

The ability to gain information and meet specific end-user needs, opens up new opportunities for wheat growers.

The alternative to handling grain in bulk is to ship by container.

In today's economic environment, container shipments may be the key to sales in some markets.

Here is your chance to meet and network with a number of experts in the area of grain container movements.



Designed for all members of the industry, this seminar is being held in response to increased interest in supplying IP markets using containers.

For more information, contact the South Dakota Wheat Commission at: (605) 773-4645.

DIVERSIFY YOUR MARKETS

How to Establish
Container and Identity Preserved
Grain Marketing Channels



SOUTH DAKOTA WHEAT
COMMISSION
&
U.S. DEPARTMENT OF
AGRICULTURE

Ramkota Rivercenter
Pierre, SD
February 26, 2002

“DIVERSIFY YOUR MARKETS” — How to Establish Container & Identity Preserved Grain Marketing Channels

AGENDA

9:00-9:30 a.m.

Registration & Coffee

9:30-10:00 a.m.

Opening Session

IP Grain - A Logistical Overview

Heidi Reichert, USDA

10:00-10:30 p.m.

Presentation:

The Future of IP Grains

Americrop/SD Wheat Commission

10:30 a.m.-10:45 a.m.

Break - Hosted by the *South Dakota Grain & Feed Association*

10:45-11:30 a.m.

Presentation:

Practical Lessons for Containerized

Shipping by a *Panel of Local Shippers*

11:30 a.m.-12:00 p.m.

Presentation

Grain Handler Perspective

South Dakota Wheat Growers

12:00 - 1:30 p.m.

Lunch

Streamlining IP Traffic Logistics

Scott Sigman, Indiana Port Commission

AGENDA - (CONTINUED)

1:30-2:30 p.m.

Presentation:

Venturing Overseas for the First Time

Chris Wojtowicz, Pluto International, LTD

2:30 p.m.-3:30 p.m.

Presentation:

Government Resources for Shippers

USDA/FAS - Export Credits

USDA/AMS - Transportation Services

SD Department of Agriculture

3:30-3:45 p.m.

Break

3:45-4:15 p.m.

Presentation:

Freight Forwarding Services for IP Grain

Shippers

C.H. Robinson Worldwide, Inc.

4:15-4:30 p.m.

Closing remarks - *SD Wheat Commission*

Conference Co-Sponsored by:

South Dakota Wheat Commission

U.S. Department of Agriculture

REGISTRATION FORM

Name _____

Affiliation _____

Address _____

City _____

State _____ Zip/Postal Code _____

Tel: (_____) _____

Fax: (_____) _____

Registration:

\$25, Please make checks payable to
“South Dakota Wheat Commission”

Hotel Reservations:

A block of rooms has been reserved at:
Ramkota Best Western Hotel
900 West Sioux Avenue
Pierre, SD 57502
Tel: 605-224-6877
Reservations: 800-528-1234

Please return this form with payment to:

South Dakota Wheat Commission

116 N. Euclid

PO Box 549

Pierre, SD 51501

Tel: 605-773-4645