

"Serving Today's Changing Global Marketplace"

- Supplying Safe, Quality Food to the World -

www.grainconference.com

Welcome!
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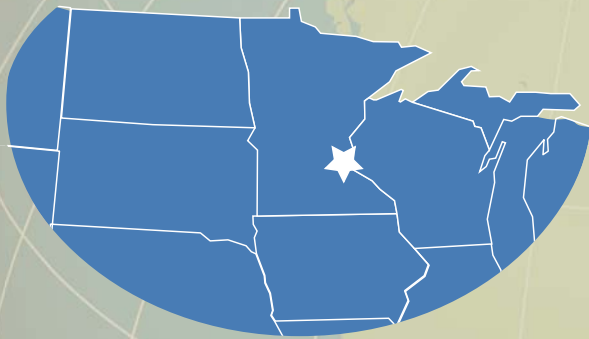
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2008 Midwest Specialty Grains

CONFERENCE & TRADE SHOW

Hosted by: Midwest Shippers' Association

Major Funding Provided By: Minnesota Soybean Research & Promotion Council and North Dakota Soybean Council.



August 26-28, 2008
Minneapolis Airport
Marriott Hotel

Featuring:

- Identity Preserved (IP), Specialty Grain Information & Education (growing, processing, handling, transporting)

- Diverse IP Buyer & Seller Oriented Trade Show

- Both International and Domestic Food and Agriculture Industry Participation.

- Excellent IP, Specialty Grain Industry Networking Opportunity

- Optional Post-conference Tour of Area IP Operations, or Tour the Minnesota State Fair.



If you are interested in growing high value soybeans or other premium Specialty Grains, or getting involved in the IP grain industry, this is a conference you will not want to miss.

FOR ADDITIONAL INFORMATION:

www.grainconference.com

or

Midwest Shippers' Association ■ 7500 Flying Cloud Drive, Suite 900 ■ Eden Prairie, MN 55344

Phone: 952.253.6231 ■ Fax: 952.835.4774 ■ e-mail: bruce@mnshippers.com ■ Web site: www.mnshippers.org



AUGUST 26-28, 2008 • Minneapolis, Minnesota, USA

Agenda

Tuesday, August 26 –

9:00 a.m. – 4:00 p.m. — Conference registration

1:00 p.m. – 3:30 p.m. — Welcome, and opening sessions
Grand Ballroom



Keynote Address:

James McGregor, author and former Wall Street Journal China Bureau Chief, Beijing, PRC.
“One Billion Customers — Lessons from the Front Lines of Doing Business in China”



Address: “Food Safety, Quality and Consumer Preferences in Today’s International Markets”.
Dr. Jean Kinsey, co-director, University of Minnesota’s Food Industry Center — Dr. Kinsey is a leading research expert on international consumer’s preferences for characteristics and safety features of food, including use of pesticides, international government food safety and product quality regulations; and trends in food consumption and retail food sales.



Panel Presentation: “Future Needs, Opportunities for the Intermodal Transportation System in the Midwest Region”.

North Dakota — Robert Sinner, President, S.B.&B. Foods, and advisory board member to Regional Intermodal Freight Project of the North Dakota Department of Transportation — the latest developments in North Dakota and western Minnesota intermodal shipping initiatives. S.B.&B. Foods, based in Casselton, N.D., is a diversified agribusiness involved in producing, processing and exporting a range of identity preserved crops.



Minnesota — Lisa Fang Wu, Senior Planner, Minnesota Department of Agriculture — current MDA study “Assessing the Feasibility of Intermodal Terminal on Class II & III Railroads using Bi-Modal Technology”. Ms. Wu also will report on MDA’s study of Utilizing Class II and II Railroads for Ethanol and Biofuels Byproduct Shipping.



Wisconsin — Bo DeLong, President, the DeLong Company. The De Long Company is the largest shipper of agricultural products in containers in Wisconsin. DeLong’s grain division ships food grade IP corn and soybeans to Europe, Asia, Mexico and Canada.



South Dakota — Rock Nelson, International Marketing Director, Sioux Falls Development Foundation. Update on intermodal transportation strategic planning for South Dakota.

3:30 p.m. – 6:30 p.m. — **Opening of the 2008 Midwest Specialty Grains Trade Show.**
Belfast/Dublin/Foyer Area

7:00 p.m. – 9:00 p.m. — **Opening reception**
Grand Ballroom

Wednesday, August 27 –

7:30 a.m. – 9:00 a.m. — Trade show open, continental breakfast

8:00 a.m. – 9:00 a.m. — (MSA) Annual Meeting
Ballroom D

9:00 a.m. – 11:00 a.m. — Presentations. *Grand Ballroom*

“International Markets — Meeting the World’s Demand for Quality Food”

Trade Delegation Presentation:

“Japan’s soy sauce and soy food industries” — **Osamu Kaneko**, representing the Japan Federation of Soy Sauce Manufacturers and the Japan Soy Sauce Association visiting trade delegation.

“Global Demand for Grain, and Speculation’s Impact on Prices” — **Ed Usset**, Grain Marketing Specialist, University of Minnesota

“Developing New Business in India’s Emerging Markets” — **Justin Flaten**, President, JM Grain, Inc., Garrison, ND. JM Grain is an exporter of pulse crops into new markets in India.

“Programs and Assistance Available to U.S. Agricultural and Food Exporters Entering New Markets” — **Tim Hamilton**, Executive Director, Food Export Midwest, Chicago, Ill.

11:15 a.m. – 1:15 p.m. — **Trade show reopens.** Luncheon buffet.
Belfast/Dublin/Foyer Area

1:30 p.m. – 3:45 p.m. — Conference presentations, with break.
Grand Ballroom



National government/Congressional Representative.

Invited: **Congressman James Oberstar**, D-Minn., Chairman, U.S. House of Representatives Committee on Transportation and Infrastructure.

Presentation: “Transportation Infrastructure and Intermodal System Needs for Agricultural Shipping.”

Presentation: “Critical Transportation Developments for International Grain Exports”
Invited: **Peter Friedman**, Executive Director, Agricultural Transportation Coalition, Washington, D.C.



“The New Frontiers in Genetics”.
Presentations by leading plant breeders, researchers serving the identity preserved specialty grains industry.

Dr. James Orf, University of Minnesota agronomy and plant genetics research professor. New trends and developments in IP specialty crops.



Steve Joehl, Director of Specialty Grains, Monsanto. New special trait biotech crops in the development pipeline.

4:00 p.m. — Post conference reception. *Courtyard Area*



Thursday, August 28 –

Optional guided tour of identity preserved, specialty grain operations, farms and fields, plus retail specialty food operations in southern Minnesota. 9:00 a.m.-5:00 p.m. Meet in hotel lobby at 8:45 a.m. sharp! List of stops includes:

Valley Natural Foods — a 6,000 member retail food cooperative in Apple Valley, Minnesota featuring organic and natural foods. Valley Natural Foods is undergoing its fifth expansion of its modern retail grocery store facilities.

University of Minnesota Extension Research Experiment Station, Rosemount, MN — field tour of soybean research plots.

Al-Corn Clean Fuels Ethanol Plant, Claremont, MN — tour of operating ethanol cooperative.

SunOpta — specialty IP grain and organic processing, food manufacturing and handling operations in Hope, Minnesota, along with stops at area farms and contract grower operations.

Optional self-tour of the **Minnesota State Fair** in St. Paul, Minnesota — admission tickets (limited) provided courtesy of the **Minnesota Department of Agriculture**.

About the Conference

Hosted by the Midwest Shippers Association, a regional cooperative association established to promote marketing of specialty grains to consumers and the food industry worldwide, the Midwest Specialty Grains Conference and Trade Show brings together international buyers and the best of the identity preserved (IP) grain industry from the Upper Midwest region. This will be the fifth annual conference and trade show, which averages attendees from 12 to 15 countries and 15 to 20 states.

The specialty grains industry includes a wide range of high quality food grade grains that yield premium prices for growers, and typically require special handling and identity preservation from field to the end market. Examples include: non-GMO crops, food grade soybeans for special Asian foods, "soft IP" low linolenic and emerging high oleic soybeans, food grade blue corn and white corn, organic crops, pulse crops, flax, and new special varieties of traditional crops for domestic and international food suppliers.

People who should attend include: farmers interested in growing high-value specialty grains; processors, traders and international buyers of specialty grains; seed companies and other suppliers; certification agencies; shipping and logistics service companies; grain marketing services; railroad, trucking and ocean carrier freight companies; farm and commodity organizations; state and federal food and agriculture agencies. Companies interested in exhibiting, sponsoring and attending the conference and trade show can go to www.grainconference.com to register and learn more about the event. For more information, go to the website or call 952-253-6231.

Consumers worldwide are showing the preference for quality food. This is an event that lets you rub shoulders and do business with the leaders in the field.

Our Sponsors (as of August 4, 2008)

Platinum:

Minnesota Soybean Research and Promotion Council
North Dakota Soybean Council



Gold:

Minnesota Grain and Feed Association

Silver:

U.S. Soybean Export Council
North Dakota Department of Agriculture
Minnesota Department of Agriculture
Soyatech, LLC

Bronze:

Cummings Ag Inc./Northwest Seed Cleaning
Iowa Soybean Association
North Dakota State University
North Star Rail Intermodal
South Dakota Soybean Research and Promotion Council
South Dakota Wheat Commission
Northern Crops Institute
Organic & Non-GMO Report
Badge sponsor:
Minnesota Farmers Union
Lanyard sponsor:
S.B.&B. Foods

Special Sessions

For MSA Member Shippers Only —
10:30 a.m. – Noon, August 26 — "How To Negotiate with Ocean Freight Carriers for Improved Rates and Service" — seminar by Steve Horton, Horton Global Strategies consulting agency. Reservations required — 952-253-6231 or check at registration. *Ballroom D*

For Country Elevator Managers, Directors, and Staff —
10:30 a.m. – Noon, August 26 — Special "how-to" pre-conference seminar for paid attendees of the conference from country elevators who want to learn about getting involved in the high value, specialty grain business, and how to partner with and benefit from the Midwest Shippers Association IP grain network. This is part of an MSA outreach educational project sponsored by the Minnesota Soybean Research and Promotion Council. *Grand Ballroom*

www.grainconference.com

Trade Show Exhibitors

F.C. Stone - St. Louis Park, MN
www.fcstone.com - Booth # 105

IntelliAir - Garden City, MO - www.intelliAir.com - Booth # 107

Pulse USA, Inc. - Bismarck, ND - www.pulseusa.com - Booth # 111

West Dakota Feed & Seed, LLC - Ross, ND
www.westdakotaseedprocesors.com - Booth # 113

Strategic Diagnostics, Inc. - Newark, DE - www.sdix.com - Booth # 115

Cummings Ag Inc./Northwest Seed Cleaning Services, Inc. - Buxton, ND
www.nwseedcleaning.com - Booth # 117

SunOpta - Hope, MN - www.sunopta.com/ - Booth # 119

North Star Rail Intermodal, LLC - Edina, MN
www.northstarintermodal.com - Booth # 121

AgVision Software for Agribusiness - Ankeny, IA
www.agvisionsoftware.com - Booth # 123

Northland Organic Food Corporation - St. Paul, MN
www.northlandorganic.com - Booth # 125

Pacific Soybean and Grain - San Francisco, CA
www.pacificsoy.com - Booth # 129

Eurofins GeneScan - Metairie, LA
www.eurofinsus.com - Booth # 131

Dakota Pride Cooperative - Jamestown, ND
www.dakotapride.coop - Booth # 133

North Dakota Department of Agriculture - Bismarck, ND
www.agdepartment.com - Booth # 135

Bismarck Mandan Development Association - Bismarck, ND
www.bmda.org - Booth # 112

Envirologix, Inc. - Portland, ME - www.envirologix.com - Booth # 118

U.S. Soybean Export Council - St. Louis, MO
www.ussoyexports.org - Booth # 120

Minnesota Soybean Research and Promotion Council - Mankato, MN
www.mnsoybean.org/MSPRC/ - Booth # 126

Satake USA, Inc. - Stafford, TX - www.satake-usa.com - Booth # 209

Bratney Companies - Des Moines, IA
www.bratney.com - Booth # 208

S.B.&B. Foods, Inc. - Casselton, ND - www.sb-b.com - Booth # 207

Organic & Non-GMO Report - Fairfield, IA
www.non-gmoreport.com - Booth # 206

SK Food International - Fargo, ND - www.skfood.com - Booth # 205

BioDiagnostics, Inc. - River Falls, WI
www.biодiagnostics.net - Booth # 210

Chino Valley Ranchers - Arcadia, CA
www.chinovalleyranchers.com - Booth # 213

North Dakota Port Services - Minot, ND
www.portofnd.com - Booth # 214

Norseman Inc. - Ottawa, ON, CA - www.norseman.ca - Booth # 211

SoyaTech, LLC - Bar Harbor, ME - www.soyatech.com - Booth # 212

Northern Pulse Growers Association - Bismarck, ND
www.northernpulse.com - Booth # 215

Minnesota Crop Improvement Association/University of Minnesota
St. Paul, MN - www.mncia.org - Booth # 200

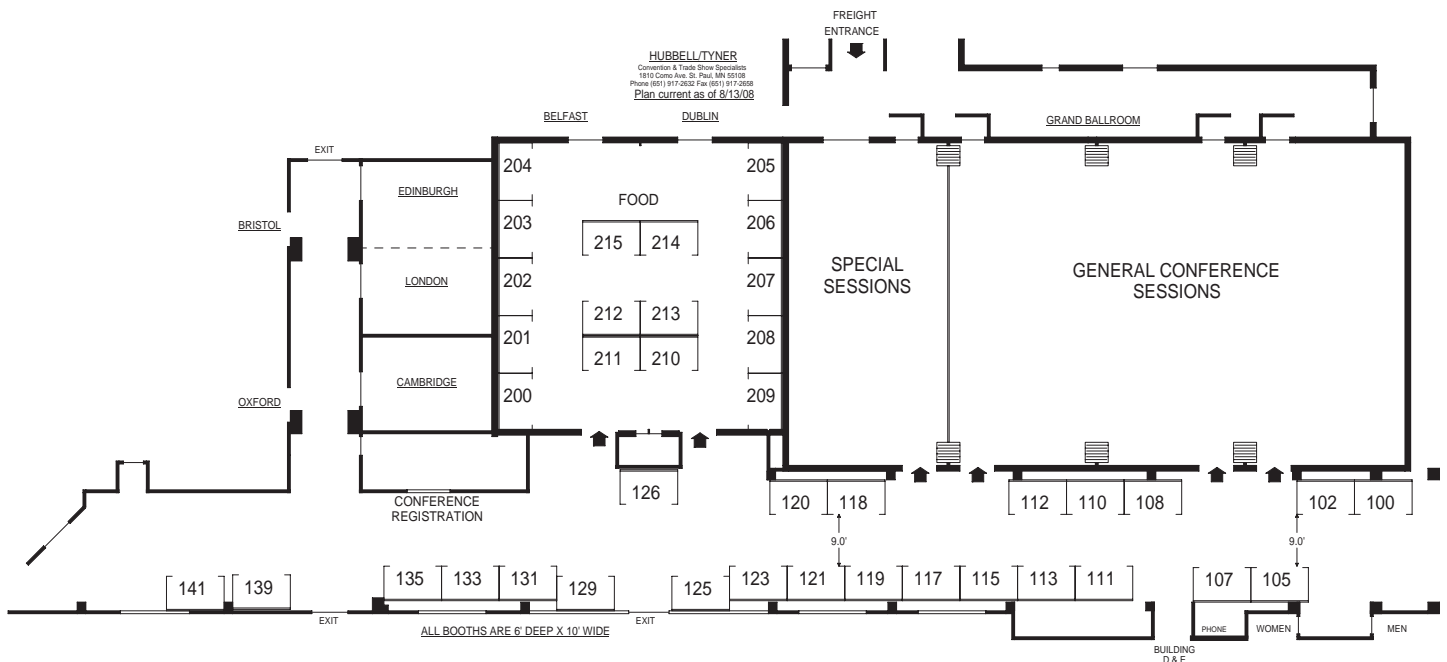
Nationwide Agribusiness Insurance Company - Columbus, OH
www.nationwide.com - Booth # 201

Grain Millers Specialty Products - Eden Prairie, MN
www.grainmillers.com/Specialty_Products.aspz - Booth # 202

SGS Mid-West Seed Services, Inc. - Brookings, SD
www.mwseed.com - Booth # 203

Northern Bag and Box Company - Grand Forks, ND
www.northernbagandbox.com - Booth # 204

Minneapolis Airport Marriott



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Minneapolis Airport Marriott Bloomington, MN
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