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**Meet Our Partner – U.S. Soybean Export Council**

*The IGP Institute partners with the U.S. Soybean Export Council to create a market preference and improve international trade for U.S. soybeans.*

MANHATTAN, Kansas – Creating a market preference for U.S. grains and oilseeds is the mission of the IGP Institute. This market preference is developed through educational programs for international trade teams, starting from the field and ending with the purchasing of these grains and oilseeds by foreign entities.

The U.S. Soybean Export Council (USSEC) helps to sponsor the development of that preference in partnership with the technical education received at the IGP Institute.

USSEC is a dynamic, member-directed, not-for-profit partnership of key stakeholders representing U.S. soybean producers, processors, commodity shippers, merchandisers, allied agribusinesses and agricultural organizations says Lisa Humphreys, USSEC communications manager.

She explains that USSEC sponsors a variety of programs and training courses to members from varying regions including countries in North Asia, the Americas, Greater Europe, Middle East and North Africa, Asia Subcontinent and Southeast Asia.

Several of the programs are hosted through the IGP Institute and create several avenues for industry professionals from other countries to network with faculty and staff at Kansas State University, as well as meet with grain science and industry experts in Kansas and around the U.S.

“The collaboration with the U.S. Soybean Export Council recognizes IGP to help fulfill the USSEC mission for other countries to purchase U.S. commodities,” says Carlos Campabadal, IGP Institute feed manufacturing and grain quality specialist. “This allows the IGP Institute to expand the impact of the feed industry to international customers for U.S. soybean exports.”

USSEC’s network of experts, which covers more than 80 markets, builds that preference for U.S. soybeans and soybean products through the use of trade teams, international projects, feeding trials and numerous opportunities for growing leaders to help educate buyers of the overall quality of U.S. soy.

“By partnering with the IGP Institute program at Kansas State University, USSEC is better able to share the message of U.S. soy with IGP attendees,” says Humphreys.

She adds that USSEC is shaped by its core values, which define the character and overall culture of the organization. These values include delivering world-class performance, acting responsibly, fostering diversity within the programs and trusting the team for future success.

The specialized trainings with technical education and services with expertise for the trade teams include areas such as grain marketing and risk management, and feed manufacturing and grain quality management.



Courses sponsored by USSEC at the IGP Institute include U.S. Agribusiness Partnership Program soy purchasing, Middle Eastern and North Africa (MENA) feed manufacturing, Japan swine nutrition and Japan feed and poultry nutrition.

“USSEC strives to achieve the vision of U.S. soy for a growing world through their global network, and with the IGP Institute, USSEC has the opportunity to help educate U.S. trade teams on a more personal basis in a non-partial, academic setting,” Humphreys says.

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 USSEC.

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

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