



Upcoming NDDA Events

Domestic Trade Shows & Events

Midwest Buyers Mission

Chicago, IL 7/16/07

Columbus, OH 7/18/07

Minneapolis, MN
7/20/07

Food Ingredients Buyers Mission

Chicago, IL 7/28-29/07

Des Moines, IA 7/31/07

Feed Ingredients Buyers Mission

Madison, WI 10/2-6/07

**Published by the North
Dakota Department of
Agriculture**

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North Dakota Department of Agriculture **International Update**

June 2007

A Note from Agriculture Commissioner Roger Johnson...

I was privileged to lead a delegation of 18 agricultural producers and processors on a trade mission to Cuba on May 21-25th. We had trade meetings with Alimport, the Cuban food buying agency and met with all of their top officials including Pedro Alvarez, the President and CEO of Alimport.

This was my 6th trip to the island and was the largest delegation we have ever taken to Cuba. Since 2002, we have been able to sell the Cubans over \$30 million in North Dakota agricultural products. One of our goals on this trip was to negotiate a shipment of North Dakota seed potatoes. I believe we made great progress toward achieving that goal.

During our time in Havana, we were able to meet with Alimport officials as well as other government officials and began the work of drafting phytosanitary protocols for shipping North Dakota seed potatoes to Cuba. These protocols will be similar to protocols with other countries, requiring inspections by both North Dakota and Cuban inspectors during the growing season and at packaging time.

The first of the two planned visits required for the inspections is slated for late July when an inspector with Alimport and Cuba's plant quarantine specialist will visit North Dakota specifically for the seed potato field inspections. During their days here in North Dakota, we will also be talking about shipments of barley malt, doing a demonstration of cooking time tests on peas, and discussing future trade with Cuba.

Business with Cuba is good, and we see it only growing and getting better in the future. Our efforts in the ND Dept of Agriculture have been helped greatly by our Congressional delegation who are relentless in getting the message through in D.C. that relations with Cuba and the U.S. must be normalized. We could not be doing as much with Cuba as we are right now without the help of Senator Dorgan's office.

Since our return from Cuba, sales are continuing to be negotiated, and we are anticipating the purchase of 10,000 tons of North Dakota hard spring wheat. Negotiations are ongoing for the Cubans to buy North Dakota soybeans, corn, dried distillers grains, as well as soybean oil, soybean meal, barley malt, peas, lentils and beans. It is essential that Cuban inspectors be granted visas in a timely manner in order to make the inspections in the U.S. Our phytosanitary department has already been successful in securing permission to ship North Dakota barley malt with a phytosanitary certificate which is currently required by Cuba. The U.S., until now, has only shipped barley malt under a processed foods certificate. This is a good thing for North Dakota – it should result in one more product we can ship to Cuba.

We returned from a successful trip, and we look forward to many more in the future. We continue to encourage the U.S. to work toward normalizing the trade relations with Cuba so that we here in North Dakota can grow our relationship with Cuba and continue to be a major supplier of high quality food products for their people.

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The North Dakota
Department of Agriculture
is an equal opportunity
employer and provider.



Johnson Lauds Approval of Disaster Aid

"The overwhelming support in the U.S. Congress for disaster assistance, including \$3 billion for agriculture, demonstrates the effectiveness of the state's congressional delegation in marshalling widespread, bipartisan support for needed legislation," said Roger Johnson.

Johnson, the president-elect of the National Association of State Departments of Agriculture (NASDA) met with key congressional leaders and staff during the past few months to lobby for passage of the disaster aid legislation.

Farmers across the country need this help, poor weather in 2005 prevented the planting of more than 1 million acres and drought and disease also took a toll. Johnson said that in 2006, every county in North Dakota was declared an agricultural disaster area. Production losses to producers from the 2006 drought were estimated at more than \$141 million in crops and livestock. According to Johnson, disaster assistance may be the main factor in determining the fate of producers who are in a make-or-break situation, especially with rising energy and chemical costs.



Bobbi Talmadge Blood Drive

Date: Monday, July 16, 2007 **Where:** ND Heritage Center, State Capitol

Time: 9:00 a.m. – 3:00 p.m.

Log on to www.bloodhero.com and enter "Stategov" as the sponsor code to schedule your appointment!

In November 2006, ND Dept of Ag Livestock Development Specialist, Bobbi Talmadge, was diagnosed with Acute Lymphoblastic Leukemia (ALL). She has gone through chemotherapy as well as a bone marrow transplant in the spring of this year.

Not only has Bobbi needed the prayers and support of her family and friends, but she has also needed many transfusions of red blood cells and platelets and will need more blood products in the future as she continues her recovery. You can help by donating on behalf of Bobbi at the next State Capitol blood drive. Your lifesaving donation can help save 3 lives since it will be separated into red blood cells, platelets, and plasma. According to national statistics, 80% of us will need blood at some point in our lives, but only 5% of our population donates. You can truly make a difference and help patients just like Bobbi!

For more information on Bobbi and how she is, you can log onto her website at www.caringbridge.org <<http://www.caringbridge.org>> , site name "bobbit."

NASS To Release Report on Ethanol Co-Product Use

USDA's National Agricultural Statistics Service (NASS) will release the first-ever report on livestock producers' use of ethanol co-products to feed cattle and hogs on June 29.

The report, entitled Ethanol Co-Products Used for Livestock Feed, will highlight results of a survey conducted by NASS with the support of the Nebraska Corn Board. NASS contacted approximately 9,400 livestock operations in 12 states to determine whether they used ethanol co-products - including distillers grains and corn gluten feed - in their feed rations in 2006. NASS collected information regarding the volume and type of co-products fed, how the co-products were procured and used, and what concerns and barriers may have prevented operations from feeding co-products.

NASS will release Ethanol Co-Products Used for Livestock Feed on Friday, June 29, at 3 p.m. EDT. Like all NASS reports, it will be available online at www.nass.usda.gov.

Trade Office and Soybean Growers Host Southeast Asia Buyers

The North Dakota Trade Office and local companies that produce and market food-grade soybeans will host a group of soybean buyers from Southeast Asia Sept. 13-19, 2007. The reverse mission will help company officials build on existing relationships and forge new business ties with major processors of tofu and soymilk.

Soy milk and tofu are staples in the Southeast Asian diet and represent a market valued at more than \$250 million annually. The demand for food-grade soybeans in Southeast Asia is growing at a rate of about 15 percent a year, the U.S. Soy Export Council reports.

The group of about 10 soybean buyers will tour area farms and processing plants and meet with company officials wanting to expand their export sales. Dr. Sam Chang, a soybean researcher at North Dakota State University, will present a soy food seminar, outlining the benefits of North Dakota's soybean varieties and quality.

The key buyers represent major food processing companies in the Philippines, Vietnam, Singapore, Malaysia, Indonesia and Thailand. Local companies participating in the reverse mission are:

- Richland Organics, Inc., Wahpeton, N.D.
- Brushvale Seed Inc., Wahpeton-Breckenridge
- Unity Seed Co., Casselton, N.D.
- Sinner Bros. & Bresnahan, Casselton, N. D.
- Buchholz Seed Farm, Durbin, N.D.
- SunOpta, Fargo-Moorhead
- Peterson Farms Seed, Harwood, N.D.

The Northern Food Grade Soybean Growers Association and the U.S. Soybean Export Council assisted in developing the reverse mission by identifying and

qualifying the best candidates. Other sponsors are the North Dakota Agricultural Products and Utilization Commission, North Dakota Department of Agriculture, Northern Crops Institute and the Midwest Shippers Association

New North Dakota Department of Agriculture & Food Export Intern

Morgan Sager of Starkweather, ND, is on board with the North Dakota Department of Agriculture as their intern. Morgan is a senior at North Dakota State University, double majoring in Animal and Range Science and Equine Studies, and is also pursuing a minor in Mass Communications. Morgan intends to graduate this December, with tentative plans on pursuing a Master's Degree. Morgan was very active in 4-H growing up, and harbors an interest in agriculture. Her main hobby, however, is showing horses and she has been fortunate to continue into collegiate levels of competition. Morgan has been the ND intern since February 2007 and is contracted through December 2007. She works closely with Stephanie Fox. Some of her duties include updating and maintaining the ND Company Database, preparing numerous power point presentations for conferences, helping to write this newsletter, making phone calls to producers and doing research concerning international trade.

Marketing Assistance Program (MAP)

The Marketing Assistance Program (MAP) gives food companies in good standing as Pride of Dakota members the opportunity to expand their markets. The program provides matching funds for travel and lodging expenses to increase sales of North Dakota food and agriculture products. In order to qualify for matching funds, the company must meet these criteria:

- Have the potential for creating or increasing sales of North Dakota products.
- Attend a sponsored Pride of Dakota or Marketing Services trade show or a trade event approved by the Agriculture Commissioner.
- Complete accompanying paperwork with proper verifying documents:

More information and Forms are available at

<http://www.agdepartment.com/Programs/MktgAsstProg.html>

Global Export Market System (GEMS)

The North Dakota Department of Agriculture has access to Food Export Association of the Midwest's Global Export Market System (GEMS). GEMS is a database designed to generate product specific trade statistics. The program is an excellent resource for agriculture or food-based companies needing to conduct initial market research or to get answers to product specific questions. To see what GEMS can do for you or to receive a free GEMS market report, please contact Stephanie Fox at 701.239.7211 or email at sfox@nd.gov.

Seven North Dakota Companies Participate in Largest Food Show in America

Seven North Dakota companies participated in the U.S. Food Export Showcase (USFES), the largest food show staged in America, on April 29-May 1. The show is held at the McCormick Place in Chicago. The annual show is sponsored by the National Association of State Departments of Agriculture (NASDA) and really includes five shows in one. More than 1,000 companies took part in the show, which attracted an estimated 30,000 visitors. Four Pride of Dakota companies participated in the show, they were Dakota Prairie Organic Flour Co., Harvey; Flax USA, Goodrich; Premium Gold Flax Products, Inc., Denhoff; and SF Industries, Hope.

North Dakota companies participating at the All Things Organic Show and USFES included West Dakota Feed and Seed, Ross; SK Food International, Fargo; Dakota Prairie, Harvey; and International Certification Services, Medina. The North Dakota Department of Agriculture also had a booth at the show which was operated by NDDA marketing specialists Sara Wagner and Stephanie Fox. Agriculture Commissioner Roger Johnson, the president-elect of NASDA, attended the show on April 29th and also participated in a NASDA board meeting during his time in Chicago.

Midwest Specialty Grains Conference and Trade Show:

“A New Era in Agriculture-Opportunities in Tomorrow’s Markets.”

The 4th annual Midwest Specialty Grains Conference and Trade Show, is scheduled for September 16-18, 2007, at the Ramada Plaza & Suites and Convention Center, Fargo, North Dakota. The conference agenda will focus on a variety of identity preserved (IP), specialty grain markets, including presentations on the Japanese NATTO soybean market and both domestic and international pulse crop market opportunities. Other sessions will cover transportation challenges and opportunities, certifications and biofuels impact on global markets.

Minnesota Congressman Collin Peterson, chairman of the U.S. House of Representatives Agriculture Committee, will be the keynoter for the conference. The event also features an industry specific trade show, consisting of over 50 firms offering a wide variety of products and services to the emerging IP, specialty grain industry. Last year, nearly 350 growers, processors and buyers of IP non-GMO and specialty grain from 23 states and 9 countries were in attendance. Participation of trade delegations from Japan, Singapore and China have been confirmed for 2007.

For conference details and registration information, go to the conference website at www.grainconference.com or www.mnshippers.org.



Logo of Minnesota Shippers Association www.mnshippers.org

Exporters—Don't Miss These Opportunities!!

Food Export Association - Midwest offers a variety of programs and services to help exporters of Midwestern food and agricultural products begin or expand their international sales by offering Buyers Missions, Trade Missions and other activities and services throughout the year. These services include export promotion, customized export assistance, and a cost-share funding program. Additional information about these and other Food Export Association services can be accessed at http://www.miatco.org/us_food/services/index.htm. Upcoming summer activities are listed below. Please contact Stephanie Fox at (701) 239-7211 for information on how to sign up for these activities to meet international buyers looking for your products.



July 15-July 20, 2007: [Midwest Buyers Mission](#)

Food Export Midwest is inviting qualified buyers from Mexico, Chile, Brazil, Japan, China, Korea, Taiwan, Southeast Asia, India, and Canada, and through its cooperative relationship with Food Export USA - Northeast, buyers from the Caribbean, Central America, the Middle East, and Europe. Check out the website and schedule your one-on-one meeting with these buyers today!

July 26-30, 2007: [Food Ingredients Buyers Mission](#)

Food Export-Midwest and Food Export-Northeast are offering a great, low-cost opportunity to U.S. food ingredient exporters to meet with visiting buyers from 7 different markets or regions. Check out the website and sign up today!

AUGUST

8/20-22, 2007: Focused Trade Mission for Private Label Products - Canada

8/21-23, 2007: Focused Trade Mission for Processed Fruits - Korea

8/23-26, 2007: SIAL Mercosur 2007 - Buenos Aires, Argentina

8/28-31, 2007: SIAL Mercosur Food Show Plus! - Buenos Aires, Argentina

SEPTEMBER

9/10-13, 2007: Focused Trade Mission for Gourmet Foods - Tokyo, Japan

9/11, 2007: Canadian Private Label Buyers Mission - Minneapolis, MN

9/11-19, 2007: Sweets and Snacks Buyers Mission - Chicago, Illinois

9/17-21, 2007: Focused Trade Mission for Identity Preserved Ingredients - Taipei, Taiwan

9/18-20, 2007: Ingredients and Food Solutions. Brazil Food Show Plus! - Sao Paulo, Brazil

9/27-29, 2007: Natural Products Expo, East Buyers Mission - Baltimore, MD