

The Syllabus

A newsletter for
Kansas State University
Master of Agribusiness
students, alumni & friends

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Now taking reservations for the MAB international agribusiness tour of Brazil and Argentina



The 6th MAB international agribusiness tour will visit Brazil and Argentina. Scheduled for February 14 - March 1, 2014, the trip includes stops at crop and cattle farms, as well as professional visits to agricultural and food related industries. Guided sightseeing tours will be arranged along with free time to explore Buenos Aires, the waterfalls at Puerto Iguazu, and São Paulo.

Agriculture in South America

Participants on the trip will visit the

very heart and soul of the MERCOSUR region's agriculture and agribusiness. Touring farmlands and interviewing farmers, agribusiness executives and experts will allow trip participants to develop a first-hand understanding of MERCOSUR's booming agriculture.

We hope you will join us as we explore all the region has to offer.

Tentative Itinerary:

Friday, February 14: Depart on overnight flight to Buenos Aires.

Saturday, February 15 - Buenos Aires:

Arrival in Buenos Aires this morning. Some free time to relax.

Sunday, February 16 - Buenos Aires:

Depart hotel after breakfast for a tour of the city including the cemetery to see Eva Peron's mausoleum; the Plaza de Mayo to take a look at the Cabildo, the Casa Rosada.

Monday, February 17 - Buenos Aires

– **Melincué:** Early start this morning after breakfast with a visit to a large

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livestock market.

Tuesday, February 18 - Melincué: Visit a small, but progressive dairy farm owned by the Tartarin family.

Wednesday, February 19 - Melincué – Buenos Aires: Visit 'El Desafío' a 280 hectare farm where they plant wheat, maize, soybean, green peas and barley. In the evening we see a Tango show.

Thursday, February 20 - Buenos Aires: Visit the Northern suburbs of Buenos Aires. We'll go on a small ship, for a short cruise of the Delta, stopping for lunch at an island restaurant.

Friday, February 21 - Buenos Aires – Iguazú: Transfer to airport. Arrival in Iguazú.

Saturday, February 22 - Iguazú: In the morning visit the Argentine side of the falls, including Garganta del Diablo (Devil's Throat).

Sunday, February 23 - Foz do Iguaçu – Guaira: Visit an interesting dairy farm that uses a variety of forages and generates its own biodiesel from by-products.

Monday, February 24 - Guaira – Dourados: A fairly long travelling day into the state of Mato Grosso do Sul. The primary visit today will be to a well-known farm of around 19,000 ha which

runs 25,000 head of cattle with both Nelore and Braford breeds.

Tuesday, February 25 - Dourados – Aquidauana: Visit a farm that raises cross-bred Brangus cattle. The farm focuses on good quality meat and sells a percentage of its production to one of the best restaurants in São Paulo.

Wednesday, February 26 - Aquidana – São Jose do Rio Preto – Araraquara: Drive to Campo Grande, the capital city of Mato Grosso do Sul. Take a flight soon after midday to São Jose do Rio Preto in the state of São Paulo. Make the most of the late afternoon to drive south through sugar cane, citrus and tropical fruit country.

Thursday, February 27 - Araraquara – Campinas: Visit a citrus farm to get an idea of the scale of citrus production in Brazil and to see where much of the juice that is consumed actually comes from. Later this afternoon arrive in Campinas, which is the second largest city in the state of São Paulo and the centre for many multinational companies.

Friday, February 28 - Campinas – São Paulo: Visit a sugar cane farm and distillery to see the production of sugar cane and the process of converting cane into ethanol. In the afternoon, visit the largest coffee farm in the region.

Saturday, March 1 - São Paulo: Most of today available for rest and relaxation prior to transferring to the airport for return or onward flights.

Estimated Trip Rates:

Double Occupancy Rate:

Single = \$4,100* Couple = \$8,200*

Single Occupancy Rate = \$5,000*

*These are based on current estimates. The final cost will depend on the number of travelers - as the group size increases, the trip cost should decrease.

Cost Breakdown

Registration: \$4,100 covers in-country logistics, hotel rooms (4 star where available), internal flights, and most meals for double occupancy.

Additional Expenses:

- International Economy Airfare: \$1,500 to \$2,000 per person. Each traveler is responsible for transportation from local origin to Buenos Aires and from Sao Paulo to local origin.
- \$160 Entry fee for Argentina
- \$180 Visa fee for Brazil
- Additional meals, souvenirs & personal items
- Optional trip insurance

An \$800 deposit is due November 8th to secure your spot!

Contact Mary at mjbowen@ksu.edu for more information.



Future of agribusiness industry focus of “Agribusiness: What Could Go Wrong?”

The fifth MAB Professional Development Conference was held August 8-9 at Cargill’s Headquarters in Wayzata, Minn. More than 35 agribusiness professionals from across the U.S., Canada and South America were on hand to learn about risk, decision making uncertainty, productivity, and the potential for expansion of arable land.

“The event was very timely in regards to the topic ‘is US agriculture at the end of a super cycle’. There was great information presented with land values and farm incomes and comparisons to what the industry went through during the late 70’s and early 80’s,” Tyson Chick, Grain Merchandiser with CHS and MAB alum, said. “It was also great to have interaction with past faculty and students. I look forward to the next MAB event.”

To open the event on Thursday, August 8, Terry Garvert, Corn and Customer Risk Manager, Cargill, provided a short overview of the agriculture industry; he was followed by Emery Koenig, Executive Vice President and Chief Risk Officer, Cargill, who discussed food pricing and risk. Koenig told the group those working in the agriculture industry “all need to be prepared to operate under constant change for the next few years” and “need to understand the triggers of volatility in a business environment, mega trends and disrupters.”

Dr. Allen Featherstone, Professor, Kansas State University, followed Koenig and gave a synopsis of factors to consider in the agriculture industry; Bill Even, Commercial Unit Lead, DuPont Pioneer talked about improving the image of agriculture; and Dr. Bryan Schurle, Professor, Kansas State University ended the first day with a discussion



on how decisions are made in a risky environment.

The program continued on Friday with a session on the global energy situation by Mindi Farber-DeAnda of the U.S. Energy Information Administration, followed by a series of perspectives regarding global implications with perspectives on land availability and technology adoption from Constanza



Valdes, Markets and Trade Economics Division, Economic Research Service, USDA on the MERCOSUR Region, Pavel Sorokin, Professor, Russian State Agrarian University on Russia and the Former Soviet Union, and Vincent Amanor-Boadu, Professor, Kansas State University, on Sub-Saharan Africa.

After lunch on Friday, the group toured Cargill’s Research Building.

“It was great opportunity to reconnect with my MAB classmates and meet other alumni and current students. I also really enjoyed the presentations, especially Dr. V’s [Amanor-Boadu] insight into Africa and its potential for land use,” said Nanci Daesch, Vice President and General Auditor for Monsanto and MAB alum.



Top left: Emery Koenig, Executive Vice President and Chief Risk Officer, Cargill, addresses the group.

Bottom right: Walter von Muhlen Filho, Aaron Bartholomay and Mary Gleason listen to a speaker at Agribusiness: What Could Go Wrong?



Alumni Spotlight

Timothy Loh

Class of 2003
Deputy Regional Director
U.S. Soybean Export Council
Singapore



Timothy Loh

A Singapore citizen by birth, Timothy earned his Bachelor's in Finance at Western Michigan University. Upon returning to Singapore, he started his career in ocean transportation, spending several years with an international shipping company managing the commercial prospects of its fleet of Panamax vessels. He later joined a U.S.-based grain company, Continental Grain Company (CGC). Timothy transitioned across its international offices working in different markets before moving to the Philippines as CGC's Country Marketing Manager merchandising various agricultural products from multiple origins. Working for CGC was where he first developed a deep interest for the agricultural commodities industry.

After the acquisition of CGC's grain export business by Cargill in the late 1990s, Timothy joined the American Soybean Association as its first Director of Marketing for Southeast Asia, tasked with developing ASA's marketing strategies and industry engagement initiatives. He spent over 13 years consulting for the United Soybean Board and the American Soybean Association, overseeing the commercialization and marketing activities for the U.S. Soybean Export Council (previously known as ASA International Marketing) in the region. Through these years, he gained an in-depth understanding of the technical and commercial aspects of the agribusinesses. His interaction with U.S. soybean growers, producers and exporters of U.S. agricultural commodities also gave him an inside perspective into the U.S. agricultural industry.

When comparing the food and agriculture industry in the U.S. and Southeast Asia, Timothy sees more differences than similarities. Demographics alone raise many distinctions – the United States, a population of around 315 million people under one single government, while in Southeast Asia, there are more than 500 million consumers under eight or more

governments. The U.S. a first-world industrialized nation while most of the countries in Southeast Asia still hold third-world, emerging economy status. "In that respect, and in consideration of the varied geo-political and socio-economic climates, the two markets differ widely in production, utilization and consumption," he said. Americans spend around 15-20 percent of their disposable income on food while most of the countries

in this region spend 50 percent or more of their income on just food alone with a high percentage of the populations living below the poverty line.

Timothy professes that his core interests are international agribusiness marketing and trade, ocean transportation and supply-chain logistics for agricultural commodities and his current employer has contributed tremendously to his professional development.

He also attributes his progress to when he made the decision to enroll in KSU's MAB program 12 years ago. In 2001, having experienced several key turning points in the global agricultural landscape, Timothy realized in order to keep pace and stay relevant that he needed to reinforce and increase his knowledge base.

"I felt I had reached a plateau in my knowledge at a critical time when there was so much happening in the global agricultural industry," he said. "The Master of Agribusiness (MAB) program offered the opportunity to learn and better equip myself to deal with the latest developments, as well as gain insight where the industry will be heading in the years to come."

Aptly, Timothy's MAB thesis addressed an event that had a major impact on

the agricultural industry in the region, specifically the poultry sector. Titled 'Avian Influenza (AI): Impact on the Poultry Industry in Indonesia, Thailand and Vietnam', his thesis chronicled the impact that the strain of HPAI H5N1 virus had on the poultry industries in three of the worst affected countries in the region, from the time of the first outbreak in 2004-07. His paper examined each affected market and analyzed the efficacy of the measures taken by the government to control the outbreaks and their efforts to revive their poultry sector at home and abroad. The mass culling of birds to stem the spread of the virus resulted in large economic losses and in some cases also decimated the poultry industry in some countries.

"In 1997, Avian Influenza A (H5N1) was discovered to have infected both chickens and humans in Hong Kong. This was the first time an avian influenza virus had ever been found to transmit directly from birds to humans," he said. "International alarm was again raised in 2004 when Vietnam declared a similar outbreak of the highly pathogenic AI H5N1 (HPAI) virus in the southern part of the country as the human casualties and death toll mounted and the disease started spreading across the region. These events should serve as an

important reminder to governments, agribusinesses, and consumers that everyone has a role to play in ensuring food safety and public health."

Timothy currently serves as the Deputy Regional Director (Southeast Asia) with the U.S. Soybean Export Council (USSEC). USSEC's global mission is to create and sustain demand for U.S. soybeans and soybean products, advocate for

the use of soy in feed, aquaculture and human consumption, and promote the benefits of soy use through trade and technical programs, meetings, workshops and conferences; maximizing the return for USSEC's stakeholders, i.e. US soybean growers and exporters. Based in Singapore, his office oversees and provides support to USSEC's satellite offices in Thailand, Vietnam, Philippines and Indonesia.

"The Master of Agribusiness program offered the opportunity to learn about and better equip myself to deal with the latest developments, as well as gain insight where the industry will be heading in the years to come."

MAB hires an additional Program Associate

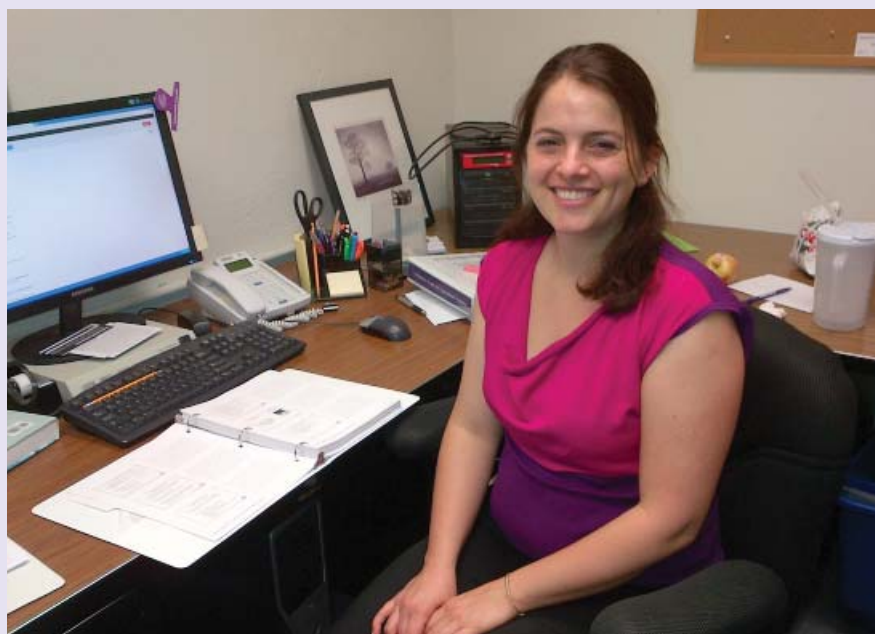
Welcome to Gloria Burgert

Due to growth of the program and the addition of two new cohorts in August, the program has hired a new staff member. This September, Gloria Burgert joined the MAB team at K-State as a Program Associate. Gloria earned her Master of Science in Agricultural Economics at Purdue University, where she worked assisting its Center for Food and Agricultural Business and the distance education MS-MBA program. Gloria moved to Manhattan 5 months ago and loves how the purple color shines!

Gloria is originally from Argentina, where she worked in developing banking for the IDB Bank, monitoring national and regional projects for a total of \$957 million. She also worked in the agribusiness industry for Yara fertilizer company, and gained most of her business management expertise at the Cenit Group in both their farming and wood finishing enterprises.

Gloria is married to Ignacio; they have three children Jeremías, Josefina and Simón. In their free time, they like to explore the city and parks.

Gloria's email address is gburgert@ksu.edu.



Calendar of Events

October 20-26

MAB Animal Health Campus Session at K-State Olathe

October 27 - November 1

MAB Campus Session and industry meetings in Southeast Asia

October 29

Deadline to schedule oral defense to have name printed in commencement program

November 2

Maurine Allison O'Bannon scholarship and DCE Scholarship for Distance Education Students deadlines

November 8

AFA Career Fair in Kansas City

November 22

Final electronic copy of thesis due to Graduate School to be fall graduate MAB Campus Session in Manhattan

December 1

AgEcon and MAB Scholarship applications for January 2014 due

December 13

K-State fall commencement at Bramlage Coliseum

December 13

Final electronic copy of thesis due to Graduate School to be Spring '14 grad without enrolling for spring hours

January 5 - 10, 2014

MAB Campus Session in Manhattan

January 20-24, 2014

Thesis Campus Session

February 15 - March 1, 2014

MAB trip to Brazil and Argentina

March 15 - 21, 2014

MAB Campus Session in Manhattan

Students complete thesis projects

To read current or previous thesis projects, go to <http://krex.k-state.edu/dspace/> and search by author, title or keywords (no log-in required). To read a thesis written before 2008 or view thesis defense, log onto K-State Online, www.online.ksu.edu, with your eID and password. Go to the MAB Community Page, go to Files & Content and click on Theses.

Martin Mwansa ('13), *Pecuniary and Non-Pecuniary Value in Zambia's Bean Supply Chain*

Sosthenes Mwansa ('13), *Comparative Investment Analysis for Small-Scale Broiler and Layer Enterprises in Zambia*

Fred Phillips ('11), *Productivity Intervention and Smallholder Farmers: The Case of Ghana's Cocoa Abrabopa Program*

MAB program launches two new cohorts: Animal Health and Southeast Asia - Welcome new students!

In August, the MAB program launched two new cohorts--the Animal Health focused cohort at the K-State Olathe campus and the Southeast Asia cohort in Hong Kong. Fourteen students made up the two new groups.

Lindsey Ahlen

Eudora, Kansas

Megan Dugan

Phillips, Nebraska



Sita Pendurthi and Chad Lehner at the campus session in Hong Kong

Jesi Kreller

Contracting Officer
United States Air Force
Langley AFB Hampton, Virginia

Chad Lehner

Founder
Hillview Company
Hong Kong

Tiffany Ligtenberg

Veterinary Sales Representative
Merck Animal Health
Roswell, New Mexico

Nicole Luna

Customer Quality Specialist
Cargill Texturizing Solutions
Cedar Rapids, Iowa

Melissa Vogt

Distance Learning Veterinary
Technology Instructor
Colby Community College
Hoxie, Kansas

Dontae' Williams

Compliance Investigator
USDA - Risk Management Agency
Kansas City, Missouri

David Yandell

Regulatory Associate, Surveillance and
Compliance
Eli Lilly and Company/Elanco Animal
Health
Greenfield, Indiana

Zach Gregoire

Quality Control Scientist
Boehringer Ingelheim
Vetmedica
Saint Joseph, Missouri

Jordan Hanslovan

Project Coordinator
Casey Industrial
Wilson, Kansas

Carl Kass

Farm Manager
Pleasant Dutch Dairy
Brookings, South Dakota

Sita Maha

**Lakshmi
Pendurthi**
Industries
Chimiques du
Senegal (I.C.S.)
Chennai, India

Carrie Payne

Team Leader,
APU I
Boehringer
Ingelheim
Vetmedica
St. Joseph,
Missouri



The MAB Animal Health cohort at K-State Olathe

in the news...

Misty Trumble ('08) is now the Procurement Manager of Fruit with ConAgra Foods.

Jorge Calderon ('15) and his wife announced the birth of their baby boy on September 11.

Jason Pratt ('11) and his wife, Paige, announced the birth of their daughter, Elizabeth Ann on August 12.

Colin Peterson ('15) and his wife welcomed baby Kyle James on July 17.

Mary Gleason ('15) has taken a new position within Cargill's Horizon Milling. She is now the Head Miller for the Saginaw, TX facility.

Heather Luis ('14) and her fiancé, Jake Tenhoff, are planning a November 9 wedding.

Dana Brooks ('13) has taken a new position as the Director of U.S. and Canada Government Relations for Elanco in Washington, D.C.

Sosthenes Mwansa ('13) has taken a position with the International Potato Company as a Marketing and Impact Specialist for Zambia. He and his wife, Judith, also welcomed a baby boy on September 2.