

The Official System: A Grain Handler's Perspective on Opportunities & Challenges

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Safety, Safety, Safety...

We want everyone that comes on to our property (employees, customers, contractors, OA personnel) to go home just as healthy as they were when they arrived on our property.

Safety at Cargill

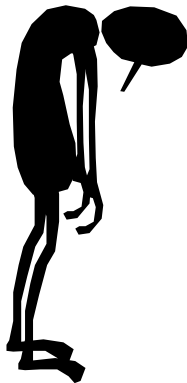
All Inspectors required to complete Contractor Safety Training

- Contractor Safety Video
- Facility Orientation
- EAP
- PPE
- Incident Reporting
- Lock Out/Tag Out

Safety at Cargill: Fall Protection Requirements

Anyone working on a unprotected walking surface 4ft above the ground will be required to wear full body harness and shock absorbing lifeline. Personnel working on or from ladders with their feet 10 feet or more above the ground, reaching outside the side rails, or unable to maintain 3 points of contact, shall be protected from falling by means of a personal fall arrest system. Harness and equipment must be inspected prior to each use. All ladders and Scaffolding must be inspected prior to use, daily

Quality Concerns





Quality Concerns

- Bad 2009 harvest
 - Late
 - Wet
 - Field Damage
 - Low TW
 - BCFM
 - V-Word (vomitoxin)



Quality Concerns

- Inconsistencies between graders
 - Domestic
 - International
- Quality deterioration during shipping
- Quality deterioration in elevator storage
- On-farm storage

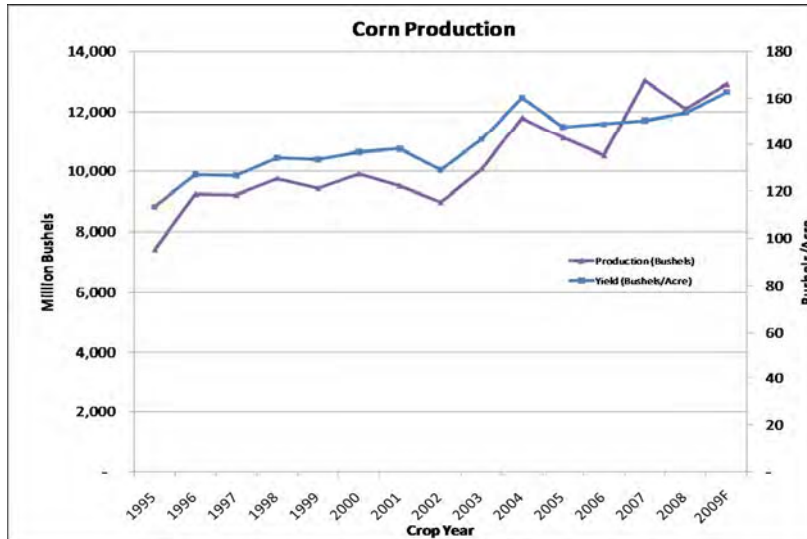




Quality Concerns: End-Users

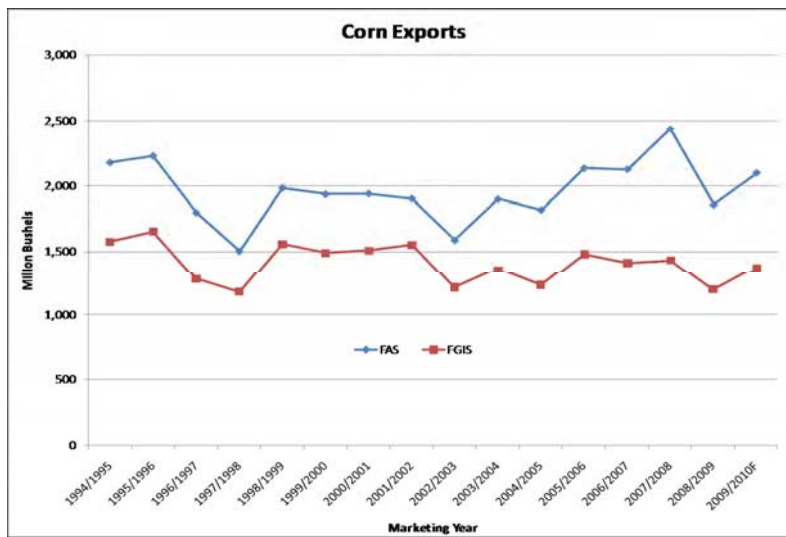
- Damage
- End use functionality
 - Reduced nutritional value
 - Reduced weight gain
 - Off-color end product
- Food safety concerns

Market Trends: Corn



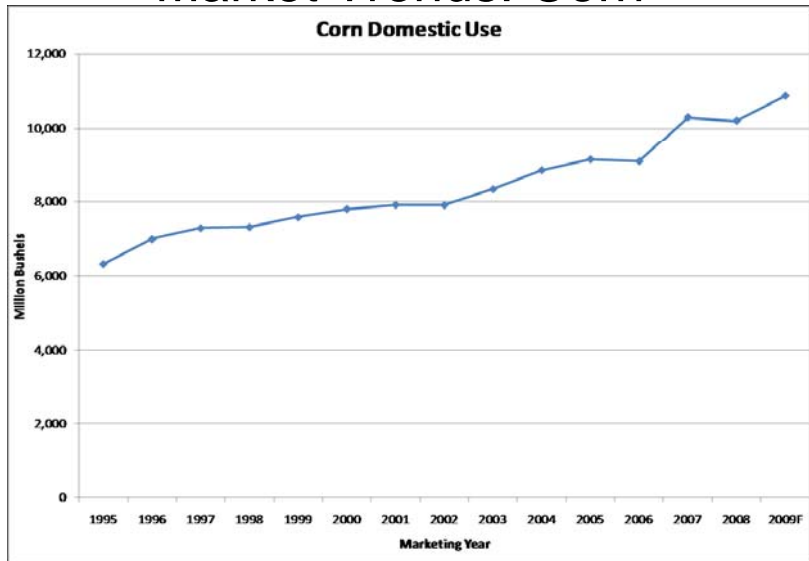
Source: USDA

Market Trends: Corn



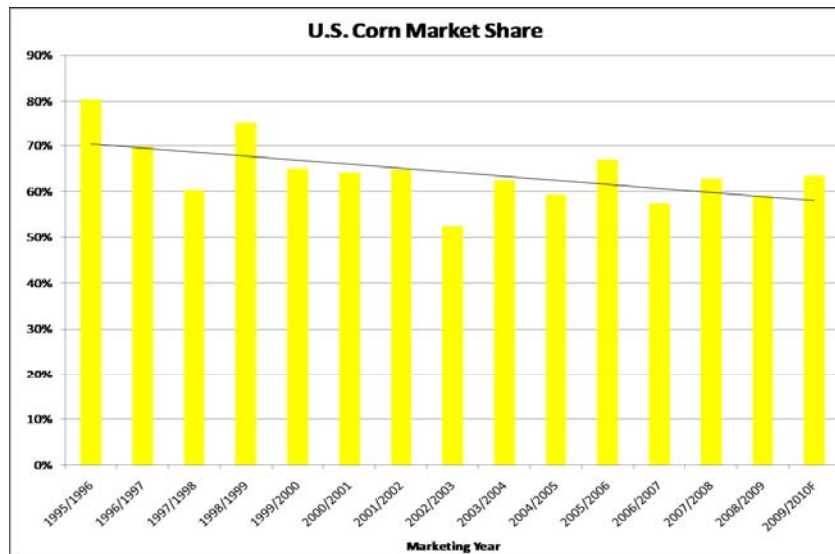
Source: USDA

Market Trends: Corn



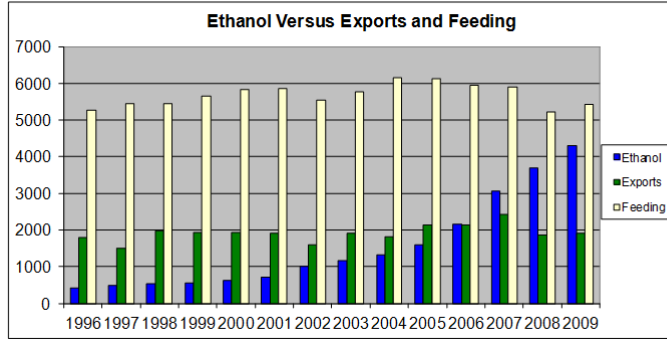
Source: USDA

Market Trends: Corn



Source: USDA

Market Trends: Ethanol

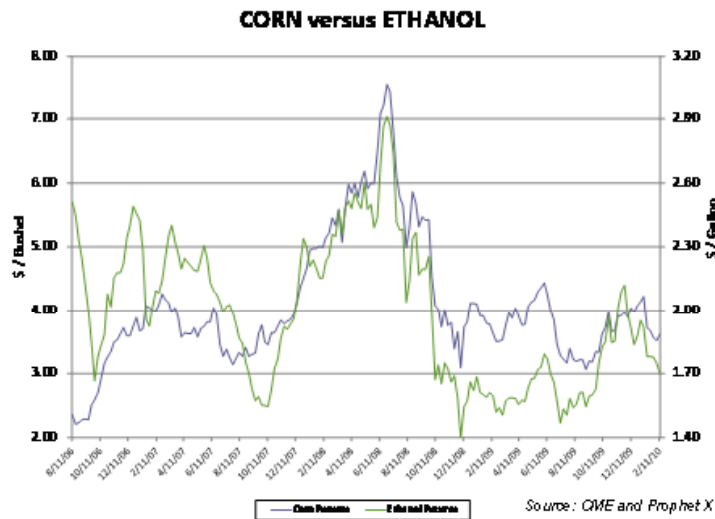


Year	Renewable Fuel Standard		Current
	Billions of Gallons	Bushel Equivalents	
2006	4.0	1,430	2,150
2007	4.7	1,680	3,049
2008	9	3,214	3,877
2009	10.5	3,750	4,200
2010	12	4,285	4,375
2011	12.6	4,500	4,525
2012	13.2	4,714	4,725

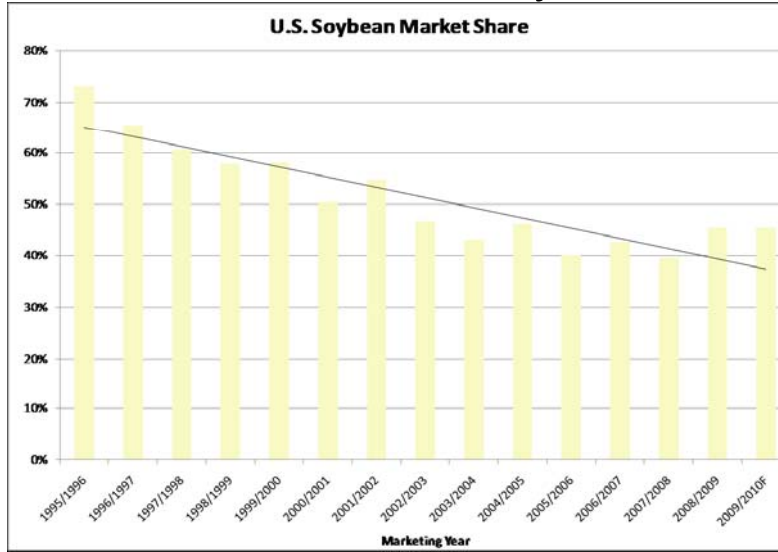
- In 2006/07 Ethanol surpassed exports for the first time.
- * U.S. Industry has well surpassed RFS Act.

Source: USDA

Market Trends: Ethanol



Market Trends: Soybeans



Source: USDA

Market Trends: Wheat



Source: USDA

Future Inspection Services

- Market driven
 - End-use functionality testing
 - Mycotoxins
 - Food Safety
- Containers
- Consistency between agencies
 - International harmonization

