

**For Immediate Release: December 6, 2017**

### **Meet Our Partner – U.S. Grains Council**

*The IGP Institute partners with the U.S. Grains Council to provide global grain training and develop an international market presence for U.S. grains.*

MANHATTAN, Kansas – It has been said that the key to successful leadership is influence, not authority. This statement is a reflection of the influence of agriculture, not only for producers but also consumers in the food industry. The U.S. Grains Council (USGC) is one of the leading organizations in influencing and creating successful partnerships for the United States.

The USGC was founded in 1960, with the focus to develop export markets for U.S. barley, corn, grain sorghum and related products. The U.S. Grains Council stands behind the model that exports are vital to global economic development and to the profitability for U.S. agriculture. The USGC is a private, non-profit corporation with 10 international offices and programs in more than 50 countries.

The unique membership of the U.S. Grains Council includes producer organizations and agribusinesses with a common interest in developing export markets, where those funds elicit market development funds that match from the U.S. government and support from cooperating groups in foreign countries to produce an annual development program valued at approximately \$27.9 million.

“A lot of what the U.S. Grains Council relates to trade policy and market development,” says Julia Debes, U.S. Grains Council communications manager. “The USGC is the advocate that helps with market development for other countries, and by doing this, can work with groups like the U.S. Department of Agriculture to help expand policies globally to help build and develop markets.”

Debes explains that a large portion of the policy work that the U.S. Grains Council helps other countries with in the grain industry is accredited to the efforts at the IGP Institute. She says that IGP is a trusted educational partner and that the organization combines educational resources with people who have on-the-ground presence from other countries.

The Council tailors its programs to meet the cultures and needs in the grain commodity markets of foreign countries. The technical programs at the USGC teach livestock and poultry producers how to use feed grains effectively and manage their operations efficiently. Potential and current customers of U.S. grains are also educated by the Council’s trade servicing efforts about the U.S. marketing system, including financing, government programs, U.S. feed grains quality and prices.

“IGP is valuable for the USGC to help educate groups we bring in from other countries,” says Debes. “With the IGP Institute providing technical education and assistance, the Council has a fantastic resource with top quality education.”



The partnership between IGP and USGC connects global professional teams to the U.S. markets and grain production, while gaining technical training and knowledge of certain global grain industry concepts.

Carlos Campabadal, IGP Institute feed manufacturing and grain quality specialist, explains that the U.S. Grains Council is the entity that oversees all of the U.S. corn, grain sorghum and barley markets and their co-products, and that the IGP Institute helps the USGC to be able to work with grain customers in other countries.

“The U.S. Grains Council is a key partner for the IGP Institute. We seek opportunities where improvements can be made on technical aspects,” says Campabadal.

In 2017 to date, the IGP Institute has hosted more than 50 participants in five trainings sponsored by the U.S. Grains Council.

Debes adds, “IGP is a reliable source of information for our trade teams and helps provide transparency for production and quality of U.S. grains and co-products.”

Visit [www.grains.ksu.edu/igp/on-site-training](http://www.grains.ksu.edu/igp/on-site-training) to learn more about the IGP Institute training offerings through USGC.

To learn more about the U.S. Grains Council, please visit [www.grains.org](http://www.grains.org).

*Story by: Samantha Albers  
Communications Intern  
smalbers@ksu.edu*

*For more information contact: Lisa Moser  
IGP Marketing and Communications Coordinator  
785-477-4837; lmoser@ksu.edu*

