketing/)
- Recap of Weekly U.S. Grain and Oilseed Export Shipment and Sales. A weekly set of analysis and data recapping the recent and year to date export shipment and sales. Distributed internally to IGP and to key stakeholders, and an international audience, as well as being posted on the Ag Manager website.
- KSU Agriculture Today, with Eric Atkinson – Podcast: Prepared and presented the 20 minute podcast covering: “Highlights of Issues Facing the International Grain Trade” reflected in this month’s USDA WASDE International Trade Markets Report
- Attended USSEC Human and Oil Strategic Utilization Team virtual event
- Attended United Sorghum Checkoff Board Meeting and Dinner
- Met with FFI (Food Fortification Initiative)
- Hosted, toured facilities and presented at IGP for the U.S. Sorghum Checkoff Program
- Met with U.S. Wheat Associates
- Met with SEC Americas
- Met with U.S. Wheat Associates and 502 Media
- Met with Gold Tassel from Brazil for future courses
- Attended the AFIA Equipment Manufacturers Committee Spring Meeting
- Presented on: Biosecurity on Feed Mills for USSEC Dominican Republic
- Presented on Grain Storage and Mycotoxin for the IGP Grain Purchasing Course
- Attended SEC Certification Committee
- Conducted trainings on behalf of U.S. Grains Council for Sukarne Mexico
- Hosted and moderated the Fourth Webinar on Swine Technical Topics
- Participated in the USSEC Strategic Animal Utilization Team meeting
- Attended online USSEC Soyfood Program Update
- Attended virtual USSEC SEA Sustainability in Food and Agriculture Conference
- Attended USSEC 2021 U.S. Food Bean Buyers Conference (Virtual)
- Presented online for the USGC – Latin America pork producers on grain quality and standards
- Presented Notes and Observations in International Commodity Markets. A weekly set of headline articles of events impacting the international grain and oilseed markets; distributed to faculty, key stakeholders, and an international audience, as well as being posted on the Ag Manager website. Learn more at [https://www.grains.k-state.edu/igp/on-site-training/grain-marketing/](https://www.grains.k-state.edu/igp/on-site-training/grain-marketing/)