

# 2<sup>nd</sup> Annual Arkansas Feed Grain Conference

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Chris Corry  
Sr. Director for Int'l Operations



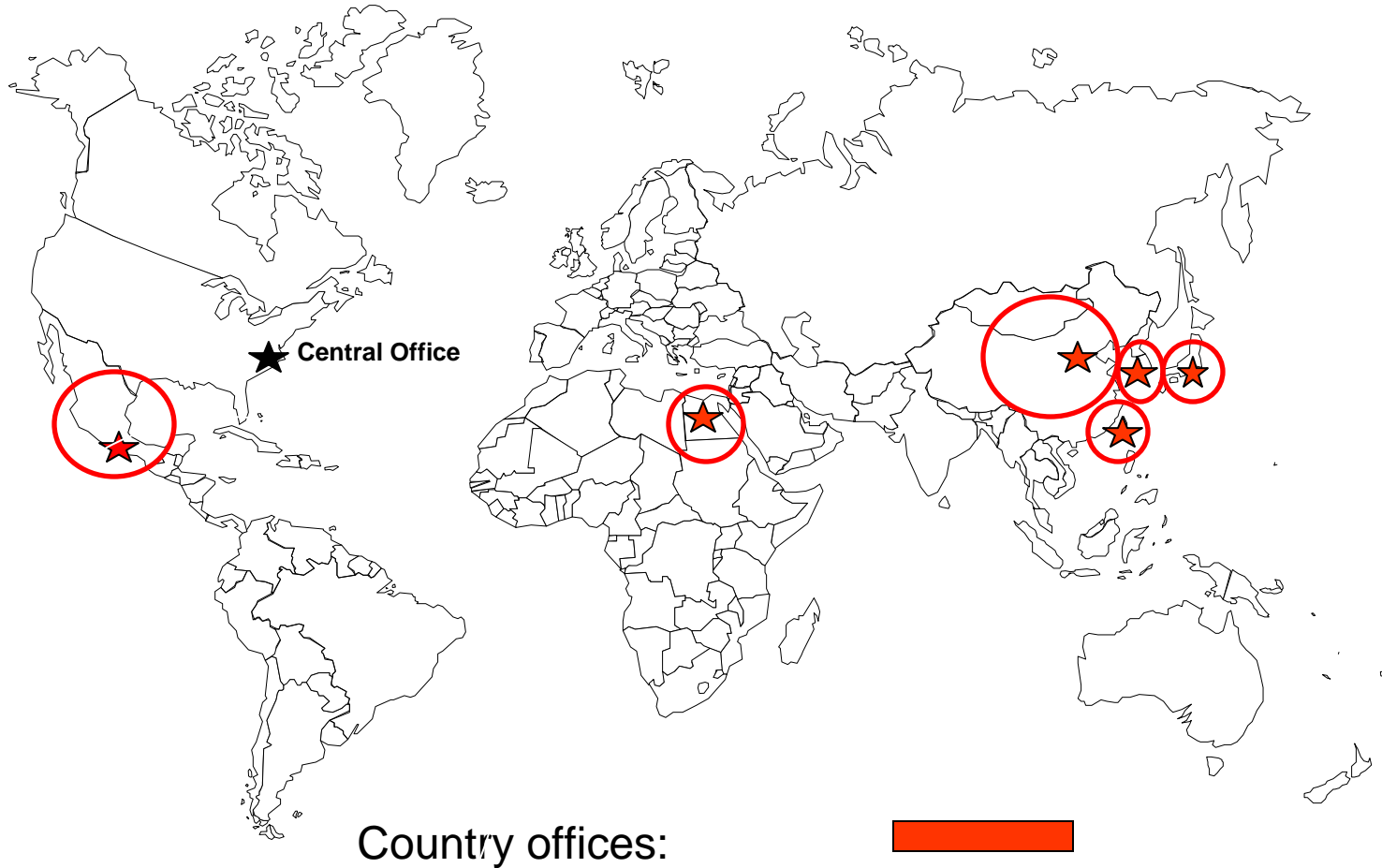
**U.S. GRAINS**  
**C O U N C I L**

# Council Members – A Unique Partnership



- **26 state checkoff boards**
  - *barley, corn & sorghum*
- **71 agribusinesses**
  - *life science, seed providers, equipment, storage & handling, marketing, transportation*
- **19 grower organizations**
  - *from county to national level*
- **3 state non-checkoff entities**
  - *state departments of agriculture, economic development, etc.*

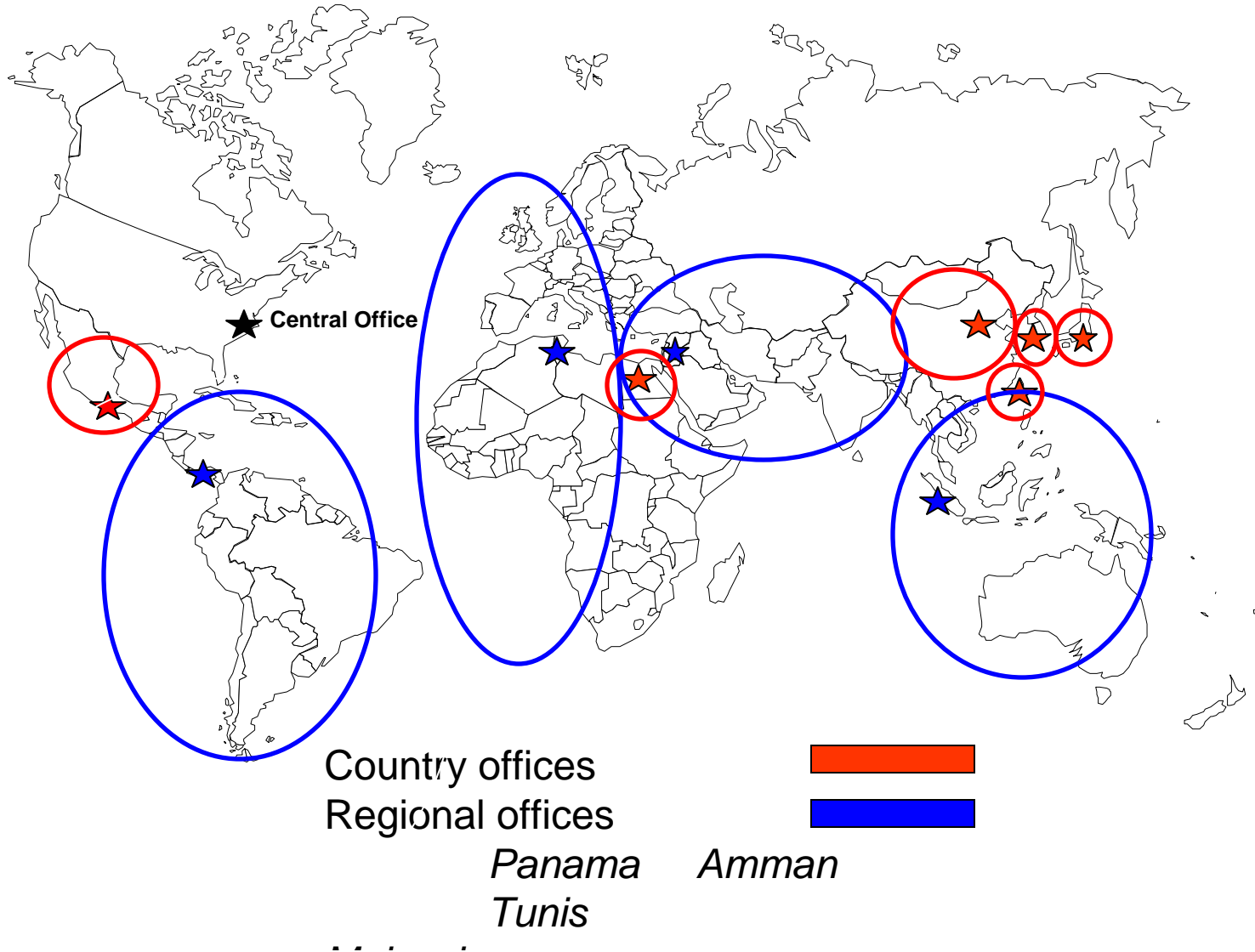
# U.S. Grains Council Outreach



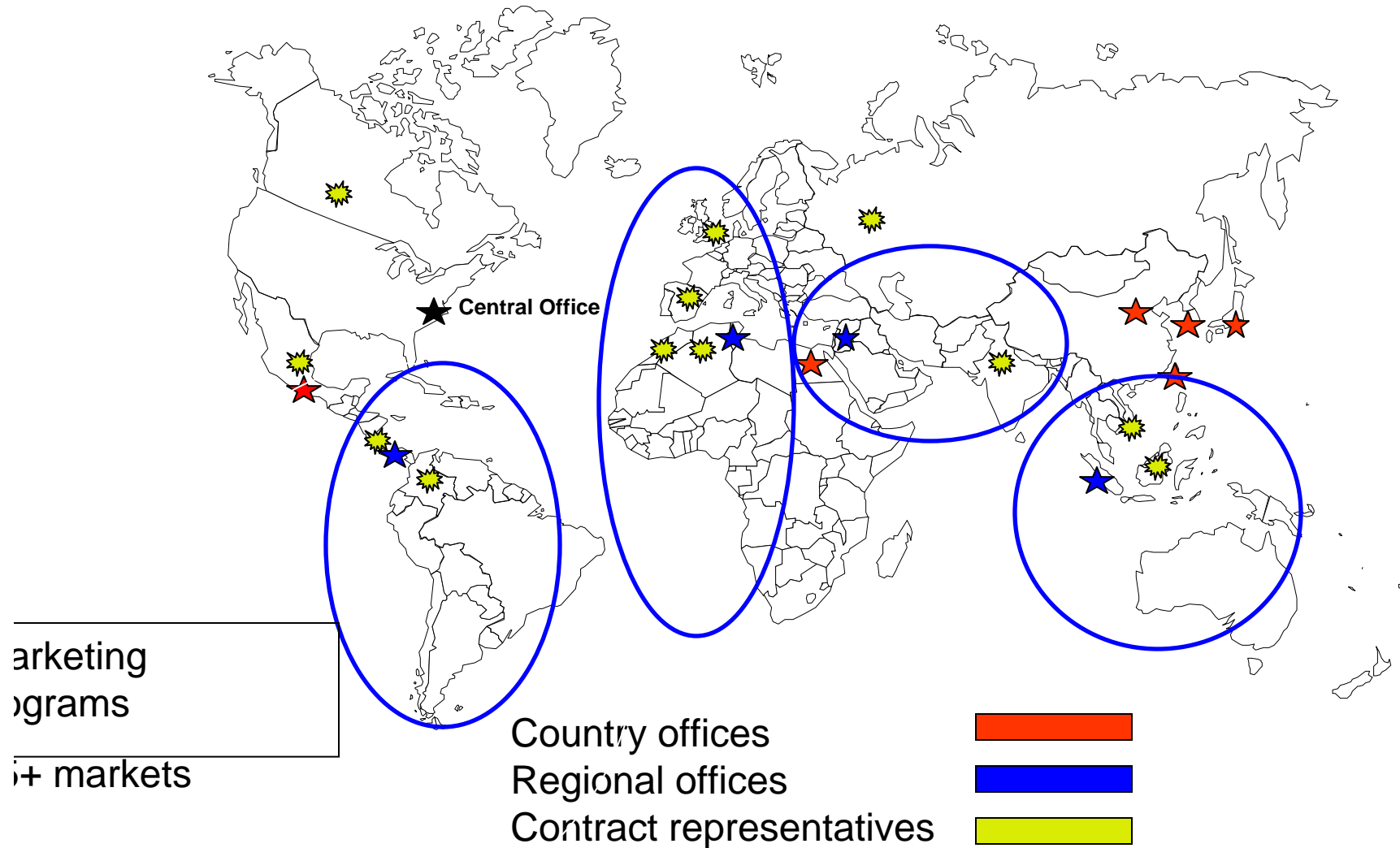
Country offices:

<i>Japan</i>	<i>Taiwan</i>
<i>Mexico</i>	<i>Egypt</i>
<i>Korea</i>	<i>PRC</i>

# U.S. Grains Council Outreach



# U.S. Grains Council Outreach





# Cornerstones for Programs

- Market Access
- Market Development
- Market Defense
- Gathering Market Intelligence



# Cornerstones for Programs

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- **Market Access**
  - **Saudi Arabia sorghum subsidy**
- **Market Development**
- **Market Defense**
- **Gathering Market Intelligence**



# Market Access

## Saudi Arabia Feed Subsidy Schedule

	Feed ingredient	Protein %	Energy MCal/ton	Current subsidy	New subsidy
1	Corn Yellow corn Zea maiz	8.5	3350	330	226
2	Soybean meal 48% Soybean cake 48%	48	2460	555	379
3	Soybean meal 44%	44	2230	507	346
<b>4</b>	<b>Sorghum</b> <b>White sorghum</b> <b>Red sorghum</b> <b>Yellow sorghum</b>	<b>7</b>	<b>2800</b>	<b>338</b>	<b>188</b>





# Cornerstones for Programs

- *Market Access*
- **Market Development**
  - **Morocco feedlot expansion**
- Market Defense
- Gathering Market Intelligence

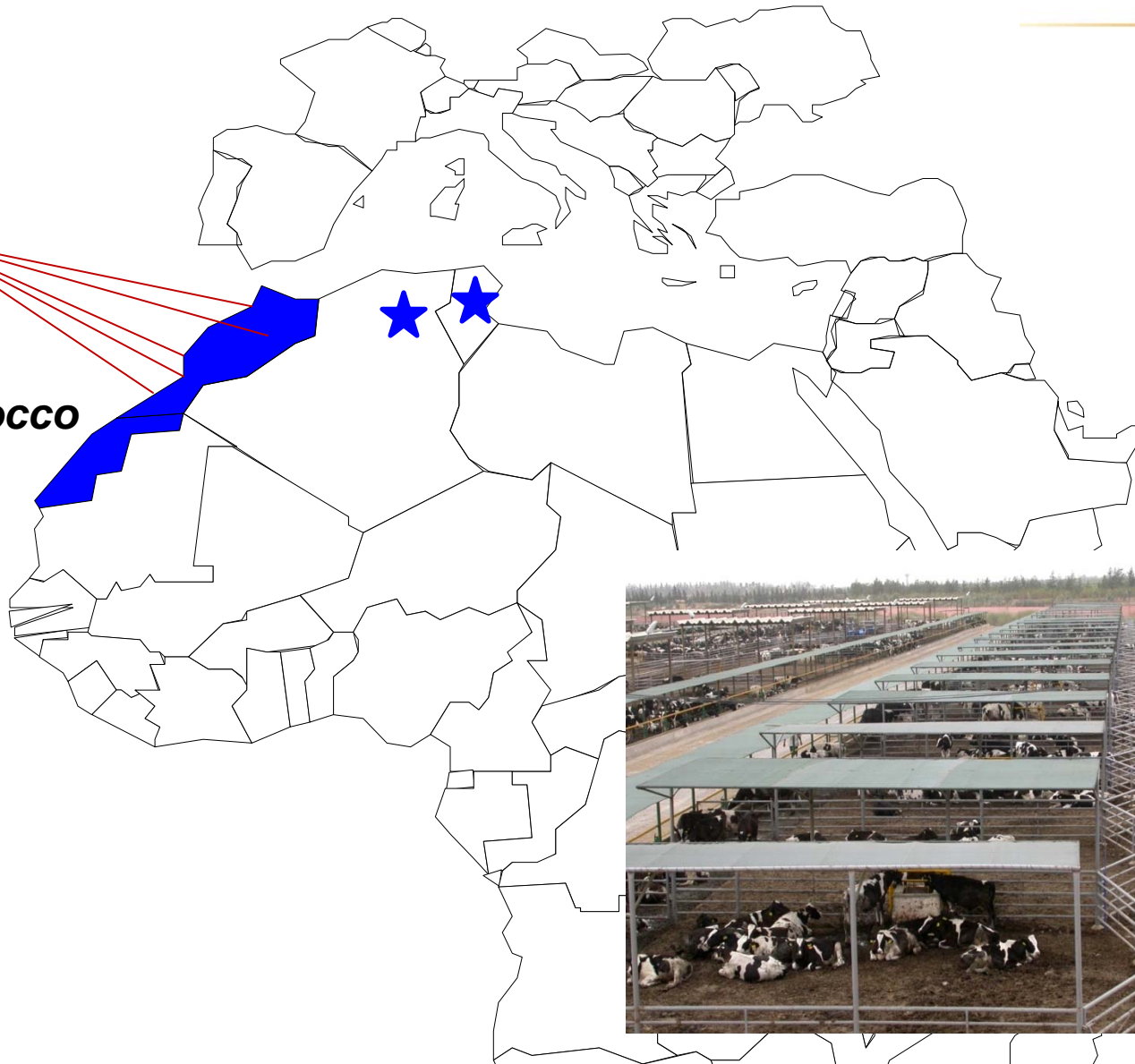
# Market Development



Feedlot  
installations

5

*Morocco*



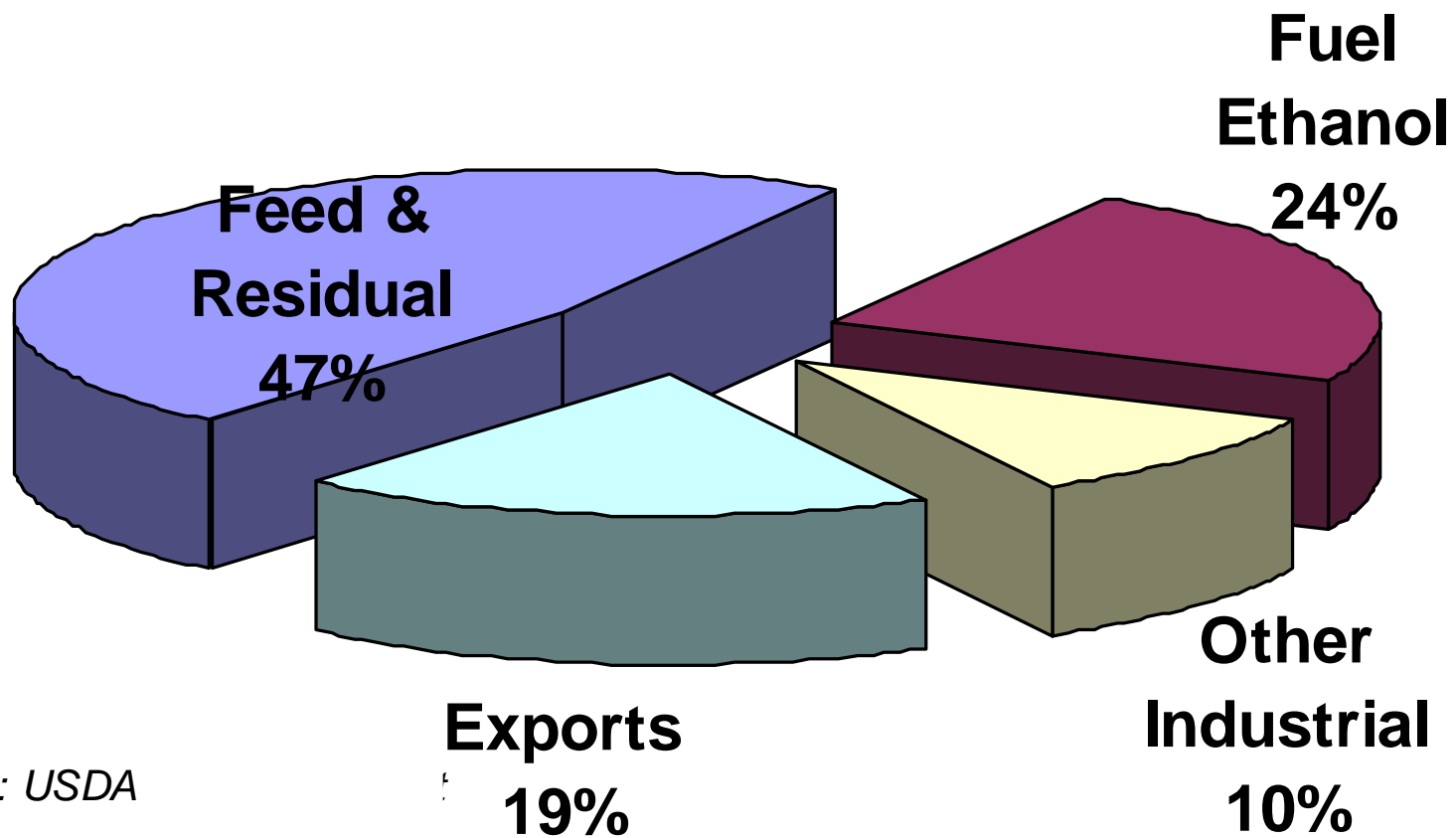


# Cornerstones for Programs

- *Market Access*
- *Market Development*
- **Market Defense**
- Gathering Market Intelligence



# Market Defense



Source: USDA



# Market Defense

- Harmonizing grain inspection procedures
- Introducing new feed commodities
- Redefining purchasing methods



# Cornerstones for Programs

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- *Market Access*
- *Market Development*
- *Market Defense*
- **Gathering Market Intelligence**



# Gathering Market Intelligence

- Identifying new market opportunities
  - Sorghum
    - Nigeria brewing sector
    - Saudi Arabia feed sector
    - European food sector
  - Corn
    - Ecuador feed sector
    - Central America snack food sector
  - Barley
    - Latin America brewing sector

# U.S. GRAINS COUNCIL

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Thank you



**U.S. GRAINS**  

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**C O U N C I L**





# Gathering Market Intelligence

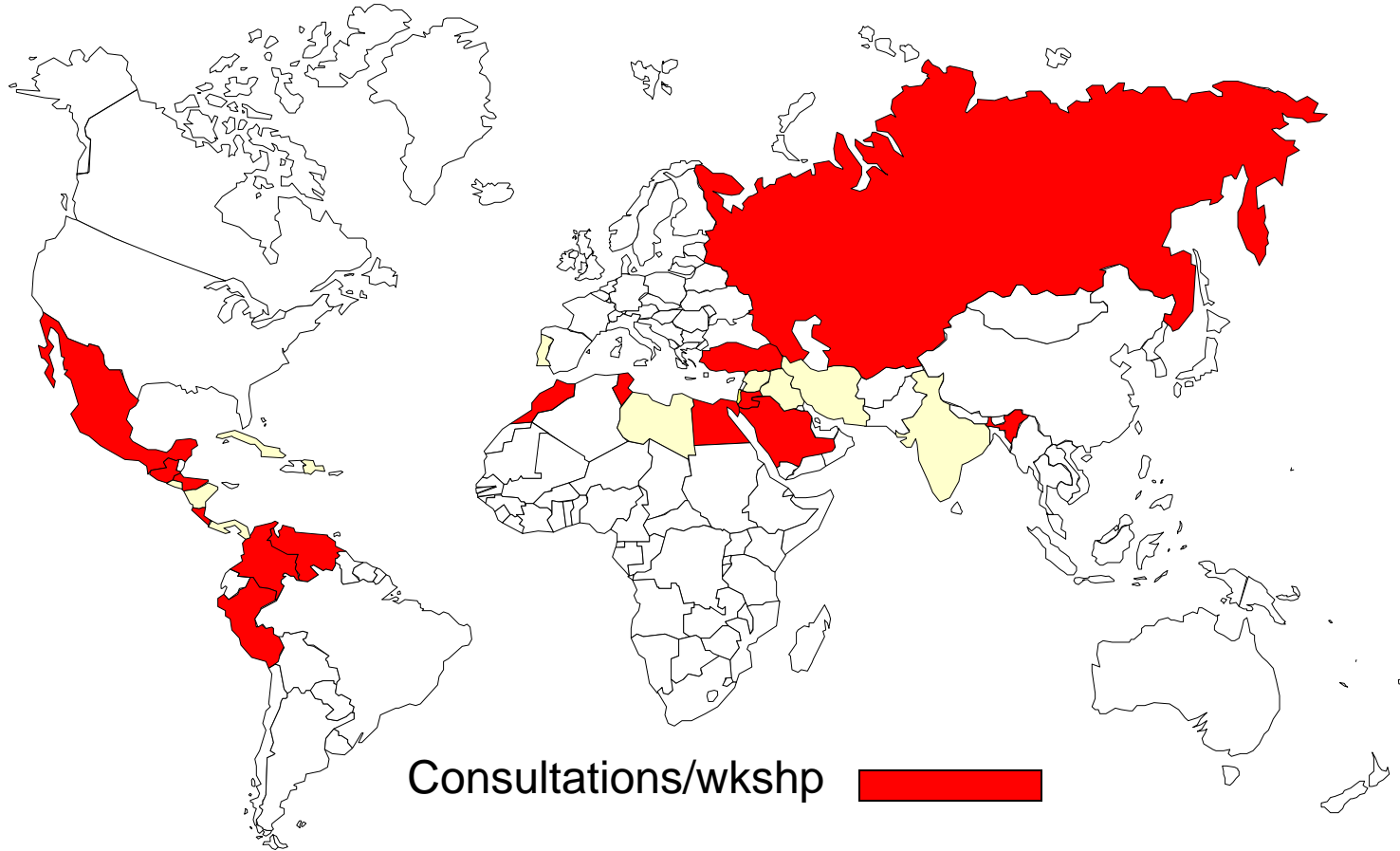
- Identifying new market opportunities
  - Distillers dried grains

# DDGS Programs

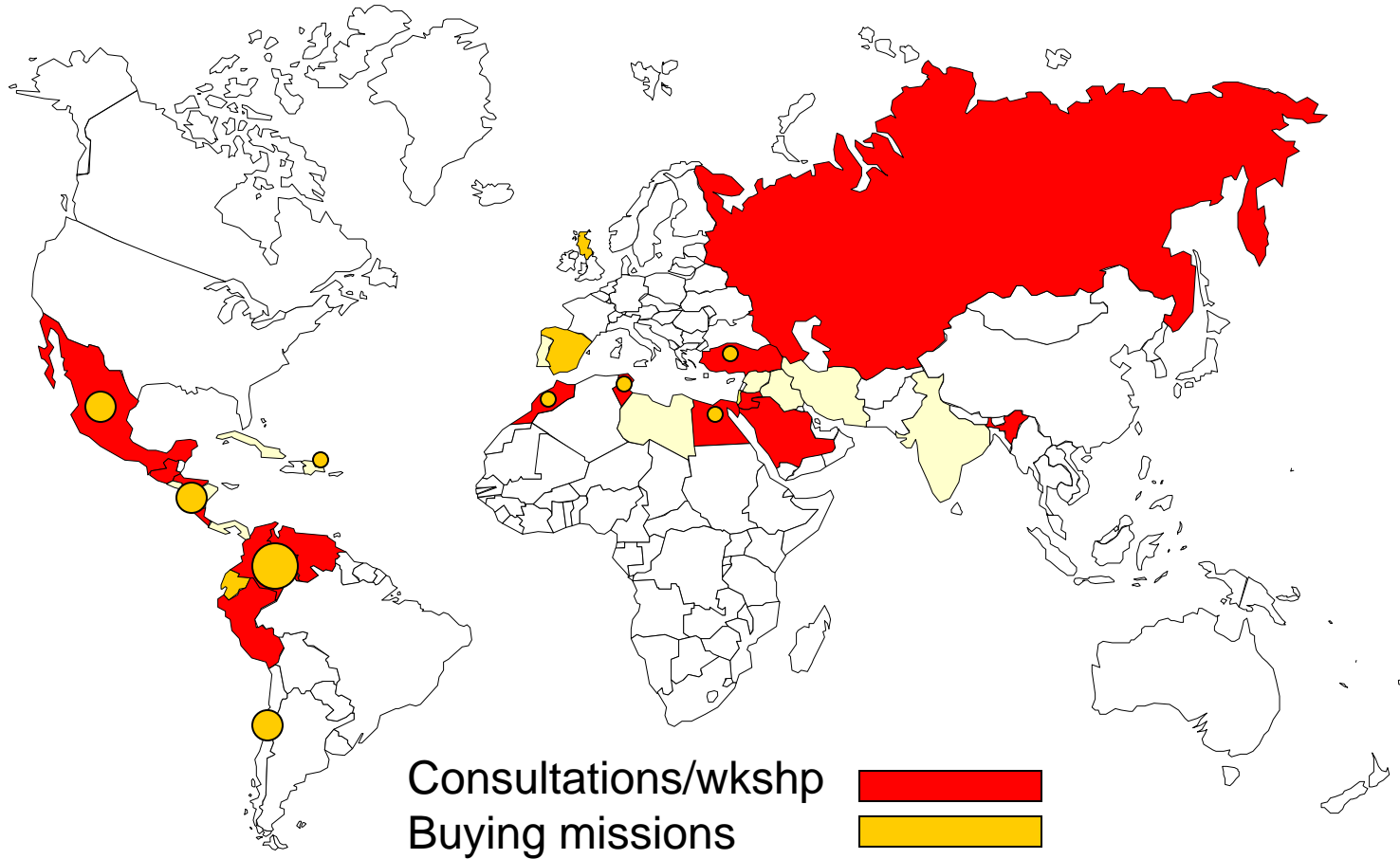


- On-site consultations & workshops
- Buying missions to U.S.
- Feeding trials

# DDGS Promotion



# DDGS Promotion



# DDGS Promotion

