

MINUTES OF THE HOUSE COMMITTEE ON APPROPRIATIONS.

The meeting was called to order by Chairperson David Adkins at 9:10 a.m. on February 2, 2000 in Room 514-S of the Capitol.

All members were present except: All present

Committee staff present: Leah Robinson, Kansas Legislative Research Department
Robert Waller, Kansas Legislative Research Department
Rae Ann Davis, Kansas Legislative Research Department
Jim Wilson, Revisor of Statutes Office
Mike Corrigan, Revisor of Statutes Office
Dave Stallings, Assistant to the Chairman
Mary Shaw, Committee Secretary

Conferees appearing before the committee:

Gary Sherrer, Lieutenant Governor/Secretary of the Department of Commerce and Housing
Dr. Dan Bernardo, Department of Agricultural Economics, Kansas State University
John Howard, International Grains Program, Kansas State University
Dr. Janice Swanson, International Meat and Livestock Program, Kansas State University
David Frey, Administrator, Kansas Wheat Commission

Others attending: See attached list.

Chairman Adkins opened the meeting with information regarding the Committee Seating Chart that was distributed. He thought it beneficial to have this information available for guests that attend the meetings listing who the committee members are and where they are from. He asked the Committee to review them for corrections and let his office know if there are any changes. They will be available on the table outside the committee room.

The Chairman mentioned that the Committee will hear a briefing on a topic that arose out of discussions at the Council of State Governments Annual meeting in Quebec City, Canada, during the first part of December concerning international trade policy. The Chairman felt it would be interesting to learn more about how the State of Kansas positions our products and how trade is encouraged in general considering the relationship many states have with Canadian provinces and that Canada represents the United State's largest trading partner.

Overview of Kansas International Trade Policy

Chairman Adkins welcomed the Lieutenant Governor of the State of Kansas and the Secretary of the Department of Commerce and Housing, Gary Sherrer. Lieutenant Governor Sherrer mentioned that the day was Job Shadowing Day all over the state when students have a chance to shadow workers. He introduced his shadow for the day, Alan Wong, a student at Washburn Rural High School in Topeka.

Lieutenant Governor Sherrer mentioned under the topic, agency goals, that the mission of the Trade Division is to increase international sales of Kansas goods and services and to increase the number of international corporations located in Kansas. He also noted that the ultimate objective of the Trade Division is to increase the wealth of Kansans through job creation, payroll enhancements and improving sales of goods and services. Lieutenant Governor Sherrer explained that the Agriculture Products Development Division also partners with the Trade Division because they want to support activities that will increase the economic opportunity of producers. He also felt that Export Counseling is very important.

CONTINUATION SHEET

Lieutenant Governor Sherrer presented information regarding the following topics:

- Most effective marketing methods for Kansas products
- The role of Kansas overseas offices
- Examples of current trade initiatives
- Kansas trade shows/missions
- Partnerships
- How can Kansas be a bigger player in the international marketplace?
- Examples of other states initiatives
- International success in Kansas

Lieutenant Governor Sherrer mentioned that Governor Graves will be going to Japan to the LUJACK Conference which is held in Japan one year and then held in the United States. In the year 2001 the conference will be held in Wichita, Kansas. He said there might be approximately 200 - 300 top Japanese business professionals coming to Kansas.

In closing, Lieutenant Governor Sherrer mentioned that there may have been some misunderstanding about the day to day work and where the focus is in state trade policy. The focus of the trade activities in the Department of Commerce and Housing is in the field with as many Kansas companies, small and large, rural and urban, to see if the department can prepare them to take advantage of global markets. Global markets are going to open up more and more. International trade is complex, it is difficult, and there are rules and regulations, tariffs, quotas and many ways that governments discourage international trade in Kansas, but it is growing and working. He is very pleased with the direction in which they are going and activities they are doing (Attachment 1). Committee questions and discussion followed. Chairman Adkins thanked Lieutenant Governor for appearing before the Committee.

Chairman Adkins welcomed Dr. Dan Bernardo, Department of Agricultural Economics, Kansas State University. Dr. Bernardo began the K-State presentation with a review of some of the agricultural statistics surrounding international trade and some of the activities of the Department of Agricultural Economics, particularly concerning international trade research issues.

Dr. Bernardo noted the following information from his presentation:

- Kansas agricultural exports in 1998 were estimated at \$2.86 billion.
- 1998 agricultural exports represented approximately 37 percent of total receipts from farm marketings.
- Kansas consistently ranks 6th among U.S. states in value of agricultural exports.

Dr. Bernardo mentioned that the Department of Agricultural Economics supports international trade development through both research and outreach programs. The objective of the programs is to provide educational outcomes which facilitate access to international markets for Kansas agricultural commodities and value-added products. Dr. Bernardo also reviewed various recently completed and on-going research and outreach programs listed in his handout (Attachment 2).

Chairman Adkins welcomed Mr. John Howard, Program Administrator, International Grains Program, Department of Grain Science & Industry, Kansas State University. Mr. Howard mentioned that in the spring of 1978 the Kansas Legislature approved \$200,000 of general use funds to create the International Grains Program (IGP) making it the first professional institute in the United States to provide technical training in support of market development activities for corn, grain sorghum, soybeans and wheat. He mentioned that the idea for the IGP came from a need to educate international commodity buyers, both private and government, on the details of the United States marketing system in support of our national commodity organizations and especially Kansas farmers (Attachment 3). An Appendix to his testimony was distributed (Attachment 4).

Chairman Adkins welcomed Dr. Janice Swanson, International Meat and Livestock Program, Kansas State University. Dr. Swanson mentioned that the International Meat and Livestock Program (IMLP) was established with funds appropriated by the State Legislature in 1985. She noted that the mission of the IMLP is two-fold. First they provide training and education that is congruent with the mission statement

CONTINUATION SHEET

of Kansas State University and also with the idea of designing courses and workshops that will meet the personal objectives of the international clientele that request their services. They also facilitate the promotion of Kansas agricultural products through tourist seminars and visitations. Some participants are from private industry, other countries and many courses and workshops are facilitated through various state agencies as well as the United States Government. (Attachment 5)

Dr. Bernardo, Mr. Howard and Dr. Swanson stood for Committee questions and discussion. Chairman Adkins thanked them for appearing before the Committee.

Chairman Adkins welcomed Mr. David Frey, Administrator, Kansas Wheat Commission. Mr. Frey noted that the largest buyer of Kansas wheat from the United States in 1999 was the United States Government for Food Aid. This is something that needs to be made aware of and is an extremely important market not only for wheat, but also flour from Kansas. He mentioned that Kansas is the largest wheat and flour producing state in the nation, and if Kansas was a country, it would be the 13th largest wheat producing country in the world (Attachment 6).

Chairman Adkins thanked Mr. Frey for appearing before the Committee.

Bill Introductions

A motion was made by Representative Landwehr, and seconded by Representative Pottorff, for four Committee bills, the first three recommended by the Childrens' Issues Committee over the interim that relate to foster care and adoption. One bill deals with confidentiality issues concerning records that are being shared from one agency to another; the second bill deals with the children in need of care regarding tax credits which was introduced last year; and a concurrent resolution requesting that local boards of education review their truancy policies and procedures to establish a more uniform statewide policy regarding truancy. Regarding the fourth bill, Representative Landwehr explained that it is a bill that she is introducing herself establishing policy principles for children in need of care in Kansas somewhat like a foster care childrens' bill of rights. Motion carried.

A motion was made by Representative Adkins, and seconded by Representative Neufeld, to authorize the introduction of the nonjudicial salary compensation program as well as a request from the Kansas Department of Wildlife and Parks to introduce bills that were previously introduced in the Senate for an act creating a wildlife and parks non-restricted fund and an act authorizing the Kansas Department of Wildlife and Parks to exceed expenditure limitations. Motion carried.

The meeting was adjourned at 10:55 a.m. The next meeting is scheduled for February 3, 2000.

HOUSE APPROPRIATIONS COMMITTEE GUEST LIST

DATE February 2, 2000

NAME	REPRESENTING
Janice Swanson	International Meat & Livestock Program - KSU
Daniel Bernards	KSU - Agricultural Economics
JOHN HOWARD	International GRAINS PROGRAM / KSU
Matt Walters	Rep. Dahl
Brendy Witt	KFB
David Fry	Ks. Wheat Commission
John Gortinger	KS Dept of Ag
Bruce Jaree	BOEING
Bernie Koch	Wichita Chamber
Molly Adams	Washburn Rural High School
Fred Schwien	KDOC & H
Amber Bledsoe	Shawnee Heights High School
Alan Wong	Washburn Rural High School
Cindee C. Staller	KDOC + H
David Palmer	Doug Gatewood
Steven Graham	K-State Research & Extension
Bill Henry	Ks. Gov. Consultancy

Testimony to House Appropriations Committee
By Gary Sherrer, Lt. Governor
Kansas Department of Commerce & Housing
February 2, 2000

<u>Contents:</u>	<u>Page</u>
1. Agency goals	1
2. Most effective marketing methods for Kansas products	1
3. The role of Kansas overseas offices	3
4. Examples of current trade initiatives	4
5. Kansas trade shows/missions	5
6. Partnerships	6
7. How can Kansas be a bigger player in the international marketplace?	7
8. Examples of other state initiatives	8
9. International success in Kansas	8
Appendix A: Budget Summary	10
Appendix B: Copy of Trade Development Division bi-weekly report	11
Appendix C: Copy of bi-weekly report from Kansas Japan Office	21
Appendix D: Testimony from Kansas Companies	25
Appendix E: MIATCO Award	27

1. Agency Goals

The mission of the Trade Development Division is to increase international sales of Kansas goods and services and to increase the number of international corporations located in Kansas. The ultimate objective is to increase the wealth of Kansans through job creation, payroll enhancements and improving sales of goods and services.

It is the goal of the Agriculture Products Development Division (Ag Products Division) to support activities that increase the economic opportunity of producers. The Division focuses its international efforts on assisting agriculture producers and companies find global niche markets of agriculture commodities and products.

2. Most effective marketing methods for Kansas products

Export Counseling – We routinely conduct on-site company visits with Kansas company executives to discuss international strategy. Of the 328 companies that received KDOC&H export counseling in FY99, 152 were on-site which was double that of the previous year. On-site visits to metro and rural Kansas allow the KDOC&H representative to establish a base for the counseling; issues such as manufacturing capacity, staffing requirements, etc., are facilitated by on-site visits. Additionally, the Ag Products Division international trade representative provided counseling sessions to 126 Kansas companies in FY99, covering all areas of international marketing and sales specific to agriculture needs.

House Appropriations
2-2-00
Attachment 1

Overseas offices – We want to increase the number of Kansas companies who are using our overseas offices to market their products to potential buyers and distributors in foreign markets. This marketing approach results in a targeted and focused marketing approach. We are promoting greater use of these offices by our agri-business industries and the Ag Products and Trade divisions are coordinating business roundtables to educate the statewide agriculture representatives on opportunities for international trade. Additionally, we are scheduling specific agriculture/biotech company visits for the overseas office representatives when they visit Kansas in April to include a ‘ Kansas Ag 101’ briefing for the office reps themselves. Potential company visits are Natural Life Pet Products (Frontnac) and Pines International (Lawrence).

Trade shows – We are establishing a consistent presence at key international industry trade shows (Paris Air Show, Farnborough International, etc). We can better market Kansas products through consistent exhibitions at our primary industry shows (aerospace and agri-business) and through identifying niche industries (medical, telecom, etc) to coordinate an exhibit at their major international trade shows. A Kansas exhibit at a trade show results in broad marketing exposure to a specific industry.

Kansas is also one of seven states across the United States to offer a trade show assistance grant. The Kansas Trade Show Assistance Program (KTSAP) awarded \$170,000 to Kansas companies last year resulting in \$26.6 million in international sales (actual and 6-month projected) for a return on investment of \$156 for every \$1 spent by the state. Thirty-one awards, nearly 30 percent of all awards, were granted to agri-business companies in FY99. These same companies reported 33 percent of the total sales that were generated from participation in KTSAP, which amounted to just under \$10 million dollars.

Trade missions – We pursue targeted industry trade missions to match a group of similar or complimentary Kansas companies with potential buyers/distributors in foreign markets. Due to the extensive resources (staff, time, cost) required for trade missions, a Kansas trade mission is organized only after extensive research and established relations produce a real opportunity for Kansas companies. A trade show may also be used as a core activity when arranging a trade mission. The benefit to a trade mission is a simultaneous targeted marketing approach for multiple Kansas companies.

Editorial marketing – This venue provides an innovative opportunity to gain mass marketing exposure for Kansas companies. We continue to see real opportunities to enhance these efforts. We try to develop relations with foreign correspondents with the goal to have a story written about a Kansas company in a major overseas newspaper or magazine. The outcome is a value of the space (what would it have cost to advertise in same space?) and the circulation of the publication (how many people will potentially see the story?). A recent success is an article in the primary Tokyo newspaper, the Nikkei, for Digital Archaeology (Lenexa). The space is valued at \$62,000 with a circulation of 3,090,000 readers in Japan. An editorial campaign realizes a high return on investment with ability to reach a mass marketing audience.

Market by industries – Targeted industry marketing will help to create an awareness and image of the Kansas opportunities for foreign buyers. This requires in-state organization of ‘like’ companies. For example, the Ag Products Division is partnering with the Trade Division on educating the in-state agriculture grower groups about the Kansas Department of Commerce & Housing (KDOC&H), our services, and global opportunities for Kansas agriculture products. The objective is to develop roundtables and brainstorm with those organizations on international issues involving agriculture and how our overseas offices can partner with their international initiatives.

Government Interaction –Foreign governments still play a very active role in facilitating business for their companies. The KDOC&H has been particularly successful in establishing long-standing relationships with foreign diplomats and our leadership is actively engaged with these governments. Governor Graves and/or Lt. Governor Sherrer have met with foreign Ambassadors from Jordan, Mexico, Taiwan, Canada, China, Germany, Chile, Argentina, Brazil, Austria and Lithuania. They have met Economic Ministers from Japan, and Consul-Generals from the United Kingdom, Ireland, Korea. These relations are a direct conduit to opening trade doors between Kansas and international markets.

3. The role of the Kansas overseas offices

The state’s overseas offices are a direct extension of the services and expertise offered to Kansas companies and they are our greatest asset. They provide an ‘on the ground’ representative for small and medium-sized companies in Kansas.

<u>Location</u>	<u>Service Region</u>
Australia	Southeast Asia
Belgium	Western Europe
Hong Kong	China Economic Area
Japan	Japan
United Kingdom (investment only)	Western Europe

Below is a representation of the services offered through our overseas offices:

Trade:

- Buyer/Distributor matchmaking (identify foreign companies who are buying the product)
- Market research (demographics, sales opportunities specific to Kansas product, etc)
- Competitor analysis (identify local and international competitors, price analysis, etc)
- Government introductions (introduce specific foreign government officials to facilitate trade)
- Business itineraries (schedule and attend full business itinerary for visiting KS company)
- Trade missions/shows (coordinate logistics from the other end)

Investment:

- Recruit international businesses to locate a facility in Kansas (individualized company consultation, direct mail campaigns, regional presentations, etc)
- ‘Doing Business in Kansas’ seminars
- Trade association relations (to target specific industries for business recruitment)
- Foreign government relations

4. Examples of current trade initiatives

Identify ‘service industry’ opportunities – We are presently identifying niche service industries in Kansas (environmental technology, engineering, finance, etc.) in order to educate them on global export opportunities. Two examples follow:

Pratt Well Services (Pratt) – this small company has historically developed wells for the gas/oil industry. As the oil industry declines, the need to diversify and ensure the future growth of their company has resulted in the establishment of an environmental technology division to provide technology, solutions and service for land/water/air issues. We are working directly with Pratt to tap into the various federal grants available for environmental issues, particularly in developing countries.

Smith & Loveless (Lenexa) – this large wastewater treatment company has extensively used the KDOC&H international programs, most recently to facilitate negotiations with a Chinese buyer on a project worth \$800,000 to this Kansas company. Our KDOC&H staff took a ‘hands on’ approach to assist Smith & Loveless with the on-site Chinese translation necessary to accomplish the negotiations.

Outreach program to new clients – We conduct monthly on-site visits to small and medium-sized Kansas companies. The target is new export clients who have not previously used the KDOC&H international services. Three hundred twenty-eight (328) companies used the KDOC&H international services last year and they reported \$58 million in international sales revenues in FY99. Additionally in FY99, the Ag Products Division assisted four Kansas companies in securing just under \$500,000 from MIATCO-USDA (Mid-America International Agri-Trade Council and United States Department of Agriculture) to develop and expand their products in foreign markets. To date this year, three companies have received \$215,000 facilitated through KDOC&H.

Editorial marketing – We are actively looking for editorial marketing opportunities (see description under topic #2) in major international publications. Our facilitation with the foreign correspondents will result in real marketing exposure for our Kansas companies at no cost to them.

Host industry-focused delegations – There are opportunities to host foreign buyers and governments within the state of Kansas. For instance, the Ag Products Division plans to host 12 foreign delegations to be introduced specifically to the agri-business industry. An example of a recent ag-related delegation was the October of 1999 visit by the Consul General and Vice Consul of Japan hosted by the Ag. Products Division and the Kansas Wheat Commission. The trip provided opportunities for them to visit the KSU Agriculture Experiment Station and Rep. Dan Johnson’s farm to learn more about Kansas agriculture and specifically to show them the advances in Kansas wheat genetics. KDOC&H also hosted a Chinese delegation and coordinated visits to Kansas orchards. Their objective was to locate partners to invest in a pear/date growing operations here in Kansas. They located two producers in the state where 800 trees were imported and planted.

Partner Projects – As we continue to leverage marketing activities and resources, KDOC&H continues to identify projects that can be developed jointly with our partners across the state. The Ag Products Division is currently working with the Kansas Wheat Commission, Kansas State University, Kansas Grain Alliance, and 21st Century Alliance in developing a pilot project to sell identity preserved quality Kansas wheat to Mexican millers. If the project is successful, it would be expected to sell several million bushels of Kansas wheat to Mexico. Additionally, the Ag Products Division is working with two grain co-ops that have received monies from the value added center to market their products in Japan and Mexico. The total of these two loans is \$43,000. To date, \$300,000 worth of grain premiums have been returned to their members.

5. Kansas trade shows/missions

Inbound trade mission from Taiwan - In October 1998, KDOC&H hosted a Taiwan grain industry team here in Kansas. As a result of the visit, they purchased \$250 million worth of wheat from the U.S. resulting in approximately \$65 million in sales for Kansas producers. The Taiwanese are considering a return mission to Kansas in the summer of 2000.

Trade mission to Mexico - In early 1999 the Ag Products Division Director assisted on a grain marketing trade mission to Mexico, to explore the opportunities for sales of wheat, wheat flour, dry edible beans, white corn, and soybeans. Orders were signed for \$567,000 worth of Kansas commodities.

Trade/Investment mission to Europe – KDOC&H hosted the Kansas Pavilion at the Paris Air Show in June 1999, the largest aerospace show in the world. Attendees are from around the world and not limited to Europe. Five Kansas companies exhibited in the Kansas Pavilion. Anderson Fine Scale Replicas (Derby) reported a sale from the show that equaled their entire sales revenues from the prior year. ICE (Manhattan) signed distributors at and after the show, which represent future sales.

Investment mission to Canada – Governor Graves visited Canada in October 1999 for a targeted investment mission. The visit resulted in a commitment from a Canadian company with a current presence in Kansas for a 215,000 sq. ft expansion, \$9 million investment, and 50 new jobs.

Trade/Investment mission to Europe – KDOC&H will host the Kansas Pavilion at the Farnborough International aerospace trade show in England in July 2000, commonly viewed as the second largest aerospace show in the world. Attendees are from around the world and not limited to Europe. The trade show and mission have dual objectives to facilitate trade with Kansas companies (5-6 companies will be on-site) and recruit international investment to Kansas.

Trade/Investment mission to Japan – Governor Graves is tentatively planning to lead a delegation to Japan for the Midwest U.S.–Japan Association Conference (MUJAC) in September 2000. The delegation will include both public and private industry

representatives focused on both trade and investment. KDOC&H will host a reception for key Japanese executives, delegates will have individualized business itineraries, and Governor Graves will extend the official invitation for the MUJAC 2001 conference in Wichita, Kansas. A section of the business itinerary will focus on agriculture issues (Daiei's purchase of Kansas beef, opening commodity markets, etc).

Trade mission to Taiwan – The Lt. Governor traveled to Taiwan last year in advance of an agribusiness trade mission to Taiwan in the Fall of 2000. This mission was originally scheduled for Fall 1999 and is delayed due to political tensions between Taiwan and China as well as the Taiwan earthquake. The objective is to recruit Kansas companies to participate and travel to Taiwan for business matchmaking opportunities. Governor Graves' proposed mission to Japan (see above) may be coupled with travel to Taiwan to meet specifically with agriculture ministers and the Kansas agri-business company delegates.

Trade mission to Mexico – If the Mexican markets for Kansas grains develop into substantial volume, a mission may be planned in the next 12-24 months to facilitate business. The proposal will include an invitation to Governor Graves to lead the mission.

Trade mission to South America – Although still in the planning stages, a tentative mission by the Lt. Governor is planned for FY2001. Latin American markets present opportunities that have not been fully explored by Kansas.

6. Partnerships

KDOC&H is actively engaging other offices, referred to as 'multipliers', across the state for international business activities. Those offices include the USDOC in Kansas City, the World Trade Council and World Trade Center in Wichita, the World Trade Center/KC Chamber in Kansas City, the KC International Trade Club, statewide Chambers of Commerce, city economic development representatives, and others. Agri-business projects also partner with MIATCO, the Department of Agriculture, the Kansas Wheat Commission, and others.

Trade education seminars – We invited our partners in the Kansas City area to co-host educational seminars targeted to Kansas exporters. Partners included the USDOC, KC Chamber of Commerce, and the KC International Trade Club.

Joint client visits – KDOC&H regularly invites local economic development representatives and multipliers to join us for on-site client visits. Joint meetings have already taken place with USDOC, Intrust Bank, World Trade Center of Wichita, and various Chamber representatives.

***Special Note:** On January 26, 2000, The Mid-America International Agri-Trade Council (MIATCO) honored the Kansas Department of Commerce & Housing as the "Member State with the Best Utilization of the MIATCO Branded Program" for 1998-1999.

7. How can Kansas be a bigger player in the international marketplace?

Continue and enhance outreach with Kansas manufacturers and service providers –

There are multiple opportunities for the development of Kansas exporters. Most important continues to be the individualized and targeted export counseling which allows KDOC&H representatives to be not only teachers, but long-term mentors for Kansas exporters. Various programs are currently offered by our partners across the state to address specific topics relating to international trade. Programs could be developed specifically to address federal grant opportunities, developing country opportunities with world-aid organizations, targeted industry projects (e.g. an environmental technology bid for Zimbabwe could be a program geared to enviro tech companies in KS).

Research – There are extensive opportunities to gain international trade intelligence through focused market research. Examples are: research designed to identify countries with specific trade opportunities by industry (e.g. Brazil and agri-business, or Hungary and medical devices); research to identify on-going federal grants for statewide and individual company projects; etc. These activities typically require dedicated resources and are often out-sourced. The Ag Products Division wants to focus more on evaluating the global markets for agriculture commodities and processed items. Careful research ensures that we spend our dollars on targeted areas that have the most opportunities.

Establish presence in developing markets – With worldwide opportunities for Kansas products, we have opportunities to establish a presence in regions of the world not currently represented. South America (Mexico), Middle East, Africa and Eastern Europe are potentials for representatives ‘on the ground’ who would provide the services outlined in topic #3. The Ag Products Division would be particularly interested in having representation in Mexico to research and identify the opportunities for Kansas producers.

Exhibit at additional trade shows/missions – Our current funding allows for trade show participation in the first level, or primary, industry trade shows: aerospace and agri-business. There are opportunities to coordinate Kansas pavilions for industry trade shows in the agri-business, medical industry, high-tech, telecommunications, and more. A Kansas pavilion allows Kansas companies to participate in these global trade shows at a substantially reduced cost by sharing space with other Kansas companies.

Host Foreign Government Delegates – We organize and host delegations specifically targeted to foreign government officials who are stationed in the United States. Many international governments have a primary role in developing international trade. We would like to: 1) Invite Consul-Generals from the Kansas City, Chicago and Houston offices for a day of agri-business site visits and a day of aerospace site visits. Specific company sites and tours would be arranged for the diplomats. The proposed delegation would consist of 5-10 Consul-Generals from target markets. 2) Be the lead host for U.S. Ambassador’s tour (late Spring 2000). This would include a day for them to visit the Governor as well as business and agri-business sites.

8. Examples of other state initiatives

Our contacts with other states confirm that states tend to offer the same basic programs that Kansas offers and that changes in these programs come about in response to customer needs. Probably the most cost-effective initiative that we have seen is the sharing of overseas offices. Several states have joined together (e.g. the Great Lakes region) to contract with a single overseas office. The benefit is a lower cost per state to have representatives in overseas markets and the opportunity to establish offices in developing regions. Some international activities such as investment recruitment are highly competitive, which needs to be considered when sharing overseas offices.

9. International Success in Kansas

Many of the successes of the KDOC&H international program are quantitative with specific investment dollars and return on investment calculations.

International Investment

	<u># of Jobs</u>	<u>Capital Investment (Millions)</u>
YTD00	570	\$11.5*
1999	252	\$27.5
1998	100	\$ 6.25

*YTD00 international investment has exceeded goal by 43% for job creation and 19% for capital investment.

Trade

	<u>KTSAP Awards</u>	<u># of Companies</u>	<u>Sales (Millions)</u>	<u>ROI</u>
1999	170,000	94*	\$26.6	156:1

*A record number of Kansas companies received KTSAP grants in FY99 to help fund their exhibit costs at international trade shows.

Other international services, particularly the export counseling, produce successes that may take years to come to fruition, or they may take forms other than direct line sales. The impact of the state international exporting services is felt particularly by the smallest of Kansas companies.

- FTI (Lawrence) - a small services company in the aerospace/aviation industry. In March of 1999, a KDOC&H international trade representative visited FTI to discuss international market entry strategy and identified China as a target market. In October of 1999, FTI contacted KDOC&H to advise of three sales with China since their meeting.
- Anderson Fine Scale Replicas (Derby) – a high-quality model airplane manufacturer. Anderson participated in the KDOC&H sponsored Kansas Pavilion at the Paris Air Show in June 1999, and at the show they received an order, which is common when exhibiting at a trade show. The significance is that this one order, with relatively small revenues by some standards, is equivalent to their entire company sales revenues in 1998.
- Aviation Simulation Trainers (Burlington) - reports export orders from Uruguay, Columbia and Britain totaling \$1.1 million as a result of a \$1,500 Kansas Trade Show Assistance (KTSAP) grant to attend the Regional Air Transport Training Convention & Trade Show. Participation at the show led to contacts for these orders and the future potential of \$2.0 million in orders to Japan.
- In FY99 three Kansas agri-business companies received \$514,053 in MIATCO grant assistance. Those companies are Pines International, Lawrence, Thompsons Pet Foods, Kansas City, and B&H Supply of Leawood. Already in FY00 two companies, Twin Valley Popcorn, Greenleaf and Natural Life Pet Products, Frontenac have received grants. In FY99, MIATCO reported there was a 9 to 1 return on investments for the dollars invested into these companies.
- Livestock Sales – the Ag Products Division has been developing livestock markets in Mexico for the last 14 years, with a focus on Chihuahua, Mexico, which is the largest cattle producing state in Mexico and produces many of the same breeds as Kansas. These efforts have resulted in the sale of bulls and heifers into Mexico, as well as prompting Mexican producers to visit Kansas farms.

Appendix A

KANSAS DEPARTMENT OF COMMERCE AND HOUSING

FY2001 Governor's Recommendation

	Trade Division	Ag Products Division*	Total
Salaries	556,419	130,711	687,130
Contractual Services	857,036	40,486	897,522
Commodities	10,236	400	10,636
Capital Outlay	4,764	3,000	7,764
 Total-State Operations	 1,428,455	 174,597	 1,603,052
 Grants and Loans:			
Trade Show Assistance	150,000		150,000
Market Development Assistance		50,000	50,000
 TOTAL EXPENDITURES	 1,578,455	 224,597	 1,803,052
 <i>F.T.E.</i>	 <i>11.0</i>	 <i>1.4</i>	 <i>12.4</i>

*Note: The budget of the Ag Products Division attributable to international trade can not be easily identified. Staff members split their time among a variety of activities. The budget depicted above assumes one full time FTE plus 20% of the salaries of the Division Director and support staff. Operating costs have been apportioned in the same manner.

MEMO



KANSAS DEPARTMENT
of COMMERCE & HOUSING
TRADE DEVELOPMENT DIVISION

700 S.W. Harrison Street, Suite 1300
Topeka, Kansas, USA 66603-3712
(785) 296-4027 Fax: (785) 296-5263
TTY (Hearing Impaired): (785) 296-3487
ksintl@kdoch.state.ks.us
www.kansascommerce.com

DATE: 21 January, 2000
TO: Gary Sherrer
Fred Schwien
FROM: Michael Farmer
REGARDING: Bi-Weekly Trade Update

Trade

Pangaea Geochemical – Wichita (Greg)

- Accompanied by George Lavid [USDOC] & Rod Weinmeister [KDOC&H].
- On-site visit 1/19, introduced services.
- Has applied for KTSAP will be showing in February.
- Will follow-up in March.

Trade World LLC – Wichita (Greg)

- Accompanied by Pam Doonan [WTC-Wichita].
- On-site visit 1/18, introduced services.
- Will be attending a helicopter show in Las Vegas.
- Planning a trip to Australia and a meeting with Toby.

XLR8R Golf – Overland Park (David & KJO)

- KTSAP application to attend Japan Golf Fair next February.
- KJO to meet with XLR8R in Tokyo and assist with product introduction.

SMH – Olathe (David & KJO)

- KJO assisting Japanese marketing firm with SMH market introductions.

KASA Industrial Controls, Inc. – Salina (Kiley)

- On-site visit 1/13/00, referral from Roto-claimer.
- New to program.
- No current need of our services.

Kamen Wiping Materials Co., Inc. – Wichita (Kiley & Greg)

- Accompanied by George Lavid [USDOC]
- On-site visit 1/13/00, introduced services.
- Interested in exhibiting at Farnborough International.

Plastic Fabricating Company, Inc. – Wichita (Kiley & Greg)

- Accompanied by George Lavid [USDOC], and Pam Doonan [WTC-Wichita])
- On-site visit 1/14/00, introduced services to new management.
- Interested in exhibiting at Farnborough International.

Metal Finishing Co., Inc – Wichita – (Kiley & Greg)

- Accompanied by George Lavid [USDOC], and Pam Doonan [WTC-Wichita])
- On-site visit 1/14/00. Introduced services, referral was made by monthly fax blast.
- Company was interested in Farnborough International.

Lee Aero, LCC. – Wichita (Kiley & Greg)

- Accompanied by George Lavid [USDOC])
- On-site visit 1/14/00, contact was made at NBAA by Randi and trade show seminar.
- Company interested in Farnborough International. Lee Aero is talking with parent company to determine if they can exhibit.

Keddeg Co. – Lenexa (Kiley)

- On-site visit 1/19/00, referral was by Albert.
- Company will exhibit at Farnborough Int'l and utilize KTSAP Funds.
- Will use KEO to do market research and set business appointments with prospective buyers during the trade show.

Great Plains Manufacturing – Salina (Albert & Greg)

- Followed up with on-site visit on 1/7 and discussed recent show in Germany – very successful.
- Obtained receipts for the show for reimbursement.
- Introduced other TDD services.
- Discussed potential Kansas pavilion for agri-business shows.
- Received one more KTSAP application.

Salina Chamber of Commerce – Salina (Albert & Greg)

- On-site visit 1/7, briefed TDD programs.
- Briefed the three companies we visited in Salina.
- Promoted Farnborough show and referred to Kiley to follow-up.
- Got lead for KASA and referred to Kiley to follow-up.

Callabresi Combustion Systems – Salina (Albert & Greg)

- On-site visit 1/7 (Greg's previous client).
- Introduced TDD programs.
- Received one KTSAP application.

Roto-Reclaimer – Salina (Albert & Greg)

- On-site visit 1/7. Followed-up on a show in Las Vegas in 1999. Good results.
- Followed up with KEO services in 1999.
- Reintroduced KTSAP and received one more application.

Creative Brushes – Mission (Kiley & Jerry Dudley, Ag.Div.)

- Requested assistance from KEO for a list of millers in Europe.

Aviation Simulation Trainers – Burlington (Albert & Tom)

- Visited company on 1/12.
- Wrote a success story for Developing Kansas.
- Will apply for Export Finance Program.
- Exhibited at KATS using KTSAP in January 1999.
- Reported \$500,000 – 2 million in projected sales after the show.
- Called on 1/5/00 to report \$800,000 orders from Columbia & Uruguay.
- Will visit company on 1/12 for Export Loan Guarantee Program.
- Company also is interested in hosting foreign officers from Fort Leavenworth.

Lawrence Paper Company – Lawrence (Albert & Greg)

- On-site visit 12/28. Provided KTSAP info. Will exhibit at a domestic show soon.
- Will follow up with trade show research, especially private label shows.
- Will follow up with Kansas City Chamber of Commerce Int'l Directory.

Original Juan Specialty Foods – Kansas City (Kiley & Jerry Dudley, Ag. Div.)

- Provided company with a potential distributor questionnaire to help them in selecting a foreign distributor.
- Using KTSAP to attend international tradeshow.

MicroComm –Stanley (John & Albert)

- Sending information packages to Foreign Offices.
- Sent thank you note for referral to Ray Barnby.
- New to Export & Program.
- Follow-up includes KTSAP and Foreign Office review of product marketability.
- Candidate for Foreign Office meeting 4/00.

PACE Products International – SE Asia Region Office (Kiley/KAO)

- Requested assistance from KAO & KEO for a list of steel milling erectors.
- Request for names of end users in SE Asia, research now in progress.

Cessna/Regional Office – Singapore (KAO)

- Request to KAO for assistance with finding new distributor in Taiwan, now progressing.

Cobalt Boats – Neodesha (KAO)

- Potential Dealership found.
- Cobalt is currently discussing pricing for their boats in Australia with dealership.

Agramarke – Everest (David & KJO)

- Scheduled visits include American Soybean Association, U.S. Meat Export Federation, U.S. Grains Council, Agricultural Trade Office, Meiji Seika, Sanko Shoji, Waco, Shokuryo and 3 other companies if time permits.
- KJO arranging appointments.
- TDD coordinating visit with Ag. Products Div.
- Company will visit Japan 1/23 – 28.

National Institute for Aviation Research – Wichita (David)

- Reciprocal delegation to visit NIAR at the end of February.
- TDD provided info to NIAR and were selected. Alex Ramish went to Italy 12/13-17, 99.
- KTEC forwarded information about Aviation Trade Mission to Italy – Italian Trade Commission organized the mission and paid all expenses for U.S. participants.

Digital Archaeology Corporation – Lenexa (David & KJO)

- Hitachi Seibu software presents DA to their Board of Directors 1/18 to identify potential representation in Japan.
- KJO finished Global Venture Forum follow-up and are now targeting the top 4 best prospects.

Vornado – Wichita (David & KJO)

- Provided list of nine potential representatives to Vornado. Company will review candidates and select candidates for direct communication.
- KJO performed market research.

Universal Seed Care, LLC – Sabetha (Larry)

- Company has requested an agent/distributor search from our contacts in Brazil and Chile. Work in progress.

PITSCO, Inc. – Pittsburg (Larry)

- V.P. Sales/Market Development made an exploratory sales trip to London this past week. Met with KEO – Prowse & Company to gain insight into U.K. market.

Gard Corp. – Kansas City (Albert & Greg)

- On-site visit 12/28/99. Received a KTSAP application as of this visit.
- A follow up call as a result of the trade show seminar.
- Company will use KTSAP to exhibit this summer.
- Refer to David Gainer for a KJO research in Japan.

Motion Watch, L.L.C. – Lenexa (Kiley & KAO)

- Company to decide Australian visit date early 2000.
- Waiting for company to decide on visit to Sydney to meet a potential distributor.
- KAO distributor search now in progress.

Cessna Aviation– Singapore (Larry, Kiley, KAO & KHKO)

- KAO visited Singapore office – December 8th
- KHKO assistance to identify Taiwan Distributor
- KAO assistance to upgrade Australian Distributor

PRECO Industries, Inc. – Lenexa (Kiley)

- KJO awaiting info from PRECO to determine Japan distributor.

United Kingdom/Kansas Aerospace Partnership (Larry)

- Continuing to work with Tony Woodhouse, DTI, Aerospace Specialist on a proposed SME technology exchange in the fall of this year.
- Working with James Halley on the proposed Governor's trip to the Farnborough Air Show in July.

Smith & Loveless – Lenexa (Albert)

- Chinese are still in on the deal.
- S & L rep. Will visit China in February.
- Participate in China contract negotiations for Honduras facility worth \$800,000
- Facilitated a second client visit on 11/21. Price difference narrowed to only \$30,000.
- Further meetings are to be scheduled to close the deal.
- S & L rep. Will be back from Honduras 1/10/2000. Will follow up.

KTSAP 2nd Quarter Report (Albert)

Total Funds Committed: \$74,417.36 (50%)

Number of Grants Approved: 42

Number of Grants Reimbursed: 21

Reported Sales: \$3.6 million

Return on Investment: \$99

Investment Projects

# of jobs YTD	570
Capital investment (millions) YTD	\$11.7

Micronair-United Kingdom aerospace company (Randi)

- UK rep spoke to prospect in follow-up to Kansas visit.
- Prospect plans to return to Kansas for second visit by the end of January.
- Company considering re-location to U.S.
- In-state visit to Wichita 12/16/99
- 40 jobs (could grow to 120 within 5 years), 15,000SF, \$1.5 million capital investment.

Martin Dawes – U.S. headquarters for United Kingdom firm (John)

- KEOIF Application expected to be complete this month.
- Draft press release to Telecomm and call center media approved for Prowse distribution.
- Funding request based on 400 employees and \$5.2 million capital investment.
- Requested additional office space from Corporate Woods (at 30,000 s.f.)

Isobord – Canadian investment project (Randi)

- Decision-making postponed until the end of February.
- Joint project with Ag and BD – 85 employees (100 seasonal) and \$100 million capital investment.
- Estimate provided for KIT funds (\$1,000 per job).

Guernsey Aviation, Inc. – Wichita aviation company (John)

- DEVELOPING KANSAS article drafted.
- Guernsey now planning visit to Eagle Aircraft in Australia to study assembly.
- KAO maintaining contact with Eagle’s parent company in Malaysia.
- Completed contract for U.S. dealership of Eagle aircraft (Australia-built).
- Working with KDOC&H on potential assembly agreement with Malaysia/Australia partnership.
- May request KEOIF and training funds if awarded assembly contract.
- Project identified and coordinated by KAO.

CTRM – Malaysia/Kuala Lumpur (KAO)

- Additional but separate to Guernsey assembly and marketing of Eagle Aircraft is CTRMs proposal to relocate its principal assembly headquarters to Kansas.
- Project waits on Guernsey's success with current marketing program.

AS&T – British De-icing firm (Randi)

- Decision to locate in Salina announced. Phased program starting April 2000.
- Prowse & Co. to issue news release to UK/European media.
- Prowse & Co. Kansas prospect. 70 new jobs, \$1.5 million capital investment.
- Managing Director visited Kansas in December to progress selection of temporary additional production space. R. Tveitaraas was in contact.

Omnipol – Australia plastics recycling company (Randi/KAO)

- Sent proposal to company on 12/17/99.
- KAO maintaining contact with Omnipol in Australia.
- 25 jobs, \$1.5 million investment.
- Company proposing establishment of new joint venture company with two existing Wichita firms.

BHW – United Kingdom aerospace company (Randi)

- Attendance at Boeing briefing for UK suppliers at SBAC London, 1/18 with DBS. Confirmed opportunities and difficulties of working with Boeing, but did not reduce determination to win.
- Decision by directors to continue with plans for Kansas facility.
- Prowse & Co. Kansas prospect.
- Directors now evaluating information gathered during Kansas visit 11/29 – 12/3/99.

VOS Corporation – Australia Cooking Equipment Company (John)

- Production Executive will visit Kansas soon to meet manufacturing candidate companies.
- Spoke to new production executive. Requests more detail on candidates.
- Toured Mega manufacturing 12/10 in Hutchison.
- Seven Kansas candidate companies advanced to VOS as potential partners.
- KAO identifies project to contract manufacture.

Menu Foods – Canada Pet Food firm (Randi)

- Emporia has submitted proposal – awaiting company response.
- Proposed expansion received board approval.

Related Projects:

USA and Kansas news mailout to USFCS (KAO)

- Regular monthly from KAO to all USFCS senior personnel SE Asia region to heighten awareness of Kansas products and opportunities.

SE Asia business magazines to Albert Liu (KAO)

- Regular mailing to Al – the best journals of SE Asia business to maintain Al as TDD Asia expert.

KAO Visit to Malaysia/Singapore, December 6-8 (KAO)

- Reporting of specific opportunities which were identified continuing.

Cliff Young – UK Government Technology Transfer Specialist

- Meeting with Cliff Young and Tony Woodhouse of BTI at Prowse & Co. office.
- Reviewed recent visits of BY and TW to Kansas.
- Discussed possibilities for different trade development activities in Kansas and the UK, including UK government-funded trade missions.

Editorial Marketing – KUKO

- Martin Dawes News Release drafted and awaiting approval prior to January distribution to telecoms and call center media.
- AS&T news release to be drafted and approved for immediate release and mailing.

BTI Meeting, January 18/PP & DBS

- Introduction via BTI contacts to James Halley, British Commercial Consul, from Chicago.
- JH confirmed his confidence in Kansas growth and his support for UK companies interested in Kansas aerospace industry.
- Various opportunities for Kansas trade and inward investment promotion at Farnbrough 2000 discussed.
- Agreement with JH and Tony Woodhouse of BTI to integrate activities with KUKO.

JETRO Overseas Investment Promotion Follow-Up (KJO)

- Targeted 6 companies to develop investment/trade relationship from Promotion Fair '99 in Osaka, Japan in October.

IDEC Yokohama (KJO)

- World Business Support Center in Yokohama
- Two Kansas companies displayed at showroom; ITW Dykem/Dymon and Karg Art Glass

Marketing Outreach (KJO)

- Met with Nagoya Chamber of Commerce & Industry concerning a potential Trade Development mission.
- Telephone discussions with Toyota Motor regarding rumor on new investment for aviation project, confirmed rumor and reported to RT.
- Presentation on "Success stories for call centers in Kansas" at Hokkaido Prefecture Government.
- Meeting with Institute for the International Education of Students.
- Research for the University of Kansas as they consider opening a Japan Alumni Office.
- Attend American State Offices Association (ASOA) monthly meeting and executive committee. Holiday reception will feature the Chair for the American Chamber of Commerce in Japan and attended by Japanese and US executives.
- Kansas products display at the International Business Organization of Osaka business matching center in Osaka.
- Kansas products display at the World Business Support Center in Yokohama.
- Mail Developing Kansas newsletter to key contacts in Japan.

MUJAC Activity (KJO)

- Attended Japan Institute for Overseas Investment at Japan Bank of Int'l Cooperation (formerly Japan Export and Import Bank).
- 15 state offices represented.

Osaka Chamber of Commerce (KJO)

- As a follow-up for GVF, Ted Sato and Mr. Saito of OCCI communicated through telephone on a regular basis (1/6, 1/7, 1/11, 1/12, 1/17, 1/18).
- Ted Sato had a meeting with Mr. Saito of OCCI regarding Digital Archeology 1/14.
- Telephone discussions on Hitachi Seibu Software's request to Digital Archeology 1/17.

Hong Kong Office (KHKO)

- Providing a list of steel fabricators for Pace Products International. Markets included in list are Taiwan, Hong Kong and China.
- KHKO provided assessment and local input on a potential strategic alliance between Kansas and the National Association of Small and Medium Enterprises (NASME) in Taiwan. NASME represents 14 local SME associations on Taiwan.
- Working with Cessna Aircraft Company – Singapore to assess the potential marketing representatives available in Taiwan.
- Provided insight to the local political/market situations in Taiwan for the purpose of assessing our timing for the upcoming Taiwan Ag. Mission, scheduled for Sept. 2000.

Taiwan Agri-business Trade Mission (Albert and Larry)

- The mission is scheduled for Sept. 2000. Active recruitment to begin in March.

KU MBA International Entrepreneurship Class Project (Albert)

- Refer Kansas small exporters for market research project in Italy
- Presentation of Kansas exports at TDD Services on 2/2.
- Coordinated USDOC & SBA for their presentations.

Mexico Agri-Business Trade Mission (Larry and Jerry Dudley)

- Ag. Division/Ag. Industry will be having another meeting Tuesday 2/15 in Kansas City to further discuss the future of the wheat project with Mexico they are coordinating. Will review mission potential, objectives and dates after input from that meeting has been received.

WTO Briefings – K.U. (Michael & Trade Team)

- Staff attends industry sector briefings 1/20/00.
- Reception to meet guests, faculty, students follows.

K.C. International Trade Club World Trade Week Planning Committee (Larry)

- Actively participating in KC Area World Trade Week, planning 2000 theme "Globe Trade in the New Millenium". Major topics are: "WTO and International Trade Blocks" and "Technology and International Trade".

E-Commerce & International Trade Presentation (Albert)

- By Alan Richel, USDOC on 1/11/00 in conjunction with staff meeting.
- Open to everyone from the agency.

Agency Website (Michael & John)

- Preparing draft on narrative for Export page.
- Researching state's website content.
- Division sections reviewed and update requested.
- Meet with Pam Evans to discuss 1/7/00 update and future directions.

Midwest U.S. Japan Association (Michael and Randi)

- Working with Marketing section.
- Completed Wichita site visit on 12/29.
- Meeting with Nebraska and Wichita reps scheduled for 1/26.

Hire EDRIII Wichita Position (Michael and John)

- John to introduce Greg to Dr. DeSilva & ED/ID contacts 1/21/00.
- Greg Call introduced to Wichita Chamber & Kansas World Trade Center 1/3/00
- January export calls scheduled.

Professional Development Initiative (John and Janice)

- Spread sheet to be completed on training by 1/21/00.

Outreach (John and trade team)

- Briefed Susan Neupoth-Cadoret on Division services 1/19/00.
- Database procedure discussed in portfolio review 1/18/00.
- Manufacturer's database received from KDHR, requested from Kansas Inc. and K.U.
- Coordination of outreach campaign with BD field staff.
- Strategic company visit schedule to reach new clients.
- Joint company visits with KDOC & H field reps and int'l multipliers.
- Chamber business expos.

Int'l Trade Representative Development (John and trade team)

- Client portfolio review
- Inter-division training for NTDB and Schedule B 1/25.
- Revise client tracking form (pink sheet)

Directories (Larry and David)

- Covers approved.
- First draft of aerospace directory received from marketing.com, proofed and returned by the end of this week.
- Inside text for Agri Business Directory presented to Marketing 1/7.
- Aerospace and final draft of the Trade Resource Directory sent to marketing.com 12/29.
- Edited layout of Trade Resource Directory returned to Marketing.com 12/20.
- Initial layout of Trade Resource Directory received 12/16.
- Inside text for Trade Resource Directory provided to Marketing section 11/15.
- Format change to aero and agri directories to be comprehensive listing of Kansas industry.

Export Services Brochure (Kiley and Michael)

- Gary approves prototype.

Calendar of Events (Janice)

- Have e-mailed requesting calendar of events. Discussed with Tom Strauss.
- Develop statewide calendar of trade events
- Distribute at statewide trade events and via web site

Developing Kansas Newsletter (John)

- Develop list of 50 int'l recipients for newsletter and forward to Marketing section
- Initial mail list sent Winter '99 edition on 11/30 with intro letter

Farnborough Air Show (Kiley and Randi)

- Sent recruitment letter on 1/18/00. Have signed up 2 companies thus far.

Ft. Leavenworth (John)

- Meeting at Fort scheduled 1/24/00.
- Ottawa Truck, Atchison Castings, Smith & Loveless, Aviation Simulation Trainers, agree to tour of plant by IO's.
- Visit to Governor and Legislature confirmed for 2/16/00.
- Planning/Coordination meeting 1/12/00.

World Trade Council International Program (Michael)

- Trade services ad to be placed in council directory.
- KDOC&H sponsored program moved to April
- Invite to Cobalt Boats
- Overseas Rep event

World Trade Center of Wichita (Michael)

- Invitation to participate in media days in Wichita and Eastern Kansas delayed to January
- Representatives Moore and Tiaht featured

Editorial Marketing Initiative (Michael, John, Overseas Offices)

- Michael, Connie & John meet with Agribusiness Execs to define themes 02/00.
- Planning meeting with Connie rescheduled.
- Met with College of Agriculture, KSU – Steve Graham – 1/10.
- KUKO issued press release for Kansas Distribution Industry – Distributed to key European Media in December. Direct Mailer planned for January 2000.
- Develop list of foreign journalists stationed in U.S.
- Host in-bound journalist fam tour.
- Randi met Japanese journalists in Chicago 12/3.

Fax Blast Monthly Update (Janice)

- Monthly Fax Blast to international client base.
- January edition being redrafted.

National Manufacturers' Week – Chicago, March 2000 (Michael)

- Foreign Buyer's Reception, Monday, March 13th
- Approach Western Resources for \$3500 sponsorship.
- Identify Kansas delegation.
- 50 Kansas attendees allocated for reception.
- Area development magazine offers free exhibit space in their pavilion.

MEMO

DATE: January 18, 2000

TO: Michael Farmer

FROM: Ted Sato, Kansas Japan Office

REGARDING: Bi-Weekly Trade Update (Jan. 5-Jan. 18)

CC: John Watson, Randi Tveitaraas, David Gainer

Trade Projects:

# of companies counseled	??
# of on-site visits	??

Meeting with Osaka Chamber of Commerce & Industry (Ted)

- As a follow up for GVF, Ted Sato and Mr. Saito of OCCI communicated through telephone as a regular basis (1/6, 1/7, 1/11, 1/12, 1/17, 1/18)
- Ted Sato had a face to face meeting with Mr. Saito of OCCI regarding Digital Archaeology (1/14)
- Telephone discussions on Hitachi Seibu Software's request to Digital Archaeology (1/17)

Research and partner search for Vornado, an air circulation maker (Ted)

- Store visits and research for Vornado (12/20, 12/21, 12/24, 12/27, Ted)
- Brief report will be submitted to David Gainer on December 28

Telephone discussion with David Gainer on trade related projects (1/13, Ted)

- Ted Sato and David Gainer discussed Vornado, Digital Archaeology, Menu Foods, Preco, Mr. Bill Becker's Japan visit, Karg Art Glass, Peruvian Connection, Gard, XLR8R, and Bi-Weekly Update report

Follow up for Digital Archaeology's Japan marketing (1/12, 1/17Ted)

- Coordination between Digital Archaeology and Hitachi Seibu Software
- For more detail information on Hitachi Seibu Software, please refer to the previous Bi-Weekly Trade Update

Preparations for Mr. Bill Becker's Japan visit (Ted)

- Schedule making for Mr. Becker including hotel reservations (1/6, 1/12, 1/17, 1/18, Ted)
 - Sanko Shoji
 - Wako Shokuryo
 - US organizations (Agricultural Trade Office, US Meat Export Federation, US Grain Council, American Soybean Association)
 - Etc.
- Forwarded the above arrangements to David Gainer (1/6, 1/12, 1/17, Ted)

Telephone discussions with SH Corporation re various trade projects (1/14, Ted)

- Regarding detail information on SH Corporation, please refer to the previous Bi-Weekly Trade Update
- Telephone discussions on Good Water Company (Wichita)
- SH Corporation has interest in Digital Archaeology's software as a user

Telephone discussions with CDP Service (consulting company for System Material Handling Company, Olathe base company) (1/17, Ted)

- As a private consultant, CDP is requesting KJO to provide assistance service for them
- KJO and KDOC&H will discuss how to work with CDP

Meeting with American Embassy of Tokyo regarding various seminars and trade shows which are organized by the Embassy (1/11, Ted)

- ABIC Seminar (theme of this season is small lot imports and e-commerce)
- Asia/Pacific Business Outlook 200
- The Internet Software Show

International Investment Consultants Ltd.

Investment Projects:

# of jobs YTD	??
Capital investment (millions) YTD	??

Meeting with Nagoya Chamber of Commerce & Industry (1/17, Ted)

- Nagoya Chamber and KJO discussed on KJO's future plan of Nagoya visit for both ID and a trade promotion

Telephone discussions with Japan Institute for Overseas Investment (1/6, Ted)

- No progress on KJO's proposal to JOI

Meeting with Mr. Seiichiro Koh, Auditor for IIC, regarding searching for new prospects on investment and various trade related projects (1/6, Ted)

- Mr. Koh and Ted Sato had a meeting for 2000's game plan on both ID and Trade

Telephone discussions with Toyota Motor regarding the rumor on new investment for aviation project (1/13, Ted)

- Confirmed rumor, and reported to RT

Send e-mail to RT regarding Heartland China's withdrawal (1/17, Ted)

Communications with American Embassy of Tokyo regarding Governor Graves' September visit (1/14, Ted)

- Preparations for the MUJAC Tokyo and governor's Japan visit has started

Related Projects:

Attend for Japan Machinery Federation's New Year reception (1/6, Ted)

- Exchange business cards with executives from various industries

Attend for American State Offices Association's luncheon meeting (1/11, Ted)

- State of Kansas (Ted Sato) chaired for the two hour meeting

Meeting with JETRO/Preseez regarding JETRO Directory on Investment to the USA

International Investment Consultants Ltd.

(1/6, Ted)

- KDOC&H bought a page from the directory last year, and JETRO made a sale call to KJO for the advertisement for next issue

Renewed filing system for all Kansas related cabinets, files, and storage room

- As new year's regular work, KJO worked on all cabinets, files, and storage room which are related to Kansas projects (1/7, 1/11, 1/13, 1/14)

Meeting with IES (Institute for the International Education of Students)

- Meeting with Mr. Ogden, Director, regarding the internship program for coming spring and summer (1/11, Ted)

**Appendix D
Company Testimony**

Pines International
Lawrence

“Let me restate how much we at Pines appreciate the work you and the state have done in assisting our business both in the U.S. and overseas. You have provided me with many opportunities and good counsel on various occasions since I have been with Pines, and I look forward to a continued relationship.”



Leawood Export Finance, Inc.
Overland Park

“As a small business, we wouldn’t have been able to do a trade show in South Africa without your (KTSAP) program.”



Roofmart International, Inc.
Chapman

“This assistance has literally broken open the Canadian market for our company. It was the most cost effective way to enter this market.”



Cobalt Boats
1999 Governor’s Exporter of the Year
Neodesha

“We are grateful to the Governor and the Kansas Department of Commerce & Housing for their support and efforts to promote exports worldwide.”



Smith & Loveless
Lenexa

“Your presence made all the difference for Smith & Loveless in impressing our clients and forwarding the relationship. We appreciate the support of the state in our efforts to continue exporting.”



Morgan Consulting Group, Ltd.
Paola

“Thank you for meeting with me last week regarding exporting Kansas agricultural products. I found the information you had to offer illuminating. I believe the services offered by the Agriculture Products Development Division will be of benefit to us as we continue our efforts to develop markets in Mexico.”



ForTrade International
Lawrence

"I would like to make mention of the assistance I received from the State of Kansas office in Tokyo during a recent trip to Japan. As a small company, with limited resources, the State of Kansas Japan Office gave us an edge that only large companies have the resources to afford. As a result, we are now talking with several new prospects and expect to expand our sales in Japan by 10% this year and 25% in the year 2000."



Neodesha Industries
Neodesha

"For the past year I have worked with various members of this agency (KDOC&H) and have found them to be outstanding regardless of the department level of the staff member. Neodesha Industries is a small operation for economic development in a very small southeast Kansas town, but we have been treated as if we are a big organization. Their (KDOC&H) concern and assistance has been excellent."



Anderson Fine Scale Replicas
Derby

"We couldn't be happier with the results of this show...And without the help of you, it probably wouldn't have worked out that way. Much appreciated."



Continental Agra Equipment, Inc.
Newton

"This (KTSAP application) was rushed through for us, your employees went the extra mile to help us. Thank you."



Pac Mig, Inc.
Wichita

"This program (KTSAP) is a very valuable resource to small Kansas businesses who can't afford to fund a show they have never attended before ."



Digital Archaeology
Lenexa

"Digital Archaeology could not have had a better reception to our technology and our applications at the Global Venture Forum conference (Japan). Thanks in large part to the help of KDOC&H, we made significant progress in taking the first steps toward establishing a relationship in Japan."



MIATCO

Mid-America International Agri-Trade Council • 400 West Erie Street, Suite 100
Chicago, Illinois 60610 USA • 312.944.3030 • Fax 312.944.1144
E-Mail info@miatco.org • Web Site <http://www.miatco.org>

The Mid-America International Agri-Trade Council (MIATCO)

Honors

The Kansas Department of Commerce and Housing

Member State with the Best Utilization MIATCO Branded Program

1998 - 1999

*January 26, 2000
Chicago, Illinois*



Member States

-
- ★ Illinois
 - ★ Iowa
 - ★ Michigan
 - ★ Missouri
 - ★ North Dakota
 - ★ South Dakota
 - ★ Indiana
 - ★ Kansas
 - ★ Minnesota
 - ★ Nebraska
 - ★ Ohio
 - ★ Wisconsin

Recent International Trade Activities
Department of Agricultural Economics
Kansas State University

The Department of Agricultural Economics supports international trade development through both research and outreach programs. The objective of these programs is to provide educational outcomes which facilitate access to international markets for Kansas agricultural commodities and value-added products.

Some recently completed and on-going research and outreach programs include:

1. A survey of U.S. and European Union consumers' perceptions on issues related to genetically modified organisms (GMOs) and growth hormones.
 - K-State agricultural economist, Dr. Sean Fox is spending six months in the EU, conducting this research, as well as other research related to trade policy.
2. An economic evaluation of the U.S. wheat gluten quota policy.
 - This project was funded by U.S. Wheat Associates to provide research support to estimate the impact of U.S. gluten import quotas on farm and agribusiness incomes.
3. Evaluation of the Export Potential of Kansas Produced Hard White Wheat
 - Research and extension project conducted in collaboration with the Kansas Department of Commerce and Housing; funded through the USDA FSMIP program.
4. Market Potential of White Corn Exports to Mexico.
 - Agribusiness case study analysis conducted in collaboration with Frito Lay, Inc.
5. Evaluation of Alternative Trade Policy Scenarios
 - K-State agricultural economist, Dr. Elena Ianchovichina, is working collaboratively with the USDA-Economic Research Service to develop economic models for the purpose of assessing impacts of multilateral trade agreements (e.g., WTO, GATT).
6. Economic potential for exports of high oil corn to China and other Asian economies.
 - Market assessment study conducted in collaboration with KSU Department of Grain Science and Industry.
7. Development of a producer cooperative for processing and marketing natural beef products.
 - Outreach and assistance project conducted in collaboration with the Kansas Department of Commerce and Housing and the All Natural Beef Cooperative; funded through the USDA FSMIP program.
8. The effect of the East Asian economic crisis on North American farm and food processing sectors.
 - Economic analysis of short- and long-run impacts of the Asian crisis on infrastructure development in the Pacific Rim and long-term U.S. export potential.



House Appropriations
2-2-00
Attachment 2

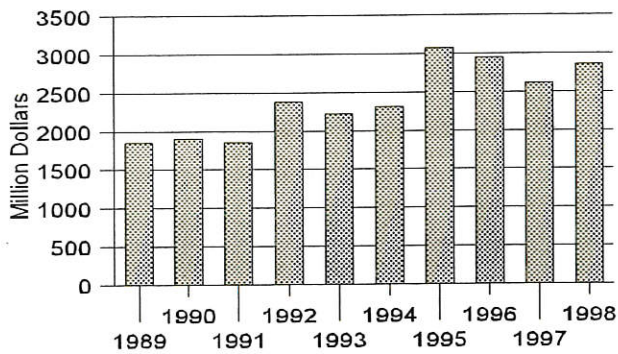
SUMMARY OF KANSAS AGRICULTURAL TRADE STATISTICS

Presented to Kansas House Appropriations Committee

February 2, 2000

- Kansas agricultural exports in 1998 were estimated at \$2.86 billion.
- 1998 agricultural exports represented approximately 37 percent of total receipts from farm marketings.
- Kansas consistently ranks 6th among U.S. states in value of agricultural exports.

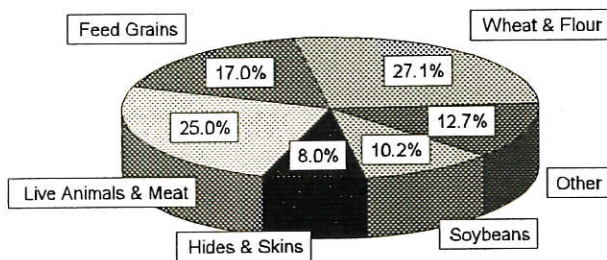
Total Value of Kansas Agricultural Exports, 1989-1998



Kansas' State Ranking of Exports and Production, by Category (1998)

Category	Ranking, Exports	Ranking, Production
Wheat & Flour	1st	1st
Feed Grains	5th	5th
Live Animals & Meat	2nd	3rd
Soybeans & Products	10th	10th
Hides & Skins	2nd	3rd
Fats & Oils	2nd	--
Feeds & Fodders	3rd	--
TOTAL	6th	5th

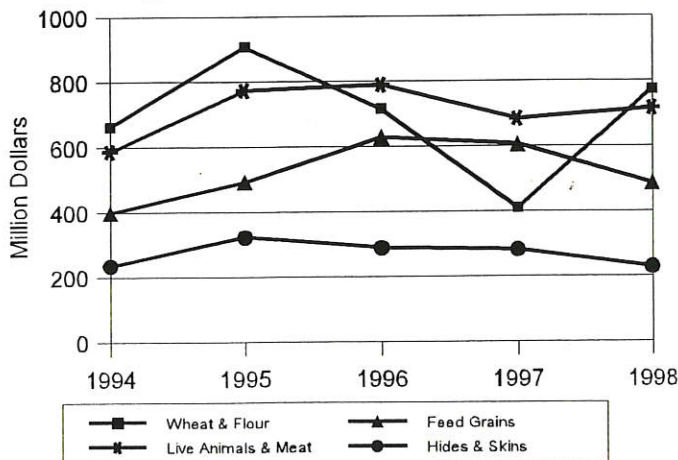
Distribution of Kansas Agricultural Exports, 1998



Kansas' Share of Total U.S. Exports, by Category (1998)

Category	% of US Exports
Wheat & Flour	19.6%
Feed Grains	7.7%
Live Animals & Meat	13.2%
Soybeans & Products	5.1%
Hides & Skins	17.0%
Fats & Oils	17.9%
Feeds & Fodders	11.2%
TOTAL	5.2%

Kansas Agricultural Exports by Category, 1994-98



Testimony
to the
Committee on Appropriations
Kansas House of Representatives
by
John Howard
Program Administrator
International Grains Program
Department of Grain Science & Industry
Kansas State University

February 2, 2000

House Appropriations
2-2-00
Attachment 3

Chairman Adkins, committee members, my name is John Howard and I am the program administrator for the International Grains Program in the Department of Grain Science & Industry at Kansas State University. Thank you for the opportunity to appear before you this morning. With the Chairman's permission I would like to summarize my printed testimony to save the committee's valuable time and sincerely request that the committee review, at your leisure, the testimony and the appendix that have been distributed.

In the spring of 1978 the Kansas Legislature approved \$200,000 of general use funds to create the International Grains Program (IGP) making it the first professional institute in the United States to provide technical training in support of market development activities for corn, grain sorghum, soybeans and wheat. The idea for the IGP came from a need to educate international commodity buyers, both private and government, on the details of our US marketing system in support of our national commodity organizations and especially Kansas farmers. Early during 1978, in hearings like this one, the four Kansas commodity commissions, the Kansas Farm Bureau, USDA's Foreign Agricultural Service, and the head of the Department of Grain Science provided evidence of the need for such a program.

After the legislature created IGP, the Kansas Farm Bureau and the Governor

of Kansas provided their aircraft for a twelve man delegation to visit the, then six year old, Canadian International Grains Institute (CIGI) in Winnipeg, Canada. The reason for the visit was because the Canadian Wheat Board (CWB) was doing some very successful marketing of wheat and barley via their new marketing tool CIGI. The Canadians are still using CIGI and annually spend \$3-million on the institute. Forty percent of CIGI's funding is paid by the CWB, or more correctly by Canadian farmers, while sixty percent of CIGI's funding comes from a Canadian government agency, The International Markets Bureau-Ag Foods Canada. Many feel CIGI's budget approaches \$20-million, however the \$3-million are the only figures I can document. It is speculated that the larger figure can be supported because of the CIGI claim that they have had 15,000 participants from 105 countries since 1972. Their public record shows that only 8,603 of those participants were international. Another way to look at it is they average just over 300 international participants per year or 535 total participants per year. If they have two week short courses for that number the food and lodging bill alone would be close to \$1 million annually. We do know that CIGI does pay all expenses for their participants. At IGP we average about 150 participants per year and we do not provide food and lodging.

It is important to recognize that Canada on average produces 20 to 23

million metric tons (MMT) of wheat each year. CIGI spends most of their \$3 million on marketing Canadian wheat. Kansas produced almost 12 MMT of hard red winter wheat (HRW). The total US HRW annual production is about 37 MMT. IGP's budget is less than 25% of CIGI's *official* budget, and we attempt to market wheat, corn, grain sorghum and soybeans.

The Kansas Legislature has continued to fund the IGP for the past twenty-one years, and on behalf of Kansas farmers, the grain industry and the university, thank you very much.

Twenty one years ago the IGP was the first and only institute of its kind in the United States. Today, I am familiar with similar institutes in North Dakota, Oregon and Texas.

Since 1983 the Northern Crops Institute, located on the campus of North Dakota State University (NDSU) promotes the international marketing efforts for Hard Red Spring wheat, durum wheat, barley and sunflowers. They are not a part of NDSU, but are a stand alone organization funded at almost \$1/2-million annually by the legislatures of North Dakota and Minnesota. The South Dakota legislature appropriates funds for the NCI, but not on an annual basis. Every year the wheat commissions in North Dakota, Minnesota, South Dakota and Montana provide funding for the NCI.

Almost ten years ago the Wheat Marketing Center (WMC) was organized in Portland, Oregon. Their budget is \$900,000 annually. WMC funds are from an endowment or investment income, rents from their building that was partially purchased by the federal government, commercial contracts and the Pacific North West (PNW) wheat commissions of Washington, Idaho and Oregon, as well as the wheat commissions in North Dakota, South Dakota, Montana and Colorado. Some funds are also from contracts with U. S. Wheat Associates.

I am not very familiar with the institute in Texas except that it is totally funded with soft money (grants) and not from state appropriations.

Chairman Adkins and members of the committee I would ask you to look at the Appendix to my testimony and I will briefly describe the various sections. I hope you will have an opportunity later to examine it in detail.

Under tab one is our mission statement. Please note other than our educational and technical goals we do not get involved in trade policy issues, nor do we teach customers how to grow crops.

I will spend just a moment on tab two. The reference to "partners" here means IGP gets financial support from those organizations. In the second part the reference to "collaborators" means we work closely with those organizations. Sometimes this is a visit during one of our short course field trips or we get a

speaker from the organization listed.

Tab three is simply our effort to personalize our programs for you by showing you a photograph of our participants, their names and addresses and the sponsoring "partner." 1998 and 1999 are separated by a green sheet of paper.

Tab 4 gives you graphic representation of our short course participants for the last thirteen years. You may note that in the early 1990's our numbers were very high. This was due to the break up of the Communist block and the US governments subsidizing numerous participants to our short courses. You may also note that during the last three years our numbers are on a good upward trend. This is partially due to the world buyers of commodities being privatized. Governments are getting out of the commodity buying business world wide. In the last graph under this tab you will note that 1998 had a very large bar on the graph. That was due to an IGP soybean activity in Turkey with five faculty members and an IGP wheat activity in Cairo with two faculty members.

I do want to spend a moment on the charts under tabs 5, 6, 7 and 8. They are corn, grain sorghum, soybeans (including meal and oil) and wheat respectively. The first colored bar for each commodity illustrates the total US exports for that commodity. Also shown is world market share percentage. The second bar shows the total amount of US commodity bought by countries that

attended an IGP short course (or trade team) during 1999. The percentage on that is the US market share for those countries. The last bar of course is the remainder. It might be helpful to note the pages following the bar graphs that contain the data that created the chart. It is important to note that in those tables we have listed the countries that attended IGP first, followed by those that did not attend.

Most significantly, I hope you will realize that this is for 1999 only and is, indeed, a *snapshot*. Had we used export numbers for two years or five years IGP has touched almost every country in the world that imports those commodities for which we are concerned.

These tables will also illustrate that for corn and grain sorghum to Mexico and soybean meal to Canada, the North American Free Trade Agreement (NAFTA) seems to be working well.

Tab 9 holds the copies of our quarterly reports that we send to the commodity commission members, the media and anyone interested in IGP.

Tab 10 outlines those programs we have scheduled for 2000. There are three or four more short courses not listed here because I am still in negotiations with the US Grains Council, US Wheat Associates and the American Soybean Association on some special projects.

The final page shows the “footprint” of our the new Grain Science &

Industry Complex that is being developed.

I would like to add that the numerous visitors and trade teams to IGP and the department's faculty are not well documented here. We have fifty to one-hundred visitors annually some for only a day and some for several days. IGP addresses their specific questions or gets a faculty member to assist them. Also not documented are the numerous trips throughout the world by our department's faculty consulting for the national commodity organizations or for private industry. IGP assists in these efforts on a daily basis and acts as a referral or clearing house to obtain faculty or industry representatives for the specific tasks.

Each of you have our short course schedule dates and we hope you will come visit us during the short course. Be prepared to be on the program!

Thank you so much for hearing us today and I will be happy to try to answer any questions either now or later.

Appendix to Testimony
before the
House Committee on Appropriations
February 2000

House Appropriations
2-2-00
Attachment 4

Table of Contents

- 1. Mission Statement**
- 2. IGP Partners**
- 3. IGP Participants and their Sponsoring Agencies 1998-1999**
- 4. IGP Activities 1987-1999**
- 5. Corn Exports**
- 6. Sorghum Exports**
- 7. Soybean Exports**
- 8. Wheat Exports**
- 9. IGP Quarterly Newsletters**
- 10. IGP 2000 Short Course Schedule**

INTERNATIONAL GRAINS PROGRAM MISSION STATEMENT

**Provide educational and technical service programs in support of promotion and market development efforts for corn, sorghum, soybeans and wheat in the export markets.
Emphasis is on technical assistance.**

IGP is not involved in trade policy issues.

IGP does not teach customers how to grow or produce crops.

I G P Partners

- **KANSAS LEGISLATURE**
- **KANSAS**
 - **Soybean Commission**
 - **Corn Commission**
 - **Grain Sorghum Commission**
 - **Wheat Commission**
- **American Soybean Association (ASA)**
United Soybean Board (USB)
- **U. S. Grains Council (USGC)**
- **U. S. Wheat Associates (USW)**
- **U. S. D. A.**
 - **Foreign Agricultural Service (FAS)**
 - **FAS Cochran Program**
 - **F.G.I.S.**
- **North American Export Grain Association (NAEGA)**

- **Other States**
 - **Colorado Wheat Administrative Committee**
 - **Oklahoma Wheat Commission**
 - **Nebraska Wheat Commission**
 - **Texas Wheat Producers Board**

IGP Collaborators

- **Kansas Farm Bureau**
- **Kansas Grain & Feed Association**
- **Great Western (Leavenworth)**
- **Kice (Wichita)**
- **Norvell (Fort Scott)**
- **Cereal Ingredients (Kansas City)**
- **Kansas City Board of Trade**
- **World Trade Center (Wichita)**
- **Wheat Marketing Center (Portland, OR)**
- **Nebraska Sorghum Commission**
- **Command General Staff College [international officers] (Ft. Leavenworth)**

**PARTICIPANTS IN
INTERNATIONAL GRAINS PROGRAM
ON-CAMPUS
SHORT COURSES & SEMINARS
and
PARTICIPANTS' SPONSORING AGENCIES**

1998 and 1999

**1998 PARTICIPANTS AND
SPONSORING AGENCIES**



**Purchasing, Marketing & Exporting U.S. Grain
May 11-22, 1998**

SPONSORING GROUP

Purchasing, Marketing & Exporting U.S. Grains,
May 11 - 22, 1998

- ASA 5
- SELF 3
- USW 5
- USDA/Cochran 6
- USDA/FAS 4
- USW Reps 2

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grains
May 11 - 22, 1998

Adel Ghanem
Marketing Manager/Part Owner
El Assyl Milling
412 216 St.
Degla Maadi Cairo
Egypt
Phone:
Fax:
E-Mail:
Sponsor: Self

Gyula Szoke
Senior Researcher
Research and Information Institute for
Agricultura
Hungarian Ministry of Agriculture 3-5 ZSIL
Budapest H-1093
Hungary
Phone: 36-1-218-7890
Fax: 36-1-217-7037
E-Mail: h11738szo@ella.hu
Sponsor: USDA/ICD/CFP

Sat Pal Chouhan
Director
Department of Food & civil Supplies
Government of
182-A Krishi Bhawan
New Delhi 110001
India
Phone: 91-11-338-5328
Fax:
E-Mail:
Sponsor: USW/NWB

Chang Su Ko
Manager
Cheijedang B/D
Namdaemunro 5 500 Chungku
Seoul
Korea
Phone: 82-2-726-8441
Fax: 82-2-726-8318
E-Mail:
Sponsor: ASA

Man Sung Ko (Go)
Assistant Manager, Sales, Product, Credit
Shingdongbang Corporation
1714-2, Nanjun-Ri District Samho-Myun
Youngam-Gun
Junlanam-Do
Korea
Phone: 82-693-460-1660
Fax: 82-693-460-1510
E-Mail:
Sponsor: ASA

Jae Ki Lee
Division Manager
Cheiljedant Corporation
Cheiljedang B/D Namdaemunro 5 500 Chung-
Ku
Seoul
Korea
Phone: 822-726-8314
Fax: 822-726-8318
E-Mail:
Sponsor: ASA

In Soo Shin
ASA Technical Director
American Soybean Association
301 ASA, Leema Bldg 146-1, Susong-Dong
Chongro-Ku
Seoul 11
Korea
Phone: 822-397-4462
Fax: 822-736-5502
E-Mail: soya@uriel.net
Sponsor: ASA

In Bong Yoo
Deputy Section Manager
Shingdongbang Corporation
2, 4KA Yangpyung-Dong Youndeungpo-Ku
Seoul
Korea
Phone: 82-2-676-9123
Fax: 82-2-675-7339
E-Mail:
Sponsor: ASA

1/28/00 SC02.98

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grains
May 11 - 22, 1998

Teh Gek Keow
Group asst. Trading Manager
Soon Soon Group of Companies
2448 Lorong Perusahaan Dua Prai Industrial
Estate
Prai 13600

Malaysia

Phone: 60-4-390-7442
Fax: 60-4-390-8797
E-Mail:
Sponsor: USW/USDA

Ausawin Chotitawan
International Marketing Manager
Saha Farms Co., Ltd.
44/4 Soi Chotitawan Kannayaw Bunguem
Bangkok 10230

Thailand

Phone: 66-2-5100051
Fax: 66-2-5101586
E-Mail: sahafarms@sahafarms.com
Sponsor: USDA/ICD/CFP

Sumeth Laomoraphorn
Assistant Vice President
CP Trading Group Co., Ltd.
313 CP Tower, 18th Floor Silom Road
Bangkok 10500

Thailand

Phone: 66-2-6310695
Fax: 66-2-6310997
E-Mail: produce@comnet3.ksc.net.th
Sponsor: USDA/ICD/CFP

Sakchai Preechajarn
Agricultural Economist
American Embassy, Bangkok
Diethelm Towers Building Tower A, 4th Floor
93/1 Wireless Road
Bangkok 10330

Thailand

Phone: 66-2-205-4000, Ext. 2241
Fax: 66-2-255-2907
E-Mail: agbangko@ksc11.th.com
Sponsor: USDA/ICS/CFP

Vichai Rojlertchanya
Senior Trading Dept. Manager
Betagro Agro-Group Public Co., Ltd.
46 Petchaheung Road
Prapadaeng Sa 10130

Thailand

Phone: 66-2-8165011
Fax: 66-2-4626587
E-Mail:
Sponsor: USDA/ICD/CFP

Penporn Tachapitugpuapun
Import-Export Division Manager
Lee Fee Mil (Public) Co., Ltd.
33/137 Surawong Road
Bangkok 10500

Thailand

Phone: 66-2-6327300 Ext. 510
Fax: 66-2-2380863
E-Mail:
Sponsor: USDA/ICD/CFP

Fabian Fernandez
Production Manager
Fafer company
1004 Emery road #L2
Lawrence KS 66044

United States

Phone: 785-842-4519
Fax:
E-Mail: fafer@juno.com
Sponsor: Self

Fatma Hamza
President
El-Baron International Inc.
17830 Camden Oaks
Richmond TX 77469

United States

Phone: 281-277-7021
Fax: 281-277-4363
E-Mail: fhamza@flash.net
Sponsor: Self

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grains
May 11 - 22, 1998

Russ Nicely
Agricultural Economist
USDA/FAS/PDD/EC
14th & Independence Stop 1034
Washington DC 20250-1034
United States
Phone: 202-720-6230
Fax: 202-690-3077
E-Mail: nicely@fas.usda.gov
Sponsor: USDA/FAS

Karen Wright
Agricultural Marketing Specialist
USDA/FAS/EC/CCC
14th & Independence Ave. Ag Box 1035
Washington DC 20250
United States
Phone: 202-720-1346
Fax: 202-720-0938
E-Mail: wrightk@fas.usda.gov
Sponsor: USDA/FAS

Judy Phillips
Agricultural Marketing Specialist
USDA/FAS/EC
14th & Independence Avenue Stop 1035
Washington DC
United States
Phone: 202-960-2636
Fax: 202-720-0938
E-Mail: phillipsj@fas.usda.gov
Sponsor: USDA/FAS

Bui Thi Hein
Purchasing Manager
VimafLOUR Ltd.
3rd Floor, 173 Thai Ha Road, Dongda
Hanoi
Vietnam
Phone: 84-8573151
Fax: 84-4-8573042
E-Mail: vimh@netnam.org.vn
Sponsor: USW

Peter Thornton
Agricultural Marketing Manager
American Soybean Association
12125 Woodcrest Executive Drive, Su 100
St. Louis MO 63141
United States
Phone: 314-576-1770
Fax: 314-576-2786
E-Mail: pthornton@asaim.soy.org
Sponsor: ASA

Nguyen Hong Le
Director
Binhdong Flour Mill Company
277A Binhdong Quay District 8
Ho Chi Minh City
Vietnam
Phone: 84-8-8559744
Fax: 84-8-8555786
E-Mail:
Sponsor: USW

Lesley Weldon
Marketing Assistant
USDA/FAS/EC
14th & Independence Avenue Ag Box 1035
Washington DC 22407
United States
Phone: 202-720-6211
Fax: 202-720-0938
E-Mail: weldon@fas.usda.gov
Sponsor: USDA/FAS

Vuong Thua Phong
Assistant Executive of Factory
Binhdong Flour Mill company
277A Binhdong Quay District 8
Ho Chi Minh City
Vietnam
Phone: 84-8-8559744
Fax: 84-8-8555786
E-Mail:
Sponsor: USW

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grains
May 11 - 22, 1998

INTERPRETERS

Thoai Nguyen
Vietnamese Interpreter
Berlitz Interpretation Services
1730 Rhode Island Ave., Suite 308
Washington DC 20036
United States
Phone: 202-331-1887
Fax: 202-331-2033
E-Mail: ebessko@dc.berlitz.com
Sponsor: USW

Ai Vo
Vietnamese Interpreter
Berlitz Interpretation Services
1730 Rhode Island Avenue, Suite 308
Washington DC 20036
United States
Phone: 202-331-1887
Fax: 202-331-2033
E-Mail: ebessko@dc.berlitz.com
Sponsor:



**Flour Milling Short Course
June 8-19, 1998**

SPONSORING GROUP
Flour Milling, June 8 - 19, 1998

- USW 8
- USW Rep 1

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Flour Milling Short Course
June 8 - 19, 1998

Abdur Razzak
Proprietor
Abdur Rashid & sons
73, Moulavibazar
Dhaka 1100
Bangladesh
Phone: 880-2-242781/248783
Fax:
E-Mail:
Sponsor: USW

Kutub Uddin
Partner
M/S Dewan Flour Mills
2, Old Bank Road
Marayanganj 1400
Bangladesh
Phone: 880-2-971-235/880-2-971-4
Fax:
E-Mail:
Sponsor: USW

Elmer Abadilla
Head Miller
Wellington Flour Mills
Shaw Blvd
Fasig City 1600
Philippines
Phone: 671-97-61/62/63/64
Fax: 671-51-19
E-Mail:
Sponsor: USW

Rupert Algarme
Director for Operations
General Milling Corporation
5/F Corinthian Plaza Bldg, 121 Paseo de Roxas
Makati City
Philippines
Phone: 632-819-5451
Fax: 632-813-303
E-Mail:
Sponsor: USW

Alwino Capanzana
Shiftmiller/Head Millwright
Phillipine Flour Mills
4/F Enzo Building 399 Sen. Gil Puyat Avenue
Makati City 1200
Philippines
Phone: 063-2-890-9697
Fax: 063-2-897-6309
E-Mail:
Sponsor: USW

Valentina Shustova
Marketing Assistant
U.S. Wheat Associates
Office 3, Bldg 2, 23/38, Bolshaya
Molchanovka utilitsa
Moscow 121069
Russia
Phone: 7-095-956-9081
Fax: 7-095-956-9080
E-Mail:
Sponsor: USW

Phan Thong Cuang
Deputy Director
Binh Dong Flour Mill Company
277A Binh Dong Quay, District 8
Ho Chi Minh City
Vietnam
Phone: 848-855-9744
Fax: 848-855-5786
E-Mail:
Sponsor: USW

Hung The Dung
Manager of Technical Dept.
277A Binh Dong Quay
District A
Ho Chi Minh City
Vietnam
Phone: 848-855-9744
Fax: 848-855-5786
E-Mail:
Sponsor: USW



**Price Analysis and Risk Management
July 13 - 17, 1998**

SPONSORING GROUP

Price Analysis & Risk Management,
July 13 - 17, 1998

- SELF 12
- USDA/COCHRAN 6
- USW Rep 2

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Price Analysis and Risk Management Short Course
July 13 - 17, 1998

Luz Marina Paz
Assistant General Manager
Harinera del Valle S.A.
Carrera 1 #45A-70
Cali
Colombia
Phone: 572-446-6637
Fax: 572-446-6642
E-Mail:
Sponsor: SELF

Ali Mohamed Ali El Etr
Vice Chairman and Delegated Board Member
for Finan
Middle and West Delta Flour Mills Co.
19 E. Galaa Street
Tanta
Egypt
Phone: 040-356-689
Fax: 040-335-248
E-Mail:
Sponsor: SELF

Mohamed Kamal Ghoneim
Chairman of the Board
Holding Co. for Rice & Flour Mills
1, El Sawwah Square, Saray el Qubbn
Cairo
Egypt
Phone: 202-455-9809
Fax: 202-454-8152
E-Mail:
Sponsor: SELF

Mohammed Ibrahim Hassan
Chairman & Managing Director
General Co. for Silos & Storage
1 El Sawwah Square
Cairo
Egypt
Phone: 202-259-3693
Fax: 202-259-4664
E-Mail:
Sponsor: SELF

Silvia Elizabeth Osla de Arriola
Manager's Assistant
Molino San Francisco, S.A.
23 Av. 8-65, Zona 3
Quetzaltenango
Guatemala
Phone: 502-763-5463
Fax: 502-763-5463
E-Mail:
Sponsor: SELF

Mei Lesatri Saleh
Finance Director
PT. Bormindo Nusantara
Jalan Pakubuwono Vi No. 1A
Jakarta 12120
Indonesia
Phone: 62-21-722-9986
Fax: 62-21-722-9987
E-Mail:
Sponsor: SELF

Boaz Turgeman
Managing Director
Beer-Sheva Flour Mill Ltd.
hebron Rd, POB 20
Beer-Sheva 84190
Israel
Phone: 972-762-30343
Fax: 972-762-30347
E-Mail:
Sponsor: SELF

Hiroaki Kawasaki
Assistant Manager
Nippon Flour Mills Co., Ltd
27-5, Sendagaya 5 Chome Shibuya-Ku
Tokyo
Japan
Phone: 81-3-3350-2372
Fax: 81-3-3356-2605
E-Mail:
Sponsor: SELF

1/28/00 SC04.98

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Price Analysis and Risk Management Short Course
July 13 - 17, 1998

Luis K. Anderson Colpaert
Raw Materials Chief
ALICORP S.A. (Planta Copsa)
P.O. Box 2965
Lima 100

Peru

Phone: 511-464-0080
Fax: 511-464-3644
E-Mail:
Sponsor: SELF

Mario T. Banag
Technical Staff
Philippine Association of Flour Millers, Inc.
Rm 311 Atrium Bldg., Makati Ave
Makati City

Philippines

Phone: 632-811-66/811-43-87
Fax: 632-810-94-62/811-40-33
E-Mail:
Sponsor: COCHRAN

Filemon P. Butalid
Corporate Affairs Manager
General Milling Corporation
5th Floor, Corinthian Plaza 121 Paseo de
Roxas; PO Box 1823
Makati City, Metro Manila

Philippines

Phone: 632-819-5451
Fax: 632-819-5477
E-Mail:
Sponsor: COCHRAN

Herminigilda A. Legaspi
Executive Assistant
Philippine Flour Mills
4/F Enzo Building, 399 Sen. Gil Puyat Ave.
Makati City 1200

Philippines

Phone: 0632-895-2595
Fax: 0632-897-6309
E-Mail:
Sponsor: COCHRAN

Ric M. Pinca
Director, Corporate Affairs
General Milling Corp.
5th Floor, Corinthian Plaza, 121 Paseo de
Roxas
Makati City

Philippines

Phone: 632-819-5451 to 76
Fax: 632-811-3282
E-Mail:
Sponsor: COCHRAN

Michael Lim Tan
Vice President - Operations
Pilmico Foods Corporation
Kiwalan
Iligan City

Philippines

Phone: 6363-221-5751
Fax: 6363-221-5753
E-Mail:
Sponsor: COCHRAN

Dave Villanueva
Country Director
U.S. Wheat Associates
PO Box 1390
Makati City 1253

Philippines

Phone: 632-818-46-10/818-4619
Fax: 632-815-4026
E-Mail:
Sponsor: USW

Alfonso Uy
President
Phil. Formost Milling Co.
501-S State Center Bldg. 333 Juan luna St.
Binondo

Philippines

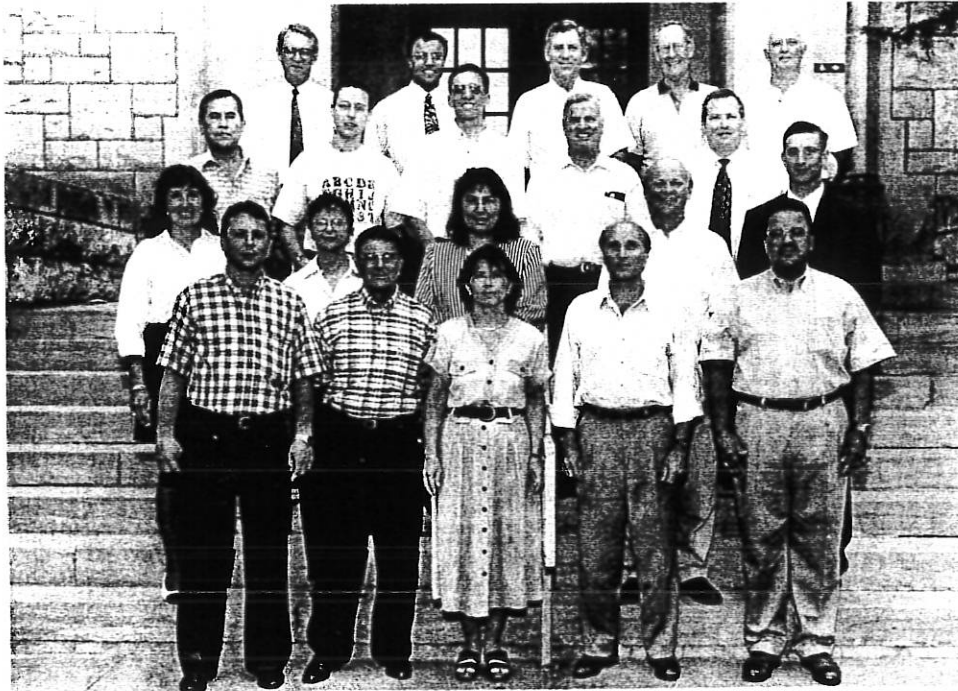
Phone: 632-242-1711
Fax: 632-242-1237
E-Mail:
Sponsor: COCHRAN

1/28/00 SC04.98

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Price Analysis and Risk Management Short Course
July 13 - 17, 1998

Jim McKenna
Flour Milling/Technical Consultant
US Wheat Associates
Suite 2001 Trust Bank Centre Adderley St.
Capetown, RSA 8001
South Africa
Phone: 27-21-418-3710
Fax: 27-21-419-0400
E-Mail:
Sponsor: USW

Rudy Kamadinata
Managing Director
Primex Resources, Inc.
1619 Bentley Ave., 3rd Floor
Los Angeles CA 90025
United States
Phone: 310-445-5464
Fax: 310-445-5469
E-Mail:
Sponsor: SELF



**High Oil Corn Workshop: Sponsored by USGC
July 20 - 24, 1998**

SPONSORING GROUP

High Oil Corn Workshop,
July 20 - 24, 1998

- USGC 7
- SELF 4
- Other
 - US Industry 3

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
High Oil Corn Workshop
Sponsored by USGC
July 20 - 24, 1998

Pablo Aguirre
Manager of Formulation and Nutrition
Solla
Autopista Norte Km. 6
Medellin
Colombia
Phone: 574-273-7111
Fax: 574-273-6837
E-Mail:
Sponsor: USGC

Humberto Bonell
Latin America Representative
U.S. Grains Council
Calle 86A No. 13-57 Of. 702
Bogota
Colombia
Phone: 57-1-311-0518/610-024
Fax: 57-1-610-5970
E-Mail:
Sponsor: USGC

Hector Benitez Gonzalez
Scientific Director Plant
Avidesa S.A.
Kilometro 7 Autopista Floridablanca
Bucaramanga
Colombia
Phone: 5776-380-144/380-801
Fax: 5776-388-588
E-Mail:
Sponsor: USGC

German Romo
Nutrition & Research
Pronaca
los Naranjos S/N y Avenida de los Granados
Casilla 17-17-1462
Ecuador
Phone: 593-226-3651/390-310
Fax: 593-246-7053/390-351
E-Mail:
Sponsor: USGC

Cecilia Komatsudani
Director of Logistics
Avinka, S.A.
Alfredo Mendiola No. 1201 S.M.P.
Lima
Peru
Phone: 511-534-2385
Fax: 511-534-2367
E-Mail:
Sponsor: USGC

Ricardo Valdivia
Technical Manager (Nutrition & Research)
Molinos Mayo
Av. Republica de Panama 4295 Surquillo
Lima
Peru
Phone: 511-241-7555
Fax: 511-241-6365
E-Mail:
Sponsor: USGC

Miloud Araba, Ph.D.
Business Development Manager - Poultry
Optimum Quality Grains, L.L.C.
4601 Westown Parkway, Ste 200
West Des Moines IA 50266
United States
Phone: 515-331-6226
Fax: 515-331-6465
E-Mail:
Sponsor:

Jerry Cotter
Director of Operations
The Port of Corpus Christi
222 Power St.
Corpus Christi TX 78401
United States
Phone: 512-882-5633
Fax: 512-882-7110
E-Mail:
Sponsor:

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
High Oil Corn Workshop
Sponsored by USGC
July 20 - 24, 1998

Gordon Elliott
Marketing Manager - Latin America
Optimum Quality Grains, L.L.C.
P.O. Box 44157
Omaha NE 68144
United States
Phone: 402-334-0140
Fax: 402-334-0141
E-Mail:
Sponsor:

Eduardo Healy
Marketing Manager, Specialty Products
Continental Grain Company
330 Madison Ave.
New York NY 10017
United States
Phone: 212-207-5932
Fax: 212-207-2918
E-Mail:
Sponsor: CONTILATIN

Marta Hidalgo
Comodity Merchant - Pan American
Cargill
15615 McGinty Road West
Wayzata MN 55391
United States
Phone: 612-742-4959
Fax: 612-742-4962
E-Mail:
Sponsor: CARGILL

Gerardo Morantes, Ph.D.
Manager, Marketing, & Technical Services,
Latin Am
Continental Grain Company
340 Jesse Jewell Parkway, Ste 520
Gainseville GA 30501
United States
Phone: 770-297-3406
Fax: 770-297-3420/3421
E-Mail:

Sponsor: CONTILATIN

Thomas E. Sauber, Ph.D.
Pork Business Development Manager
Optimum Quality Grains, L.L.C.
4601 Westown Parkway, Suite 200
West Des Moines IA 50266
United States
Phone: 515-331-6273
Fax: 515-331-6465
E-Mail:
Sponsor:

Pietro Fasan
Production Manager
La Caridad
Edificio la Caridad, 6ta Avenida, Urb. La
soledad #3
Maracay
Venezuela
Phone: 5843-321-340/654/2355
Fax: 5843-322-189
E-Mail:
Sponsor: USGC

1/28/00 SC04A.98



**Vietnamese Feed Quality Assurance Short Course
September 13 - 16, 1998**

SPONSORING GROUP

Vietnamese Feed Quality Assurance,
September 13 - 16, 1998

- USGC 11

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Vietnamese Feed Quality Assurance Short Course
Sponsored by USGC
September 13 - 16, 1998

Thi Oanh Bui
Senior of Feedstuffs Management
Department of Agricultural and Forestry
Extension
Ministry of Agriculture and Rural Development
Vietnam
Sponsor: USGC

Viet Hung Hoang
Technical Manager
American Feeds Company, Ltd.
Vietnam
Sponsor: USGC

Anh Dung Ly
Vice Director
Thankh Bing Company Ltd.
Vietnam
Sponsor: USGC

Thai Hoa Nguyen
Director
My Van Farm
Vietnam
Sponsor: USGC

Thuy Hien Nguyen
Senior of Feedstuffs Management
Department of Agricultural and Forestry
Management
Ministry of Agriculture and Rural Development
Vietnam
Sponsor: USGC

Van Hung Nguyen
Head of Nutrition & feed quality Management
Department of Agricultural and Forestry
Extension
Ministry of Agricultrue and Rural Development
Vietnam
Sponsor: USGC

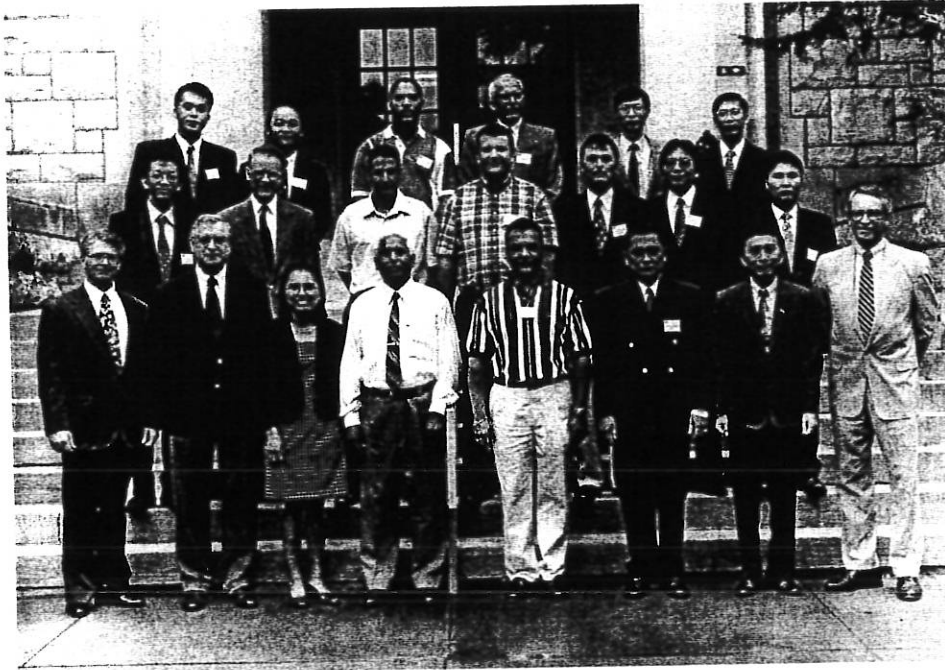
Duc Binh Pham
President
Thanh Binh Company Ltd.
Vietnam
Sponsor: USGC

Van Khoat Pham
Advisor
Thanh Binh Company Ltd.
Vietnam
Sponsor: USGC

Cary Sifferath
Southeast Asia Regional Director
U.S. Grains Council
Vietnam
Sponsor: USGC

Trong Chien Tran
USGC Vietnam Representative
Hoang Van (Vietnam) Development Company
Ltd.
Vietnam
Sponsor: USGC

Trung Nguon Tran
Vice Director
Ag Giang Aflix Company
Vietnam
Sponsor: USGC



**Feed Manufacturing Short Course
September 28 - October 9, 1998**

SPONSORING GROUP

Feed Manufacturing,
September 28 - October 9, 1998

- ASA 9
- Intern't'l Meats/Livestock Program 2
- SELF 3
- USDA/COCHRAN 2
- USDA 1

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Feed Manufacturing Short Course
September 28 - October 9, 1998

Terry Kho Aik Tee
Production Manager
Fedflour Trading Spn Bhd
Log 2231, Pending Industrial Estate Jalan
Kuang
Kuching, Sarawak 93450
East Malaysia
Phone: 082-182-751
Fax: 082-332-697
E-Mail:
Sponsor: ASA

Sevando Benavides
Gneral Industrial Manager
Aves Reproductoras de Centroamerica, SA
Calz Aguilar Battes 35-35 Z-12
Guatemala City
Guatemala
Phone: 502-476-5290
Fax: 502-476-8350
E-Mail:
Sponsor: COCHRAN

Ixmucane Solorzano
Nutrition Manager
Empresa Agropecuaria Catoc Pe y Cia Ltda.
31 Avenida 0-63 Zona 7, Utatlan 1
Guatemala City 01007
Guatemala
Phone: 502-599-2904/502-255-3022
Fax: 502-594-6970
E-Mail:
Sponsor: COCHRAN

Suraj M. Chahal
Associate Professor
CCS Haryana Agricultural University
Hisar - 125004
Haryana
India
Phone: 31171-73 Ext: 4361
Fax: 01662-34952
E-Mail:
Sponsor: IMLP

O.P. Lohan
Associate Professor
CCS Haryana Agricultural University
Hisar-125004
Haryana
India
Phone: 31171-73 Ext: 4361
Fax: 01662-34952
E-Mail:
Sponsor: IMLP

Hinzon Bunjamin
Head of Lampung Plant
PT Japfa Comfed Indonesia Tbk.
JL Daan Mogot Km. 12
Jakarta 11730
Indonesia
Phone: 62-21-544-7760
Fax: 62-21-544-8707
E-Mail:
Sponsor: ASA

Hieronimus Ady Limas
General Manager Production
Pt. Caroen Pokphand Indonesia
11 Ancol VIII No. 1 - Ancol Barat
Jakarta 14430
Indonesia
Phone: 6221-691-2501
Fax: 6221-690-7324
E-Mail:
Sponsor: ASA

Ronny Alfred Spel
Production Manager
PT. Indo Bunge Feedmill
Kawasan Bogasari Flour Mills JL. Raya
Cilincing - Tanjung Priok
Jakarta
Indonesia
Phone: 6221-435-5901/435-0919
Fax: 6221-435-5895
E-Mail:
Sponsor: ASA

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Feed Manufacturing Short Course
September 28 - October 9, 1998

Ishak Tjahjadi
Plant Manager
PT. Sierad Feedmill
Raya Serang Km 30 Balaraja
Tangerant, Jawa Barat
Indonesia
Phone: 021-595-3888
Fax: 021-595-0150/54
E-Mail:
Sponsor: ASA

Lee Chee Hen
Production & Maintenance Manager
KFC Integrated Poultry Industries, SDN BHD
Jalan Parang, Pelabuhan Lkang Utara
Port Klang, Selagor 42007
Malaysia
Phone: 03-3766951
Fax: 03-3766946
E-Mail:
Sponsor: ASA

Ang Tai Heng
Sales Representative
Dindings Soya & Multifeeds Sdn. Bhd
10th Floor, Wisma MCA, Jalan Ampang
Kuala Lumpur 50450
Malaysia
Phone: 03-261-9055
Fax: 03-263-0145
E-Mail:
Sponsor: SELF

Lim Choo Yang
Production Manager
Sinmah Multifeed Sdh Bhd
Ag. 5730 Acor Gajah Industrial Estate
Melaka 78000
Malaysia
Phone: 06-556-1293
Fax: 06-5562-445
E-Mail:
Sponsor: ASA

Jose Manuel da Silva Lobo
Sales Representative
Continental Milling Co.
Brionwerf Z/N. Willemstad
Curacao
Netherland Antilles
Phone: 599-9-461-6627
Fax: 599-9-461-6116
E-Mail:
Sponsor: SELF

Cheong Yock Loon
Technical Director
American Soybean Association
541, Orchard Rd #3, Liat Towers
238881
Singapore
Phone: 65-737-6233
Fax: 65-737-5849
E-Mail:
Sponsor: ASA

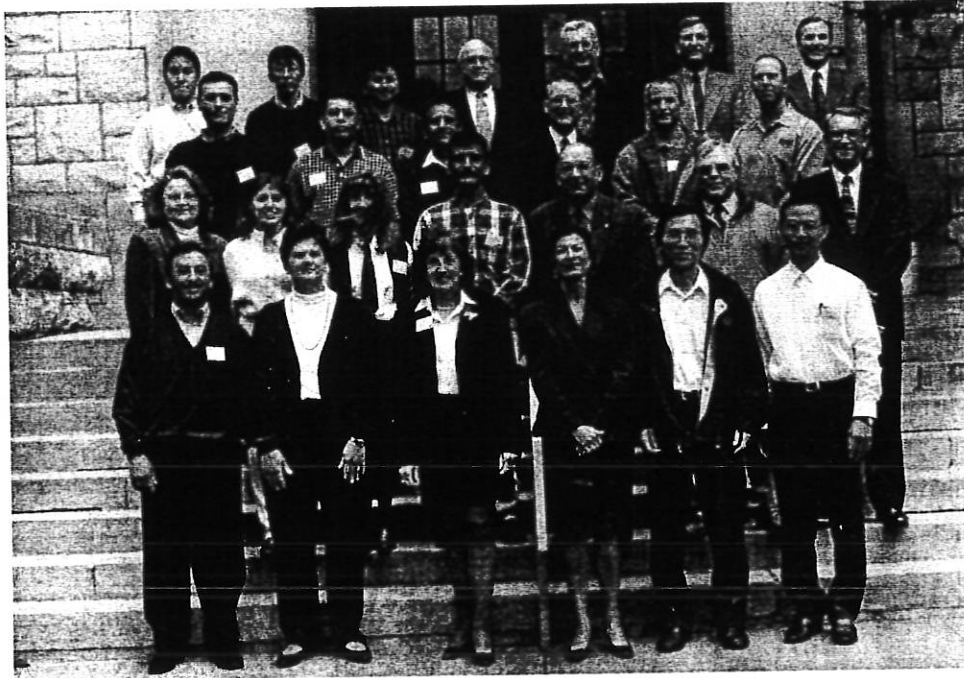
Alban Gonsalves
East Carribean Group of Companies
Campden Park Bay
Kingstown
St. Vincent
Phone: 1-809-457-1918
Fax: 1-809-457-7533
E-Mail:
Sponsor: USDA

Herman Holder
Feed Milling Supervisor
National Feed Mill
Lot 3A Sea Lots
Port of Spain, Trinidad
West Indies
Phone: 868-623-1904
Fax: 868-623-0956
E-Mail:
Sponsor: SELF

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Feed Manufacturing Short Course
September 28 - October 9, 1998

Low Chee Keong
Nutritionist
Dindings Soya & Multifeeds Sdn Bhd
10th Floor, Wisma MCA, Jalan Ampang
Kuala Lumpur 50450
West Malaysia
Phone: 03-261-9055
Fax: 03-261-0502
E-Mail:
Sponsor: ASA

1/28/00 SC05.98



**Grain Sorghum Food Utilization Seminar
November 18 - 20, 1998**

SPONSORING GROUP

Grain Sorghum Food Utilization
Seminar, November 18 20, 1998

- SELF 1
- USGC 13
- USGC Rep 2
- Other
- Visitors 10

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Grain Sorghum Food Utilization Seminar
November 18 - 20, 1998

Molano Rodrigo
Vice President
Productos Ramo
Cr. Calle 85 #14-11
Bogota
Colombia
Phone: 621-9949
Fax: 618-4064
E-Mail:
Sponsor: USGC

Jaime Alberto Salcedo
Operation Manager
Kelloggs de Colombia
Calle 17, No. 68-A-75
Colombia
Phone: 571-414-5369
Fax: 571-290-0680
E-Mail:
Sponsor: USGC

Takashi Nakamura
Manager - Food R&D Department
Honen Corporation
11 Kagetoricho, Totsuka-Ku
Yokohama 245-0064
Japan
Phone: 8145-852-4014
Fax: 8145-852-6357
E-Mail:
Sponsor: USGC

Takao Watanabe
Nippon Flour Mill Co., Ltd.
2-1 Chiwaka-Cho, Kanagawa-Ku
Yokohama
Japan
Phone: 8145-453-5706
Fax: 8145-441-0651
E-Mail:
Sponsor: USGC

Jazmin Villarreal Calleros
Department Quality Chief

Galletas de Claidad, S.A. de C.V.
Poniente 122 No. 489 Col. Coltongo, Col.
Coltongo
Mexico, D.F. 02630
Mexico
Phone: 525-368-6422
Fax: 525-368-5535
E-Mail:
Sponsor: USGC

Pedro Vazquez Delgadillo
Production Manager
Productos Marinela, S.A. de C.V.
San Pablo Xalpa 520, Col. Reynosa
Tamaulipas
Azcapotzalco 02200
Mexico
Phone: 525-328-0800
Fax: 525-352-7688
E-Mail:
Sponsor: USGC

Patricia Carolina Esqueda Guadalajara
Assistant Director
USGC - Mexico Office
Jaime Balmes #8 2nd Piso Los Morales
Polanco
11510 Mexico, D.F.
Mexico
Phone: 525-202-7530/202-7608
Fax: 525-202-3155/202-8418
E-Mail:
Sponsor: USGC

Cecilio Antonio Gomez Zaragoza
New Raw Material, R&D Manager
Gamesa, S.A. de C.V.
Av. Republica Mexicana #225 NTE 66450
Col. Cuauhtemoc
San Nicolas de los Garza, N.L.
Mexico
Phone: 52-8-369-56-40
Fax: 52-8-369-57-35
E-Mail:

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Grain Sorghum Food Utilization Seminar
November 18 - 20, 1998

Sponsor: USGC

Ricardo Alejandro Rosales Arellano
Production Manager Assistant
Productos Marinela, S.A. de C.V.
San Pablo Xalpa 20, Col. Reynosa Tamaulipas
Azcapotzalco 02200

Mexico

Phone: 525-328-0800

Fax: 525-352-7688

E-Mail:

Sponsor: USGC

Hendrik Van Der Walt
Group Marketing Manager
Namib Management Services
P.O. Box 95222 Waterkloof 0145
Pretoria

RSA

Phone: 2712-346-2160

Fax: 2712-46-8803

E-Mail:

Sponsor: USGC

Jacobus Thesnaar
General Manager
Credin Bakery Supplies (PTY) Ltd.
P.O. Box 463
Eppindust 7675

South Africa

Phone: 27-21-507-9911

Fax: 27-21-507-9922

E-Mail:

Sponsor: USGC

Ying-Chang Chen
Section Director
President Enterprises Corp.
301 Chung Cheng Rd. Yan Harng, Yeong
Kang Shih
Tainan Hsien, ROC

Taiwan

Phone: 06-253-2121

Fax: 06-253-1314

E-Mail:

Sponsor: USGC

Jiing Yang Wu
Food Scientist
Food Industry Research and Development
Institute

P.O. Box 246

Hsinchu 300, ROC

Taiwan

Phone: 03-522-3191

Fax: 03-521-4016

E-Mail:

Sponsor: USGC

Chris Corry
Regional Director
U.S. Grains Council
9 Bis Avenue Louis Braille 1002 Tunis-
Belvedere
Tunis

Tunisia

Phone: 216-1-849-622

Fax: 216-1-847-165

E-Mail:

Sponsor: USGC

Dick Hahn
GRSC Emeritus
KSU Grain Science Dept., Retired
1200 Sharingbrook Dr.
Manhattan KS 66503

United States

Phone:

Fax:

E-Mail:

Sponsor:

Norma Ritz Johnson
Communications and Membership Director
National Grain Sorghum Producers
P.O. Box 530
Abernathy TX 79311

United States

1/28/00 SC08.98

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Grain Sorghum Food Utilization Seminar
November 18 - 20, 1998

Phone: 806-298-4501
Fax: 806-298-4234
E-Mail:
Sponsor:

Barbara Kliment
Executive Director
Nebraska Grain Sorghum Board
301 Central Mall South P.O. Box 94982
Lincoln NE 68509-4982

United States
Phone: 402-471-4276
Fax: 402-471-3040
E-Mail:
Sponsor:

Trent LeDoux
Administrator
Kansas Commodities Commissions
901 S. Kansas Ave.
Topeka KS 66612

United States
Phone: 785-296-3738
Fax:
E-Mail:
Sponsor:

Tim Lust
Executive Director
National Grain Sorghum Producers
411 S. Ave. D. P.O. Box 530
Abernathy TX 79311

United States
Phone:
Fax:
E-Mail:
Sponsor:

Gary McKinney
Manager of International Relations/Europe,
Middle East & Africa
U.S. Grains Council
1400 K Street, NW Suite 1200
Washington DC 20005

United States
Phone: 202-789-0789
Fax: 202-898-0522
E-Mail:
Sponsor: USGC

Fred Miller
M.M.R. Genetics, L.L.C.
P.O. Box 60
Vega TX 79092

United States
Phone: 409-589-3232
Fax: 409-589-3715
E-Mail:
Sponsor:

Robert Miller
General Manager
Jowar Foods, Inc.
113 Hickory Street
Hereford TX 79045

United States
Phone: 806-363-9070
Fax: 806-364-1984
E-Mail:
Sponsor:

Faith Parde
Chairman
Nebraska Grain Sorghum Board
Rt. 2, Box 61
Sterling NE 68443

United States
Phone: 402-866-2211
Fax: 402-866-2211
E-Mail:
Sponsor:

Matt Sowder
Sorghum Specialist
Asgrow Seed Company
2533 S. Hertzler
Halstead KS 67056

United States

1/28/00 SC08.98

4-30

4-29

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Grain Sorghum Food Utilization Seminar
November 18 - 20, 1998

Phone: 888-827-4769
Fax: 316-835-2794
E-Mail:
Sponsor:

Odis Sullivan
President
Odis Sullivan, Inc. D/B/A Sam Pierce Plant
Box 1641 P.O. Box 1641
Vernon TX 76385
United States
Phone: 800-419-9614
Fax: 940-552-2772
E-Mail:
Sponsor: SELF

Earl Wright
Market Coordinator
Kansas Organic Producers Coop
P.O. Box 226
Council Grove KS
United States
Phone: 316-767-7272
Fax: 316-767-7272
E-Mail:
Sponsor:

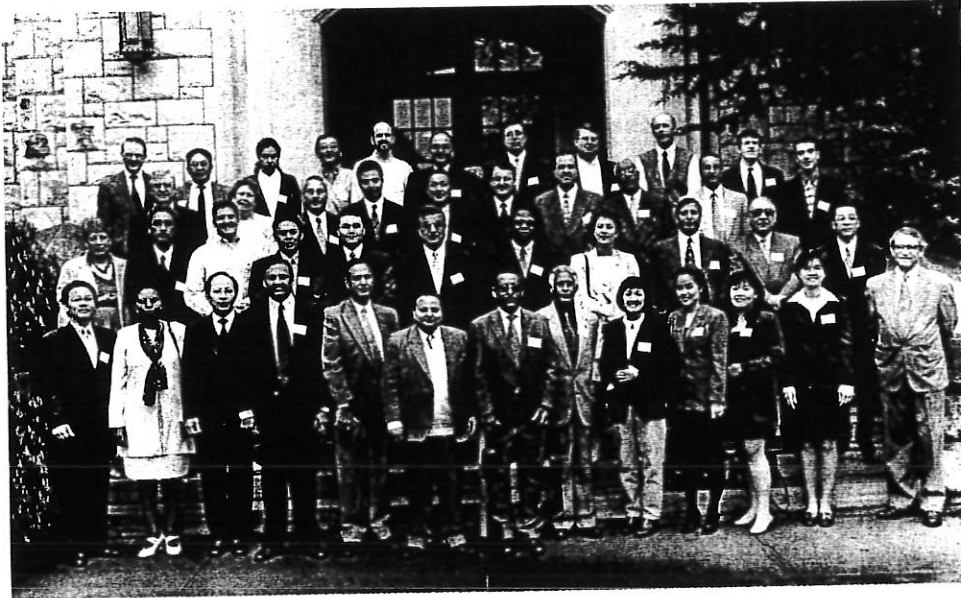
Interpreters:

Veronica Barzelatto
Spanish Interpreter
United States

Jun Furumai
Japanese Interpreter
United States

Marta S. Goldstein
Spanish Interpreter
United States

**1999 PARTICIPANTS AND
SPONSORING AGENCIES**



**Purchasing, Marketing & Exporting U.S. Grain
April 26 - May 7, 1999**

SPONSORING GROUP

Purchasing, Marketing & Exporting U.S. Grains,
April 26 - May 7, 1999

- ASA 10
- Self 9
- USDA-Cochran 5
- USDA 4
- USW 12

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grain Short Course
April 26 - May 7, 1999

Marcelo Rossetim
Broker
Agricampo Corretagem de Mercadorias S/C
Ltda
Rua Senador Xavier da Silva
Curitiba/PR CEP 80.530.060
Brazil
Ph: 55-41-322-2257
Fx: 55-41-322-2257
E-Mail:mrossetim@hotmail.com
SELF

Margarita Rios-Santana
Traffic
Glencore Colombia Ltda
Carrera 7 Nr 71-52 Torre B Oficina 505
Bogota
Colombia
Ph: (57-1) 312-2065/76/
Fx: (57-1) 312-2052
E-Mail:margarita.rios@glencore.co.uk
SELF

Kalomira Aresti-Karampatsou
Stores Officer
Cyprus Grain Commission
26 Stasandrou - Nicosia
Cyprus
Ph: 2-762131
Fx: 2-752141
E-Mail:cy-grain@ctanet-cm-cy
USW

Faisal Eid Ahmed
Gen. Dir. Of Mktg. Research
Holding Co. for Rice & Flour Mills
1 El Sawah Sq
Cairo
Egypt
Ph: 202-2594926
Fx: 202-4548152
E-Mail:
SELF

Mohamed Mahmoud Ibrahim Beckhit
Commercial Head Sector
Upper Egypt Flour Mills Company
Soliag El Gergaweya
Upper Egypt
Egypt
Ph: 093-5758969
Fx: 093-322210
E-Mail:
SELF

Moharram Ghanem
Director, Import Department
Holding Company for Food Industries
20 Salem Salem Street
Egypt
Ph: 202-3352033
Fx: 202-3604026
E-Mail:
USW

Mohamed Abdalla Khalifa
Gen. Mgr. Of Foreign Purchases
Alexandria Flour Mills Co.
80 Gamal Abdel Nasser Str.
Alexandria
Egypt
Ph: 03-4808877
Fx: 03-4829534
E-Mail:
SELF

Sayed Ramadan Ahmed Abdel Rahman
Head of Requirements Sector
South Cairo Flour Mills Co.
366 El Malek Faisal Str.
Cairo
Egypt
Ph: 202-5863583
Fx: 202-5814411
E-Mail:
SELF

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grain Short Course
April 26 - May 7, 1999

Selim Abdel El Krrim Selim
Chief of Financial Sectors
Food Industries Holding Co.
20 Salem Salem St., Agouza
Cairo

Egypt
Ph: 00-202/3352033
Fx: 00202/3604026
E-Mail:
SELF

Mohamed El Demerdash Shiha
General Manager for Computer and Board
Trade
Food Industries Holding Company
20 Salem Salem St., Agouza
Cairo

Egypt
Ph: 00202/3352033
Fx: 00202/3604026
E-Mail:
SELF

Mike Spier
Assistant Regional Director
US Wheat, Cairo
Maadi Palace #302C
Maadi, Cairo
Egypt
Ph: 202-375-3162
Fx: 202-375-3138
E-Mail:mspier@uswheat.org
USW Rep

Teclé Ghebremichael
General Manager
Eritrean Grain Board
P.O. Box 1234
Asmara
Eritrea
Ph: 291-1-124722
Fx: 291-1244229
E-Mail:cgh@gemel.com.er
USW

Argaw Kabtamu
General Manager
Adwa Flour Mills PLC.
POB 5199

Ethiopia
Ph: 251-1-167-995
Fx: 251-1340-019
E-Mail:
USW

Agus Irawan
Director
PT Citra Flour Mills Persada
BRI II, 23rd Fl. Suite 2304
Jakarta
Indonesia
Ph: 021 5719015
Fx: 021 5719035
E-Mail:cfmn@centrin.net.id
USDA-Cochran

Ferial Martifauzi
Finance Manager
PT. Sriboga Raturaya
JL. Sultan Hasanudin No. 47-48
Jakarta Selatan
Indonesia
Ph: 021 725 0240
Fx: 021 720 6008
E-Mail:ferial@rad.net.id
USDA-Cochran

Kessiah Wambugu
Procurement Manager
Unga Ltd.
P.O. Box 30386
Nairobi
Kenya
Ph: 254-2/532-471/532472
Fx: 254-2/545-448
E-Mail:kwambugu@unga.com
USW

1/28/00 SC01B.99

4-35
4-34

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grain Short Course
April 26 - May 7, 1999

Mohamed Reda Sinno
Manager
ZM Vegetable Oils Industry - Dora Mills
P.O. Box 644
Beirut
Lebanon
Ph: 9611/252-577
Fx: 9611/252-580
E-Mail:sinnoam@dm.net.lb
USW

Chan Heng Hung
Assistant Mktg Mgr
Pasir Gudang Edible Oils Sdn. Bhd
Jalan Pukul 2, Kawasan LPJ, P.O. Box 80
Johor
Malaysia
Ph: 607-2511077
Fx: 607-2511079
E-Mail:hhchan6@jaring.my
ASA

Malik Iftikhar Hussain Javed
Duputy Secretary
Ministry of Finance - Pakistan
Ministry of Finance
Islamabad
Pakistan
Ph: 9201998
Fx: 9205880
E-Mail:
USW

Jaime Sabogal
QA Manager
Molinera Inca S.A.
P.O. Box W 976
Trujillo
Peru
Ph: 51-44-242471
Fx: 51-44-258707
E-Mail:jsabogal@conti.com
SELF

Teodoro M. Cortes, Jr.
Country Manager
American Soybean Association
8737 Paseo de Rosas, SV
Makati City, MM
Philippines
Ph: (632) 817-5166
Fx: (632) 817-0709
E-Mail:asatcj@pacific.net.ph
ASA

Edwin Y. Kho
Director of Finance
General Milling Corporation
33rd Floor Urban Bank Plaza, Urban Ave.
Makati City
Philippines
Ph: (632) 887-8994
Fx: (632) 887-9084
E-Mail:ey_kho@genmil.com.ph
ASA

Jaime B. Soriano
San Miguel Corporation
40 San Miguel Avenue
Mandaluyong City
Philippines
Ph: 650 342 3378
Fx: 650 342 9180
E-Mail:sanmiguel-jbscmsn.com
ASA

Benedicto G. Tope
Vice President - Feeds Business
Pure Foods Corporation
22nd Floor JMT Corporate Condominium
Building
Pasig City
Philippines
Ph: (632) 635-24-84 (Local 2204)
Fx: (632) 914-87-49
E-Mail:tope.benedicto@purefoods.com.ph
ASA

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grain Short Course
April 26 - May 7, 1999

Aileen Christel Uyongco
Executive Vice President
La Filipina Uyongco Corporation
#333 Juan Luna St.
Manila
Philippines
Ph: 632-2421711
Fx: 632-2421237
E-Mail:ting2@info.com.ph
ASA

Loh Meng Kin, Timothy
Director of Marketing
American Soybean Assoc.
541 Orchard Road #11-03
Singapore
Singapore
Ph: (65) 737-6233
Fx: (65) 737-5849
E-Mail:asalmk@pacific.net.sg
ASA

Issam Anboubia
Chairman
Issam Anboubia Est. for Agro Industries
P.O. Box 1788
Homs-Syria
Syria
Ph: 963-31-423131 + 430777
Fx: 963-31-413113
E-Mail:
ASA

Jaffer Mohamed Kadu Al-Balouch
Group General Manager
SS Bakhresa
Livingstone/Max Mbwana Street
Dar es-Salaam
Tanzania
Ph: 0811-321346 x 0811-327346
Fx: 0811-180167
E-Mail:bakhresa@raha.com
USW

Apinan Petsuwannakit
Trader/Single Voice Coordinator
Cargill Siam. Ltd.
18th Floor, Sindhorn Bldg, Tower 3
Bangkok
Thailand
Ph: 662-263-2929
Fx: 662-263-2944
E-Mail:apinan_petsuwannakit@cargill.com
USDA-Cochran

Rattana Silpsophonkul
Department Manager
Bangkok Produce Merchandising Public Co.,
Ltd.
313 Silom Road
Bangkok
Thailand
Ph: 662-638-2939-6310541
Fx: 662-631-0987-631-0988
E-Mail:protein@cptrading.co.th
USDA-Cochran

Tamer Karaoglu
Assistant General Manager
Ozkasikci A.S.
Iskitler CAD No. 10
Iskitler Ankara
Turkey
Ph: 90-312-3412120
Fx: 90-312-3414432
E-Mail:tamerk@ozkasikci.com.tr
USW

Tom Edward Opio-Oming
General Manager
Commodity Exports International (CEI)
Plot 5 Nyundo Close
Kumpula
Uganda
Ph: 256-41-346001
Fx: 256-41344174
E-Mail:
USDA

1/28/00 SC01B.99

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Purchasing, Marketing & Exporting U.S. Grain Short Course
April 26 - May 7, 1999

Peter Downing
Agricultural Economist
USDA/FAS
1400 Independence Ave. SW
Washington DC
United States
Ph: 202-690-3143--
Fx: 202-720-2949
E-Mail:
USDA

Eleanore (Ellie) D. Speelman
Grain Marketing Specialist
USDA/GIPSA/FGIS
1400 Independence Ave. Stop 3620
Washington DC
United States
Ph: 202-720-0226
Fx: 202-720-1015
E-Mail:espeelma@gipsadc.usda.gov
USDA

Steven Stroschein
Research & Marketing Analyst
US Wheat Associates
1620 I Street NW
Washington DC
United States
Ph: 202-463-0999
Fx: 202-785-1052
E-Mail:sstrosch@uswheat.org
USW Rep

Mark A. Wells
Program Analyst
USDA/FAS
USDA/FAS/EC/CCCPSD
Washington DC
United States
Ph: 202-720-9845
Fx: 202-690-1595
E-Mail:wellsm@fas.usda.gov
USDA

Ngoc Mai Nguyen
Cadre of Sales & Planning Dept.
Binh Dong Flour Mill Company
Binh Dong
Ho Chi Minh City
Vietnam
Ph: 855-9744
Fx: 855-5786
E-Mail:
USDA-Cochran

Hong Lan Lim
Asst. Manager - Purchasing & Admin
KFC Integrated Poultry Industry Sdn Bhd
Jalan Parang, North Port
West Malaysia
Ph: 603-3766951
Fx: 603-3766946
E-Mail:kfcipifm@tm.net.my
ASA

Ng Sai Leang
Factory Manager
Sinmah Multifeed Sdn Bhd
AG5730 Aior Gajah Industrial Estate
Melaka 78000
West Malaysia
Ph: 606-556-1293
Fx: 606-5562445
E-Mail:
ASA

Walid Ali Mohamed Saeed
General Manager
Alsaheed Trading Company
P.O. Box 5351
Taiz
Yemen
Ph: 00-967-4-232727
Fx: 00-967-4-223852
E-Mail:
USW



**Grain Grading, Storage and Handling Course for the Brazilians
May 17 - 28, 1999**

SPONSORING GROUP

Grain Grading, Storage & Handling,
May 17 - 28, 1999

- Self 13

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Grain Grading, Storage & Handling Short Course
August 23 - September 3, 1999

Rosilena Lima Halfen
Engenheiro Agrônomo
Min. da Agricultura e do Abastecimento
Av. Salgado Filho, 902 - Três Vendas
Pelotas/RS 96.055-740

Brazil

Ph: 55-532-23-4119
Fx: 55-532-23-4107
E-Mail halfen@uol.com.br
SELF

Nazaré de Fátima Souza Oliveira
Engenheira Agrônoma
Min. da Agricultura e do Abastecimento
Esplanada dos Ministérios - Bloco D
Brasília, DF 70.043-900

Brazil

Ph: 55-61-218-2551
Fx: 55-61-224-4322
E-Mail classveg@agricultura.gov.br
SELF

Ricardo Pires Thomé
Engenheiro Agrícola
Quadra 7 conjunto A casa 38
Sobradinho/DF - CEP 73035-070

Brazil

Ph: 55-61-312-6118
Fx: 55-61-321-4457
E-Mail conab.gearm@apis.com.br
SELF

Urivaldo Almeida de Amorim
Engenheiro Agrônomo
SGAS 901 Bloco A - Ed. CONAB
Brasília, DF CEP 70.390-010

Brazil

Ph: 55-61-312-6148
Fx: 55-61-312-6149
E-Mail conab.gearm@apis.com.br
SELF

Missao Tanizaki
Químico
Min. da Agricultura e do Abastecimento
Esplanada dos Ministérios - Bloco D
Brasília, DF CEP 70.043-900

Brazil

Ph: 55-61-218-2739
Fx: 55-61-226-9842
E-Mail classbeg@agricultura.gov.br
SELF

Antonio Francisco de Paula
Técnico Agrícola
Min. da Agricultura e do Abastecimento
Esplanada dos Ministérios - Bloco D
Brasília, DF CEP 70.043-900

Brazil

Ph: 55-61-218-2706
Fx: 55-61-226-9842
E-Mail
SELF

Tetuo Hara
Technical Coordinator
CENTREINAR
CENTREINAR - Campus da Univ. Fed.
Viçosa/MG CEP 36.571-000

Brazil

Ph: 55-31-891-2270
Fx: 55-31-891-1943
E-Mail thara@mail>ufv>br
SELF

Sylvia Lopes
Interpreter

Sylvia Moreas
Interpreter

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Grain Grading, Storage & Handling Short Course
May 17 - 28, 1999

Roberto Barbosa Afonso
Engenheiro Agrônomo
Min. da Agricultura e do Abastecimento
Praça Cívica, nº 100 - Centro
Goiânia/GO - CEP 74.003-010

Brazil

Ph: 55-62-221-7272
Fx: 55-62-224-4464
E-Mail
Sffv_go@defesaagropecuaria.gov.br
SELF

Eduardo Luiz Oliveira Dutra
Min. da Agricultura e do Abastecimento
Rua Felipe Schmidt, 755
Florianópolis, SC - CEP 88.694-002

Brazil

Ph: 55-48-225-4623
Fx: 55-48-225-4512
E-Mail
SELF

Sérgio Paulo Coelho
Engenheiro Agrônomo
Delegacia Federal de Agricultura
Rua Dom Aquino, 2696 - CEP
Campo Grande/MS 79.002-182

Brazil

Ph: 55-67-725-7100
Fx: 55-67-725-7666
E-Mail
SELF

José Garzon Guimarães
Engenheiro Agrônomo
Ministério da Agricultura
Av. Raja Gabáglia, 245 - Cidade Jardim
Belo Horizonte/MG - CEP 30.-410-090

Brazil

Ph: 55-31-250-0433
Fx: 55-31-250-0431
E-Mail Sffv-
mg@defesaagropecuaria.gov.br
SELF

Luiz Cesar Baptista Scheffer
Engenheiro Agrônomo
Ministério da Agricultura e do
Abastecimento
Praça Getúlio Vargas, 184
Ponte Grossa/PR - CEP 84.070-550

Brazil

Ph: 55-42-227-7622
Fx: 55-42-227-7644
E-Mail cesarscgeffer@uol.com.br
SELF

Emival Martins Araújo
Engenheiro Agrônomo
Min. da Agricultura e do Abastecimento
Esplanada dos Ministérios - Bloco D
Brasília, DF CEP 70.043-900

Brazil

Ph: 55-61-218-2706
Fx: 55-61-226-9842
E-Mail classveg@agricultura.gov.br
SELF



People's Republic of China Commercial Feed Manufacturers' Study Mission, May 26 - 28, 1999

SPONSORING GROUP
PRC Commercial Feed Manufacturer's
Study Mission
May 26 - 28, 1999

• USGC

13

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
PRC Commercial Feed Manufacturer's Study Mission
May 26 - May 28, 1999

Qiang Wang
Vice General Manager, #1 Trade Dept
China National Feed Corporation
China

Xiu-qing Han
General Manager
Nanning Fufeng Feedmill
China

Rui-kun Fang
Vice General Manager
Shenzhen Kondarl Feed Co.
China

Cheng-rong Sun
General Manager
Shandong Liuhe Group
China

Jun Zheng
General Manager
Guangdong Zhonghong Feed Co.
China

Qing-xi Wang
General Manager
Shaanxi Feedmill
China

Chun-de Li
General Manager
Shanghai Zhonghong Co.
China

Yu Ling Guan
Shanghai Import & Export Commodity
Inspection
China

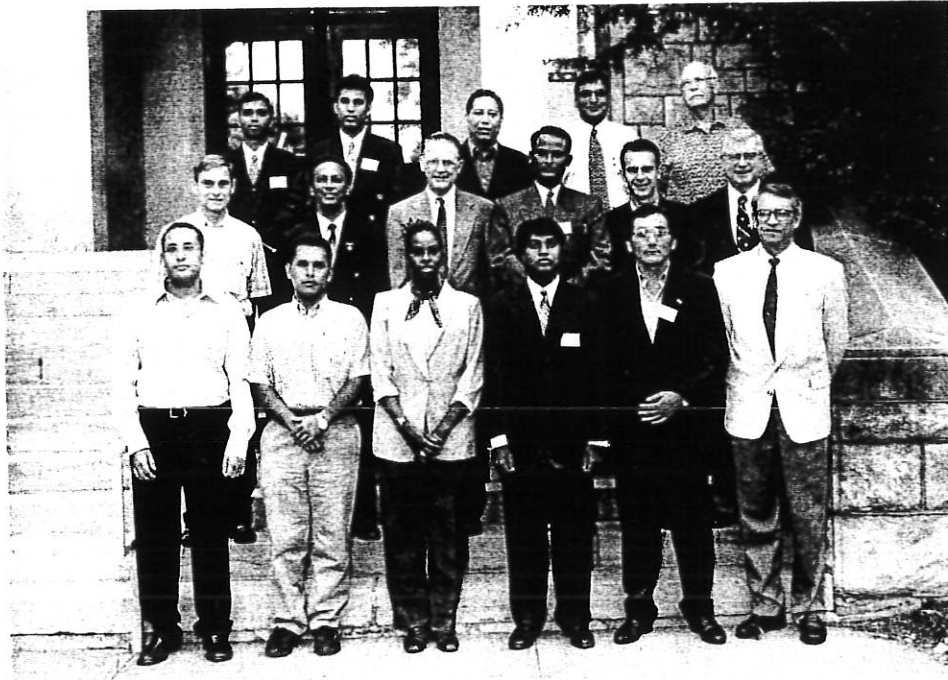
Chang-yuan Chen
General Manager
Sichuan Beili Feed Co. Ltd.
China

Zhi-chun Yan
Technical Program Manager
US Grains Council/P.R.C.
China

Li-cheng Wu
General Manager
Haiyan Tongyuan Feed Co.
China

Rong-he Cai
Vice Director
Haixin Group
China

Jun Li
General Manager
Hope (Nanning) Feedmill
China



**Flour Milling Short Course
June 7 - 18, 1999**

SPONSORING GROUP
Flour Milling, June 7 - 18- 1999

- Self 11
- USDA/Cochran 1
- USW 1

International Grains Program
Department of Grain Science and Industry
Kansas State University
Flour Milling Short Course
June 7 - 18, 1999

Jahangir Hossain
Partner
K.B. Flour Mills
264 B.K. Road
Narayanganj
Bangladesh
Phone: 88-02-9712512
Fax: 88-02-9711100
E-Mail:
Sponsor: SELF

Imam Hossain
Executive Director
Progati Flour Mills, Ltd.
172-173 B.K. Road
Narayanganj
Bangladesh
Phone: 88-02-9712807
Fax:
E-Mail:
Sponsor: SELF

Kamrul Mamun
Partner
Prince Flour Mills
211 B.K. Road
Narayanganj
Bangladesh
Phone: 88-02-9712282
Fax: 88-02-9716976
E-Mail:
Sponsor: SELF

Kaoiruddin Miah
Partner
Dewan Flour Mills
2, Old Bank Road
Narayanganj
Bangladesh
Phone: 88-02-9712235
Fax:
E-Mail:
Sponsor: SELF

Nurul Alam Mohammed
Chief Executive Officer
Monty Flour Mills
265 B.K. Road
Narayanganj 1400
Bangladesh
Phone: 88-02-9713884
Fax: 88-02-9716976
E-Mail:
Sponsor: SELF

Mauricio Lauria Sandri
Final Quality Controller
Moinho Paulista Ltda
Rua Joao Pessoa, 536
Santos
Brazil
Phone: 55-13-233-1134
Fax: 55-13-235-5144
E-Mail: nita@moinhopaulista.com.br
Sponsor: SELF

Patrice Carreau Gaschereau
General Manager
G.M.C. (Grand Moulin De La Caraibe)
Scic BP 1089
Pointe Des Carrieres
Fort de France Martinique
French West Indies
Phone: 596-606073
Fax: 596-713508
E-Mail:
Sponsor: SELF

Cristian Luna Segura
Ingeniero de Planta
Cogorno S.A.
Mariscal Miller 450 4 Piso
Callao
Peru
Phone: 511-4293600
Fax: 511-5784503
E-Mail:
Sponsor: SELF

4-45
-4-44

**International Grains Program
Department of Grain Science and Industry
Kansas State University
Flour Milling Short Course
June 7 - 18, 1999**

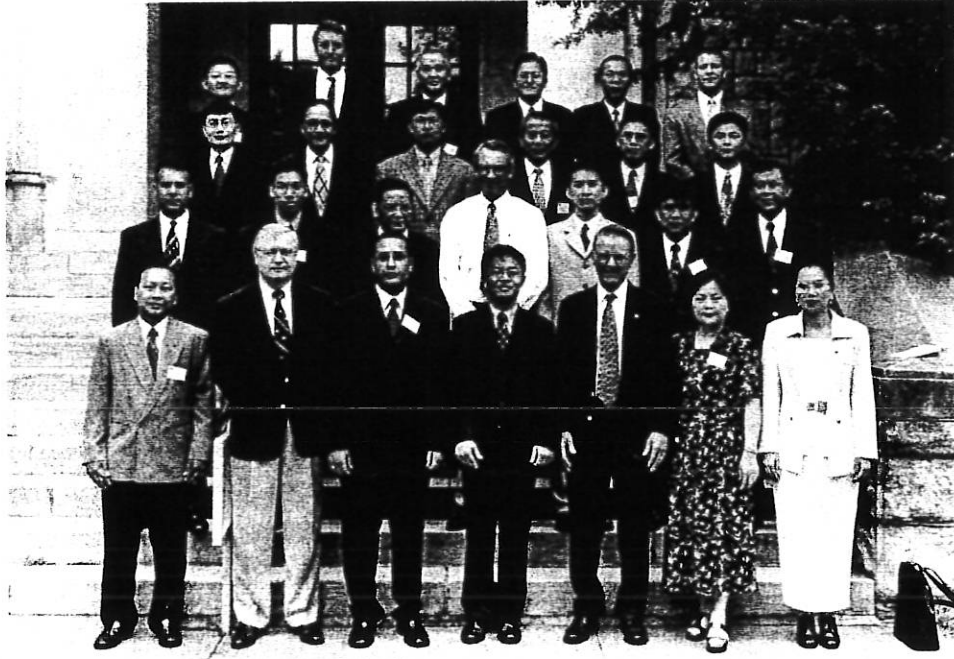
Jaime Sabogal
QA Manager
Molinera Inca S.A.
P.O. Box 976
Trujillo
Peru
Phone: 51-44-242471
Fax: 51-44-258707
E-Mail: jsabogal@conti.com
Sponsor: SELF

Heather Pierre-Antoine
Laboratory Technician
National Flour Mills
27-29 Wrightson Road
Port-of-Spain
Trinidad
West Indies
Phone: 809-625-2416
Fax: 809-625-4389
E-Mail:
Sponsor: USDA-Cochran

Romeo P. Sangalang
Director for Operations
General Milling Corp.
33rd Floor Urban Bank Plaza
Urban Avenue, P.O. Box 1823
Makati City, Metro Manila
Philippines
Phone: 632-887-9091, 632-671-9943
Fax: 632-671-9949
E-Mail: rp_sangalang@genmil.com.ph
Sponsor: USW

Hisham A. Saeed
Manager Trainee
Al-Saeed Trading Co.
525 E. Seaside Way #1509
Long Beach CA 90802
United States
Phone: 967-4-232273
Fax: 967-4-223851
E-Mail: hisham96@aol.com
Sponsor: SELF

Subramanyam (Subi) Bhadriraju
Associate Professor
Department of Grain Science & Industry
201 Shellenberger Hall
Manhattan KS 66506
United States
Phone: 785-532-4092
Fax: 785-532-7010
E-Mail: bhs@wheat.ksu.edu
Sponsor: SELF



**Price Analysis and Risk Management
July 12 - 16, 1999**

SPONSORING GROUP

Price Analysis & Risk Management,
July 12 - 16, 1999

- ASA 11
- Self 10
- USDA/Cochran 2

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Price Analysis & Risk Management Short Course
July 12 -16, 1999

Siswanta Atmadja
Import Manager
PT Teluk Intan
Komplek Delta Bldg, Blok B1-2
Jakarta 10160
Indonesia
Ph: 021 3511688
Fx: 021 3809428 or 3809429
E-Mail: siswanta@cbn.net.id
SELF

Fadjar Indradjaja
Vice President - Director
Wonokoyo
Jl. Kusuma Bangsa No. 79
Surabaya 60273
Indonesia
Ph: 62 31 5340799
Fx: 62 31 547348
E-Mail:
ASA

Eric Suliyanto
Overseas Purchase Manager
PT Charoen Pokphand Indonesia
Jalan ANCOL VIII No. 1
Jakarta 14430
Indonesia
Ph: 021 6912343
Fx: 021 6907324
E-Mail: cpi-proc@rad.net.id
ASA

Achmad Syaifuddin Haq
Director
PT Japfa Comfeed Indonesia
Jl. Daan Mogot KM 12 No. 9
Jakarta 11730
Indonesia
Ph: 62 21 5448670
Fx: 62 21 5448671
E-Mail: dmmw@japfacomfeed.co.id
ASA

(Stella) Pao-Chu Yuan
Chief of Procurement Division
Taiwan Sugar Corporation
266, Chien-Kuo S. Rd., Sec. 1
Taipei Taiwan 106
Rep. Of China
Ph: 886-2-23261639
Fx: 886-2-27034438
E-Mail: a01156@taisugar.com.tw
SELF

Hisham A. Saeed
Manager Trainee
Al-Saeed Trading Co.
P.O. Box 5351
Taiz
Republic of Yemen
Ph: 9674-215171
Fx: 9674-223851
E-Mail: hisham96@aol.com
SELF

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Price Analysis & Risk Management Short Course
July 12 -16, 1999

Timothy Meng Kin Loh
Team Escort - Country Representative
ASA - Singapore
541 Orchard Rd #11-03 Liat Towers
Singapore 238881
Singapore
Ph: 65 737 6233
Fx: 65 737 5849
E-Mail: asalmk@pacific.net.sg
ASA

Chan Wai Cheng
Manager
Bunge Agribusiness PPE Ltd
79 Anson Road #10-01
Singapore 079906
Singapore
Ph: 65 227 0090
Fx: 65 227 7335
E-Mail: wchan@bunge.com.sg
SELF

Ratchanee Apiratikul
Procurement Manager
Thai Vegetable Oil Public Co. Ltd.
149 Ratchadapisek Road
Thonburi Bangkok 10600
Thailand
Ph: 66 2 477 9020
Fx: 662 477 9894
E-Mail: tvo@asiaaccess.net.th
ASA

Sahayod Chiradejsakulwong
Trader
Cargill Siam Limited
18th Fl, Sindhorn Bldg Tower 3
Lumpini, Pathumwan Bangkok 10330
Thailand
Ph: 66 2 263 2929 x258
Fx: 66 2 263 2944
E-Mail:
nantawat_suthiwanich@cargill.com
SELF

Snit Dusadeenoad
Vice Chairman of Exec. Board
Thai Feed Mills Public Co. Ltd.
48 Moo 8
Sampran Nakompathom 73220
Thailand
Ph: 66 2 814 3480-9
Fx: 662 814 1100
E-Mail: tfmpm@LOXINFO.co.th
ASA

Metta Hiranbanthow
Purchasing Manager
Trading Dept/Betagro Agro-Group
46 Petchaheung Road
Samutprakarn 10130
Thailand
Ph: 66 2 816 5011
Fx: 66 2 462 6587
E-Mail: metta.betagro.com
USDA-Cochran

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Price Analysis & Risk Management Short Course
July 12 -16, 1999

Somchai Kungsamutr
Asst Vice President
Charoen Pokphand (C.P.) Trading Group
Co., Ltd.
C.P. Tower, 18th Fl
Bangrak Bangkok 10500
Thailand
Ph: 66 2 638 2336
Fx: 662 631 0987
E-Mail: somchai@cptrading.co.th
ASA

Yook Mahaisiriyodom
Office Manager
Thanakorn Veg Oil Products Co. Ltd.
99 Soi Thanakorn
Samutprakarn 10290
Thailand
Ph: 66 2 425 8930
Fx: 662 425 8938 or 819 7478
E-Mail: yook@mozart.inet.co.th
ASA

Adul Premprasert
Deputy Factory Manager
Thanakorn Vegetable Oil Products Co.,
Ltd.
99 Soi Thanakorn
Phrasamutjedi Samutprakarn 10290
Thailand
Ph: 66 2 425 8930
Fx: 662 425 8938 or 819 7478
E-Mail: apremprasert@hotmail.com
SELF

Sujin Sirimongkolkasem
Purchasing Manager
Krungthai Feedmill Public Co. Ltd.
69/6-13 Suksawatdi Road
Bangkok 10140
Thailand
Ph: 66 2 463-0050 or 464-0800
Fx: 662 436-8310
E-Mail:
ASA

Opas Supamornpun
Team Escort - Country Representative
ASA - Thailand
252/119 24th Flr. Muangthai-Patra
Complex 2
Huaykwang Bangkok 10320
Thailand
Ph: 66 2 693 2872 x2111
Fx: 662 693 2900
E-Mail: asathai@loxinfo.co.th
ASA

Nantawat Suthiwanich
Senior Trader
Cargill Siam Ltd.
130-132 Wittayu Rd., 18th Fl, Sindhorn
Bldg 3
Lumpini Pathumwan Bangkok 10330
Thailand
Ph: 66 2 263 2929 x 251
Fx: 66 2 2632944
E-Mail:
nantawat_suthiwanich@cargill.com
USDA-Cochran

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Price Analysis & Risk Management Short Course
July 12 -16, 1999

Somyot Tangchittawongul
Chief of Section - Raw Materials Purchase
Thanakorn Vegetable Oil Products Co.,
Ltd.
99 Soi Thanakorn, Phrasamutjedi Road
Phrasamutjedi Samutprakarn 10290
Thailand
Ph: 66 2 425 8930
Fx: 662 425 8938 or 819 7478
E-Mail: somyot123456@hotmail.com
SELF

Khem Wanglee
Student
Thanakorn Vegetable Oil Products Co.,
Ltd.
99 Soi Thanakorn
Phrasamutjedi Samutprakarn 10290
Thailand
Ph: 66 2 452 8930
Fx: 662 425 8938 or 819 7478
E-Mail: wanglk@rpi.edu
SELF

Peter Thornton
ASA Marketing Manager - Asia
ASA - USA
12125 Woodcrest Executive Drive
St. Louis MO 63141
USA
Ph: 314 576 1770 x 313
Fx: 314 576 2786
E-Mail: pthornton@asaim.soy.org
ASA

Simon Pedro Deffendini
General Manager - Flour Division
Cargill de Venezuela, C.A.
Av. Francisco de Miranda, edif Parque
Cristal
Los Palos Grandes, Caracas
Venezuela
Ph: 58 2 2085119
Fx: 58 2 2841942
E-Mail: pedro_deffendini@cargill.com
SELF

Santiago A Machado I
Key Accounts Manager
Cargill de Venezuela, C.A.
Av. Francisco de Miranda, edif Parque
Cristal
Los Palos Grandes, Caracas
Venezuela
Ph: 58 2 2085111
Fx: 58 2 2841942
E-Mail: ogaitnas@eldish.net
SELF



**Wheat Purchasing Short Course for Mexico
September 20 - 23, 1999**

SPONSORING GROUP

Wheat Purchasing for Mexico,
September 20 - 23, 1999

- USW- Mexico 5
- USW-India 3
 - (Joined for 2 days)

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Wheat Purchasing Short Course for Mexico
September 20 -23, 1999

Hector Manuel Gallego
Molineria de Valle, S.A.
Calz. A. Lopez Mateos 1822
Mexicali, B.C.
Mexico
Ph: (65) 57 24 75 al 77
Fx:(65) 57 16 80 or 57 18 19
E-Mail:
USW

Jose Carlos Rodriguez Ramirez
Gerente de Abastecimientos de Importacion
GAMESA
Av. Colon N 2313 Pte
Monterey, N.L.
Mexico
Ph: 01 8 389 5927
Fx:01 8 389 5945
E-Mail: josecarlos.rodriguez@intl.fritolay.com
USW

Armando Rosales Buenrostro
Gerente General
Industrial Molinera San Vicente de Paul, S.A.
de C.V.
Calle Cuauhtemoc No 15
Azcopotzalco, D.F.
Mexico
Ph: 561 33 81 or 352 87 34
Fx:561 30 80
E-Mail: arosabue@gibsa.com.mx
USW

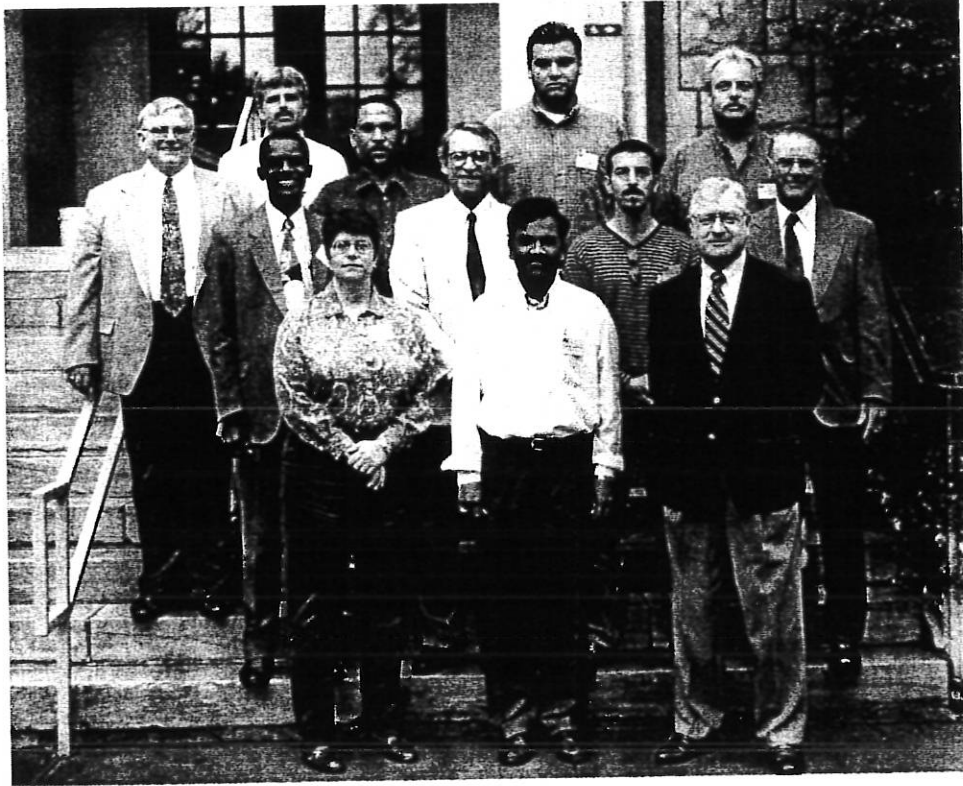
Oscar Guerra Aguilar
Gerente de Compras de Trigo
Molinera de Mexico S.A. de C.V.
Rio de la Plata 407 Ote.
Garza Garcia, N.L.
Mexico
Ph: 8 3993254, 3993281
Fx:8 3993235
E-Mail: OSCAR_GUERRA@gruma.com
USW

Federico Gonzalez Gomez
Harinera Queretana S.A. de C.V.
Ant. Carretera a San Miguel Allende km2
Queretaro Qro
Mexico
Ph: 42 16 35 35
Fx:
E-Mail: harquer@qro1.telmex.com.mx
USW

Steve Wirsching
Assistant Regional Director
US Wheat Associates - Mexico
Jaime Balmes No. 8 Suite 201
Col. Polanco Mexico D.F. 11510
Mexico
Ph: 525 281 6560
Fx:525 281 3455
E-Mail: swirschi@uswheat.org
USW Rep

Rosemary Smith
Interpreter
2716 Albemarle Drive
Alexandria Virginia 22303
United States
Ph: 703 960 0782
Fx:703 960 0782
E-Mail: girasol1@earthlink.net
USW

Jane Rizo-Patron
Interpreter
202 Tamasse Drive
Clemson North Carolina 29631
United States
Ph: 864 654 7460
Fx:864 654 7565
E-Mail: jrp@innova.net
USW



**Feed Manufacturing Short Course
September 27 - October 8, 1999**

SPONSORING GROUP

Feed Manufacturing,
September 27 - October 8, 1999

- Self 7
- Other 1

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Feed Manufacturing Short Course
September 27 - October 8, 1999

Roy Botma
Plant Manager
Land O Lakes
P.O. Box 700
Wingham Ontario NOG-2WO
Canada
Ph: 519-357-3411
Fx: 519-357-4222
E-Mail: rbotm@landolakes.com
SELF

Juan J. Gonzalez R.
Plant Manager
Colanta
Carrera 42 No. 50-277.Plaña
Concentrados
Itagui
Colombia
Ph: 574-374-0000
Fx: 574-281-4821
E-Mail: JuanJ62@hotmail.com or
colanta4@medellin.impsat.net.co
SELF

Martin Apraku Amankwah
Manager
MGV Enterprise
P.O. Box 415
Sunyani
Ghana
Ph: 233 61 7019
Fx: 233 61 7336/7203
E-Mail: amankwah_sy@hotmail.com
USDA-Cochran

Luis S. Gomez Cobo
Plant Manager
Rolados y Forrajes Los Olivos S.A. de
C.V.
Constituyentes #69 ote
Mexico
Ph: 52-42-39-08-83, 39-01-27
Fx: 52-42-23-81-63
E-Mail: olivos@qro1.telmex.net.mx or
lsgcobo@hotmail.com
SELF

Jorge Alberto Walls Rosales
Administrative Manager
Forrajes el Nogal, S.A. de C.V.
Avenida 20 de Noviembre #934
Jalisco - Ocotlan
Mexico
Ph: 52-392-53000
Fx: 52-392-63000
E-Mail: fno97@cysc.cienega.com.mx or
jorge_walls@usa.net
SELF

Roger Salandy
Process Plant Operator
National Flour Mill Ltd
27-29 Wrightson Rd
Port-of-Spain
Trinidad & Tobago
Ph: 809 625 2417
Fx: 809 623 0956
E-Mail:
SELF

INTERNATIONAL GRAINS PROGRAM
Department of Grain Science & Industry
Kansas State University, Manhattan, Kansas
Feed Manufacturing Short Course
September 27 - October 8, 1999

Mary C. Maurice
Customer Products Marketing Manager
Cargill, Inc.
15615 McGinty Road W.
Wayzata Minnesota 55391
United States
Ph: 612-742-2679
Fx: 612-742-4962
E-Mail: Mary_Maurice@cargill.com
SELF

Pagadala Eswara Prasad
Visiting FAO Fellow
International Meat and Livestock Program
134 Weber Hall
Manhattan KS 66506
United States
Ph: 785-532-1241 or 785 395 5658
Fx: 785-532-7059
E-Mail: eswarap@excite.com
IMLP

4-57
4-56



Department of Grain Science & Industry
201 Shellenberger Hall

Kansas State University
Manhattan, KS 66506-2204 USA
E-Mail: IGP@WHEAT.KSU.EDU

Phone: 785-532-4070/4071/6161
Fax: 785-532-6080

INTERNATIONAL GRAINS PROGRAM ACTIVITY IN SHORT COURSES & SEMINARS

1987 - 1999

Contents:

Table 1	Number of Participants by Sponsoring Agency: IGP Short Courses & Seminars, 1987-99
Figure 1	Participants by Sponsoring Agency: Courses & Seminars in the U.S., 1987-99
Table 2	Number of Participants by Each Type of IGP Short Course & Seminar in the U.S., 1987-99
Figure 2	Participants for Each Type of Short Course & Seminar in the U.S., 1987-99
Table 3	Number of Participants by Sponsoring Agency for All IGP Short Courses & Seminars, 1987-99
Figure 3	Participants by Sponsor: All Short Courses & Seminars, 1987-99

Table 1
 Number of Participants by Sponsoring Agency
 IGP Short Courses & Seminars in the U.S.
 1987-99

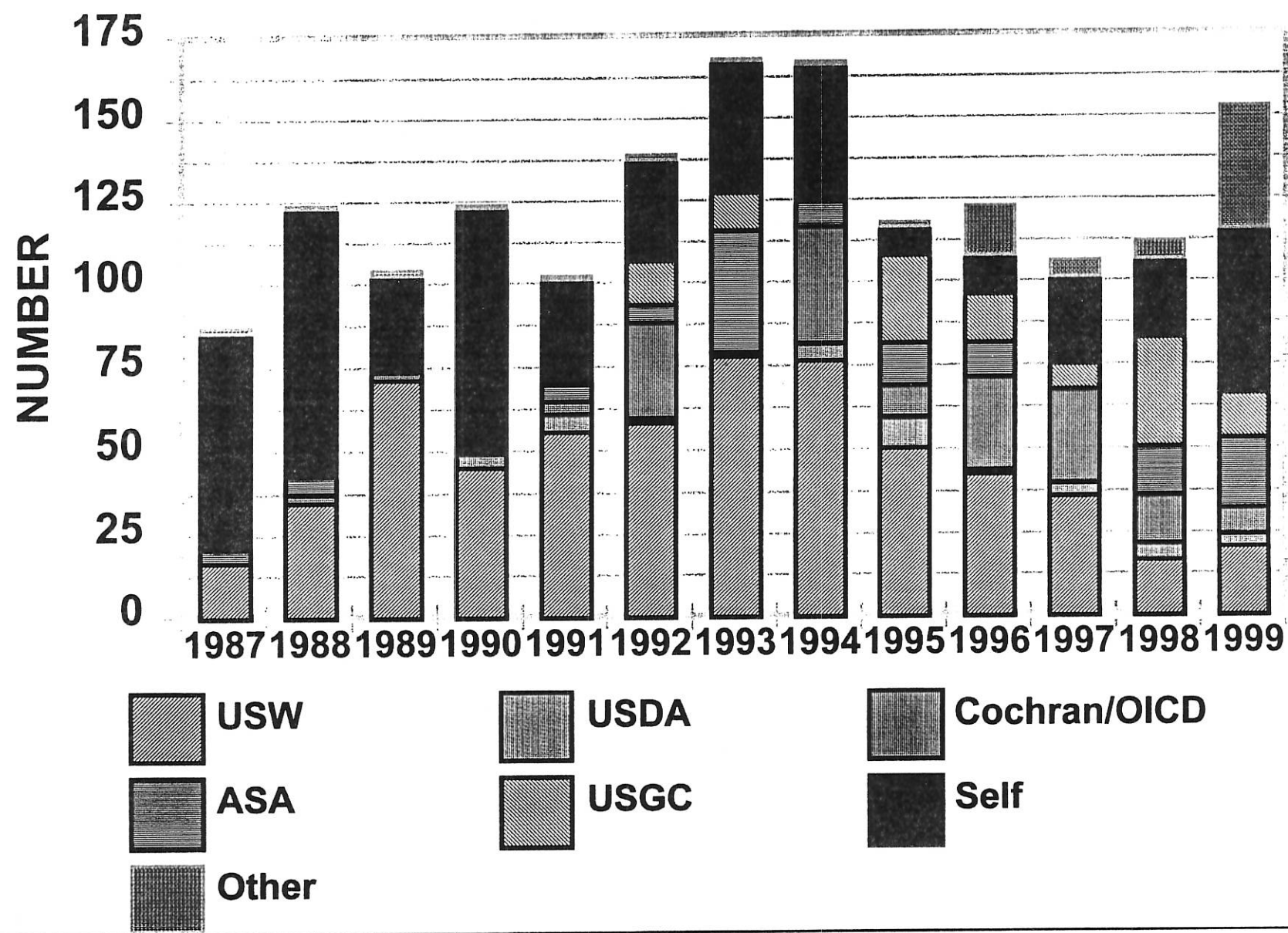
YEAR	USW	USDA	Cochran/ OICD	ASA	USGC	Self	Other	Total
1987	17	0	0	5	0	65	0	87
1988	36	0	2	6	0	80	0	124
1989	72	0	3	0	0	29	0	104
1990	46	4	0	0	0	74	0	124
1991	57	5	4	5	1	30	0	102
1992	59	2	28	6	12	32	0	139
1993	79	1	0	36	12	40	0	168
1994	77	6	35	8	0	41	0	167
1995	51	10	9	13	26	9	0	118
1996	43	2	27	11	14	11	15	123
1997	37	4	27	0	8	26	4	106
1998	18	5	14	14	33	23	5	112
1999	21	4	8	21	13	50	36	153

Other for 1999: 35 persons attending Marketing Wheat in Mexico Seminar held in Oklahoma City October 1999.

December 13, 1999

85-7
65-7

PARTICIPANTS BY SPONSORING AGENCY: COURSES & SEMINARS IN THE U.S, 1987-99



4-60
#59

Table 2
Number of Participants by Each On-Campus
IGP Short Course in the U.S., 1987-99

YEAR	Flour Milling	Purchasing/ Risk Management	Feed Manufacturing	Other	Total
1987	48	21	18	0	87
1988	43	26	22	33	124
1989	52	24	18	10	104
1990	55	43	12	14	124
1991	19	32	25	26	102
1992	24	72	19	24	139
1993	21	99	39	9	168
1994	22	115	15	15	167
1995	25	50	21	22	118
1996	29	50	21	23	123
1997	22	53	6	25	106
1998	9	45	28	30	112
1999	13	71	21	13	118

December 13, 1999

PARTICIPANTS FOR EACH ON-CAMPUS SHORT COURSE IN THE U.S., 1987-99

0974
4-6/99

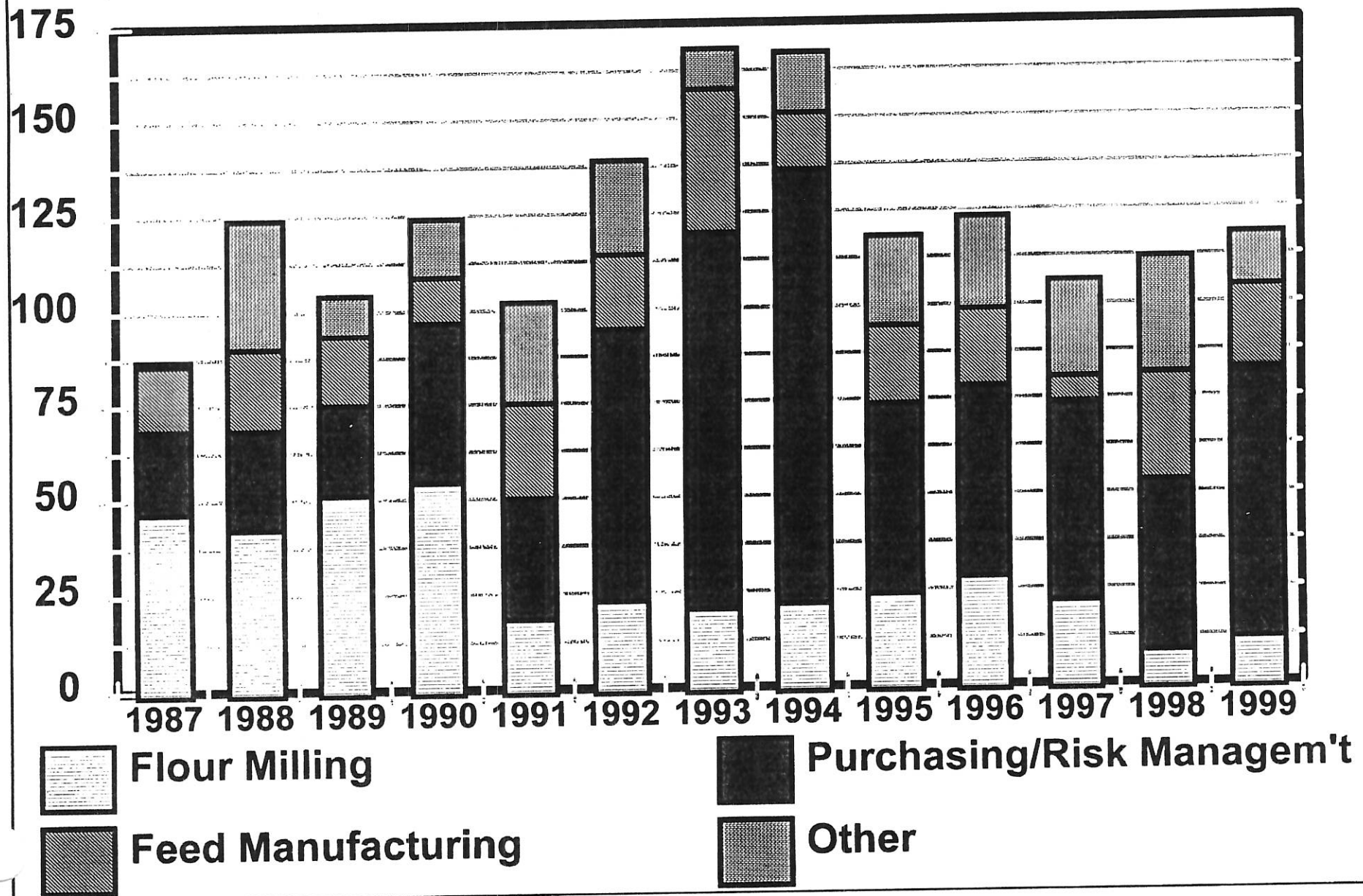


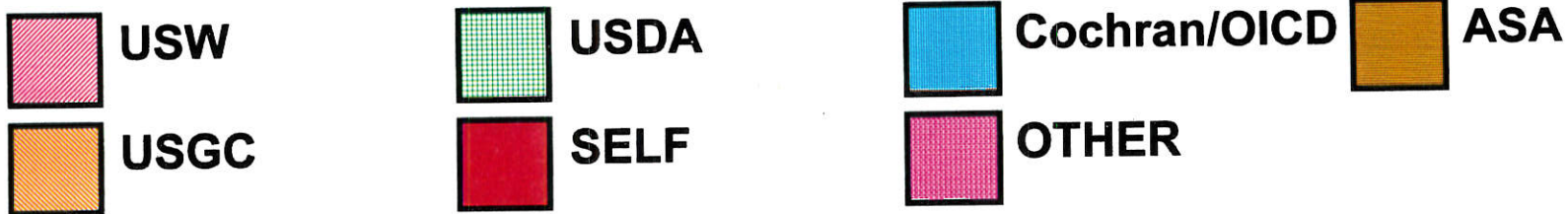
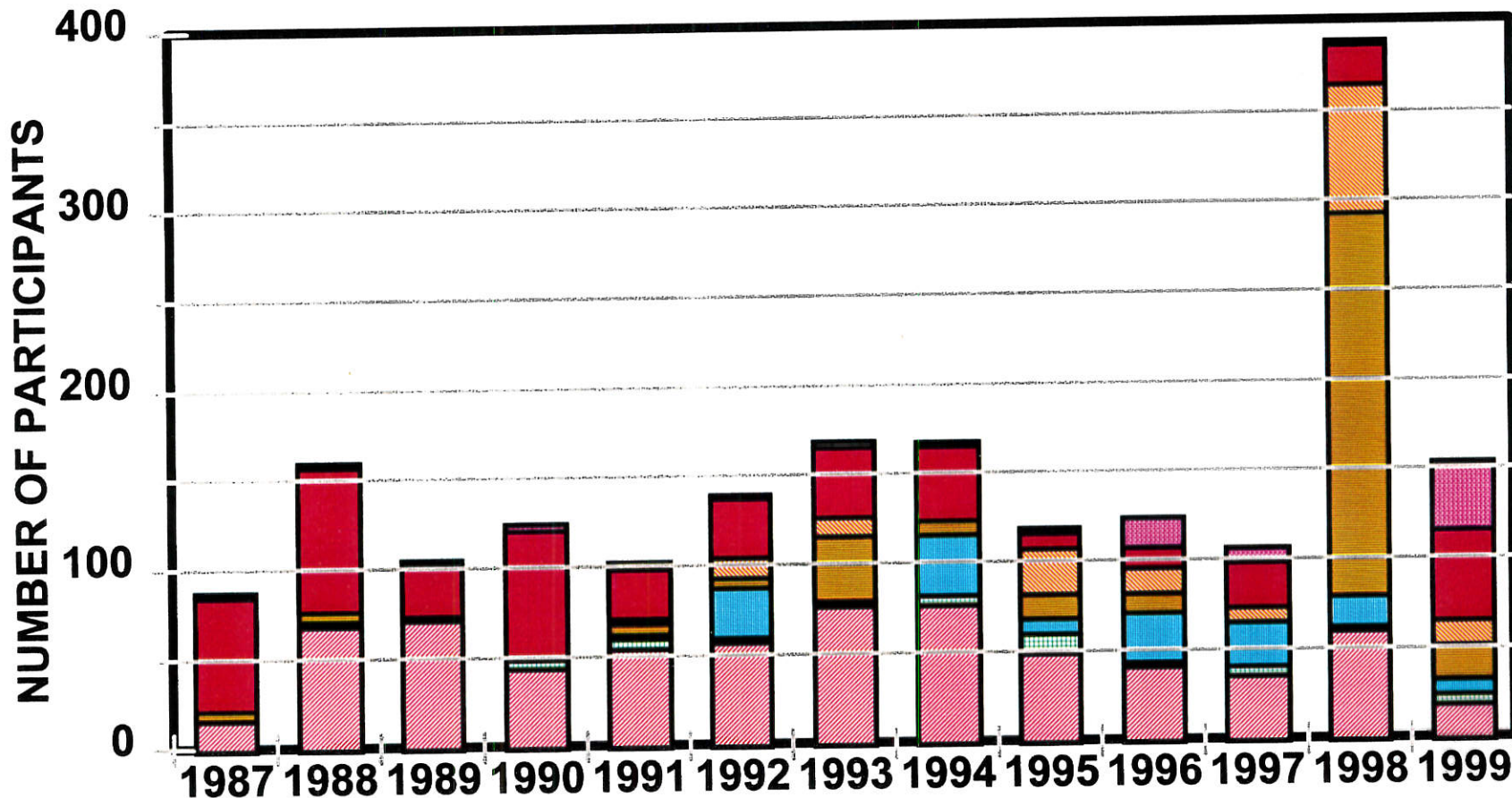
Table 3
Number of Participants by Sponsoring Agency for All IGP
Short Courses & Seminars, 1987-99*

YEAR	USW	USDA	Cochran/ OICD	ASA	USGC	Self	Other	Total
1987	17	0	0	5	0	65	0	87
1988	71	0	2	6	0	80	0	159
1989	72	0	3	0	0	29	0	104
1990	46	4	0	0	0	74	0	124
1991	57	5	4	5	1	30	0	102
1992	59	2	28	6	12	32	0	139
1993	79	1	0	36	12	40	0	168
1994	77	6	35	8	0	41	0	167
1995	51	10	9	13	26	9	0	118
1996	43	2	27	11	14	11	15	123
1997	37	4	27	0	8	26	4	106
1998	61	5	14	215	72	21	0	388
1999	21	4	8	21	13	50	36	153

* 1988 includes a short course for Yugoslavia by USW and 1998 includes three short courses presented overseas: Turkey by ASA, Egypt by USW and Guatemala by USGC. The Other Category for 1999 includes 35 persons attending the Marketing Wheat In Mexico Seminar in Oklahoma City in October.

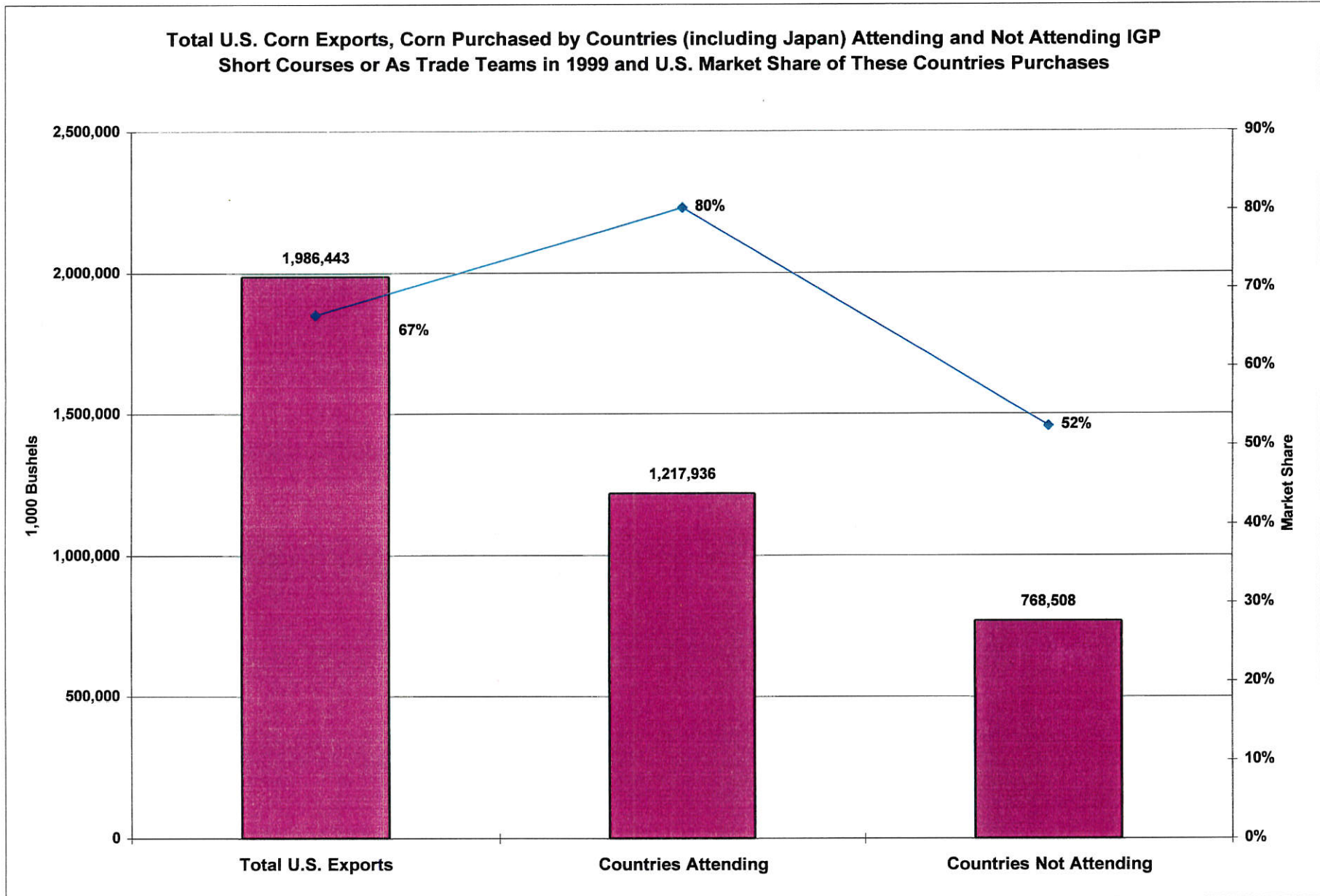
December 13, 1999

PARTICIPANTS BY SPONSOR: ALL SHORT COURSES & SEMINARS, 1987-99



4-63-99-1

4-64
49-1
39-7
#-63



4-65 #464

TABLE 1
Corn Trade in the World, 1998

Countries	Oct-Sep MY U.S.				Market Share	
	Exports (1,000 MT)	Oct-Sep Imports (1,000 MT)	Oct-Sep MY U.S. (1,000 Bushels)	Oct-Sep Imports (1,000 Bushels)	U.S.	Competitors
-WORLD	50,458	76,031	1,986,443	2,993,207	66%	34%
* COUNTRIES ATTENDING IGP IN 1999						
JAPAN	15,318	16,336	603,043	643,120	94%	6%
MEXICO	5,591	5,612	220,108	220,935	100%	0%
EGYPT	2,954	3,700	116,294	145,663	80%	20%
COLOMBIA	1,497	1,570	58,934	61,808	95%	5%
VENEZUELA	1,329	1,500	52,320	59,052	89%	11%
CANADA	903	903	35,550	35,550	100%	0%
TURKEY	689	1,000	27,125	39,368	69%	31%
PERU	635	1,000	24,999	39,368	64%	37%
SYRIA	418	550	16,456	21,653	76%	24%
CHINA	262	270	10,314	10,629	97%	3%
REP. OF SOUTH AFRICA	191	300	7,519	11,810	64%	36%
LEBANON	182	400	7,165	15,747	46%	55%
CYPRUS	131	135	5,157	5,315	97%	3%
BRAZIL	121	968	4,764	38,108	13%	88%
INDONESIA	121	475	4,764	18,700	25%	75%
YEMEN UNITED	110	150	4,331	5,905	73%	27%
KENYA	96	500	3,779	19,684	19%	81%
TRINIDAD AND TOBAGO	86	100	3,386	3,937	86%	14%
INDIA	85	200	3,346	7,874	43%	58%
TANZANIA	80	150	3,149	5,905	53%	47%
PHILIPPINES	49	150	1,929	5,905	33%	67%
THAILAND	37	150	1,457	5,905	25%	75%
ZIMBABWE	24	350	945	13,779	7%	93%
GERMANY UNITED	9	1,000	354	39,368	1%	99%
SENEGAL	8	20	315	787	40%	60%
VIETNAM	7	125	276	4,921	6%	94%
GHANA	4	5	157	197	80%	20%
FORMER YUGOSLAVIA	0	525	0	20,668	0%	100%
POLAND	0	200	0	7,874	0%	100%
SINGAPORE	0	75	0	2,953	0%	100%
NORWAY	0	40	0	1,575	0%	100%
NIGERIA	0	0	0	0	0%	0%
ETHIOPIA	0	0	0	0	0%	0%
UGANDA	0	0	0	0	0%	0%
LESOTHO	0	0	0	0	0%	0%
MADAGASCAR	0	0	0	0	0%	0%
PAKISTAN	0	0	0	0	0%	0%
AUSTRALIA	0	0	0	0	0%	0%
SubTotal	30,937	38,459	1,217,936	1,514,064	80%	20%

59-H
99-7
4-6-65

TABLE 1
Corn Trade in the World, 1998

Countries	Oct-Sep MY U.S.		Oct-Sep MY U.S.		Market Share	
	Exports (1,000 MT)	Oct-Sep Imports (1,000 MT)	(1,000 Bushels)	Oct-Sep Imports (1,000 Bushels)	U.S.	Competitors
* COUNTRIES NOT ATTENDING IGP in 1999						
KOREA SOUTH	6,659	7,517	262,153	295,931	89%	11%
TAIWAN	4,537	4,575	178,614	180,110	99%	1%
SAUDI ARABIA	1,175	1,500	46,258	59,052	78%	22%
ALGERIA	947	1,100	37,282	43,305	86%	14%
DOMINICAN REPUBLIC	801	816	31,534	32,124	98%	2%
MOROCCO	618	750	24,330	29,526	82%	18%
CHILE	526	1,268	20,708	49,919	41%	59%
MALAYSIA	475	2,500	18,700	98,421	19%	81%
TUNISIA	473	625	18,621	24,605	76%	24%
RUSSIA	405	650	15,944	25,589	62%	38%
ISRAEL	395	650	15,550	25,589	61%	39%
GUATEMALA	380	400	14,960	15,747	95%	5%
COSTA RICA	368	429	14,488	16,889	86%	14%
EL SALVADOR	345	375	13,582	14,763	92%	8%
ECUADOR	279	286	10,984	11,259	98%	2%
PANAMA	265	270	10,433	10,629	98%	2%
JAMAICA	207	210	8,149	8,267	99%	1%
HONDURAS	109	125	4,291	4,921	87%	13%
IRAN	105	750	4,134	29,526	14%	86%
JORDAN	103	500	4,055	19,684	21%	79%
SPAIN	93	2,800	3,661	110,231	3%	97%
NICARAGUA	58	75	2,283	2,953	77%	23%
BELGIUM LUXEMBOURG	56	900	2,205	35,431	6%	94%
RWANDA	56	60	2,205	2,362	93%	7%
MALTA AND GOZO	20	25	787	984	80%	20%
ROMANIA	12	150	472	5,905	8%	92%
NEW ZEALAND	11	15	433	591	73%	27%
ANGOLA	10	75	394	2,953	13%	87%
KOREA NORTH	10	200	394	7,874	5%	95%
GUYANA	7	7	276	276	100%	0%
SOMALIA	4	20	157	787	20%	80%
CAMEROON	4	15	157	591	27%	73%
CONGO BRAZZAVILLE	3	20	118	787	15%	85%
HONG KONG	2	15	79	591	13%	87%
FRANCE	1	200	39	7,874	1%	100%
NETHERLANDS	1	2,100	39	82,673	0%	100%
UNITED KINGDOM	1	1,550	39	61,021	0%	100%
PORTUGAL	0	1,050	0	41,337	0%	100%
ITALY	0	1,000	0	39,368	0%	100%
GREECE	0	450	0	17,716	0%	100%
ZAMBIA	0	200	0	7,874	0%	100%
LIBYA	0	200	0	7,874	0%	100%
KUWAIT	0	175	0	6,889	0%	100%
IRELAND	0	100	0	3,937	0%	100%
DENMARK	0	75	0	2,953	0%	100%
CZECH REPUBLIC	0	75	0	2,953	0%	100%

4-67
4-66

TABLE 1
Corn Trade in the World, 1998

Countries	Oct-Sep MY U.S.		Oct-Sep MY U.S.		Market Share	
	Exports (1,000 MT)	Imports (1,000 MT)	Imports (1,000 Bushels)	Exports (1,000 Bushels)	U.S.	Competitors
CUBA	0	70	0	2,756	0%	100%
BEARAR	0	50	0	1,968	0%	100%
AUSTRIA	0	40	0	1,575	0%	100%
LITHUANIA	0	40	0	1,575	0%	100%
SWITZERLAND	0	35	0	1,378	0%	100%
URUGUAY	0	30	0	1,181	0%	100%
MALAWI	0	25	0	984	0%	100%
MOZAMBIQUE	0	25	0	984	0%	100%
CAPE VERDE ISLANDS	0	15	0	591	0%	100%
HAITI	0	5	0	197	0%	100%
ARGENTINA	0	1	0	39	0%	100%
BOLIVIA	0	0	0	0	0%	0%
PARAGUAY	0	0	0	0	0%	0%
FINLAND	0	0	0	0	0%	0%
SWEDEN	0	0	0	0	0%	0%
ALBANIA	0	0	0	0	0%	0%
BULGARIA	0	0	0	0	0%	0%
HUNGARY	0	0	0	0	0%	0%
ESTONIA	0	0	0	0	0%	0%
LATVIA	0	0	0	0	0%	0%
MOLDOVA	0	0	0	0	0%	0%
UKRAINE	0	0	0	0	0%	0%
ARMENIA	0	0	0	0	0%	0%
AZERBAIJAN	0	0	0	0	0%	0%
GEORGIA	0	0	0	0	0%	0%
KAZAKSTAN	0	0	0	0	0%	0%
KYRGYSTAN	0	0	0	0	0%	0%
TAJKIKISTAN	0	0	0	0	0%	0%
TURKMENISTAN	0	0	0	0	0%	0%
UZBEKISTAN	0	0	0	0	0%	0%
BENIN	0	0	0	0	0%	0%
BURKINA	0	0	0	0	0%	0%
CHAD	0	0	0	0	0%	0%
COTE D IVOIRE	0	0	0	0	0%	0%
GAMBIA	0	0	0	0	0%	0%
GUINEA	0	0	0	0	0%	0%
GUINEA BISSAU	0	0	0	0	0%	0%
MALI	0	0	0	0	0%	0%
BOTSWANA	0	0	0	0	0%	0%
MAURITANIA	0	0	0	0	0%	0%
SIERRA LEONE	0	0	0	0	0%	0%
TOGO	0	0	0	0	0%	0%
CENTRAL AFRICAN REPUBLIC	0	0	0	0	0%	0%
ZAIRE	0	0	0	0	0%	0%
BURUNDI	0	0	0	0	0%	0%
SWAZILAND	0	0	0	0	0%	0%
IRAQ	0	0	0	0	0%	0%

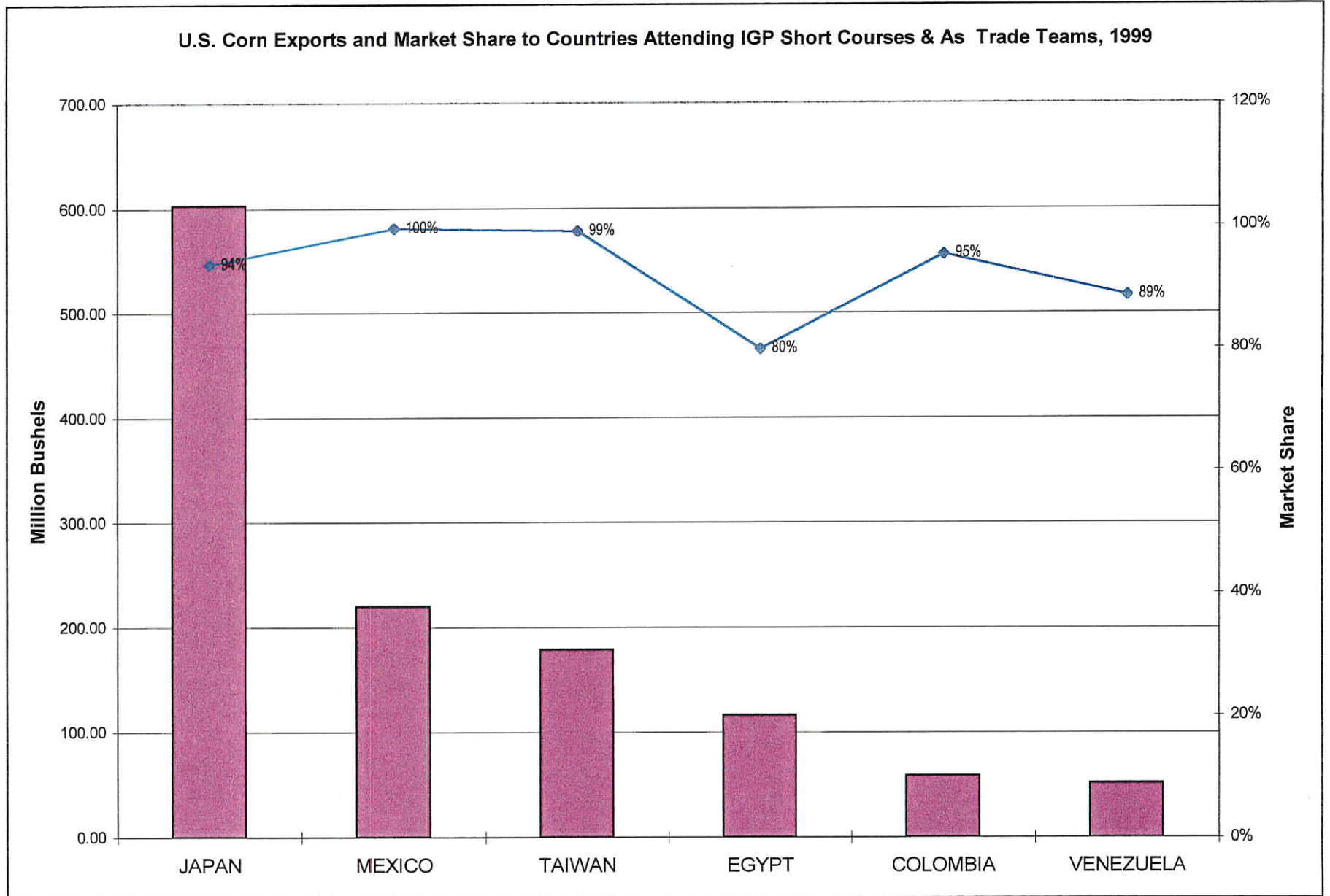
4-68
4-67

TABLE 1
Corn Trade in the World, 1998

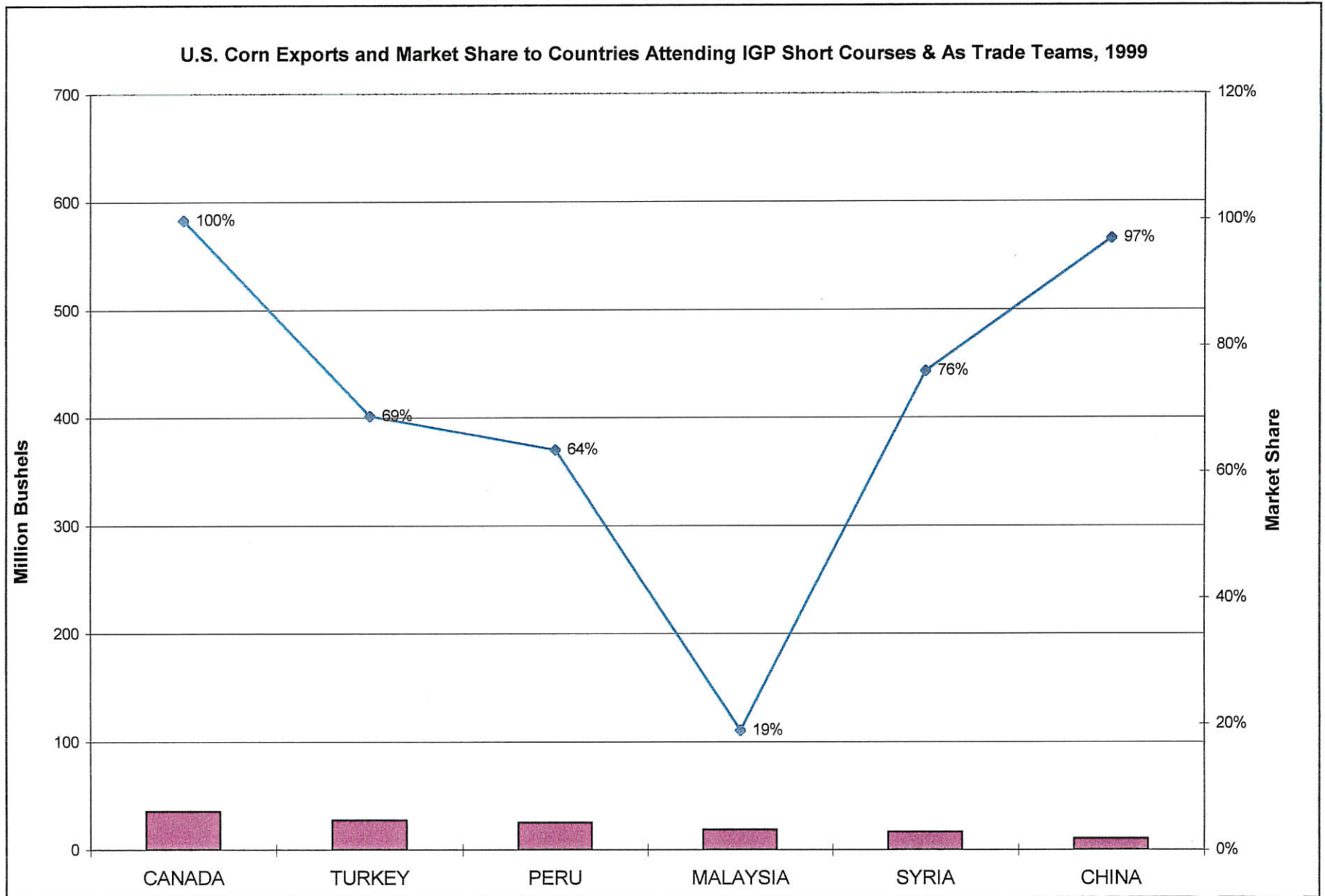
Countries	Oct-Sep MY U.S.				Market Share	
	Exports (1,000 MT)	Oct-Sep Imports (1,000 MT)	Oct-Sep MY U.S. (1,000 Bushels)	Oct-Sep Imports (1,000 Bushels)	U.S.	Competitors
BURMA MYANMAR	0	0	0	0	0%	0%
CAMBODIA KAMPUCHEA KHMER	0	0	0	0	0%	0%
AFGHANISTAN	0	0	0	0	0%	0%
BHUTAN	0	0	0	0	0%	0%
NEPAL	0	0	0	0	0%	0%
SubTotal Not Attending	19,521	37,184	768,508	1,463,869	52%	48%
Grand Total	50,458	75,643	1,986,443	2,977,933	67%	33%

Source: "Production, Supply and Distribution (PS&D)," Economic Research Service, U.S. Department of Agriculture
Washington, D.C., 12-10-99

894
694
468



4-76
H-69



4-71
11-1
4-70

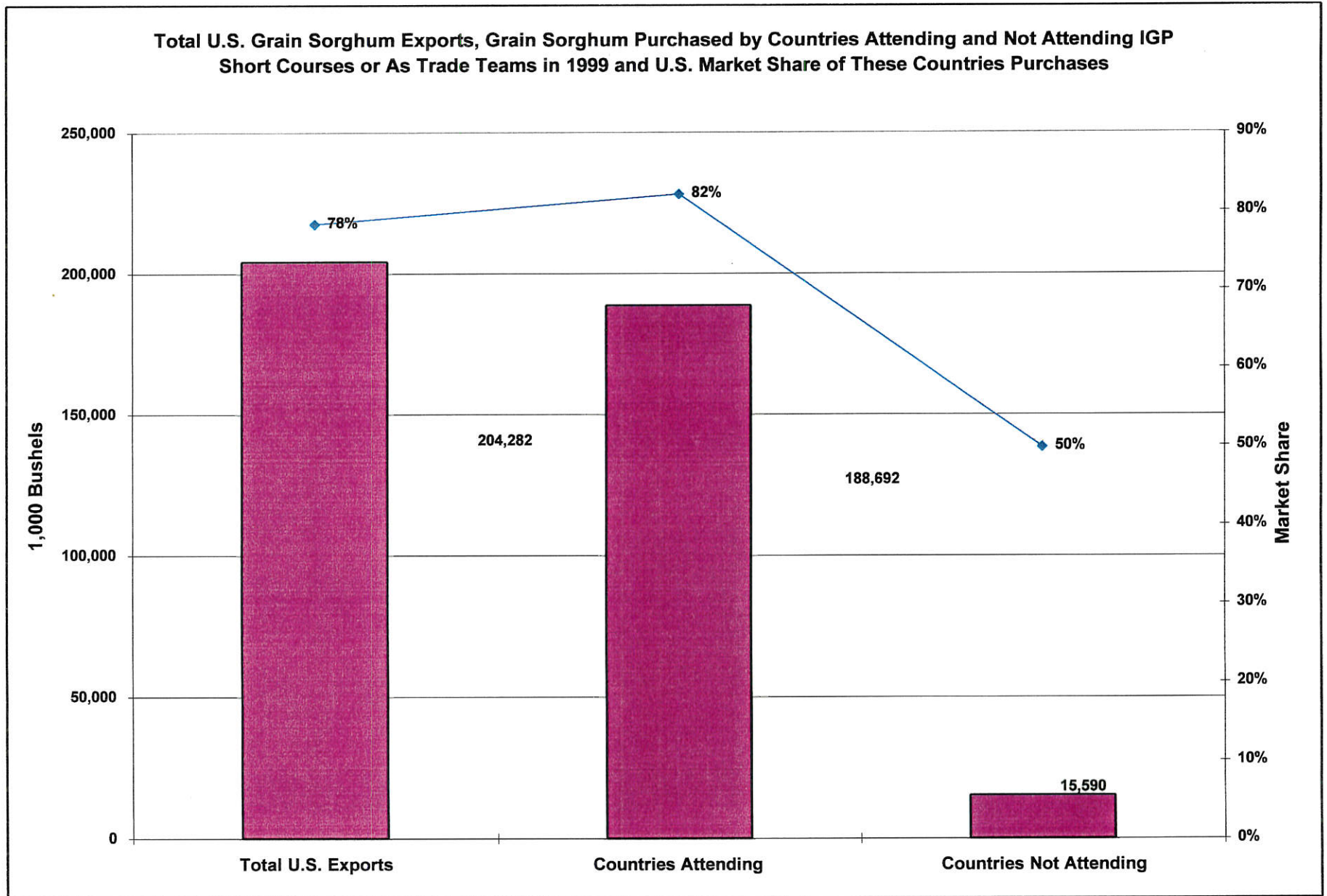


TABLE 2
Grain Sorghum Trade in the World, 1998

Countries	Oct-Sep MY U.S.		Oct-Sep MY U.S.		Market Share	
	Exports (1,000 MT)	Imports (1,000 MT)	Exports (1,000 Bushels)	Imports (1,000 Bushels)	U.S. Competitors	
-WORLD	5,189	6,641	204,282	261,445	78%	22%
* COUNTRIES ATTENDING IGP in 1999						
MEXICO	3,295	3,300	129,718	129,915	100%	0%
JAPAN	1,480	2,453	58,265	96,570	60%	40%
NIGERIA	18	20	709	787	90%	10%
BRAZIL	0	25	0	984	0%	100%
COLOMBIA	0	10	0	394	0%	100%
PERU	0	10	0	394	0%	100%
GERMANY UNITED	0	10	0	394	0%	100%
VENEZUELA	0	0	0	0	0%	0%
POLAND	0	0	0	0	0%	0%
REP. OF SOUTH AFRICA	0	0	0	0	0%	0%
GHANA	0	0	0	0	0%	0%
SENEGAL	0	0	0	0	0%	0%
ETHIOPIA	0	0	0	0	0%	0%
KENYA	0	0	0	0	0%	0%
TANZANIA	0	0	0	0	0%	0%
UGANDA	0	0	0	0	0%	0%
LESOTHO	0	0	0	0	0%	0%
ZIMBABWE	0	0	0	0	0%	0%
EGYPT	0	0	0	0	0%	0%
CYPRUS	0	0	0	0	0%	0%
TURKEY	0	0	0	0	0%	0%
YEMEN UNITED	0	0	0	0	0%	0%
CHINA	0	0	0	0	0%	0%
THAILAND	0	0	0	0	0%	0%
INDIA	0	0	0	0	0%	0%
PAKISTAN	0	0	0	0	0%	0%
AUSTRALIA	0	0	0	0	0%	0%
SubTotal	4,793	5,828	188,692	229,438	82%	18%
* COUNTRIES NOT ATTENDING IGP in 1999						
SPAIN	196	300	7,716	11,810	65%	35%
MOROCCO	107	108	4,212	4,252	99%	1%
ISRAEL	92	100	3,622	3,937	92%	8%
ITALY	1	50	39	1,968	2%	98%
BELGIUM LUXEMBOURG	0	75	0	2,953	0%	100%
HONDURAS	0	50	0	1,968	0%	100%
NETHERLANDS	0	50	0	1,968	0%	100%
NORWAY	0	40	0	1,575	0%	100%
SUDAN	0	10	0	394	0%	100%
NICARAGUA	0	5	0	197	0%	100%

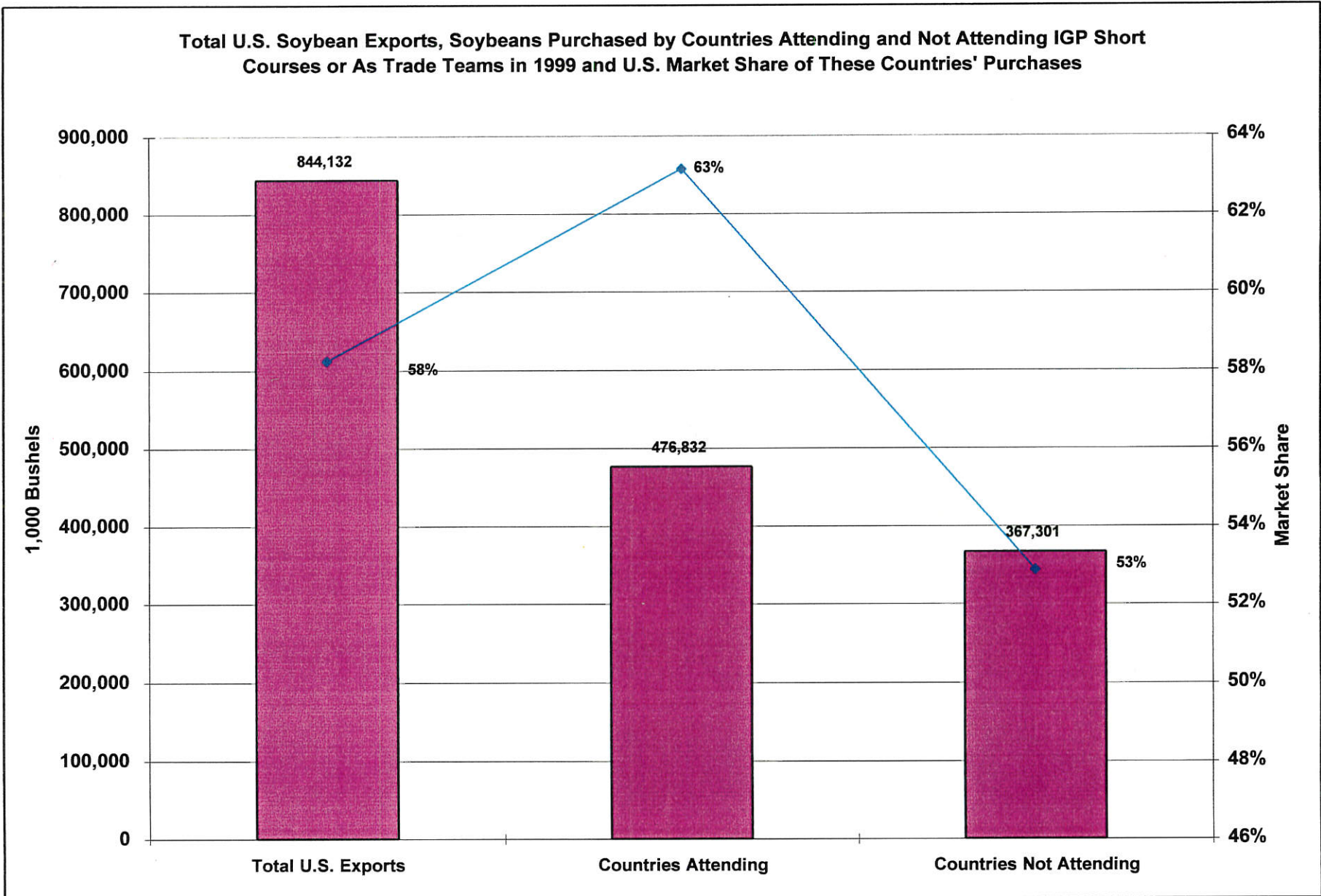
4-73
#790

TABLE 2
Grain Sorghum Trade in the World, 1998

Countries	Oct-Sep MY U.S.				Market Share	
	Exports	Oct-Sep Imports	Oct-Sep MY U.S.	Oct-Sep Imports	U.S. Competitors	
	(1,000 MT)	(1,000 MT)	(1,000 Bushels)	(1,000 Bushels)		
KOREA SOUTH	0	5	0	197	0%	100%
DOMINICAN REPUBLIC	0	0	0	0	0%	0%
HAITI	0	0	0	0	0%	0%
JAMAICA	0	0	0	0	0%	0%
COSTA RICA	0	0	0	0	0%	0%
EL SALVADOR	0	0	0	0	0%	0%
GUATEMALA	0	0	0	0	0%	0%
ARGENTINA	0	0	0	0	0%	0%
ECUADOR	0	0	0	0	0%	0%
PARAGUAY	0	0	0	0	0%	0%
URUGUAY	0	0	0	0	0%	0%
FRANCE	0	0	0	0	0%	0%
IRELAND	0	0	0	0	0%	0%
PORTUGAL	0	0	0	0	0%	0%
UNITED KINGDOM	0	0	0	0	0%	0%
FRMR CZECHOSLOVAKIA	0	0	0	0	0%	0%
ROMANIA	0	0	0	0	0%	0%
RUSSIA	0	0	0	0	0%	0%
BENIN	0	0	0	0	0%	0%
BURKINA	0	0	0	0	0%	0%
COTE D IVOIRE	0	0	0	0	0%	0%
GAMBIA	0	0	0	0	0%	0%
GUINEA BISSAU	0	0	0	0	0%	0%
MAURITANIA	0	0	0	0	0%	0%
NIGER	0	0	0	0	0%	0%
RWANDA	0	0	0	0	0%	0%
SOMALIA	0	0	0	0	0%	0%
MOZAMBIQUE	0	0	0	0	0%	0%
SWAZILAND	0	0	0	0	0%	0%
ZAMBIA	0	0	0	0	0%	0%
IRAN	0	0	0	0	0%	0%
IRAQ	0	0	0	0	0%	0%
JORDAN	0	0	0	0	0%	0%
SAUDI ARABIA	0	0	0	0	0%	0%
SubTotal: Not Attending	396	793	15,590	31,219	50%	50%
Grand Total	5,189	6,621	204,282	260,657	78%	22%

Source: "Production, Supply and Distribution (PS&D)," Economic Research Service, U.S. Department of Agriculture, Washington, D.C., 12-10-99.

4-74
4-75



4-75
4-76

TABLE 3
Soybean Trade in the World - 1998

Country	Oct1998-Sep1999 U.S. Exports 1/ (1,000 MT)	Oct1998-Sep1999 Imports (1,000 MT)	Oct1998-Sep1999 U.S. Exports (1,000 Bushels)	Oct1998-Sep1999 Imports (1,000 Bushels)	Market Share U.S.	Share Competitors
-WORLD	22,973.5	39,443	844,132	1,449,282	58%	42%
* Countries Attending IGP in 1999						
JAPAN	3,737.0	4,650	137,310	170,858	80%	20%
MEXICO	3,363.0	3,600	123,569	132,277	93%	7%
CHINA	1,910.0	3,850	70,182	141,463	50%	50%
GERMANY	1,113.5	3,650	40,915	134,115	31%	69%
INDONESIA	926.6	927	34,048	34,061	100%	0%
THAILAND	651.5	750	23,939	27,558	87%	13%
MALAYSIA	254.3	450	9,343	16,535	57%	43%
TURKEY	245.6	300	9,026	11,023	82%	18%
CANADA	235.3	252	8,647	9,259	93%	7%
PHILIPPINES	221.6	280	8,142	10,288	79%	21%
COLOMBIA	72.6	350	2,669	12,860	21%	79%
VENEZUELA	65.8	360	2,417	13,228	18%	82%
EGYPT	40.5	145	1,487	5,328	28%	72%
AUSTRALIA	32.4	45	1,189	1,653	72%	28%
SINGAPORE	30.1	59	1,106	2,168	51%	49%
BRAZIL	29.6	700	1,089	25,721	4%	96%
SYRIA	26.3	70	965	2,572	38%	62%
TRINIDAD & TOBAGO	21.5	105	791	3,858	20%	80%
SubTotal	12,977.2	20,543.0	476,831.8	754,825.8	63%	37%
* COUNTRIES NOT ATTENDING IGP in 1999						
TAIWAN	2,057.4	2,200	75,596	80,836	94%	6%
NETHERLANDS	1,974.8	4,800	72,562	176,370	41%	59%
KOREA SOUTH	1,354.8	1,450	49,780	53,278	93%	7%
SPAIN	1,292.4	3,050	47,489	112,068	42%	58%
ISRAEL 2/	537.7	530	19,757	19,474	101%	-1%
BELGIUM LUXEMBOURG	380.3	1,200	13,975	44,092	32%	68%
UNITED KINGDOM	318.6	950	11,705	34,907	34%	66%
ITALY	291.2	820	10,698	30,130	36%	64%
FRANCE	222.9	550	8,192	20,209	41%	59%

4-76
-47

TABLE 3
Soybean Trade in the World - 1998

Country	Oct1998-Sep1999	Oct1998-Sep1999	Oct1998-Sep1999	Oct1998-Sep1999	Market Share	
	U.S. Exports 1/ (1,000 MT)	Imports (1,000 MT)	U.S. Exports (1,000 Bushels)	Imports (1,000 Bushels)	U.S.	Competitors
COSTA RICA	156.8	160	5,763	5,879	98%	2%
PORTUGAL	155.7	650	5,722	23,883	24%	76%
RUSSIA	136.4	200	5,011	7,349	68%	32%
GREECE	126.3	200	4,639	7,349	63%	37%
FINLAND	75.6	140	2,779	5,144	54%	46%
MOROCCO	52.9	220	1,945	8,084	24%	76%
BARBADOS	19.3	20	710	735	97%	3%
DENMARK	19.0	80	699	2,939	24%	76%
SWITZERLAND	13.8	82	508	3,013	17%	83%
HONG KONG	1.4	35	52	1,286	4%	96%
ARGENTINA	0.3	500	11	18,372	0%	100%
PANAMA	0.1	2	4	73	5%	95%
KYRGYZSTAN	0.0	30	0	1,102	0%	100%
ECUADOR	0.0	20	0	735	0%	100%
UKRAINE	0.0	20	0	735	0%	100%
CZECH REPUBLIC	0.0	14	1	514	0%	100%
CROATIA	0.0	0	0	0	0%	0%
DOMINICAN REPUBLIC	0.0	0	0	0	0%	0%
UNIDENTIFIED COUNTR	432.842	895	15,904	32,886	48%	52%
SubTotal	9,620.7	18,818	353,500	691,443	51%	49%
Others Not Identif	375.6	82.0	13,800.9	3,013		
Grand Total	22,973.5	39,443	844,132	1,449,282	58%	42%

Source: "Production, Supply & Distribution (PS&D)," Economic Research Service, USDA, 12-10-99 and Request on U.S. Exports Economic Research Service, U.S. Department of Agriculture, Special Washington, D.C., 01-18-00.

1/ The country data from Economic Research Service was specially total which means the total was specially requested in order to match the years for exports and for imports.

2/ U.S. exports exceed the total imports of Israel may be due to the timing of the two different sources of data.

3/ Some countries for U.S. Exports are: Peru, Chili, Jamaica, Saudi Arabia, Romania, Nicaragua, Guatemala, El Salvador & Haiti

Some countries for all imports are: Peru, Chili, Jamaica, Saudi Arabia, Romania, Nicaragua, Guatemala, El Salvador, Haiti, Armenia, Austria, Bolivia, Bulgaria, Burma Myanmar, Cote d Ivoire, Cuba, Estonia, Georgia, Guatemala, Guyana, Honduras, Hungary, India, Iraq Iran, Ireland, Italy, Kazakstan, Korea North, Kuwait, Kyrgystan, Lebanon, Moldova, Nigeria, Norway, Pakistan, Paraguay, Poland, Rep. Of S. Africa, Sri Lanka, Sweden, Tunisia, Uruguay, Uzbekistan, Vietnam, Zambia, & Zimbabwe.

86-4-77
4-77
4-77

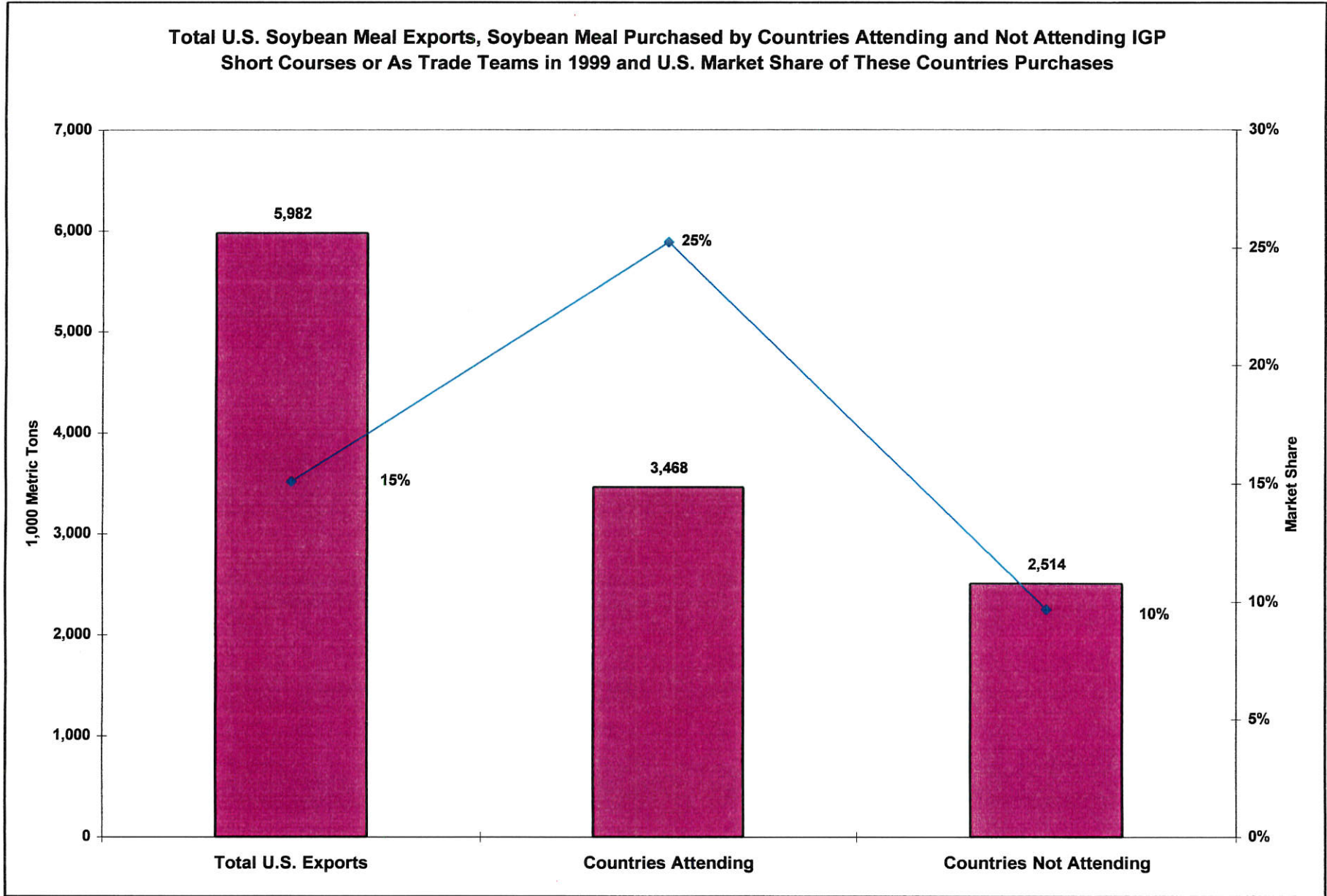


TABLE 4
Soybean Meal World Trade - 1998
STOct1998-Sep1999 1998/1999

Country	U.S. MY Exports (1,000 MT)	MY Imports (1,000 MT)	Market Share U.S.	Share Competitors
~WORLD	5,981.9	39,643	15%	85%
* COUNTRIES ATTENDING IGP in 1999				
CANADA 1/	777.9	750	104%	-4%
PHILIPPINES	738.2	1,160	64%	36%
VENEZUELA	351.3	675	52%	48%
PERU	283.7	325	87%	13%
JAPAN	263.2	975	27%	73%
TURKEY	247.8	340	73%	27%
THAILAND	225.1	875	26%	74%
MEXICO	144.6	180	80%	20%
COLOMBIA	124.3	465	27%	73%
CHINA	97.3	1,400	7%	93%
EGYPT	94.7	600	16%	84%
MALAYSIA	33.6	560	6%	94%
POLAND	22.0	890	2%	98%
YUGOSLAVIA FORMER	20.6	70	29%	71%
TRINIDAD & TOBAGO 1/	18.0	15	120%	-20%
VIETNAM	11.0	205	5%	95%
YEMEN UNITED	10.8	50	22%	78%
REPUBLIC OF SOUTH AFR	2.0	350	1%	99%
NIGERIA	1.4	15	10%	90%
GERMANY UNITED	0.0	1975	0%	100%
INDONESIA	0.0	950	0%	100%
BRAZIL	0.0	175	0%	100%
LEBANON	0.0	160	0%	100%
SINGAPORE	0.0	150	0%	100%
SYRIA	0.0	150	0%	100%
PAKISTAN	0.0	125	0%	100%
CYPRUS	0.0	110	0%	100%
KENYA	0.0	25	0%	100%
NORWAY	0.0	0	0%	0%
BANGLADESH	0.0	0	0%	0%
GHANA	0.0	0	0%	0%
INDIA	0.0	0	0%	0%
SubTotal Attending Cos.	3,467.5	13,720	25%	75%

4-79
#-80

TABLE 4
Soybean Meal World Trade - 1998
STOct1998-Sep1999 1998/1999

Country	U.S. MY Exports (1,000 MT)	MY Imports (1,000 MT)	Market Share U.S.	Share Competitors
*COUNTRIES NOT ATTENDING IGP in 1999				
SAUDI ARABIA	273.3	590	46%	54%
DOMINICAN REPUBLIC	269.7	263	103%	-3%
RUSSIA	258.9	300	86%	14%
ALGERIA	215.4	280	77%	23%
AUSTRALIA	202.8	400	51%	49%
IRELAND	199.5	350	57%	43%
GUATEMALA 1/	149.6	130	115%	-15%
ECUADOR	124.3	175	71%	29%
EL SALVADOR	116.0	125	93%	7%
PANAMA	100.9	130	78%	22%
UNITED KINGDOM	82.8	2,027	4%	96%
JAMAICA	82.8	90	92%	8%
HONDURAS	69.7	80	87%	13%
NETHERLANDS	65.9	2,492	3%	97%
NEW ZEALAND	61.6	75	82%	18%
MOROCCO	48.4	60	81%	19%
ISRAEL	33.4	45	74%	26%
ITALY	25.8	2,100	1%	99%
ESTONIA	25.3	30	84%	16%
DENMARK	22.9	1,650	1%	99%
KOREA SOUTH	13.7	1,150	1%	99%
GREECE	12.1	214	6%	94%
NICARAGUA	11.6	35	33%	67%
CHILE	7.5	220	3%	97%
JORDAN	5.3	150	4%	96%
PORTUGAL	4.3	525	1%	99%
HUNGARY	1.1	600	0%	100%
HONG KONG	0.7	10	7%	93%
TAIWAN	0.5	10	5%	95%
LITHUANIA	0.2	70	0%	100%
FINLAND	0.1	57	0%	100%
COSTA RICA	0.1	125	0%	100%
FRANCE	0.0	4139	0%	100%
SPAIN	0.0	2210	0%	100%

TABLE 4
Soybean Meal World Trade - 1998
STOct1998-Sep1999 1998/1999

Country	U.S. MY Exports (1,000 MT)	MY Imports (1,000 MT)	Market Share U.S.	Share Competitors
BELGIUM LUXEMBOURG	0.0	1609	0%	100%
IRAN	0.0	650	0%	100%
AUSTRIA	0.0	525	0%	100%
CZECH REPUBLIC	0.0	385	0%	100%
SWEDEN	0.0	367	0%	100%
CUBA	0.0	285	0%	100%
TUNISIA	0.0	209	0%	100%
IRAQ	0.0	115	0%	100%
UKRAINE	0.0	115	0%	100%
ROMANIA	0.0	100	0%	100%
LATVIA	0.0	100	0%	100%
URUGUAY	0.0	95	0%	100%
LIBYA	0.0	90	0%	100%
BELARUS	0.0	65	0%	100%
SRI LANKA	0.0	60	0%	100%
BULGARIA	0.0	56	0%	100%
SWITZERLAND	0.0	45	0%	100%
BARBADOS	0.0	25	0%	100%
UNITED ARAB EMIRATES	0.0	17	0%	100%
GUYANA	0.0	8	0%	100%
GEORGIA	0.0	3	0%	100%
HAITI	0.0	2	0%	100%
BOLIVIA	0.0	0	0%	0%
COTE D IVOIRE	0.0	0	0%	0%
CROATIA	0.0	0	0%	0%
KAZAKSTAN	0.0	0	0%	0%
KOREA NORTH	0.0	0	0%	0%
KUWAIT	0.0	0	0%	0%
KYRGYSTAN	0.0	0	0%	0%
MALTA AND GOZO	0.0	0	0%	0%
MOLDOVA	0.0	0	0%	0%
PARAGUAY	0.0	0	0%	0%
UZBEKISTAN	0.0	0	0%	0%

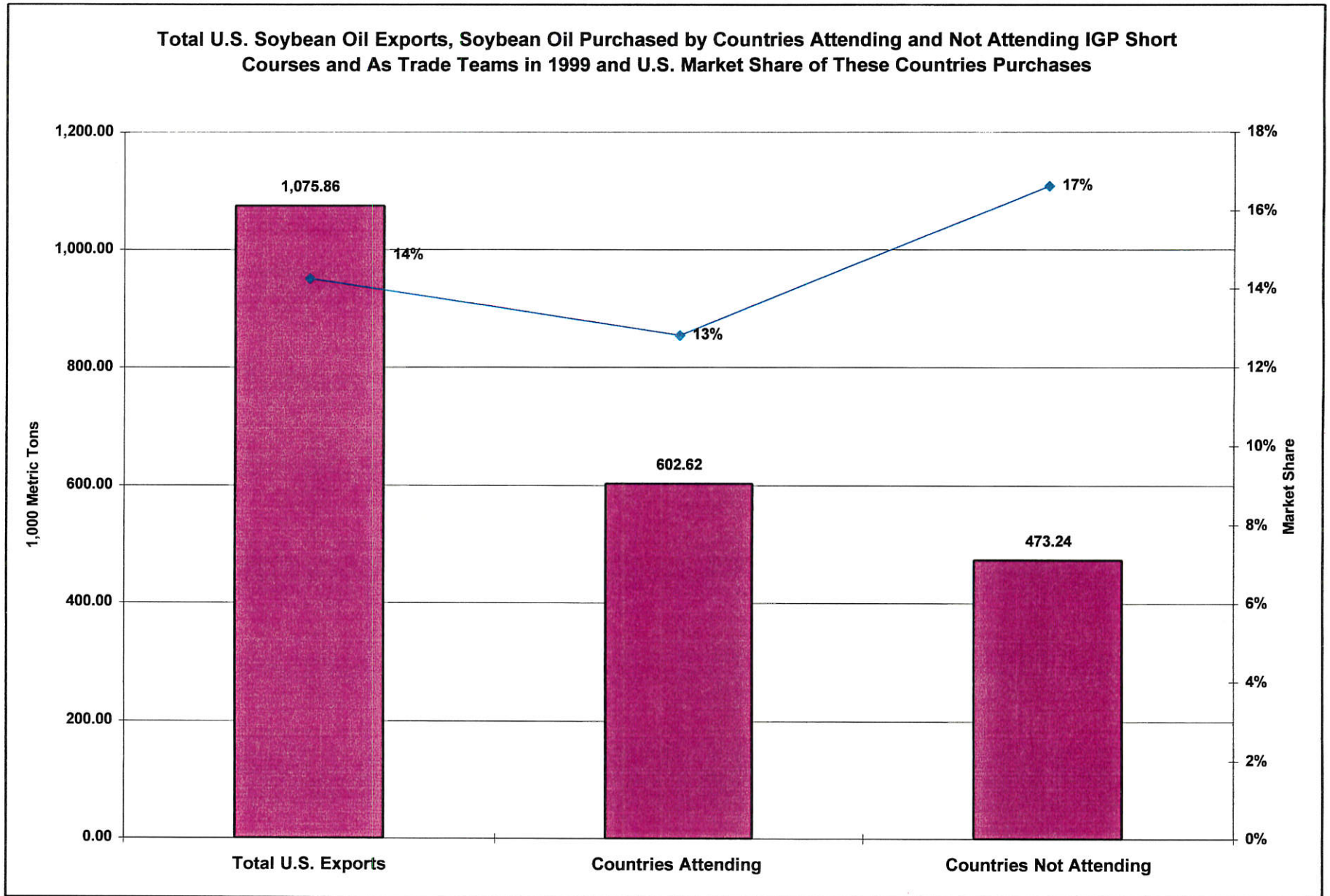
4-8/18-1

TABLE 4
Soybean Meal World Trade - 1998
STOct1998-Sep1999 1998/1999

Country	U.S. MY Exports (1,000 MT)	MY Imports (1,000 MT)	Market Share U.S.	Share Competitors
ZAMBIA	0.0	0	0%	0%
ZIMBABWE	0.0	0	0%	0%
OTHERS 2/	28.3	90	31%	69%
SubTotal Not Attendg Cos.	2,514.3	25,923	10%	90%
Grand Total	5,981.9	39,643	15%	85%

Source: Imports: "Production, Supply and Distribution (PS&D)," Economic Research Service, U.S. Department of Agriculture, 12-10-99 and U.S. Exports special request from Economic Research Service, U.S. Department of Agriculture, Washington, D.C., 1-18-00
 1/ U.S. Exports exceed a Country's Imports due to slightly different accounting periods for marketing years or different times the two sources of data were revised.
 2/ Includes Argentina (0.1), Netherlands Antilles (1.2) and Suriname (2.2) and not knowing total imports for these countries. Under Imports, there are some unidentified countries.

4-82-4-83



4-83
4-84

TABLE 5
Soybean Oil World Trade - 1998

Country	U.S. Exports Oct1998-Sep1999 (1,000 MT)	MY Imports 1998/99 (1,000 MT)	Market U.S.	Share Competitors
~WORLD	1075.86	7,542	14%	86%
* COUNTRIES ATTENDING IGP in 1999				
CHINA	217.08	950	23%	77%
MEXICO 1/	99.11	90	110%	-10%
INDIA	71.69	830	9%	91%
PERU	62.08	210	30%	70%
EGYPT	44.95	125	36%	64%
COLOMBIA	29.07	130	22%	78%
MALAYSIA	25.30	150	17%	83%
CANADA	11.34	15	76%	24%
TURKEY	8.50	150	6%	94%
SINGAPORE	5.03	120	4%	96%
GERMANY	4.80	70	7%	93%
UGANDA	4.66	5	93%	7%
JAPAN	3.58	12	30%	70%
ETHIOPIA	2.93	60	5%	95%
KENYA	2.93	10	29%	71%
TRINIDAD & TOBAGO	1.84	2	92%	8%
VENEZUELA	1.48	170	1%	99%
GHANA 1/	1.34	1	134%	-34%
INDONESIA	0.13	20	1%	99%
LEBANON	0.09	65	0%	100%
MADAGASCAR	0.07	14	0%	100%
PHILIPPINES	0.02	20	0%	100%
PAKISTAN	0.00	420	0%	100%
BRAZIL	0.00	325	0%	100%
BANGLADESH	0.00	300	0%	100%
VIETNAM	0.00	110	0%	100%
SENEGAL	0.00	90	0%	100%
POLAND	0.00	75	0%	100%
THAILAND	0.00	40	0%	100%
REP. OF SOUTH AFRICA	0.00	38	0%	100%
JAMAICA	0.00	26	0%	100%
CYPRUS	0.00	25	0%	100%
SYRIA	0.00	20	0%	100%
TANZANIA	0.00	10	0%	100%
NORWAY	0.00	0	0%	0%
Other 2/	4.59	0		
SubTotal Countries Attending	602.62	4,698	13%	87%

4-84
4-85

TABLE 5
Soybean Oil World Trade - 1998

Country	U.S. Exports Oct1998-Sep1999 (1,000 MT)	MY Imports 1998/99 (1,000 MT)	Market U.S.	Share Competitors
* COUNTRIES NOT ATTENDING IGP in 1999				
TAIWAN	25.93	26	100%	0%
AUSTRALIA	0.01	40	0%	100%
IRAN	0.00	750	0%	100%
MOROCCO	0.00	160	0%	100%
ALGERIA	0.00	142	0%	100%
NETHERLANDS	0.00	136	0%	100%
CHILE	0.00	135	0%	100%
TUNISIA	0.00	125	0%	100%
KOREA SOUTH	0.00	110	0%	100%
DOMINICAN REPUBLIC	0.00	105	0%	100%
RUSSIA	0.00	100	0%	100%
HONG KONG	0.00	80	0%	100%
ECUADOR	0.00	65	0%	100%
FRANCE	0.00	65	0%	100%
HAITI	0.00	47	0%	100%
NEW ZEALAND	0.00	45	0%	100%
ANGOLA	0.00	40	0%	100%
UKRAINE	0.00	40	0%	100%
JORDAN	0.00	37	0%	100%
GUATEMALA	0.00	35	0%	100%
ZIMBABWE	0.00	34	0%	100%
DENMARK	0.00	30	0%	100%
BELGIUM LUXEMBOURG	0.00	28	0%	100%
MAURITIUS	0.00	28	0%	100%
SWEDEN	0.00	28	0%	100%
NICARAGUA	0.00	25	0%	100%
EL SALVADOR	0.00	23	0%	100%
ZAMBIA	0.00	22	0%	100%
SOMALIA	0.00	21	0%	100%
CZECH REPUBLIC	0.00	20	0%	100%
UNITED KINGDOM	0.00	20	0%	100%
AUSTRIA	0.00	18	0%	100%
ISRAEL	0.00	18	0%	100%
PANAMA	0.00	18	0%	100%
CUBA	0.00	17	0%	100%
KOREA NORTH	0.00	15	0%	100%
IRELAND	0.00	14	0%	100%
SAUDI ARABIA	0.00	13	0%	100%
BURKINA	0.00	10	0%	100%
CONGO BRAZZAVILLE	0.00	10	0%	100%

4-85
7-86

TABLE 5
Soybean Oil World Trade - 1998

Country	U.S. Exports	MY Imports	Market Share	
	Oct1998-Sep1999 (1,000 MT)	1998/99 (1,000 MT)	U.S.	Competitors
ITALY	0.00	10	0%	100%
NETHERLANDS ANTILLES	0.00	10	0%	100%
PORTUGAL	0.00	10	0%	100%
BENIN	0.00	7	0%	100%
SPAIN	0.00	7	0%	100%
MALTA AND GOZO	0.00	6	0%	100%
MOZAMBIQUE	0.00	6	0%	100%
ALBANIA	0.00	5	0%	100%
GUINEA	0.00	5	0%	100%
HONDURAS	0.00	5	0%	100%
KUWAIT	0.00	5	0%	100%
ROMANIA	0.00	5	0%	100%
RWANDA	0.00	5	0%	100%
SIERRA LEONE	0.00	5	0%	100%
GREECE	0.00	4	0%	100%
IRAQ	0.00	3	0%	100%
MOLDOVA	0.00	2	0%	100%
SUDAN	0.00	2	0%	100%
BARBADOS	0.00	1	0%	100%
BULGARIA	0.00	1	0%	100%
ESTONIA	0.00	1	0%	100%
FINLAND	0.00	1	0%	100%
GAMBIA	0.00	1	0%	100%
GEORGIA	0.00	1	0%	100%
KAZAKSTAN	0.00	1	0%	100%
MALAWI	0.00	1	0%	100%
SWITZERLAND	0.00	1	0%	100%
ARGENTINA	0.00	0	0%	0%
ARMENIA	0.00	0	0%	0%
BOLIVIA	0.00	0	0%	0%
CAMBODIA KAMPUCHEA KHMER	0.00	0	0%	0%
COSTA RICA	0.00	0	0%	0%
COTE D IVOIRE	0.00	0	0%	0%
CROATIA	0.00	0	0%	0%
FORMER CZECHOSLOVAKIA	0.00	0	0%	0%
FORMER YUGOSLAVIA	0.00	0	0%	0%
GUYANA	0.00	0	0%	0%
HUNGARY	0.00	0	0%	0%
KYRGYSTAN	0.00	0	0%	0%
PARAGUAY	0.00	0	0%	0%
SRI LANKA	0.00	0	0%	0%

4-86
 98-7
 4-8-7

TABLE 5
 Soybean Oil World Trade - 1998

Country	U.S. Exports Oct1998-Sep1999 (1,000 MT)	MY Imports 1998/99 (1,000 MT)	Market Share U.S.	Share Competitors
URUGUAY	0.00	0	0%	0%
UZBEKISTAN	0.00	0	0%	0%
Unidentified Country 3/	447.30	38.00		
SubTotal Countries Not Attending	473.24	2,844	17%	83%
Grand Total	1075.86	7542	14%	86%

Source: Imports: "Production, Supply and Distribution (PS&D)," Economic Research Service, U.S. Department of Agriculture, 12-10-99 and U.S. Exports special request from Economic Research Service, U.S. Department of Agriculture, Washington, D.C., 1-18-00

1/ U.S. Exports exceed a Country's Imports due to slightly different accounting periods for marketing years or different times the two sources of data were revised.

2/ Three smaller countries were not identified in the import data from PS&D.

3/ The special request data did not include other countries requiring and Unidentified Country listing to be used.

4-87
4-88

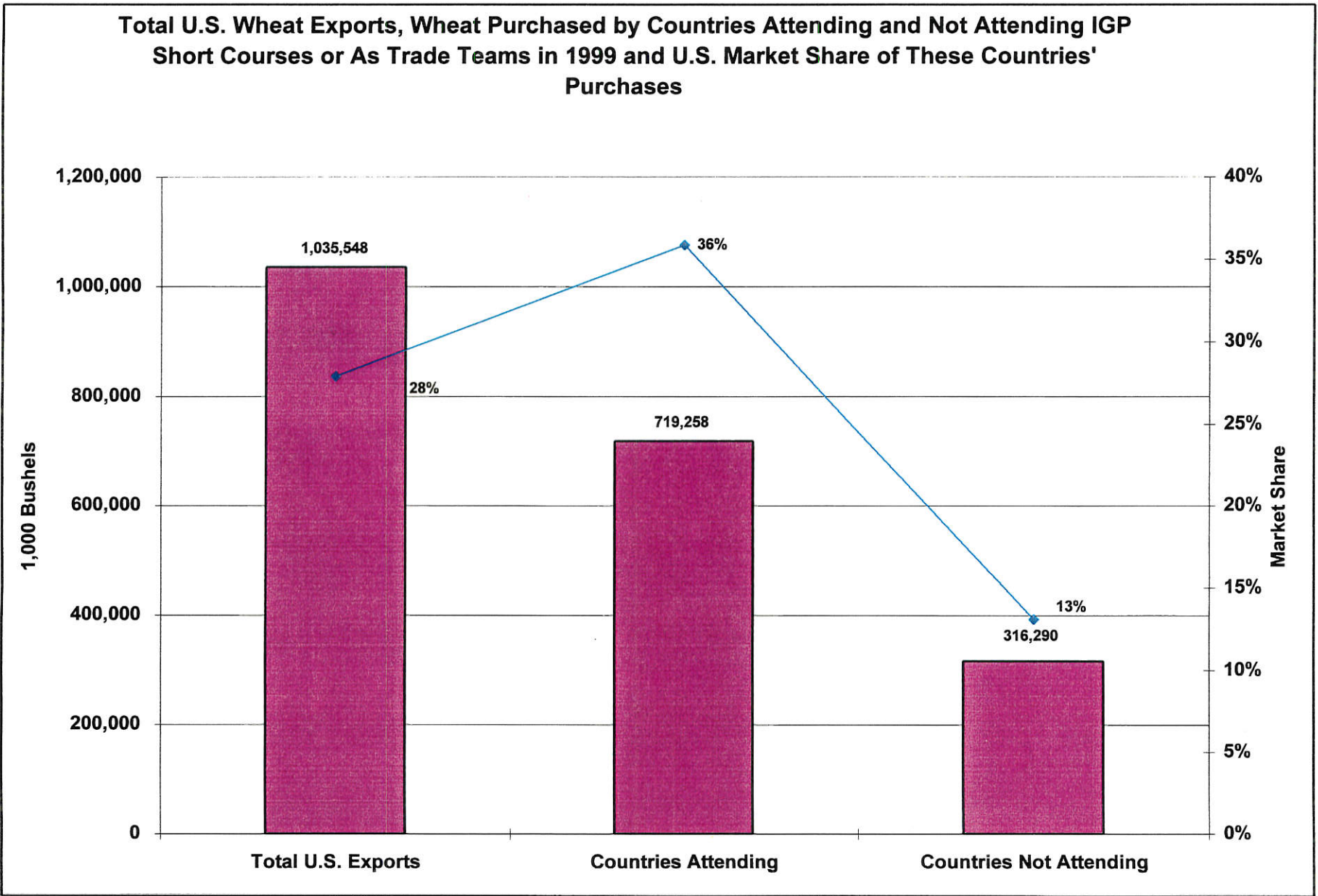


TABLE 6
Wheat Trade in the World, 1998

Countries	Jul-Jun MY U.S.		Jul-Jun MY U.S.		Market U.S.	Share Competitors
	Exports (1,000 MT)	Jul-Jun Imports (1,000 MT)	Exports (1,000 Bus)	Jul-Jun Imports (1,000 Bus)		
-WORLD 1/ *ATTENDING IGP in 1999	28,183	101,100	1,035,548	3,714,788	27.9%	72.1%
EGYPT	4,629	7,300	170,087	268,229	63.4%	36.6%
JAPAN	3,213	5,883	118,058	216,163	54.6%	45.4%
MEXICO	1,795	2,500	65,955	91,859	71.8%	28.2%
PHILIPPINES	1,610	2,300	59,157	84,511	70.0%	30.0%
NIGERIA	1,249	1,500	45,893	55,116	83.3%	16.7%
TAIWAN	914	1,000	33,584	36,744	91.4%	8.6%
PAKISTAN	867	3,200	31,857	117,580	27.1%	72.9%
BANGLADESH	748	2,200	27,484	80,836	34.0%	66.0%
PERU	736	1,300	27,043	47,767	56.6%	43.4%
VENEZUELA	647	1,275	23,773	46,848	50.7%	49.3%
COLOMBIA	602	1,100	22,120	40,418	54.7%	45.3%
INDONESIA	533	3,000	19,584	110,231	17.8%	82.2%
YEMEN UNITED	395	2,100	14,514	77,162	18.8%	81.2%
CHINA	366	1,000	13,448	36,744	36.6%	63.4%
THAILAND	297	725	10,913	26,639	41.0%	59.0%
TRINIDAD & TOBAGO	124	150	4,556	5,512	82.7%	17.3%
GHANA	122	250	4,483	9,186	48.8%	51.2%
LEBANON	119	475	4,373	17,453	25.1%	74.9%
ETHIOPIA	107	450	3,932	16,535	23.8%	76.2%
REP. OF SOUTH AFRICA	90	585	3,307	21,495	15.4%	84.6%
TURKEY	62	1,600	2,278	58,790	3.9%	96.1%
INDIA	52	1,092	1,911	40,124	4.8%	95.2%
NORWAY	39	200	1,433	7,349	19.5%	80.5%
CYPRUS	37	150	1,360	5,512	24.7%	75.3%
MALAYSIA	37	1,300	1,360	47,767	2.8%	97.2%
POLAND	32	400	1,176	14,697	8.0%	92.0%
SINGAPORE	31	200	1,139	7,349	15.5%	84.5%
FORMER YUGOSLAVIA	26	400	955	14,697	6.5%	93.5%
TANZANIA	25	213	919	7,826	11.7%	88.3%
ZIMBABWE	25	35	919	1,286	71.4%	28.6%
BRAZIL	16	7290	588	267,862	0.2%	99.8%
VIETNAM	11	500	404	18,372	2.2%	97.8%
SENEGAL	9	200	331	7,349	4.5%	95.5%
KENYA	6	480	220	17,637	1.3%	98.8%
GERMANY UNITED	4	2000	147	73,487	0.2%	99.8%
LESOTHO	0	15	0	551	0.0%	100.0%
MADAGASCAR	0	80	0	2,939	0.0%	100.0%
SYRIA	0	125	0	4,593	0.0%	100.0%
SubTotal	19,575	54,573	719,258	2,005,214	35.9%	64.1%

4-89
4-90

TABLE 6
Wheat Trade in the World, 1998

Countries	Jul-Jun MY U.S.	Jul-Jun MY U.S.		Market U.S.	Share Competitors	
	Exports (1,000 MT)	Jul-Jun Imports (1,000 MT)	Exports (1,000 Bus)			Jul-Jun Imports (1,000 Bus)
*NOT ATTENDING IGP in 1999						
KOREA SOUTH	1,340	4,689	49,237	172,291	28.6%	71.4%
ISRAEL	825	1,500	30,314	55,116	55.0%	45.0%
ITALY	628	7,200	23,075	264,555	8.7%	91.3%
RUSSIA	564	2,500	20,723	91,859	22.6%	77.4%
ALGERIA	477	4,400	17,527	161,672	10.8%	89.2%
SRI LANKA	466	875	17,123	32,151	53.3%	46.7%
SPAIN	300	3,000	11,023	110,231	10.0%	90.0%
DOMINICAN REPUBLIC	287	300	10,545	11,023	95.7%	4.3%
IRAQ	262	2,500	9,627	91,859	10.5%	89.5%
HAITI	253	255	9,296	9,370	99.2%	0.8%
BELGIUM LUXEMBOURG	229	2,800	8,414	102,882	8.2%	91.8%
MOROCCO	208	2,800	7,643	102,882	7.4%	92.6%
EL SALVADOR	198	225	7,275	8,267	88.0%	12.0%
JORDAN	192	700	7,055	25,721	27.4%	72.6%
MOZAMBIQUE	179	250	6,577	9,186	71.6%	28.4%
ESTONIA	163	254	5,989	9,333	64.2%	35.8%
JAMAICA	159	225	5,842	8,267	70.7%	29.3%
CHILE	156	700	5,732	25,721	22.3%	77.7%
COSTA RICA	145	150	5,328	5,512	96.7%	3.3%
HONDURAS	143	220	5,254	8,084	65.0%	35.0%
ECUADOR	131	400	4,813	14,697	32.8%	67.3%
UNITED KINGDOM	126	1,500	4,630	55,116	8.4%	91.6%
CANADA	102	200	3,748	7,349	51.0%	49.0%
BOLIVIA	100	225	3,674	8,267	44.4%	55.6%
GEORGIA	94	600	3,454	22,046	15.7%	84.3%
NICARAGUA	86	86	3,160	3,160	100.0%	0.0%
PANAMA	73	75	2,682	2,756	97.3%	2.7%
GUATEMALA	52	440	1,911	16,167	11.8%	88.2%
CONGO BRAZZAVILLE	52	160	1,911	5,879	32.5%	67.5%
ANGOLA	52	350	1,911	12,860	14.9%	85.1%
CAMEROON	43	190	1,580	6,981	22.6%	77.4%
GUYANA	40	55	1,470	2,021	72.7%	27.3%
MALTA AND GOZO	40	70	1,470	2,572	57.1%	42.9%
MONGOLIA	36	80	1,323	2,939	45.0%	55.0%
ZAIRE	35	100	1,286	3,674	35.0%	65.0%
ALBANIA	33	300	1,213	11,023	11.0%	89.0%
SWITZERLAND	32	100	1,176	3,674	32.0%	68.0%
SIERRA LEONE	32	35	1,176	1,286	91.4%	8.6%
AFGHANISTAN	30	75	1,102	2,756	40.0%	60.0%
SUDAN	27	500	992	18,372	5.4%	94.6%
BARBADOS	25	30	919	1,102	83.3%	16.7%
PORTUGAL	24	1,500	882	55,116	1.6%	98.4%
SWEDEN	21	125	772	4,593	16.8%	83.2%
TAJIKISTAN	17	400	625	14,697	4.3%	95.8%
AZERBAIJAN	15	600	551	22,046	2.5%	97.5%
UNITED ARAB EMIRATES	14	650	514	23,883	2.2%	97.8%
HONG KONG	13	290	478	10,656	4.5%	95.5%
BULGARIA	12	150	441	5,512	8.0%	92.0%
COTE D'IVOIRE	12	250	441	9,186	4.8%	95.2%
LIBERIA	12	50	441	1,837	24.0%	76.0%
BURKINA	11	60	404	2,205	18.3%	81.7%

TABLE 6
Wheat Trade in the World, 1998

Countries	Jul-Jun MY U.S.		Jul-Jun MY U.S.		Market U.S.	Share Competitors
	Exports (1,000 MT)	Jul-Jun Imports (1,000 MT)	Exports (1,000 Bus)	Jul-Jun Imports (1,000 Bus)		
MOLDOVA	7	25	257	919	28.0%	72.0%
NETHERLANDS	6	3,000	220	110,231	0.2%	99.8%
NEW ZEALAND	6	150	220	5,512	4.0%	96.0%
FRANCE	5	1,200	184	44,092	0.4%	99.6%
KYRGYSTAN	4	100	147	3,674	4.0%	96.0%
GABON	4	75	147	2,756	5.3%	94.7%
GREECE	3	800	110	29,395	0.4%	99.6%
CHAD	2	55	73	2,021	3.6%	96.4%
SAUDI ARABIA	2	100	73	3,674	2.0%	98.0%
ARGENTINA	1	25	37	919	4.0%	96.0%
ARMENIA	1	250	37	9,186	0.4%	99.6%
AUSTRALIA	1	30	37	1,102	3.3%	96.7%
CUBA	0	950	0	34,907	0.0%	100.0%
PARAGUAY	0	125	0	4,593	0.0%	100.0%
URUGUAY	0	35	0	1,286	0.0%	100.0%
AUSTRIA	0	250	0	9,186	0.0%	100.0%
DENMARK	0	300	0	11,023	0.0%	100.0%
FINLAND	0	130	0	4,777	0.0%	100.0%
IRELAND	0	500	0	18,372	0.0%	100.0%
CZECH REPUBLIC	0	50	0	1,837	0.0%	100.0%
SLOVAKIA	0	200	0	7,349	0.0%	100.0%
HUNGARY	0	400	0	14,697	0.0%	100.0%
ROMANIA	0	200	0	7,349	0.0%	100.0%
LATVIA	0	50	0	1,837	0.0%	100.0%
LITHUANIA	0	100	0	3,674	0.0%	100.0%
BELARUS	0	500	0	18,372	0.0%	100.0%
UKRAINE	0	100	0	3,674	0.0%	100.0%
KAZAKSTAN	0	0	0	0	0.0%	0.0%
TURKMENISTAN	0	200	0	7,349	0.0%	100.0%
UZBEKISTAN	0	400	0	14,697	0.0%	100.0%
GUINEA	0	100	0	3,674	0.0%	100.0%
MALI	0	0	0	0	0.0%	0.0%
MAURITANIA	0	200	0	7,349	0.0%	100.0%
NIGER	0	30	0	1,102	0.0%	100.0%
TOGO	0	60	0	2,205	0.0%	100.0%
SOMALIA	0	25	0	919	0.0%	100.0%
MAURITIUS	0	135	0	4,960	0.0%	100.0%
ZAMBIA	0	25	0	919	0.0%	100.0%
LIBYA	0	1,400	0	51,441	0.0%	100.0%
TUNISIA	0	1,100	0	40,418	0.0%	100.0%
BAHRAIN	0	65	0	2,388	0.0%	100.0%
IRAN	0	3,000	0	110,231	0.0%	100.0%
KUWAIT	0	250	0	9,186	0.0%	100.0%
OMAN	0	224	0	8,231	0.0%	100.0%
KOREA NORTH	0	550	0	20,209	0.0%	100.0%
BURMA MYANMAR	0	60	0	2,205	0.0%	100.0%
BHUTAN	0	0	0	0	0.0%	0.0%
NEPAL	0	25	0	919	0.0%	100.0%
SubTotal Not Attendg	8,608	62,738	316,290	2,305,226	13.7%	86.3%
Other Countries	0	(16,211)	0	(595,652)	0.0%	100.0%
Total: Not Attending	8,608	46,527	316,290	1,709,574	18.5%	81.5%
Grand Total 1/	28,183	101,100	1,035,548	3,714,788	27.9%	72.1%

Source: "Production, Supply and Distribution (PS&D)," Economic Research Service, U.S. Department of Agriculture, Washington, D.C., 12-10-99.

1/ World Import Number has been adjusted for intra-European Union wheat trade. Without the adjustment, the world import number is 120,373,000 metric tons or 4,422,876,000 bushels.

INTERNATIONAL GRAINS

Fiscal Year 1999 • First Quarter • July, August, September 1998 • Volume 1 • Issue 1

Short course offers feed manufacturing education

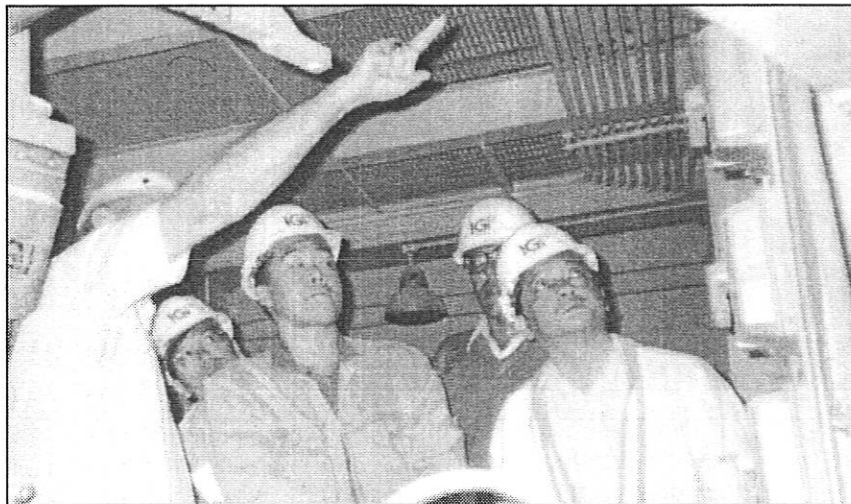
International agribusiness leaders came to Manhattan, Kan., from as far away as Guatemala and India to participate in the 1998 Feed Manufacturing Short Course.

The 12-day conference, which was conducted by the International Grains Program, focused on the feed-manufacturing industry.

Seventeen participants, representing nine countries, attended the conference from Sept. 28 through Oct. 9.

"The conference is designed to explore in detail the major elements of modern feed manufacturing and to also examine advances in feed technology," said Brendan Donnelly, International Grains Program director. "In addition, the conference provides an opportunity for participants to see first hand how the feed-manufacturing industry operates."

"The conference has allowed us to better



Members of the grain marketing short course tour the Shellenberger Hall feed mill. The grain marketing short course has been taught by IGP since 1978.

understand modern feed-mill technology," said Cheony Yock Loon, technical director of the American Soybean Associates in Singapore. "By attending the conference, we have come to appreciate the value of American technology and farm products.

"We were also able to learn the details of grain grading for sorghum, corn, soybeans and soybean meal," he said.

The IGP will conduct its 1999 Feed Manufacturing Short Course Sept. 27-Oct. 8.

The Feed Manufacturing Short Course included tours of Tyson's, a Murphy Family Farms Feed Mill, the Kansas City Board of Trade, a dairy farm and more.

Chinese government delegation studies American ag

A delegation of three Chinese agricultural leaders came to Manhattan, Kan., to visit the International Grains Program learn about American oilseeds, and feed and cereal grains.

The visitors, repre-

sentatives from China's State Administration of Grain Reserve and the Research Department for Rural Development, were on a four-day tour organized by the International Visitors Council, Kansas City,

Mo.

While in Manhattan, they learned about Kansas State University's Department of Grain Science and Industry and took part in presentations conducted by the IGP.

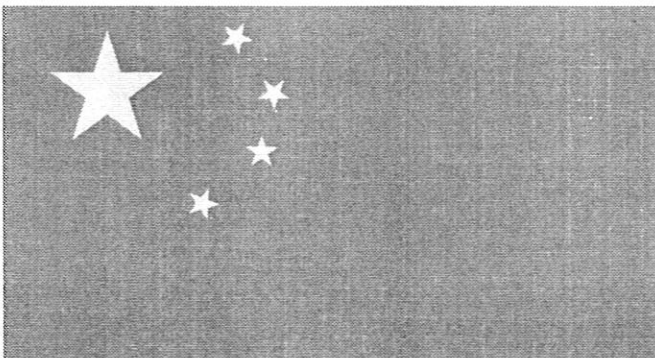
The presentations focused on producing, storing, transporting, grading and marketing U.S. commodities.

"K-State's International Grains Program is designed to

promote and assist market-development efforts for American grains and oilseeds," said Brendan Donnelly, IGP director. "Working with this Chinese delegation is an excellent opportunity for us to further develop the expanding market for American wheat, corn, grain sorghum and soybeans in China."

The IGP conducts similar activities for numerous guests from a variety of countries every year. The programs assist in foreign market development.

Before arriving in Manhattan, the Chinese delegation toured Harvest States Cooperative, Overland Park, Kan.; Farmland Grain Elevator, Kansas City, Kan.; and Farmers Commodities, Kansas City, Mo.



4-91
#42

THE QUARTER AT A GLANCE

Price Analysis and Risk Management Short Course

July 13-17, 1998

- new one-week short course
- 21 participants
- 10 countries

High Oil Corn Workshop

July 20-24, 1998

- sponsored by the U.S. Grains Council
- 8 participants
- 6 countries

Dr. Reed visits Central America

- exploration of projects with the University of Costa Rica
- study of baking and feed manufacturing events in Honduras

Soybean Import Short Course

Aug. 6-14, 1998

- conducted in Izmir, Turkey
- 25 executives and more than 200 customers

Feed Quality Assurance Short Course

Sept. 13-16, 1998

- 10 Vietnamese participants

Establishment of the IGP Wheat Advisory Board

- includes Colorado, Nebraska, Oklahoma and Texas

Feed Manufacturing Short Course

Sept. 28-Oct. 9, 1998

- 17 participants
- 9 countries

This is not a complete list of activities. For more information, refer to the first Fiscal Year 1999 quarterly report.



IGP short courses allow participants to learn about U.S. grains and oilseeds through presentations and group discussions.

IGP celebrates 20 years, plans for next century's activities

Since it was established in 1978, the IGP has promoted American grains to more than 1,300 individuals throughout the world.

The IGP was established at the request of the Kansas commissions on wheat, corn, grain sorghum and soybeans. It was created in Kansas State University's Department of Grain Science and Industry and was built upon international training programs the department had been conducting since 1961.

"IGP benefits farmers first and foremost," said John Howard, IGP program administrator. "Increased knowledge of U.S. commodities that results from IGP activities causes increased exports."

The IGP provides a variety of short courses and other educational activities to achieve its mission of developing foreign markets for grains and oilseeds. These programs have evolved as the international market has changed.

"Looking at the past 20 years of IGP, we see how programs have changed to meet the market demand," Howard said. "During the next 20 years, our programs will continue to change, always providing relevant information and training to international agricultural leaders."

1999 IGP short course schedule announced

The mission of the International Grains Program is to promote and assist market-development efforts for cereal grains and oilseeds.

Since it was established in 1978, short courses have been a core part of achieving the IGP mission.

"IGP achieves its mission through programs that emphasize storage and handling, milling, marketing and processing," said John Howard, IGP program administrator. "Short courses have historically been an essential aspect of these programs."

Four short courses are scheduled for 1999. They will be conducted at the K-State International Grains Program Center. The courses are listed below:

- Price Analysis and Risk Management
March 15-19
- Purchasing, Marketing and Exporting U.S. Grain
April 26-May 7
- Flour Milling
June 7-18
- Feed Manufacturing
September 27-October 8

For more information on these short courses, contact Cathy McGlothlin.

INTERNATIONAL GRAINS

Official newsletter of the International Grains Program.

Kansas State University
International Grains Program
201 Shellenberger Hall
Manhattan, KS 66506-2204
ph: (785) 532-4070, fax: (785) 532-6080
igp@wheat.ksu.edu

Brendan Donnelly, director
John Howard, program administrator
Harvey Kiser, senior ag economist
Cathy McGlothlin, program administrative assistant
Melissa Struve, student assistant
Gabe Eckert, editor, communications specialist

http://www.oznet.ksu.edu/dp_grsi/igp/welcome.htm



International Grains is a quarterly publication of the Kansas State University International Grains Program. For more information, contact the IGP office.

INTERNATIONAL GRAINS

Fiscal Year 1999 • Second Quarter • October, November, December 1998 • Volume 1 • Issue 2

IGP explores white grain sorghum uses

Grain sorghum is used for more than just feed. Today, grain sorghum is used for a variety of food products, including bread, cake, starch, syrup and paste.

Sixteen individuals, representing seven countries, studied these nontraditional uses of grain sorghum during the Grain Sorghum Food Utilization Seminar, Nov. 18-20 in Manhattan,

Kan. The seminar was sponsored by the U.S. Grains Council and was organized by the International Grains Program.

"The seminar is designed to provide international grain-industry leaders with the technical information they need to better understand the expanding role grain sorghum is playing in human food consumption," Brendan Donnelly, IGP director, said. "The variety of speakers and research presented during the seminar provides industry leaders with the information they need."

During the seminar, presentations were given on grain sorghum genetics, fermentation, flours, starch isolation, human food uses, consumer response and research challenges. In addition, a breakfast, reception and breaks, sponsored by the Kansas, Nebraska and Texas Grain Sorghum commissions and the National Grain Sorghum Producers, featured several edible grain sorghum products.

"The seminar allowed us to look at nontraditional uses of grain sorghum," said Robert Miller, general manager of Jowar Foods Inc. "Genetically, there have been improvements in grain sorghum that need to be promoted."

The United States is the world's largest grain sorghum producer and exporter, producing more than 30 percent and exporting more than 70 percent of the world's grain sorghum.

"With the U.S. leading the world in grain sorghum production and exports, it is fitting that IGP provides this kind of seminar," John Howard, IGP program administrator, said. "The benefit will be seen by U.S. farmers through an increased demand for their commodities."



Participants in the Grain Sorghum Food Utilization Seminar tour Shellenberger Hall.

Foreign business leaders visit IGP Center, K-State

One hundred and fifteen individuals from 28 countries sought educational training from IGP during 1998 through visits that were not part of a regularly scheduled short course or seminar.

Training provided by IGP included tours of K-State facilities and discussions on topics such as grain quality, soybean production, grain marketing, wheat quality and more.

Specifically, the visitors toured the Department of Grain Science and Industry and the Grain Quality Laboratory at K-State. Some visitors also toured the American Institute of Baking, the USDA Grain Marketing and Production Research Center and the Kansas Wheat Commission Center.

The visitors left Manhattan with a better understanding of the U.S. grains and oilseeds industry.

"The goal of my visit was to gather information and to meet those who have been involved in research," said Gavin Owens, visitor from England. "I have been impressed with the facilities and individuals here at Kansas State University and at the International Grains Program."

Educating individual visitors and trade teams is an important part of IGP's mission, said Brendan Donnelly, IGP director.

"By educating and training visitors and trade teams, IGP is able to further promote and expand markets for U.S. grains and oilseeds," he said. "This effort, while on a smaller scale, is just as important as our short courses and seminars."

IGP regularly works with organizations such as the U.S. Grains Council to provide specialized training in the grains and oilseeds industry.

THE QUARTER AT A GLANCE

Chinese visit IGP
Oct. 13, 1998
• 2 participants

Camerounians and
Kenyans visit IGP
Oct. 14-17, 1998
• 4 participants

IGP Booth Displayed
in Cochabamba,
Bolivia
Nov. 8-11, 1998
• Latin American
Millers' annual
meeting

Swedish farmers
visit IGP
Nov. 11, 1998
• 2 participants

Grain Sorghum Food
Utilization Seminar
Nov. 18-20, 1998
• coordinated with
the U.S. Grains
Council
• 16 participants
• 7 countries

Booth at the Kansas
Commodity Classic
Nov. 29-Dec. 1, 1998
• Salina, Kan.

Japanese Milling
Group visits IGP
Nov. 30-Dec. 1, 1998
• 2 participants
representing
Nippon Flour Mills

Jordanian Govern-
mental Official
visits IGP
Dec. 3, 1998

• 1 participant
• Mohamad Saleh
Al-Hourani,
Jordan minister
of industry and
trade

Algerian Soybean
Meal Team visits IGP
Dec. 7, 1998

This report is
of activities. For more information,
refer to the second Fiscal Year 1999
quarterly report.



IGP short courses often include tours of area farms to provide short course participants with a better understanding of U.S. commodities.

Second Price Analysis and Risk Management Short Course scheduled

IGP has scheduled its second Price Analysis and Risk Management Short Course for March 15-19.

Last July, IGP hosted its first Price Analysis and Risk Management Short Course, and 20 participants, representing 11 countries attended the five-day event.

"The Price Analysis and Risk Management Short Course provides a unique educational opportunity for business executives," said Harvey Kiser, IGP senior agricultural economist. "In addition to taking part in classroom-style lectures, participants develop expertise by using simulation models and case studies."

The 1999 short course is scheduled to include the following topics: fundamental and technical methods for price analysis and projection, USDA weekly reports on planting, crop-growing conditions, harvesting progress and exports, monthly production and quarterly grain-stock reports, seasonal-grain prices, and ocean-freight seasonal patterns.

The short course is targeted to upper- and middle-level decision-making executives of private importers who are grain merchandisers with private wheat milling, feed manufacturing or soybean processing companies, and have experience in pricing decisions.

Booth promotes grains and oilseed industries

In addition to conducting training activities in Manhattan and abroad, IGP has been promoting corn, grain sorghum, soybeans and wheat through a portable display booth.

The booth features pictures of baking, milling and processing U.S. grains and oilseeds. It also promotes K-State's Department of Grain Science and Industry, IGP activities, and the proposed new facilities for K-State's grain science department. Informational handouts are also distributed with the booth.

It was first used Nov. 8-11 in Cochabamba, Bolivia at the Latin American Millers' annual meeting. The booth was also displayed in Salina, Kan., Nov. 29-Dec. 1 at the Kansas Commodity Classic.

"With our booth, we are able to promote U.S. grains and oilseeds to large numbers of individuals," Howard said. "The booth compliments IGP's other activities and helps IGP to accomplish its mission."

The booth was also displayed Jan. 6, 1999 at the Soybean Expo, Topeka, Kan.

INTERNATIONAL GRAINS

Official newsletter of the International Grains Program.

Kansas State University
International Grains Program
201 Shellenberger Hall
Manhattan, KS 66506-2204
ph: (785) 532-4070, fax: (785) 532-6080
igp@wheat.ksu.edu

Brendan Donnelly, director
John Howard, program administrator
Harvey Kiser, senior ag economist
Cathy McGlothlin, program administrative assistant
Melissa Struve, student assistant
Gabe Eckert, editor, communications specialist



[http://www.oznet.ksu.edu/
dp_grsi/igp/welcome.htm](http://www.oznet.ksu.edu/dp_grsi/igp/welcome.htm)

International Grains is a quarterly publication of the Kansas State University International Grains Program. For more information, contact the IGP office.

INTERNATIONAL GRAINS

Fiscal Year 1999 • Third Quarter • January, February, March 1999 • Volume 1 • Issue 3

IGP staff travels, visits commodity leaders

IGP staff members traveled throughout the nation during the third quarter to visit governmental and organizational commodity leaders.

Brendan Donnelly, John Howard and Harvey Kiser visited more than 20 individuals in St. Louis, Missouri, and Washington, D.C. They also attended a meeting of IGP's Wheat Advisory Board in Nashville.

In St. Louis, at the *American Soybean Association*, they visited Maria Strobbe, International Marketing Asia Division program assistant; Gay Lynn Herr, International Marketing European Division program assistant; Stephanie Norgard, International Marketing Teams and Technicians program assistant; Peter Thornton, International Marketing Asia Marketing manager; and Roseann Huddleston, International Marketing technical information manager.

In Washington, D.C., they visited with the following individuals:

North American Millers' Association: James Bair, vice president, and Paul Green, consultant.

North American Export Grain Association: Dan Amstutz, president.

United States Department of Agriculture Cochran Fellowship Program: Tanya Hinnant, food industries division; Gary Laidig, program leader; Joyann Binsley, international training specialist; Michelle Fulton, international cooperation and development; Margaret McDaniel, interna-

tional training specialist; and Sean Carmody, food industries division.

United States Department of Agriculture Foreign Agricultural Service: Linda Wheeler, senior marketing specialist; Morgan Perkins, grain and feed division agricultural economist; and Sharynne George Nemon, cotton, oilseeds, tobacco and seeds division agricultural marketing specialist.

U.S. Grains Council: Michael Callahan, international operations director; German Davalos, international operations manager; S. Richard Tolman, executive director; John Larkin, international operations manager; and Daniel Keefe, international operations manager.

Industry leaders to speak during April short course

Several industry leaders are scheduled to make presentations during the Purchasing, Marketing and Exporting U.S. Grain Short Course, April 26-May 7.

Featured speakers include Rolli Sears, expert on genetically modified organisms; Al Rudge, Greenwich Marine president; and Dan Amstutz, North American Export Grain Association president and former deputy secretary of agriculture.

The course is designed to focus on the mechanics of purchasing grain. It features detailed discussions on cash and futures markets, ocean transportation and other topics related to purchasing, marketing and exporting U.S. grains.

The course is also scheduled to include on-site visits to a country elevator and the Kansas City Board of Trade.

Currently, 48 participants from 22 countries are scheduled to attend the 12-day course, which will be conducted at the IGP Center in Manhattan, Kansas.

IGP schedule of upcoming events

Grain Storage and Handling Short Course, designed for Brazilians, May 17-27

Chinese Commercial Feed Manufacturing Study Mission, May 26-28

Flour Milling, June 7-18

Price Analysis and Risk Management, July 12-16

Feed Manufacturing, September 27-October 8

For detailed descriptions of regularly scheduled IGP short courses, visit the IGP web page.

IGP training allows participants to interact with industry experts. In addition to classroom-style lectures, participants receive one-on-one training.



THE QUARTER AT A GLANCE

IGP Wheat Advisory Board meeting, Nashville, Tennessee

Australian farmers visit IGP
- representatives from the Australian Wheat Board

Norwegian business leader visits IGP
- Jovo Kosanovic, representing Felleskjøpet Forutvikling

THANK YOU FOR YOUR SUPPORT

IGP annually receives financial support from several producer-based organizations. These groups should be recognized for their continued support:

- Colorado Wheat Advisory Commission
- Kansas Corn Commission
- Kansas Grain Sorghum Commission
- Kansas Soybean Commission
- Kansas Wheat Commission
- Nebraska Wheat Board
- Oklahoma Wheat Commission
- Texas Wheat Producers Board

This may not be a complete list of activities. For more information, refer to the third Fiscal Year 1999 quarterly report.



IGP short courses and training activities provide participants with the opportunity to see first-hand how U.S. commodities are produced.

Groups visit IGP Center, K-State

Several individuals and groups visited IGP throughout the quarter. They sought technical training that aids in expanding the exports of U.S. commodities.

Included among the visitors was a group of international military trainees who visited IGP, K-State's College of Agriculture and the Department of Grain Science and Industry. The group made its visitation in February.

Additionally, a delegation of Australian farmers visited IGP on March 12. The group also spoke with the Kansas Wheat Commission, which organized the visitation.

Jovo Kosanovic, a business leader from Norway also visited with IGP staff. Kosanovic is the feed technology product manager for Felleskjøpet Forutvikling, one of Norway's largest cooperatives.

While at K-State he spoke with IGP regarding feed manufacturing for dairy cattle, salmon and trout.

"Visitations from overseas business leaders like Jovo Kosanovic help IGP tremendously in promoting and expanding markets for U.S. commodities," John Howard, IGP program administrator, said. "For example, while he was on campus, Kosanovic expressed interest in the possibility of sending some of his employees to attend IGP's Feed Manufacturing Short Course in the future."

IGP delays price analysis, risk management course

IGP's first regularly scheduled short course, the Price Analysis and Risk Management Short Course, has been rescheduled to July 12-16 to accommodate more participants. Currently, 13 participants, representing three countries, are registered for the course.

The course, which will be at the IGP Center in Manhattan, Kansas, will benefit individuals responsible for buying U.S. grain and soybeans. It will focus on the mechanics of purchasing grain and will feature detailed discussions of cash and futures markets, financing, and ocean transportation.

"This course is especially useful to individuals in private companies who are taking on the responsibility of grain purchasing that was formerly done by government agencies," said Harvey Kiser, IGP senior agricultural economist. "The increased understanding of the U.S. market that is developed through this course enhances the participants' ability to buy U.S. commodities with greater confidence and effectiveness."

Last year, 20 individuals, representing 11 countries attended the course.

INTERNATIONAL GRAINS

Official newsletter of the International Grains Program.

Kansas State University
International Grains Program
201 Shellenberger Hall
Manhattan, KS 66506-2204
ph: (785) 532-4070, fax: (785) 532-6080
igp@wheat.ksu.edu

Brendan Donnelly, director
John Howard, program administrator
Harvey Kiser, senior ag economist
Cathy McGlothlin, program administrative assistant
Melissa Struve, student assistant
Gabe Eckert, editor, student communications specialist

INTERNATIONAL
GRAINS PROGRAM
<http://www.ksu.edu/igp>

International Grains is a quarterly publication of the Kansas State University International Grains Program. For more information, contact the IGP office.

official newsletter of the Kansas State University International Grains Program
INTERNATIONAL GRAINS

Fiscal Year 1999 • Third Quarter • January, February, March 1999 • Volume 1 • Issue 3

4-96 #97

INTERNATIONAL GRAINS

Fiscal Year 1999 • Fourth Quarter • April, May, June 1999 • Volume 1 • Issue 4

IGP hosts annual purchasing short course

International business leaders received a global perspective on purchasing, marketing and exporting U.S. grains through a 12-day course presented by Kansas State University's International Grains Program.

Forty people, representing 23 countries, participated in the course, which was designed to promote

and expand markets for U.S. commodities, specifically, corn, grain sorghum, soybeans and wheat.

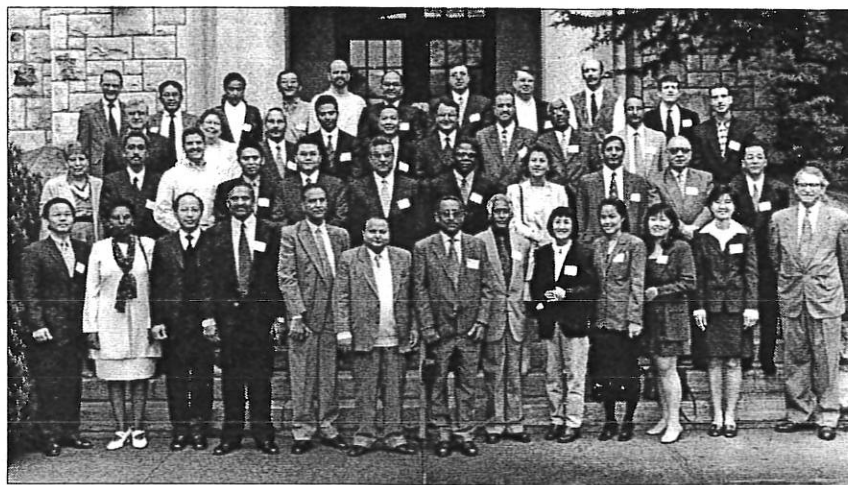
The conference, the 1999 Purchasing, Marketing and Exporting U.S. Grain Short Course, was conducted on the Kansas State University campus, Manhattan, Kan., April 26 through May 7. It was designed specifically for foreign grain and soybean buyers and governmental officials to increase their knowledge of the U.S. grain-marketing system, and their ability to purchase U.S. grains more effectively.

"The course has become more important during the last few years because of the creation of the World Trade Organization and the subsequent privatization of the world grain trade," John Howard, IGP program administrator, said. "For the most part, governments are no longer the purchasers of grains. It is now up to corporations to purchase the materials. Our courses offer foreign executives the opportunity to further develop their understanding of U.S. markets."

Topics discussed during the conference included grain and soybean supply and demand, futures markets, cash markets, export programs, ocean transportation, contract specifications, financing grain imports, grain grading, risk management and genetically modified organisms.

The participants also completed case studies to refine their skills in developing workable purchasing strategies. Additionally, they toured K-State's Department of Grain Science and Industry, the Bunge Emporia Soybean Processing Plant, the Farmers' Cooperative of Manhattan, Kan., the American Institute of Baking, a soybean and wheat farm, and the Kansas City Board of Trade.

"My country [Vietnam] is a developing country,"



Forty people, representing 23 countries, attended this year's Purchasing, Marketing and Exporting U.S. Grain Short Course. Twenty-nine people attended last year's course.

said Ngoc Mai Nguyen, sales planning representative for Binh Dong Flour Mill Company, Ho Chi Minh City, Vietnam. "This course is the best way for me to increase my knowledge of U.S. markets."

More than a dozen grain-industry experts made presentations during the course. Some key speakers included Dan Amstutz, North American Export Grain Association president; Greg Doud, World Perspectives senior market analyst; Molly Cline, Monsanto food industry relations director; Sean Mele, U.S. Wheat Associates West Coast Office assistant director; Al Rudge, Greenwich Marine Inc. president; Steven Tanner, Federal Grain Inspection Service director of technical services; Rich Moneymaker, Bunge Corporation; and several members of the K-State faculty.

IGP adds entomology specialist to faculty

Future IGP short courses and other training programs will benefit from a new entomology specialist.

Subramanyam "Subi" Bhadriraju, K-State associate professor, was added to the IGP faculty in this summer. Subramanyam is an expert in sampling and testing stored-product insects, management of stored-product pests with alternatives to pesticides, development and evaluation of integrated pest management programs for food and food industries.

He received a doctoral degree in entomology from the University of Minnesota in 1998. He also earned a master's degree in entomology in 1984 from the University of Minnesota and a bachelor's degree in agriculture in 1981 in India.

The Purchasing, Marketing and Exporting U.S. Grain Short Course was IGP's first 1999 regularly scheduled short course.

Flour milling course educates, trains 13 international millers, executives

A group of international business leaders came to Manhattan, Kan., to study flour milling.

Thirteen people, representing seven countries, participated in the 1999 IGP Flour Milling Short Course.

The course was designed to increase exports of U.S. wheat by teaching international business leaders how to utilize U.S.-grown wheat more efficiently.

The seven countries represented in the course included Bangladesh, Brazil, French West Indies, Peru, Philippines, Trinidad and Yemen.

The course, presented on the K-State campus June 7-18, provided international flour millers and managers with a detailed study flour-milling principles and recent advances in flour-milling technology.

It was designed for operative millers who have up to five years of experience, mill managers, experienced flour millers, mill owners and govern-



Pictured on the right: Cristian Luna and Kaouruddin Miah, Flour Milling Short Course participants, learn about baking during the short course.

ment officials who are responsible for flour milling operations.

"Our short-course participants this year include mill owners and executives who purchase wheat for their flour mills," John Howard, IGP program administrator, said. "Therefore, this year's course will include a visit to the Kansas City Board of Trade, where they can witness price discovery for their raw materials."

Topics discussed during the conference included grain grading; moisture testing and conditioning of grain; principles of milling; grain cleaning and testing; mill quality control and mill engineering; flour mill maintenance; and other topics of interest.

More than a dozen flour-milling experts gave presentations during the course. Some of the featured speakers include Michael Eustrom, assistant chairman, Board of Appeals and Review, Federal Grain Inspection Service; and Tracy Eustace, Kice Milling.

Several members of the K-State faculty also gave presentations during the Flour Milling Short Course.

Trade team of Brazilian millers visits IGP in June

Brazil placed restrictions on the import of U.S. wheat in 1996; however, since those restrictions were lifted this spring, 1999-2000 U.S. wheat exports to Brazil are estimated to exceed 1.3 million metric tons, according to U.S. Wheat Associates.

To expand Brazil's market for importing U.S. wheat, IGP hosted an 11-member trade team of Brazilian millers. The delegation visited IGP Tuesday, June 29.

During the IGP visit, the team toured K-State's grain-quality laboratory and listened to presentations from Dale Eustace, grain science professor; Harvey Kiser, IGP senior agricultural economist; Pat McCluskey, grain-quality specialist; and Carl Reed, IGP grain storage technologist.

The Brazilian trade team also toured the Kansas Wheat Commission, Kansas City Board of Trade and other sites of interest.



Tracy Eustace, Kice Milling, makes a presentation during the Flour Milling Short Course.

Chinese attend IGP course, study feed manufacturing

They came from China to Manhattan, Kan., to learn about U.S. feed manufacturing, but their visit is also hoped to increase exports of U.S. feed grains.

A 13-person delegation of Chinese commercial feed manufacturers attended a three-day educational course, May 26-28, conducted at the IGP Center, located on the Kansas State University campus. The course, sponsored by U.S. Grains Council, was designed to help the Chinese better understand U.S. agriculture and utilize U.S.-grown sorghums.

The delegation represented 11 feed manufacturing organizations, said Jason Yan, U.S. Grains Council technical manager. Those organizations represented more than 135 privately owned feed mills and 40 government feed mills, located in nine provinces throughout China. Yan,

who lives and works in Beijing, China, is also a graduate student in K-State's agricultural economics distance-learning program.

Topics discussed during the course included ingredient processing; grain sorghum feed use; grain sorghum flaking; inventory control and shrink; strategic planning; personnel management; budget and cost control; electricity control; steam generation and quality; grain sorghum feed use in swine and poultry; feed mill quality control; and other topics of interest.

Jim Brown, owner, Key Milling, Clay Center, Kan.; and Dennis Hague, director of beef feed sales, marketing and technical services, Farmland, Wichita, Kan., gave presentations during the course.

Several K-State faculty members also members gave presentations



Jason Yan, U.S. Grains Council technical manager, looks at grain sorghum during a tour of K-State's feed mill. Yan was a participant in the Chinese feed manufacturers' study mission.

during the course: Keith Behnke, grain science professor; Joe Hancock, animal science associate professor; Leland McKinney, feed science graduate teaching assistant; Ekramul Haque, grain science associate professor; Fred Fairchild, grain science associate professor; Scott Beyer, animal science assistant professor; and Tim Herrman, grain science associate professor.

Brazilians study U.S. grading, inspection system

As Brazil prepares to reform its grain inspection and grading system, a delegation of grain inspectors and administrators from the Brazilian Ministry of Agriculture traveled to Manhattan, Kan. to learn how the U.S. system works.

The 11-person delegation attended a two-week IGP course, May 17-27, conducted in Manhattan, Kan.

The course was designed at the request of Tetuo Hara, professor and technical coordinator of the Campus

da Universidade Federal de Viçosa. It was designed specifically to assist the Brazilians in reorganizing their grain grading and inspection system into a nationwide-uniform system.

The course will benefit both Brazil and the U.S., Harvey Kiser, IGP senior agricultural economist, said.

"This course will allow our friends in Brazil to learn about the features of the U.S. grain-inspection system and adopt ideas as they reform their grain-inspection system," he said. "We would anticipate that the export of U.S. grain to Brazil will increase as the grain-inspection systems of our two countries become more aligned."

The course, the Grain Grading, Storage and Handling Short Course, began with classroom-style instruction at the IGP Center in Manhattan, Kan. The first week of the course included tours of K-State's Department of Grain Science and Industry, the Kansas Grain and Feed Association, and a family farm in Topeka, Kan.

The second week of the course, conducted at the Federal Grain Inspection Service's Technical Center, Kansas City, Mo., included an

extensive discussion of the U.S. grain grading and inspection system.

The course concluded in Houston, Texas, with tours of the Gulf Pacific Rice Mill, the Federal Grain Inspection Service Field Office, and a Cargill Inc. port elevator.

Topics discussed during the course included the organization, supervision and quality assurance of the U.S. grain-inspection system; U.S. grain standards; the U.S. Federal Warehouse Act; operational practices used in receiving and grading grain at country elevators; new technology used to evaluate grain quality; and other topics of interest.

Several grain-industry experts made presentations during the course, including Larry McDonald, FGIS, Kansas City, Mo.; Mike Eustrom, assistant director, FGIS Board of Appeals and Review, Kansas City, Mo.; Ned Bergman, USDA Warehouse Examination and Licensing Division of the Farm Service Agency, Kansas City, Mo.; and Donald Koeltzow, scientist, USDA Grain Marketing Research Laboratory, Manhattan, Kan.



Pictured on the left: Betty Bunk, Kansas wheat commissioner, presents short course participants with a wheat pin on behalf of the Kansas Wheat Commission during the short course graduation banquet.

4-99
4-100

THE QUARTER AT A GLANCE

Brazilian Visits IGP

April 20-22, 1999

- Murilo Parada
- Representative from Multigrain, which purchases 1.5 million metric tons of wheat per year

Purchasing, Marketing and Exporting U.S. Grain Short Course

April 26-May 7, 1999

- 40 participants
- 23 countries represented

Visitor from Zimbabwe studies flour and feed milling

May 6, 1999

- Titus Ncube, Induna Foods Company

Grain Grading, Storage and Handling Short Course

May 17-27, 1999

- 11 participants
- designed for Brazilians

Chinese Feed Manufacturers' Study Mission

May 26-28, 1999

- 13 participants

Flour Milling Short Course

June 7-18, 1999

- 13 participants
- 7 countries

Sub-Saharan African Trade Team

June 23, 1999

- 9 participants

Brazilian Millers Trade Team

June 29, 1999

- 11 participants

This may not be a complete list of activities. For more information, refer to the fourth Fiscal Year 1999 quarterly report.



IGP training often includes a combination of classroom-style instruction and educational tours of industry-related facilities.

Sub-Saharan African trade team visits IGP

A nine-member trade team visited IGP on June 23. The team members were flour millers from Sub-Saharan Africa. Two U.S. Wheat Associates staff members and Gary Gilbert, Kansas Wheat Commission, accompanied the group.

While at IGP, the team talked with John Howard, IGP program administrator; and Pat McCluskey, grain-quality specialist. They also toured K-State's Grain Quality Laboratory, located in Throckmorton Hall.

"The Sub-Saharan African trade team represented five countries, South Africa, Lesotho, Nigeria, Senegal and Madagascar," said Howard. "Visiting with them was an excellent opportunity to promote the export of U.S. agricultural commodities."

In addition to visiting IGP, the trade team also toured the Kansas City Board of Trade, Seaboard Corporation, Farmland Grain, Federal Grain Inspection Service, American Institute of Baking and Kansas Wheat Commission.

"Visits from groups like the Sub-Saharan African trade team are important to increasing exports of U.S. agricultural commodities," Howard said. "The training and information provided by IGP to trade teams like this makes them more-informed purchasers of U.S.-grown crops."

IGP staff travels overseas

Brendan Donnelly, IGP director; and John Howard, IGP program administrator, traveled to Singapore in June to attend the 1999 South-East Asian Buyers' Conference. Betty Bunk, Kansas wheat commissioner, also attended the conference.

More than 200 flour millers and wheat buyers attended the conference. Each conference participant received a copy of IGP's 1998 annual report and IGP general-information brochure.

Upcoming IGP events

Terminal Elevator Seminar in Oklahoma City, Aug. 17-18

Second Grain Grading, Storage and Handling Short Course, designed for Brazilians, Aug. 23-Sept 3.

Feed Manufacturing Short Course, Sept. 27-Oct. 8

Latin-American Millers' Association (ALIM) meeting in Cancun, Mexico, Oct. 5-8

Brazilian Millers' Association (ABITRIGO) meeting in Rio de Janeiro Nov. 21-22

INTERNATIONAL GRAINS

Official newsletter of the International Grains Program.

Kansas State University
International Grains Program
201 Shellenberger Hall
Manhattan, KS 66506-2204
ph: (785) 532-4070, fax: (785) 532-6080
igp@wheat.ksu.edu

Brendan Donnelly, director
John Howard, program administrator
Harvey Kiser, senior agricultural economist
Cathy McGlothlin, program administrative assistant
Melissa Struve, student assistant
Gabe Eckert, editor, student communications specialist



INTERNATIONAL
GRAINS PROGRAM

<http://www.ksu.edu/igp>

International Grains is a quarterly publication of the Kansas State University International Grains Program. For more information, contact the IGP office.

official newsletter of the Kansas State University International Grains Program

**INTERNATIONAL
GRAINS**

Fiscal Year 1999 • Fourth Quarter • April, May, June 1999 • Volume 1 • Issue 4

INTERNATIONAL GRAINS

Fiscal Year 2000 • First Quarter • July, August, September 1999 • Volume 2 • Issue 1

IGP conducts annual price analysis course

IGP hosted its second annual Price Analysis and Risk Management Short Course July 12-16.

Twenty-three people, representing six countries, participated in the course. Countries represented in the course were Indonesia, Singapore, Taiwan, Thailand, Venezuela and Yemen.

The course was a one-week advanced course that utilized alternative procurement strategies based on fundamental and technical analysis. It was designed to increase exports of U.S. commodities, specifically, corn, grain sorghum, soybeans and wheat, by teaching international business leaders about U.S. and international commodity markets.

"These business leaders attending this course are the grain and soybean buyers for their companies," Harvey Kiser, IGP senior agricultural economist, said. "This course allows them to ask our presenters detailed questions to further their comprehension of managing their company's ocean-transportation, commodity-price and foreign-exchange risks."

Eleven of the participants were sponsored by the American Soybean Association and the United Soybean Board.

"The American Soybean Association, under the auspices of the United Soybean Board, sponsored the participation of nine major industry leaders from Thailand and Indonesia," said Timothy Loh Meng Kin, director of marketing for the American Soybean Association's Singapore office. "Our primary objective is to allow our Asian buyers to enhance their understanding of the U.S. market and its trade environment, and to provide them with the necessary knowledge and tools to manage as well as increase their imports of U.S. agricultural products."

Topics discussed during the course included futures and options markets; corn, grain sorghum, soybean and wheat markets; ocean transportation of commodities; contract specifications; the international money market; and other topics of interest.

IGP's year 2000 Price Analysis and Risk Management Short Course is scheduled for July 17-21.



Twenty-three people, representing six countries, attended this year's Price Analysis and Risk Management Short Course.

Japanese delegation visits IGP

A three-member Japanese trade team came to IGP in mid-September to increase their knowledge of grain sorghum usage.

They took part in presentations by K-State faculty members. The topics included the isolation of starch from grain sorghum by Dr. Paul Seib; research challenges for sorghum food use by Dr. Carol Klopfenstein; bread-making potential for food-grade sorghums by Dr. Susan Sun; and sensory characteristics of grain sorghum foods by Dr. Carole Setser.

The delegation also toured K-State's Department of Grain Science and Industry, including the extrusion facility, and had dinner with representatives from the Kansas Grain Sorghum Producers Association, IGP staff and K-State faculty members.



A member of the Japanese trade team takes notes during a presentation by Dr. Susan Sun, K-State Department of Grain Science and Industry.

QUOTES FROM IGP TRAINING PARTICIPANTS

"I gained a lot in this course and I was able to meet many colleagues from various places."

"The course had outstanding organization and coordination."

"The course was very well presented."

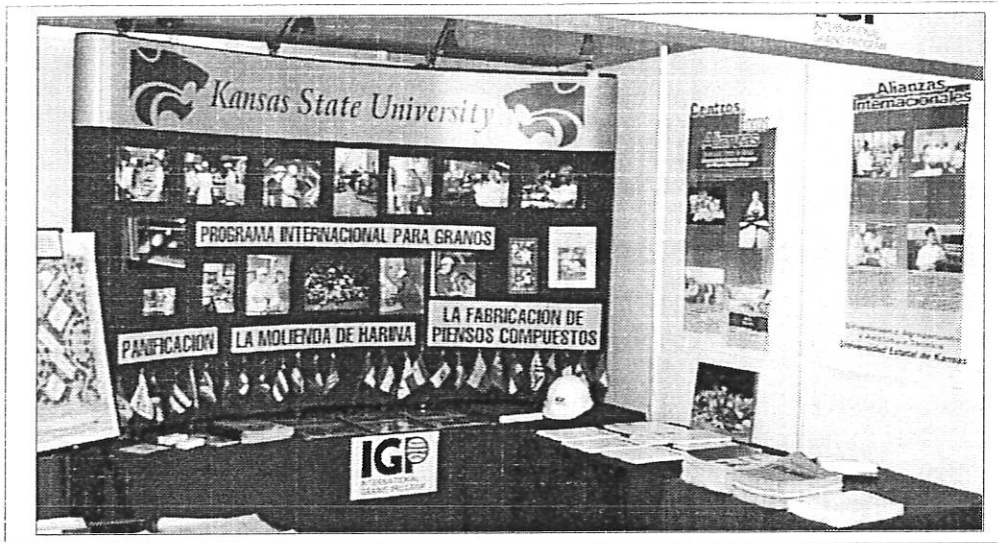
"Everything was interesting and useful. All topics were very interesting."

"I think the course was very interesting and useful."

The speakers were very good and it will help me a lot in my future."

"These courses are very important for developing countries."

These quotes were taken from evaluation forms completed by 1999 short course participants.



IGP's booth is often displayed at conference and trade shows. The booth contains pictures and other information related to IGP training activities.

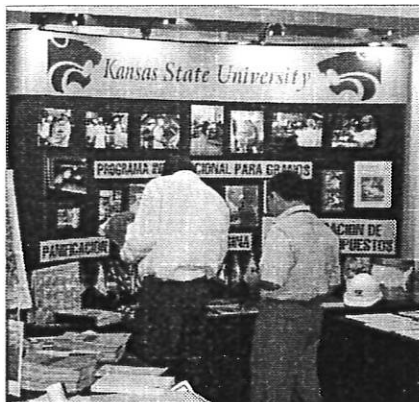
IGP booth promotes corn, grain sorghum, soybeans and wheat

IGP has been promoting its programs and U.S. grains and oilseeds not only through training activities in Manhattan and abroad, but also through a portable display booth.

The booth features pictures of baking, milling and processing U.S. grains and oilseeds. It also promotes K-State's Department of Grain Science and Industry, IGP activities, and the proposed new facilities for K-State's grain science department. Information regarding IGP's training activities is also distributed at the booth.

Recently, the booth was displayed at the Latin American Millers Association meeting in Cancun.

The booth will next be displayed at the Brazilian Millers Association meeting and at the Salina Commodity Classic.



Mexican millers visit IGP, learn about U.S. exports

Representatives from five Mexican flour milling companies, which represent nearly 80 percent of the country's total imports, attended a specially designed IGP short course in September.

The four-day course included presentations from Farmland, Data Transmission Network Corporation, Garnac Grain, CoBank, Cargill, U.S. Wheat Associates; K-State faculty members; and IGP staff.

The participants also toured the Kansas City Board of Trade in Kansas City, Mo.

"This recent short course is an important step in increasing U.S. exports to Mexico," John Howard, IGP program administrator, said. "And with companies representing nearly 80 percent of the country's total imports, this course has the potential to make a long-term impact."

The final day of the course included meetings sponsored by the Kansas Wheat Commission.

The final day of the short course designed for the Mexican millers also overlapped with a two-day IGP training program designed specifically for a flour-milling delegation from India.

INTERNATIONAL GRAINS

Official newsletter of the International Grains Program.

Kansas State University
International Grains Program
201 Shellenberger Hall
Manhattan, KS 66506-2204
ph: (785) 532-4070, fax: (785) 532-6080
igp@wheat.ksu.edu

Brendan Donnelly, director
John Howard, program administrator
Harvey Kiser, senior agricultural economist
Cathy McGlothlin, program administrative assistant
Melissa Struve, student assistant
Gabe Eckert, editor, student communications specialist



INTERNATIONAL
GRAINS PROGRAM
<http://www.ksu.edu/igp>

International Grains is a quarterly publication of the Kansas State University International Grains Program. For more information, contact the IGP office.

INTERNATIONAL GRAINS

Fiscal Year 2000 • Second Quarter • October, November, December 1999 • Volume 2 • Issue 2

IGP sponsors feed manufacturing course

One of IGP's oldest regularly scheduled courses, the Feed Manufacturing Short Course explores, in detail, the major elements of modern feed manufacturing and examines advances in feed technology.

This year, eight participants, from Canada, Colombia, Ghana, Mexico and Trinidad, took part in the two-week short course, Sept. 27-Oct. 8.

"IGP's Feed Manufacturing Short Course has an international reputation for offering high-quality technical training," John Howard, IGP program administrator, said. "This reputation, built upon IGP's 21-year history, allows us to attract and train the world's top feed manufacturing industry executives."

The course featured industry experts, including



Participants in IGP's 1999 Feed Manufacturing Short Course pose for a picture.

Clayton Gill, Watt Publishing; Rich Moneymaker, Bunge Corp.; Larry McDonald, Federal Grain Inspection Service Tech. Center; and others. Several K-State faculty members also made presentations.

In addition to classroom-style lectures, the short course participants also toured industry facilities to gain a better understanding of the U.S. feed manufacturing industry.

IGP develops wheat export course

Upon the request of the Oklahoma Wheat Commission, IGP developed and presented a two-day seminar in Oklahoma City, Oct. 19-20.

The seminar, "Marketing Wheat in Mexico," focused on expanding agricultural

exports to Mexico.

Course topics included rail transportation, Federal Grain Inspection Service certification procedures for export, contract specifications, phytosanitary requirements, and arbitration.

"This course is a

very important step in increasing wheat exports to Mexico," said John Howard, IGP program administrator. "This seminar gave the participants a better understanding of the logistics of exporting agricultural commodities to Mexico."

South African trade team visits IGP

A South African trade team, including five participants sponsored by the U.S. Grains Council, visited the IGP Center Oct. 24.

During its Oct. 24-29 trip to the U.S., the trade team also visited a Butterball turkey feed mill, Peterson Farms poultry feed mill, Kansas City Board of Trade, Federal Grain Inspection Service, Scoular Company, and Farmland Industries.

The U.S. Grains Council assisted IGP with the itinerary.

Germans visit IGP, Kiser, Farm Bureau

Four German visitors, who were part of the McCloy Exchange Program, visited Kansas Oct. 27-30. They were hosted by Farm Bureau. During their visit, Harvey Kiser, IGP agricultural economist, spoke to the group about IGP training programs.

The McCloy program was established to give German and American professionals the opportunity to

broaden their professional experience and to establish working relationships with other business professionals.

During their trip, the visitors also toured dairy, hog and cattle farms. In addition, Barry Flinchbaugh, K-State agricultural economics professor, spoke about international agricultural trade policy.

4-103
4-104

THE QUARTER AT A GLANCE

Feed Manufacturing Short Course
 Sept. 27-Oct. 8, 1999
 • 8 participants

Latin American Millers Association meeting, Cancun, Mexico
 Oct. 5-8, 1999
 • displayed IGP booth and wheat video

Marketing Wheat in Mexico Seminar, Oklahoma, City
 Oct. 19-20, 1999
 • 35 participants

South African trade team visits IGP
 Oct. 24, 1999
 • 5 participants

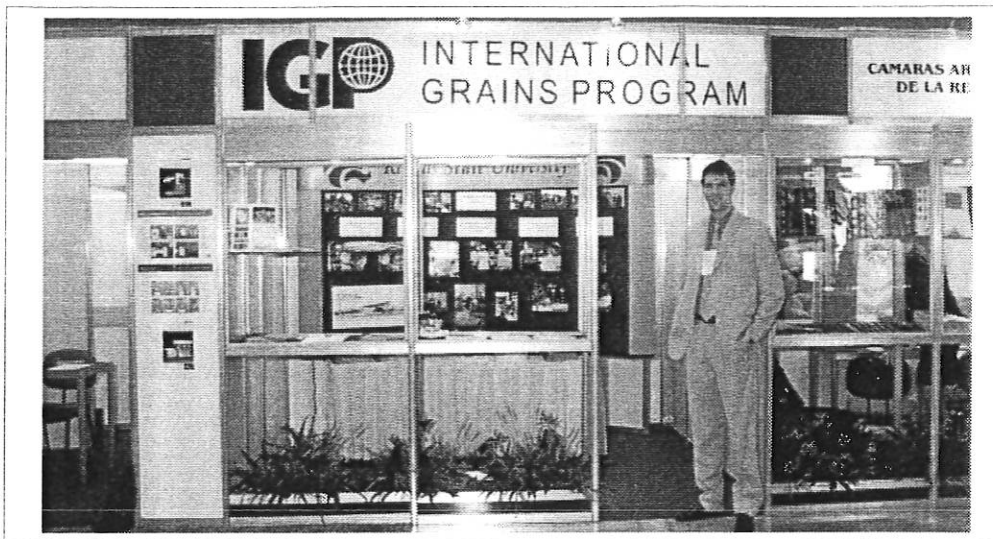
North American Millers Association Advisory Committee to K-State's Department of Grain Science and Industry meeting
 Nov. 10, 1999
 • IGP presentation

Brazilian Millers Association meeting, Rio de Janeiro
 Nov. 21-22, 1999
 • displayed booth

Salina Commodity Classic, Salina, Kan.
 Nov. 21-22, 1999
 • displayed booth

Oklahoma Wheat Commission staff visits IGP Center
 Dec. 8, 1999
 • Danielle Holt and Judi Williams toured the IGP Center and met with IGP staff

This may not be a complete list of activities. For more information, refer to the second Fiscal Year 2000 quarterly report.



The IGP booth, shown here, promotes IGP's training programs as well as U.S.-grown agricultural commodities.

IGP plans courses, designs Web site

Brendan Donnelly, IGP director, recently announced the 2000 short course schedule. The schedule includes IGP's four annual courses and a new Introductory Price Analysis Seminar.

The Introductory Price Analysis Seminar will outline the role of the futures market in pricing grains, and will give an overview of options and grain grading. It is designed to prepare or refresh participants who are attending the 2000 Price Analysis and Risk Management Short Course.

"This new seminar will be an asset to our participants," Donnelly said. "It will allow participants to maximize their understanding from attending the price analysis short course."

IGP has also designed three new Internet sites to inform participants and others of IGP activities. The English site can be accessed from www.ksu.edu/igp; the Spanish site can be accessed from www.ksu.edu/igp/s.htm; and the Portuguese site can be accessed from www.ksu.edu/igp/p.htm.

IGP's 2000 scheduled courses:

- Grain Purchasing, April 3-14
- Flour Milling, June 5-16
- Introductory Price Analysis Seminar, July 12-14
- Price Analysis and Risk Management, July 17-21
- Feed Manufacturing, Sept. 25-Oct. 6

IGP promotes activities through booth, travel

One of the most essential roles of IGP staff is to promote IGP training programs to potential participants overseas. During the last three months, IGP staff members attended several industry meetings, displayed the IGP booth, and talked with international business leaders.

• John Howard, IGP program administrator; and Carl Reed, IGP grain storage technologist, traveled to Cancun, Mexico, and attended the Latin American Millers Association meeting, Oct. 5-8. At the meeting, IGP showed the video *Wheat from the U.S. to the Texas Gulf*, which was originally produced by the Kansas Wheat Commission, in cooperation with Colorado, Nebraska, Oklahoma and Texas. The video was translated into Spanish, and a copy was given to the U.S. Wheat Associates offices in Mexico City and Santiago.

• Howard addressed the North American Millers Association Advisory Committee to K-State's Grain Science and Industry Department, Nov. 10.

• Howard and Stefen Bueher, graduate student in grain science, attended the Brazilian Millers Association meeting in Rio de Janeiro, Nov. 21-22.

INTERNATIONAL GRAINS

Official newsletter of the International Grains Program.

Kansas State University
 International Grains Program
 201 Shellenberger Hall
 Manhattan, KS 66506-2204
 ph: (785) 532-4070, fax: (785) 532-6080
igp@wheat.ksu.edu

Brendan Donnelly, director
 John Howard, program administrator
 Harvey Kiser, senior ag economist
 Cathy McGlothlin, program administrative assistant
 Melissa Struve, student assistant
 Gabe Eckert, editor, student communications specialist

IGP
 INTERNATIONAL
 GRAINS PROGRAM
www.ksu.edu/igp

International Grains is a quarterly publication of the Kansas State University International Grains Program. For more information, contact the IGP office.

4-104
 4-105

International Grains Program

2000 Scheduled Short Courses:

GRAIN PURCHASING

April 3 -14 *Designed to benefit individuals who are responsible for buying U.S. Grain and Soybeans, the Grain Purchasing Short Course focuses on the mechanics of purchasing grain and features detailed discussions of cash and futures markets, financing, grain grading and ocean transportation.*

GRAIN PURCHASING FOR SOY BUYERS

May 1 - 5 *Special course for American Soybean Association's Southeast Asia Region.*

FLOUR MILLING

June 5 -16 *IGP's Flour Milling Short Course provides a detailed study of the major principles of modern flour milling and examines recent advances in flour-milling technology.*

INTRODUCTORY PRICE ANALYSIS SEMINAR

July 12 -14 *The Introductory Price Analysis Seminar outlines the role of the futures market in pricing grains, and gives an overview of options and grain grading. The course is designed to prepare or refresh participants who are attending the Price Analysis and Risk Management Short Course.*

PRICE ANALYSIS AND RISK MANAGEMENT

July 17 -21 *The Price Analysis and Risk Management Short Course is a one-week advanced course that emphasizes alternative grain procurement strategies; fundamental and technical analysis; ocean freight contracts and risk; and currency-exchange risks.*

FEED MANUFACTURING

Sept. 25 - Oct. 6 *One of IGP's oldest regularly scheduled courses, the Feed Manufacturing Short Course explores, in detail, the major elements of modern feed manufacturing and examines advances in feed technology.*

INTERNATIONAL VISITORS AND TRADE TEAMS

January - December *IGP anticipates approximately ten trade teams and 50 - 75 visitors.*

WEBSITES:

English: <http://www.ksu.edu/igp>
Spanish: <http://www.ksu.edu/igp/s.htm>
Portuguese: <http://www.ksu.edu/igp/p.htm>



PROPOSED SITE DEVELOPMENT PLAN
 GRAIN SCIENCE & INDUSTRY COMPLEX · KANSAS STATE UNIVERSITY



HORST, TERRILL & KARST ARCHITECTS, P.A.

4-106
 4-107

Functionality of Buildings

Feed Mill:
1999
Cost: \$5.5 million

Feed Science and Management: Teaching/ Research
Feed Milling Capacity (60 T/day)
Industry Service (Processing/Short Courses)

International Grains Program:
2000
Cost: \$4.0 million

Executive Conference Center
Commodity Marketing, Processing, Utilization and
Technical Training Center
Custom Designed Programs - Industry and Grain Trade

Flour Mill:
2001
Cost: \$5.2 million

Milling Science and Management: Teaching/Research
Wheat Milling Capacity (20 T/day)
Industry Service (Processing/Short Courses)

**Bioprocessing and
Value Added Center:**
2004
Cost: \$5.9 million

Pilot Plant/Scale Up Processing
Flex Plant/Equipment Processing Evaluation
Value Added Product Development
Extrusion/Fermentation/Food and Non-Food
Applications

Teaching/Research/Baking:
2008
Cost: \$40.6 million

Baking Science and Management: Teaching/Research
Undergraduate Teaching Classrooms/Laboratories
Faculty/Graduate Students Offices and Research
Laboratories
Baking/Dough Rheology Laboratories
Administrative Offices

International Meat and Livestock Program

FACT SHEET

Introduction

The International Meat and Livestock Program (IMLP) was established with funds provided by the 1985 Kansas legislature and private livestock and commodity groups. The initial concept of the IMLP was developed by an industry group which included representatives of the State of Kansas, Kansas State University, Kansas Livestock Association, U.S. Feed Grains Council, National Cattleman's Association, Kansas Farm Bureau, National Pork Producers Council, Kansas Pork Producers Council and various other commodity groups. The IMLP is located at Kansas State University in the Department of Animal Science and Industry.

Purpose

The IMLP was developed to provide training, education, technology transfer and promotion of animal agriculture to the international community. The ultimate goal is to expose international clientele to Kansas expertise and to promote Kansas livestock and livestock products.

Types of Activities

The IMLP provides long and short-term custom designed courses, tours, workshops and seminars on various phases of livestock management, development, meat processing, sanitation, products and markets. The programs can be developed for presentation in Kansas or in other countries. The IMLP can identify experts to provide resource information. We also promote cooperation through visiting scholars and fellowship programs that encourage international exchange of research and education. In 1999, 25 faculty and staff went to 19 countries including Australia, Brazil, Canada, China, Costa Rica, Egypt, England, France, Germany, Ireland, Israel, Italy, Mexico, Netherlands, Norway, Philippines, South Africa, Sweden, and Uruguay. Beef, pork, poultry, meat processing, food safety were among the commodity and scientific areas represented by faculty expertise.

Past IMLP Cooperators

USDA Foreign Agricultural Service (FAS) Food Industry Division
USDA FAS Cochran Fellowship Program
Kansas Dept. of Commerce & Housing, Agricultural Products Development Division
KSU International Grains Program
KSU Office for International Programs
KSU Office of International Agriculture Programs
Food and Agriculture Organization of the United Nations
Kansas City International Visitors Bureau
World Trade Center, Wichita
International Atomic Energy Commission
World Bank
Heifer Project International
U.S. Agency for International Development



House Appropriations
2-2-00
Attachment 5

Highlights from 1999

Program / country: Post-Doctoral Training / India

Cooperator: Food & Agriculture Organization of the United Nations

Project Description: Three faculty from different agricultural universities in India received training in meat processing and technology, feed processing and technology, and reproductive technologies in cattle. The purpose of the post-doctoral training was to enhance programs in their home universities by observing KSU teaching faculty, course structure, and to acquire new research skills.

Program / country: Beef Cattle Genetics / Republic of Slovakia

Cooperator: U.S. Department of Agriculture Foreign Agriculture Service

Project Description: To expose cattlemen from the Republic of Slovakia to information on genetic development of beef cattle breeding programs and to breeders and breeding services in Kansas.

Program / country: Meat Sanitation Practices / Malaysia

Cooperator: U.S. Department of Agriculture Foreign Agriculture Service

Project Description: To address sanitation issues in meat processing and to introduce principles of the Hazard Analysis Critical Control Point program as implemented in the United States.

Program / country: European Union Representatives Beef Seminar

Cooperator: Kansas City International Visitors Bureau

Project: To provide a seminar and open discussion on the role of growth promotants and antibiotics in the production of U.S. beef products.

Program / country: Pork and Poultry Processing Seminar/ China

Cooperator: World Trade Center

Project: To meet with Chinese financiers and a faculty of the Agricultural Science Academy of Shanghai regarding the building of pork and poultry processing facilities in China.

Program / country: Meat Industry Tour / Russia

Cooperator: U.S. Department of Agriculture Foreign Agriculture Service

Project: To expose directors and owners of meat processing facilities in Russia to various beef, pork and poultry processing operations and producers in Kansas. Contacts with export staff at major meat processing companies were made and a meeting conducted with Mr. Mel Thompson, staff Senator Pat Roberts.

Summer 2000

The biannual Meats Short Course will be offered to students from the Instituto Tecnológico y de Estudios Superiores de Monterrey, June 26 – July 14, 2000. The course is open to ITESM students and industry personnel in Latin America and has been conducted at KSU since 1992.

Contact Information

International Meat and Livestock Program, 134 Weber Hall,
Department of Animal Science and Industry, Kansas State University, Manhattan, KS 66506-0201
Phone: 785-532-1244 Fax: 785-532-7059 Website: www.oznet.ksu.edu/pr_impl/

INTERNATIONAL WHEAT TRADE & KANSAS

HOUSE APPROPRIATIONS 2-26-00
ATTACHMENT 6

House Appropriations
2-2-00
Attachment 6

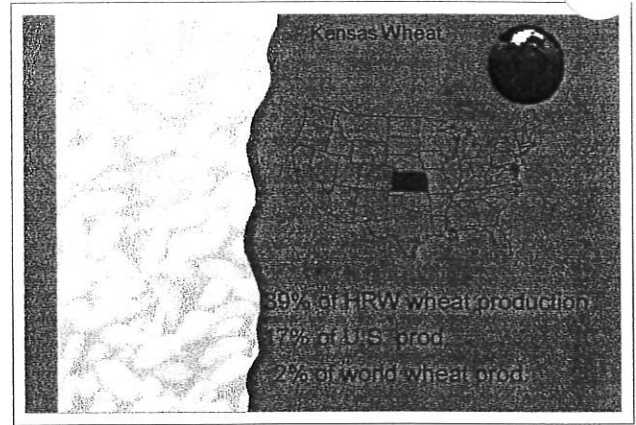
Top U.S. Wheat Export Customers

Marketing Year 1999 – 1,000 MT

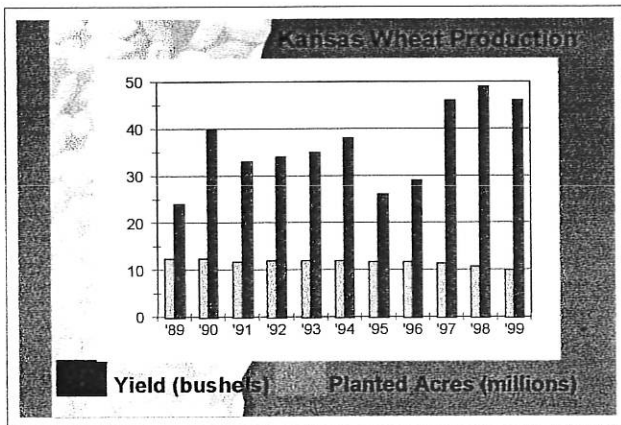


6,300.0	Food Aid
4,396.8	Egypt
3,201.4	Japan
1,859.9	Mexico
1,749.0	Philippines
1,365.9	Korea
1,300.4	Nigeria
920.1	Taiwan
843.5	Pakistan
734.4	Israel
685.0	Peru

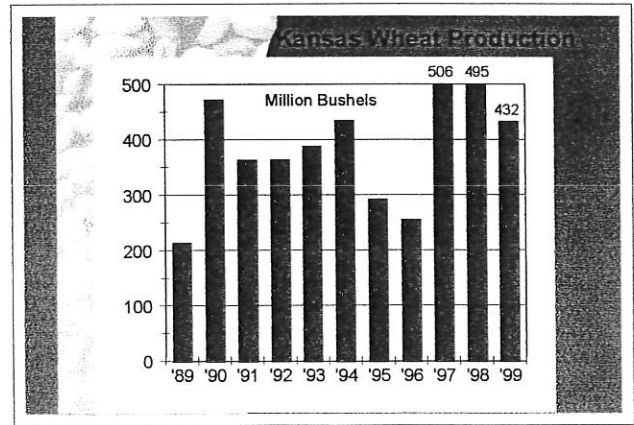
INTERNATIONAL WHEAT TRADE & KANSAS



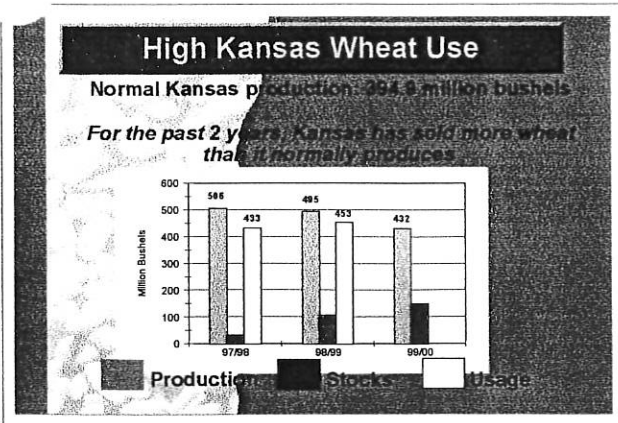
If Kansas was a country, it would be the 13th largest wheat producing country in the world. For the past two years, Kansas grew more wheat than the wheat exporting nation, Argentina. That probably won't happen this year as Argentina may grow 520 million bushels.



Record yields, good farmers, weather conditions turned out right for the most part, but also thanks to excellent wheat seed.



Record sized crops has meant a need for expanded demand.



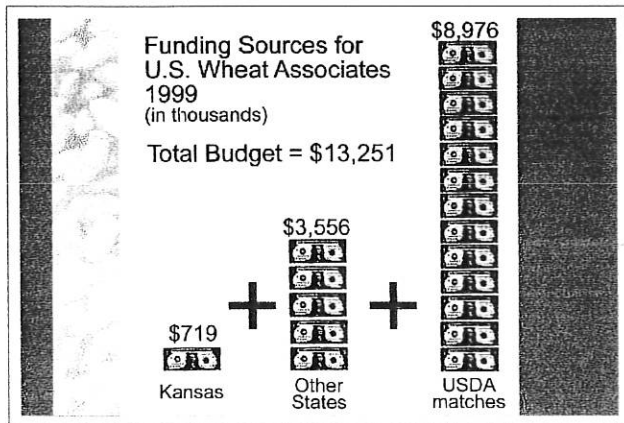
Because production has been so high, we seem to have overlooked the fact that demand has been far higher than an average production (395 million bu.). If demand or usage can be maintained at recent levels then Kansas stocks will be reduced for the first time since 1996.

U.S. Wheat Associates

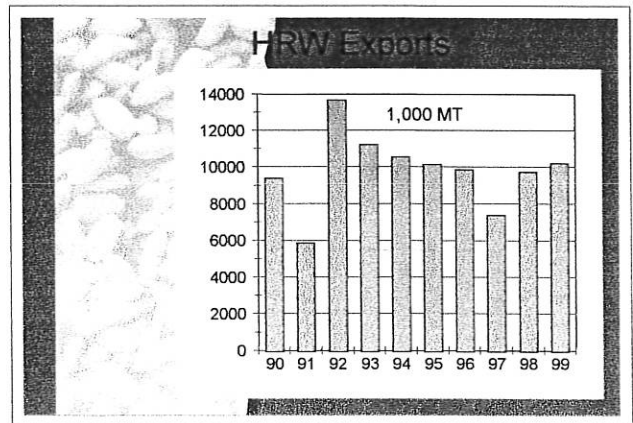
The Wheat Farm's Export Marketing Team

- Promotes U.S. wheat through 16 overseas marketing offices
- Provides technical assistance
- Kansas hosts numerous millers, bakers & wheat buyers

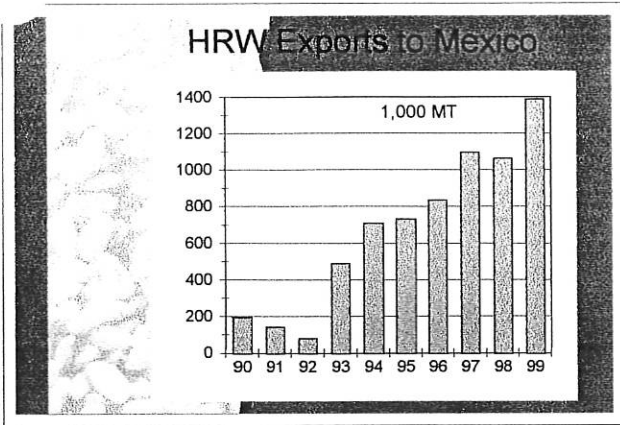
Part of the demand picture is the export market. U.S. Wheat Associates President Alan Tracy will be up here in a few minutes to tell you about their work. I don't want to steal his thunder...there is good reason for Kansas being the largest state supporter of USW...that reason is money.



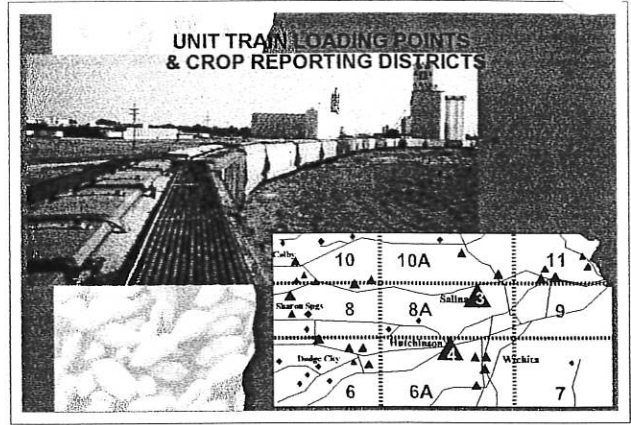
Our Kansas money goes so much farther when added to that from other states and then matched by the FAS of the USDA. As big as Kansas is in wheat production, we could never do alone what this cooperator program allows us to do by joining with other states and the federal government.



Still, Kansas will always have special interests in those that buy the wheat we grow and those that may begin buying our wheat or expand their demand for Kansas wheat.



A prime example is Mexico...since NAFTA Mexican purchases of US HRW wheat have soared.



Mexico is the only export market that imports wheat from the U.S. on rail. We can load wheat at a Kansas terminal elevator and ship direct to Mexico. KWC wants to make sure that the Mexican flour millers have excellent information on the quality of Kansas wheat and where the unit train loaders are located in the state, names and phone numbers. We hope to make Mexican millers as at home buying Kansas wheat as the flour millers in the U.S. and KWC is providing excellent and timely information to them through cooperation with the U.S. wheat offices in Mexico City.

Brazil

A top four world wheat buyer

A member of MERCOSUR (the NAFTA of the South)

Had phytosanitary restrictions on all U.S. wheat

Lifted the restrictions on U.S. HRW out of the Texas Gulf after meeting with KWC/KSU Plant Pathology

Bought U.S. HRW for the first time in 3 years

Argentina will sell-out.

Tough competition with Canadian cleaned wheat.

Another market that we have taken special attention to is Brazil.
 Brazil
 A top four world wheat buyer
 A member of MERCOSUR (the NAFTA of the South)
 Had phytosanitary restrictions on all U.S. wheat
 Lifted the restrictions on U.S. HRW out of the Texas Gulf after U.S. Wheat Associates arranged meetings including those in Kansas with KWC/KSU Plant Pathology
 Bought U.S. HRW for the first time in 3 years
 Argentina will sell-out. before we have a chance to sell Brazil, and then... we are in
 Tough competition with Canadian cleaned wheat.

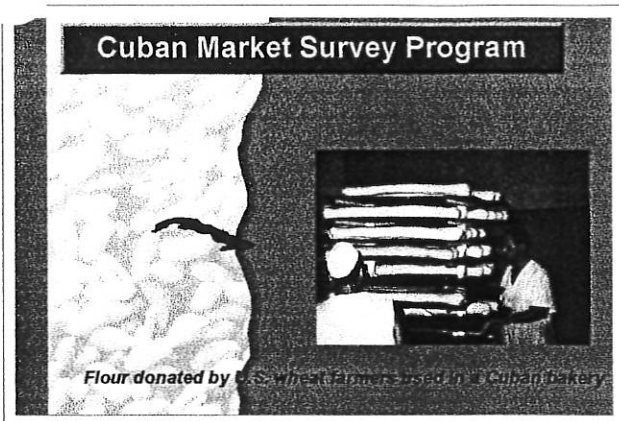
Sanctioned Wheat Markets

Account for approximately 11% of world wheat and flour trade

In 1999, Iran is 2nd largest world wheat market. Hasn't bought U.S. wheat for 20 years.

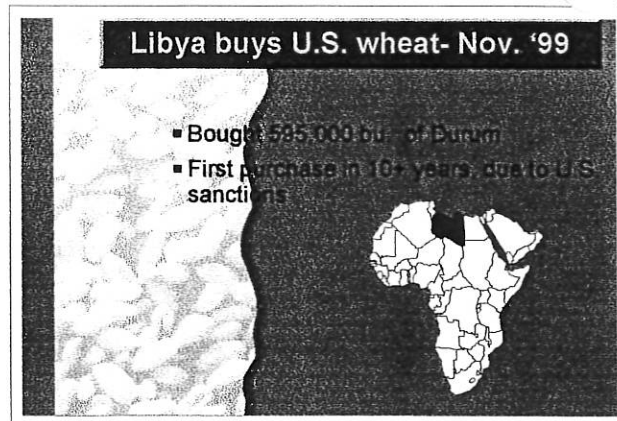
Sanctioned Wheat Markets
 Account for approximately 11% of world wheat and flour trade

Keep in mind, Kansas is not only the largest wheat producing state in the nation it is also the largest flour milling state in the nation..

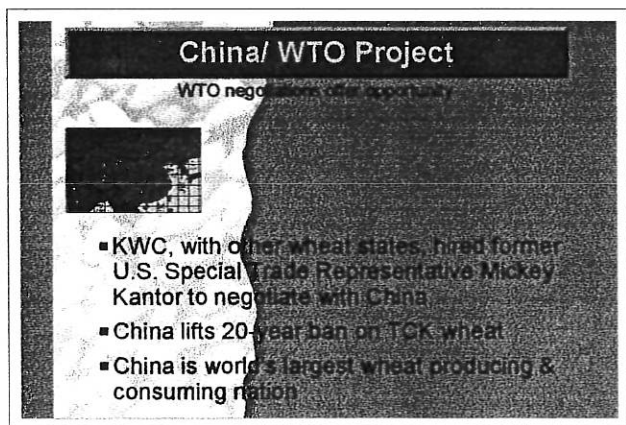


Cuban Market Survey Program

- USW plans to maintain regular contact with the principal wheat buying agency, mills & bakeries through trade servicing visits
- Invite Cuban Ministry of Food officials to attend a milling short course
- Relationships formed will provide basis for future market development programs & directly impact U.S. market share

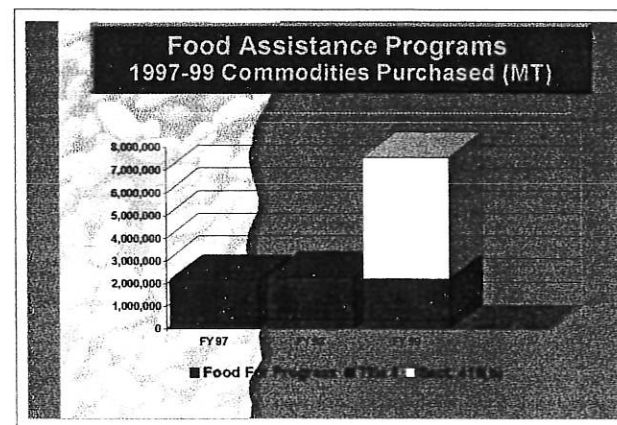


This previously forbidden market was a tremendous recent coup for U.S. Wheat Associates and I'll let Alan tell about it.

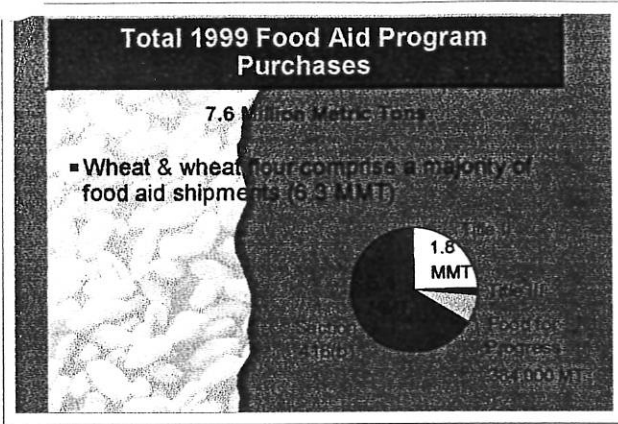


China/ WTO Project

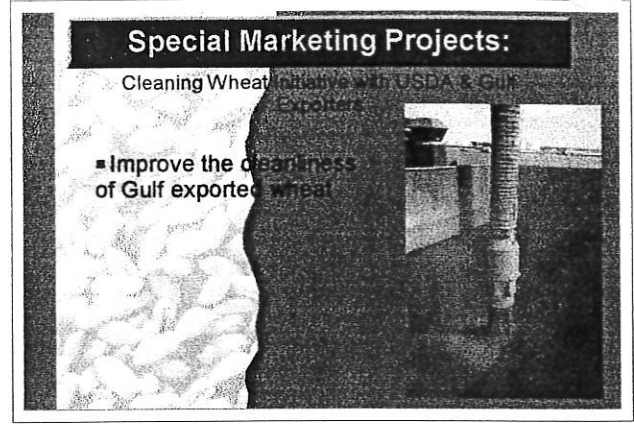
- WTO negotiations begin December 2
- Earlier this year, KWC, with other wheat states, hired former U.S. Special Trade Representative Mickey Kantor to negotiate with China.
- We believe that effort along with some scientific work was pivotal in encouraging China to lift its 20-year ban on TCK smut and wheat from the U.S.
- China is world's largest wheat producing & consuming nation



Other than the market development support that the U.S.D.A. gives to USW, and the guaranteed loans, the federal government is not involved in expanding markets for U.S. wheat and flour...except through Food Aide. This is a huge market for U.S. wheat and flour this year...

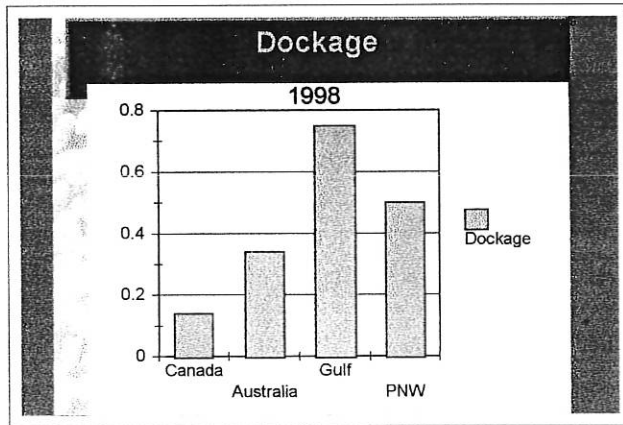


As important as this market is for Kansas farmers, imagine how important it is for the recipients. It is a program we can't take for granted.

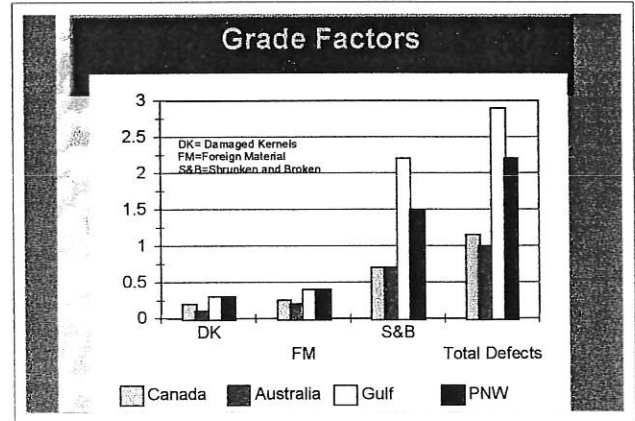


Another Special Marketing Project that we will work hand in hand with USW is to push for the success of the Cleaning Wheat Initiative with USDA & especially with Texas Gulf Exporters

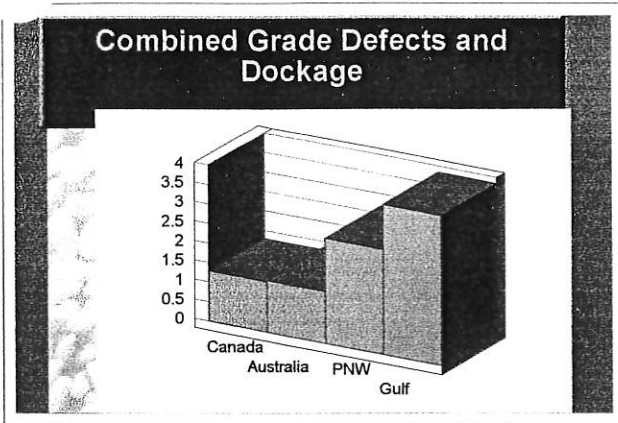
There is a tangible need to improve the cleanliness of Gulf exported wheat



This is the easily removed, non-wheat material, referred to as Dockage in the U.S. system, it is not part of the grade. Japan requires max. dockage of .5, which can be met by all of these locations except, the Texas Gulf.



These are the Grade Factor comparisons



Imagine that you are a wheat buyer.
Now, Compare the Combined Grade Defects and Dockage from these competing source loading locations

KSU International Grains Program

Helps promote wheat outside the U.S. through

- providing market information & technical assistance.
- short courses on grain procurement, flour milling & marketing
- overseas seminars & technical assistance on crop quality, processing, utilization & contracting.

KWC also helps support international wheat marketing along with USW by supporting the KSU International Grains Program
Helps promote wheat outside the U.S. through

- providing market information & technical assistance.
- short courses on grain procurement, flour milling & marketing
- overseas seminars & technical assistance on crop quality, processing, utilization & contracting.

- KWC hosted 251 international wheat visitors
- These visitors represent some of the major HRW wheat buying nations

International Visitors
KWC hosted 251 international wheat visitors
These visitors represent some of the major HRW wheat buying nations

Improvement of Hard Red Winter Wheats for Kansas

Improving kernel size & uniformity

Non-uniform kernel size is the most frequently criticized by domestic & international millers.

Releasing selections with kernel sizes greater than past varieties

Developing premium hard wheats to increase buyer recognition & demand for Kansas wheats.

Improvement of Hard Red Winter Wheats for Kansas

KSU has the World's Most Successful Wheat Breeding Program

- K-State Varieties Dominate Plantings
- KWC funds approximately 45% of KSU wheat variety development
- The 1999 on-farm value of KSU varieties: \$1.07 billion
- In 1999, Kansas farmers planted KSU varieties on 66% of wheat acres

KSU has the World's Most Successful Wheat Breeding Program

K-State Varieties Dominate Plantings
 KWC funds approximately 45% of KSU wheat variety development

The 1999 on-farm value of KSU varieties: \$1.07 billion

In 1999, Kansas farmers planted KSU varieties on 66% of wheat acres.

Research Investments

WHEAT SEED IS GENERALLY PUBLICLY FUNDED

Research Investments

WHEAT SEED IS GENERALLY PUBLICLY FUNDED

KSU Varieties Lead Kansas Plantings

KSU Varieties Lead Kansas Plantings

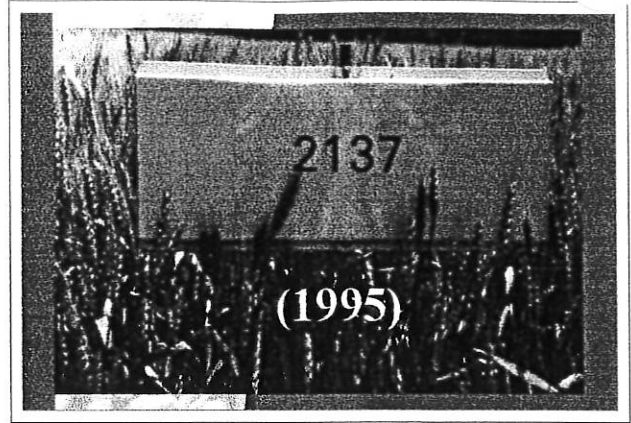
Karl (1988)/Karl-92

Kansas' top wheat, 1992-1997

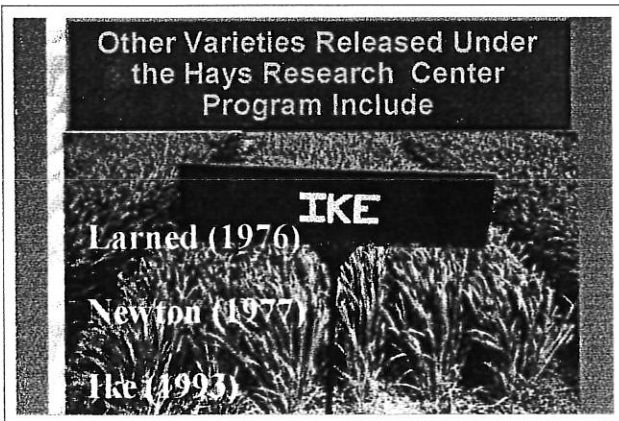
Karl



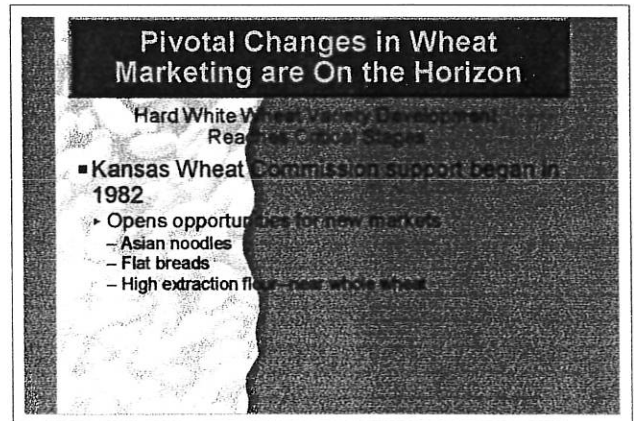
Jagger



2137



Other Varieties Released Under the Hays Research Center Program Include



Pivotal Changes in Wheat Marketing are On the Horizon

Hard White Wheat Variety Development Reaches Critical Stages

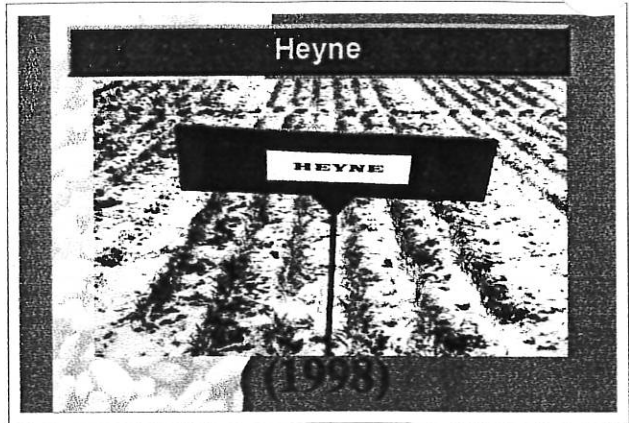
Kansas Wheat Commission support began in 1982

Opens opportunities for new markets

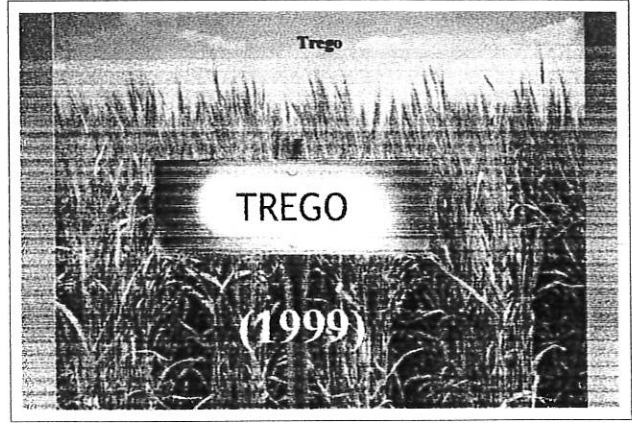
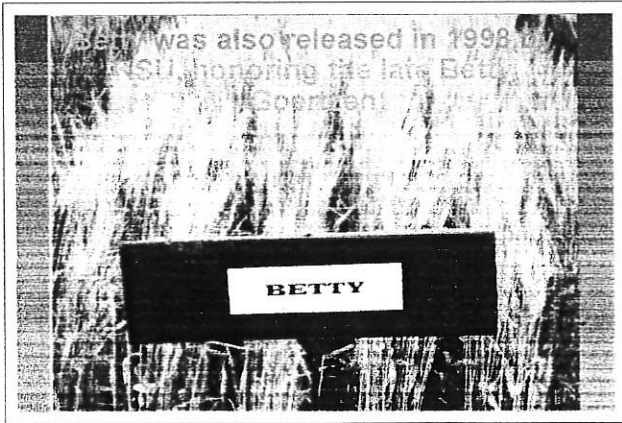
Asian noodles

Flat breads

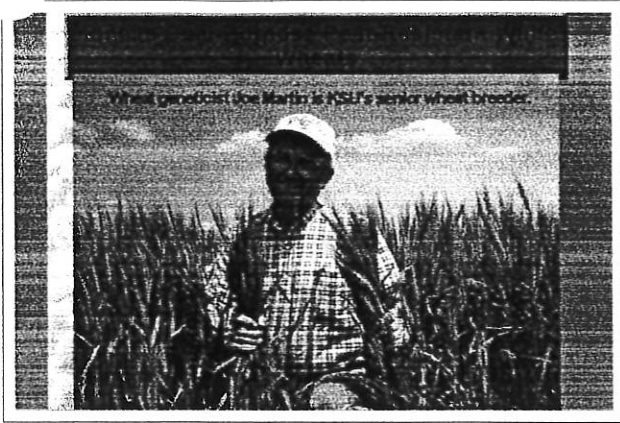
High extraction flour--near whole wheat



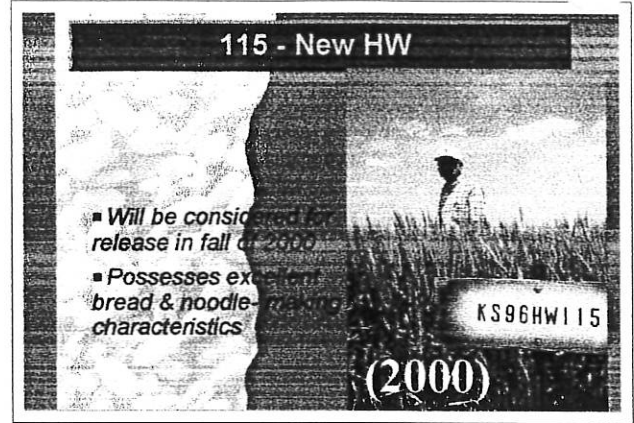
Heyne



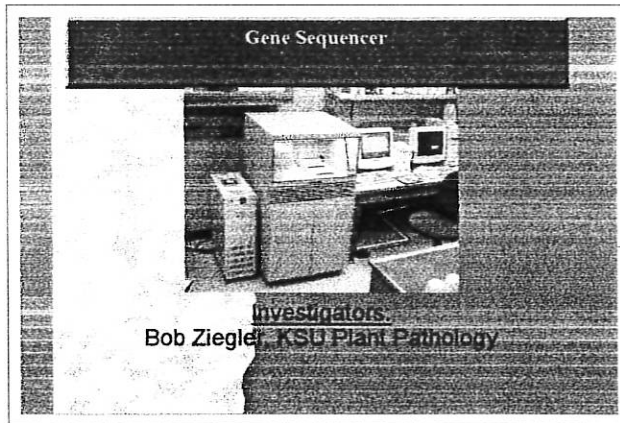
Trego



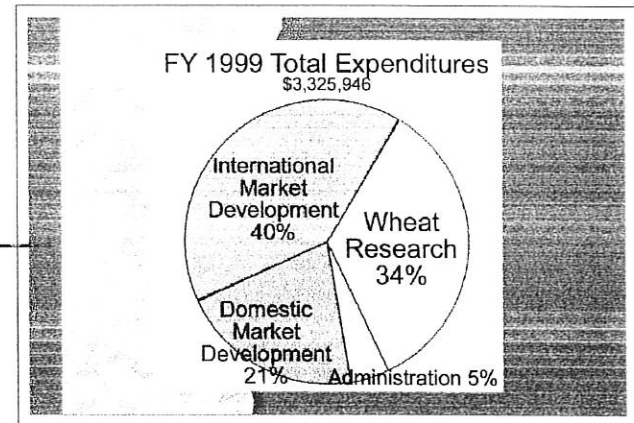
Kansas Dual-Purpose Pest-Resistant White Wheats



115 - New HW
 Will be considered for release in fall of 2000
 Possesses excellent bread & noodle-making characteristics



KWC provided essential help for KSU to acquire its first Gene Sequencer.



This is how the KWC invested Kansas producer funds this past year. A take home copy of the KWC annual report is available for everyone here. The wheat producers of the state will also be sent a copy. It is my honor to be part of a team working for wheat producers.