

USFGC World Feed Grains Demand Forecast Shows Strong Future For U.S. Exports

WASHINGTON, D.C. — "Economic hardships in our Asian markets may hamper U.S. feed grains exports at present, but the United States must

remain active in these markets for when they come back. The 1998 Demand Forecast shows that they should do just that,"

said Ken Hobbie, president and CEO.

The Council's 1998 World Feed Grains Demand Forecast, released recently indicates that total world feed grains trade my increase to 139.1 mmt annually with U.S. producers well positioned to expand their market share.

"The Demand Forecast is an excellent tool for developing marketing strategies," said Hobbie. "What may be an issue today, may not be 10 years from now. We need to try to look for future market opportunities for U.S. barley, corn and grain sorghum and develop ways to capture those markets.

"Our Asian markets are having a tough year economically, which could affect U.S. feed grains exports. According to the Forecast, these markets could recover soon and again experience economic growth. The United States and the Council will need to watch



(Continued from Page 1)

Monday, March 16
Weed School, Keystone Agway Building, Shippensburg.

Tuesday, March 17
Weed School, Bonanza Restaurant, New Columbia.

Wednesday, March 18
Cover Crops: Making Them Work For You, Tidewater Inn, Easton, thru March 19.

Thursday, March 19
Weed School, Berks County Ag Center, Leesport.

Friday, March 20
Weed School, Chester County Government Services Center, West Chester.

Thursday, July 16
Weed Science Field Day, Landisville.

Friday, July 17
Weed Science Field Days, Rockspring.

Wednesday, July 22
Penn State Agronomic Field Diagnostic Clinic, Rockspring, thru July 23.

Tuesday, August 18
Ag Progress Days, Rockspring, thru Aug. 20.

Friday, March 20
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these markets closely for when they do turn around.

"Mexico is another interesting market to watch. Two years

ago, they experienced a major devaluation of their currency, the peso. Now the 1998 Demand Forecast says they could increase their imports by 62 percent in 10 years, from 6.2 mmt to 10 mmt in 2006.

"Looking at where things are now is not necessarily a solid indicator of the way things are going to remain," Hobbie said. "Successfully developing overseas markets for U.S. barley, corn and grain sorghum, and increasing profitability for U.S. producers, means looking as far down the road as possible. The Demand Forecast helps us do that."

Each year, The Council gathers extensive market information through its network of 11 international offices and worldwide staff. The Iowa State University Center for Agricultural and Rural Development (CARD) develops the initial production and price and trade projections, with the Sparks Companies and the Council adding further analysis and perspective.

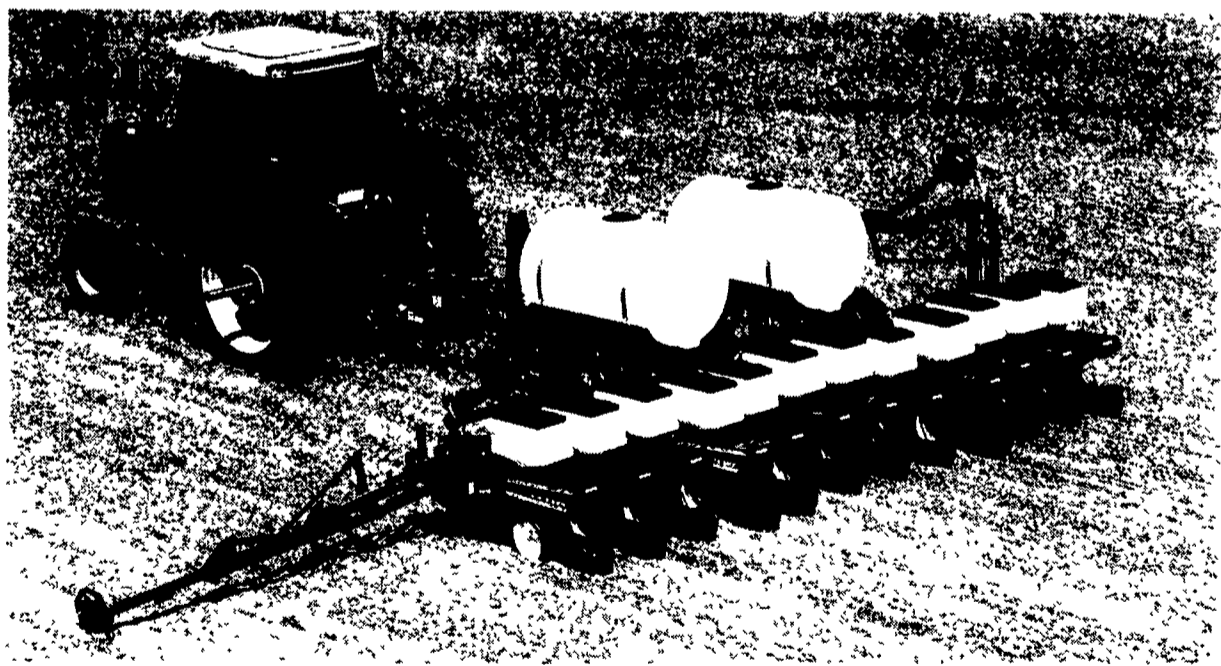
The Council is a private, non-profit organization that develops and expands export markets for U.S. feed grains and co-products through a network of 11 international offices. The Council has staff in Latin America, Europe, the Middle East, Africa and Asia. Support for the Council comes from barley, corn and sorghum producers in 23 states and from leading agribusiness firms.



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