



**U.S. Grains Council Summary  
Maryland Grain Producers Utilization Board**

With 1 in 3 acres being planted for export, the market for U.S. agricultural products is global, and trade directly impacts every farmer.

The U.S. Grains Council works around the world and around the clock to promote U.S. coarse grains and related products through its network of 10 international offices, consultants in an additional 16 countries and active programs in more than 50 markets and the European Union. This outreach is essential to increasing U.S. market share and capturing the new market opportunities that emerge as the world's population continues to grow, diets improve and consumers globally want cleaner air with biofuels.

The Council respectfully requests the Maryland Grain Producers Utilization Board maintain its based funding of \$75,000. The Council appreciates the continued partnership of Maryland Grain in developing export markets and increasing profitability for Maryland and U.S. producers of coarse grains and co-products.

**U.S. Grains Council Summary Report: FY2017  
Maryland Grain Producers Utilization Board**

The U.S. Grains Council works 24/7 to increase profitability for U.S. coarse grains producers by “*Developing Markets, Enabling Trade and Improving Lives.*” The financial support provided in FY2017 by the Maryland Grain Producers Utilization Board and our other members supported a wide range of trade servicing and market development initiatives in 50 countries. These may be explored in greater detail at [www.grains.org](http://www.grains.org). A few highlights and major initiatives are noted below.

- **U.S. DDGS Exports to Vietnam Resume.** Shipping containers containing 7,850 metric tons of U.S. DDGS arrived into the Port of Ho Chi Minh City, Vietnam, between Oct. 25 and Nov. 10, 2017 - among the first orders filled following a September announcement by the Vietnamese government that it would lift its suspension of DDGS imports and ease fumigation requirements for U.S. corn and wheat imports. The Council collaborated closely with our own government, the Vietnamese government and industries in both countries to resolve this trade disruption.

The Council’s marketing efforts and technical support on the ground in Vietnam have assisted the local feed industry in understanding how to use U.S. DDGS and led to increasing inclusion rates for this feed product in the Vietnamese swine and poultry sectors. As a result, Vietnam rapidly ramped up consumption levels, becoming one of the largest markets for U.S. DDGS. However, following the detection of quarantine pests, the Vietnamese Plant Protection Department (PPD) issued a decision in October 2016 to temporarily suspend DDGS importation. As a result, Vietnam purchased 50 percent less U.S. DDGS in 2016/2017 at nearly 495,000 tons, compared to almost 986,000 tons the year prior.

The Council responded with an intense effort to address concerns and lift the suspension in coordination with the U.S. Department of Agriculture’s Animal and Plant Health Inspection Service (APHIS) and the Office of the U.S. Trade Representative (USTR). The groups worked together to address the Vietnamese government’s concerns and help return open access to one of the fastest growing feed markets in the world.

- **Ethanol Summit Focuses on Collaboration in Western Hemisphere.** Policy makers, industry association leaders and ethanol producers from across the Western Hemisphere have gathered in Houston in October for the first Ethanol Summit of the Americas focused on regional collaboration to capture the benefits of biofuels use.

The U.S. Grains Council organized the ministerial-level meeting focused on conveying the economic, environmental and human-health advantages of using ethanol, with speakers sharing their experiences making biofuels policy and discussing how to best support the development and implementation of ethanol strategies with a role for trade.

The Council has strategically focused on the promotion of ethanol for its environmental benefits that include reducing greenhouse gas emissions. The Council works to sync global ethanol policies that include a role for trade as well as overcome restraints related to inadequate infrastructure.

Joint efforts of the Summit's sponsors and others in the U.S. ethanol industry are already helping successfully establish the United States as a reliable and affordable source of ethanol as countries seek to meet their mandates. The United States set an all-time high for ethanol exports in the 2016/2017 marketing year at 1.37 billion gallons (488 million bushels in corn equivalent), exceeding the previous record set in 2011/2012.

The Ethanol Summit of the Americas directly supports the Council's goal of expanding the global use of ethanol by engaging with the entirety of the Hemisphere's ethanol value chain to deliver focused messages on the air quality, greenhouse gas and economic advantages of ethanol as a transportation fuel.

- **USGC Trains Next Generation of North African Grain Importers.** Seeing is often believing, which is why the Council brought corn and feed grain buyers from Egypt, Morocco, Algeria and Tunisia to the U.S. Corn Belt in September to talk firsthand with U.S. farmers and export suppliers.

These individuals represented the up-and-coming employees as managers or directors of the procurement departments of their companies. Bringing this team to the United States builds new and close relationships with these key corn importers as they become the leaders of their companies in future years to come. The Middle East and North Africa (MENA) region includes a variety of growth opportunities for U.S. corn and co-products, but the region is very volatile. In addition, the United States faces ever-increasing, significant competition from Black Sea and South American exporters. To manage these dynamics and seize short-term market opportunities, the Council strives to be responsive to current market conditions by developing relationships and working to ensure importers are informed about U.S. crop availability and pricing.

The four countries represented on the team (Egypt, Morocco, Algeria and Tunisia) purchased 1.3 million metric tons (51.2 million bushels) of U.S. corn thus far in the 2016/2017 marketing year (Sept. 2016-July 2017). This includes sales of 871,000 tons (34.3 million bushels) to Morocco, the largest amount of U.S. corn exported to this free trade agreement partner since 2008/2009.

Significant opportunities also exist for U.S. DDGS. The four countries imported nearly 342,000 tons of U.S. DDGS to date in 2016/2017, a 57 percent increase year-over year. Both Morocco and Egypt are on track to import record levels of DDGS, with almost 183,000 tons and about 149,000 tons sold, respectively. Both countries will beat previous records set in 2010/2011.

Showing the importance of strong trade policy, since the United States-Morocco free trade agreement entered into force on Jan. 1, 2006, imports of U.S. corn have varied widely, but have recovered rapidly from a sharp decline ending in 2012/2013. DDGS imports, in contrast, have increased nearly 11-fold since the inception of the agreement.