

GRDC Update - Perth

Perth, W. Australia February 27, 2018

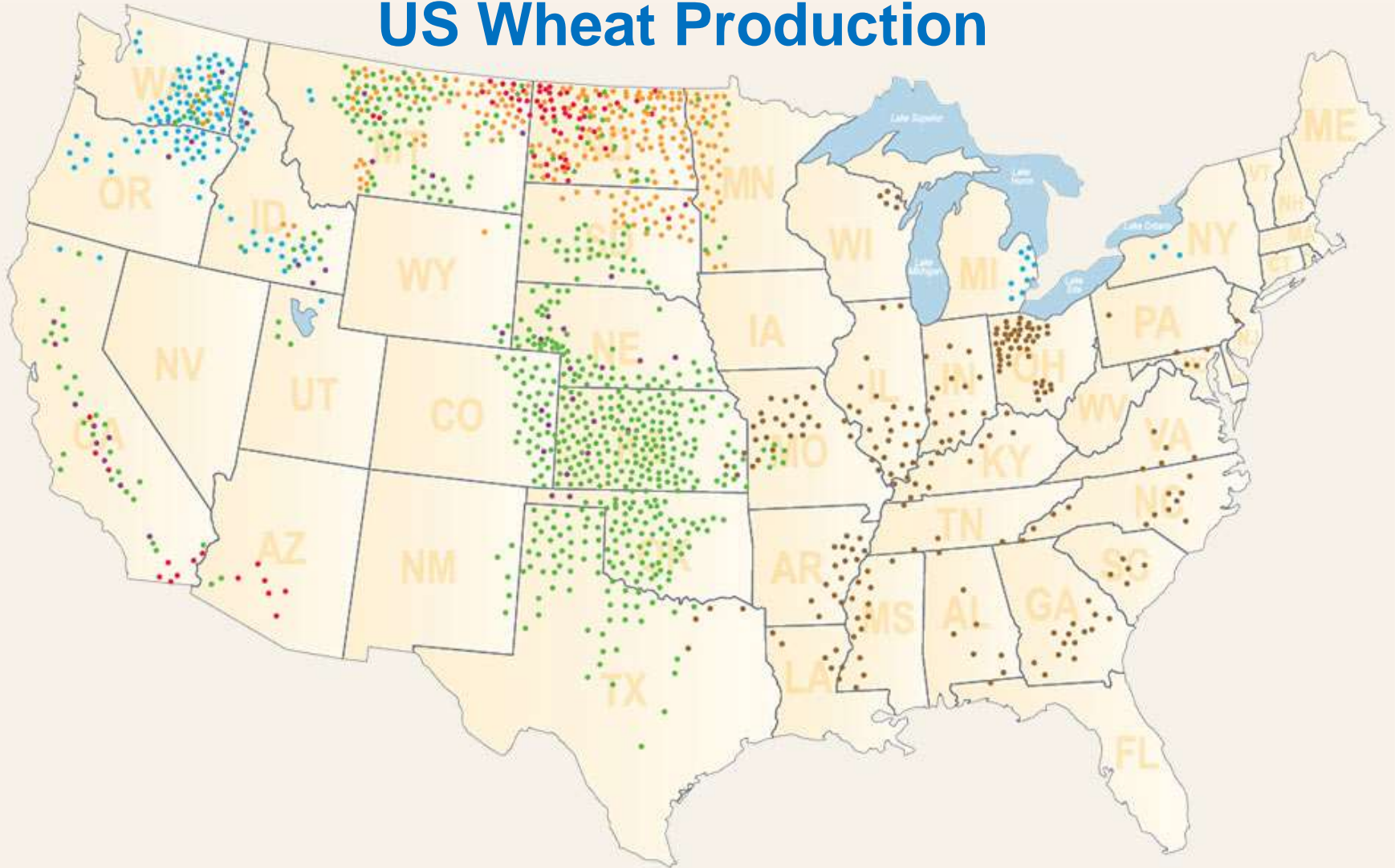
U.S. Wheat Associates, Inc. Organizational Overview

**Vince Peterson
President**



The world's most reliable choice.

US Wheat Production



● HARD RED WINTER ● HARD RED SPRING ● SOFT RED WINTER ● SOFT WHITE ● HARD WHITE ● DURUM



U.S. WHEAT
ASSOCIATES

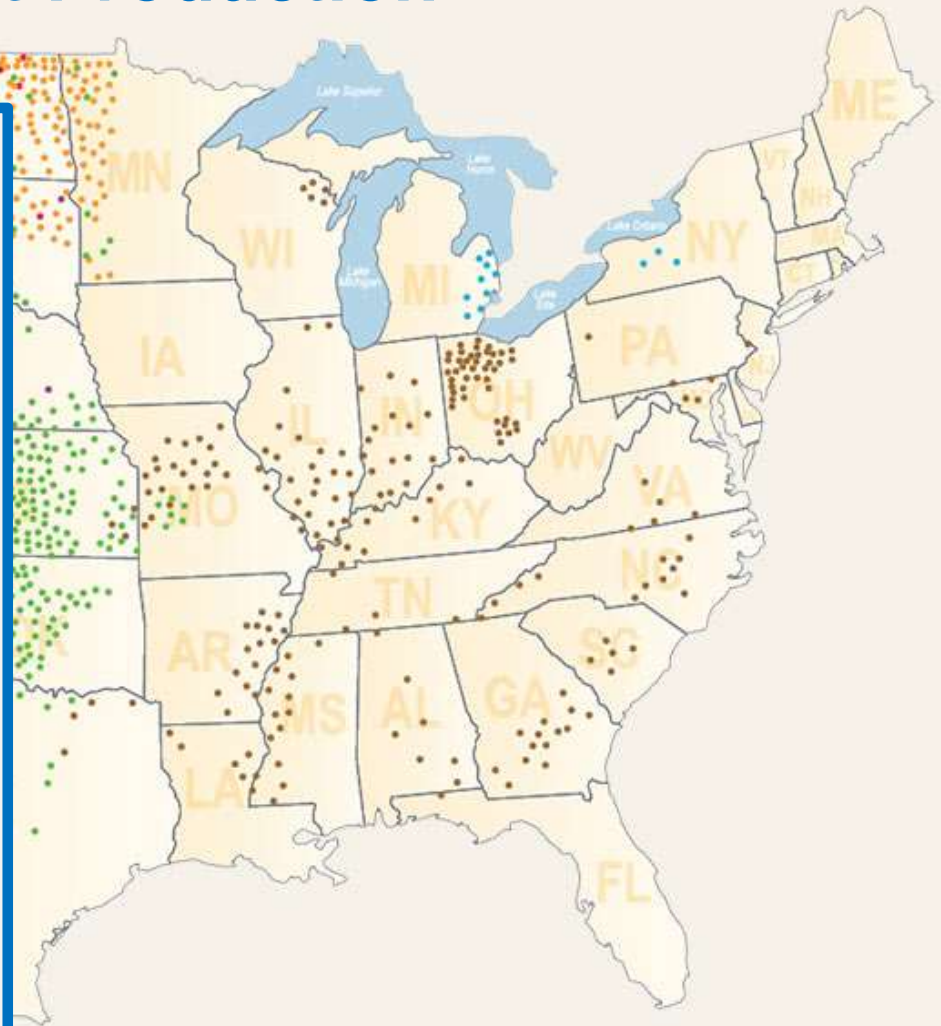
The world's most reliable choice.

US Wheat Production

As early as 1926...



Growers formed state organizations; in 1950's passed self taxing authority



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US Wheat Production

As early as 1926...



Growers formed state organizations; in 1950's passed self taxing authority

...but even by 1949...



Began travel and outreach to foreign markets and customers

● HARD RED WINTER ● HARD RED SPRING ● SOFT RED WINTER ● SOFT WHITE ● HARD WHITE ● DURUM

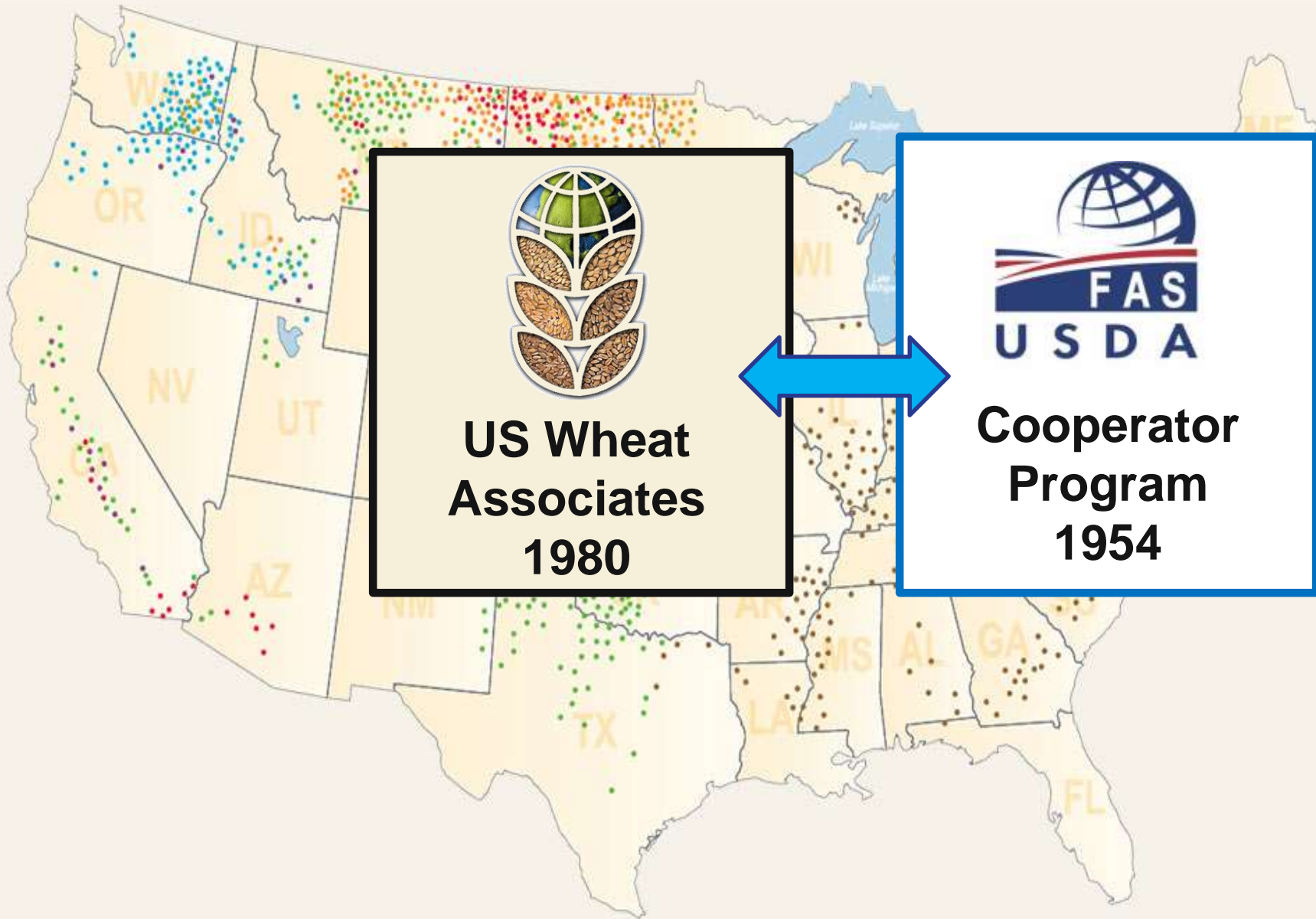
**Western Wheat
Associates
1959**

**Great Plains Wheat
1958**



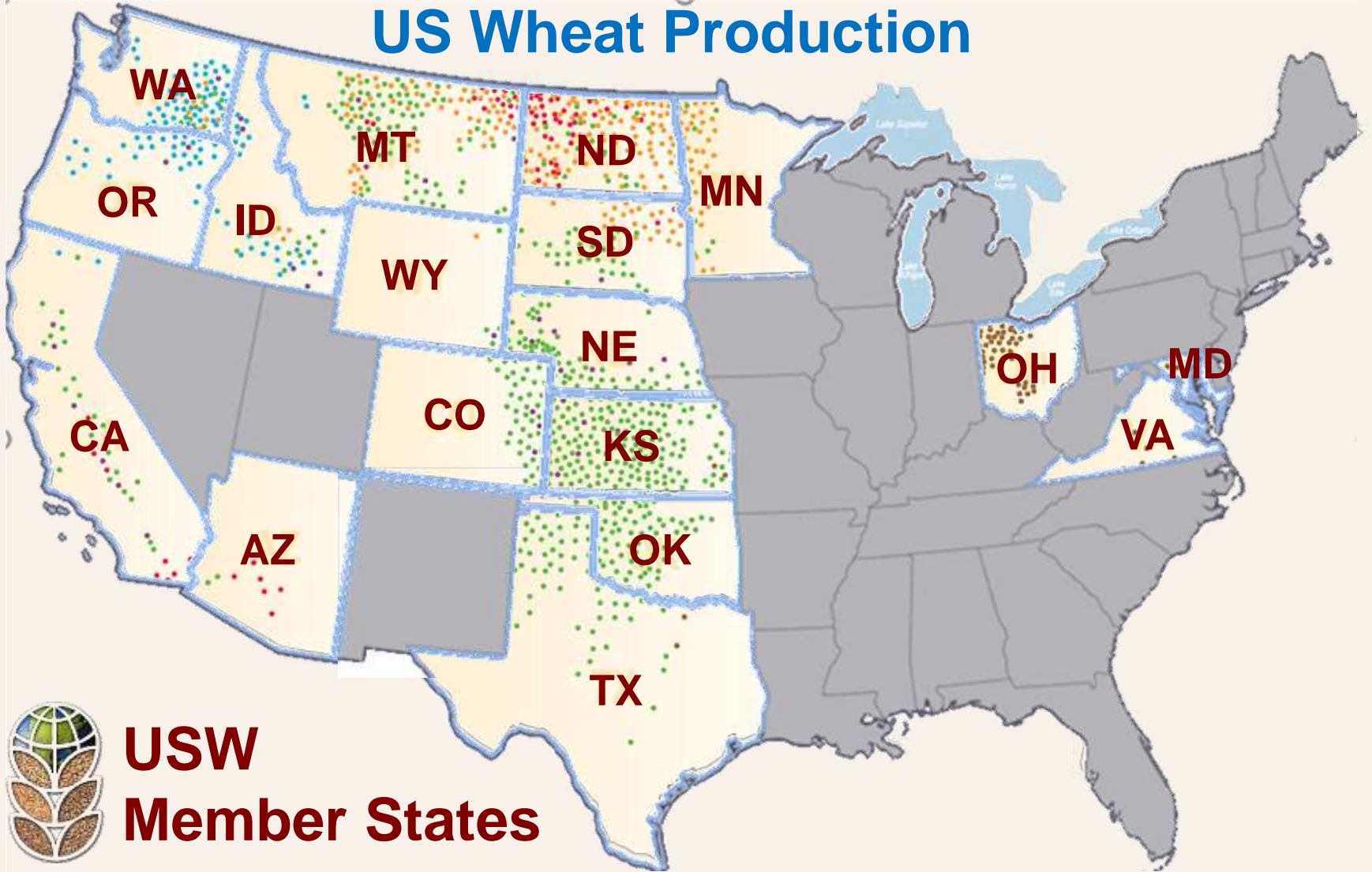
**Cooperator
Program
1954**

● HARD RED WINTER ● HARD RED SPRING ● SOFT RED WINTER ● SOFT WHITE ● HARD WHITE ● DURUM



● HARD RED WINTER ● HARD RED SPRING ● SOFT RED WINTER ● SOFT WHITE ● HARD WHITE ● DURUM

US Wheat Production



USW
Member States

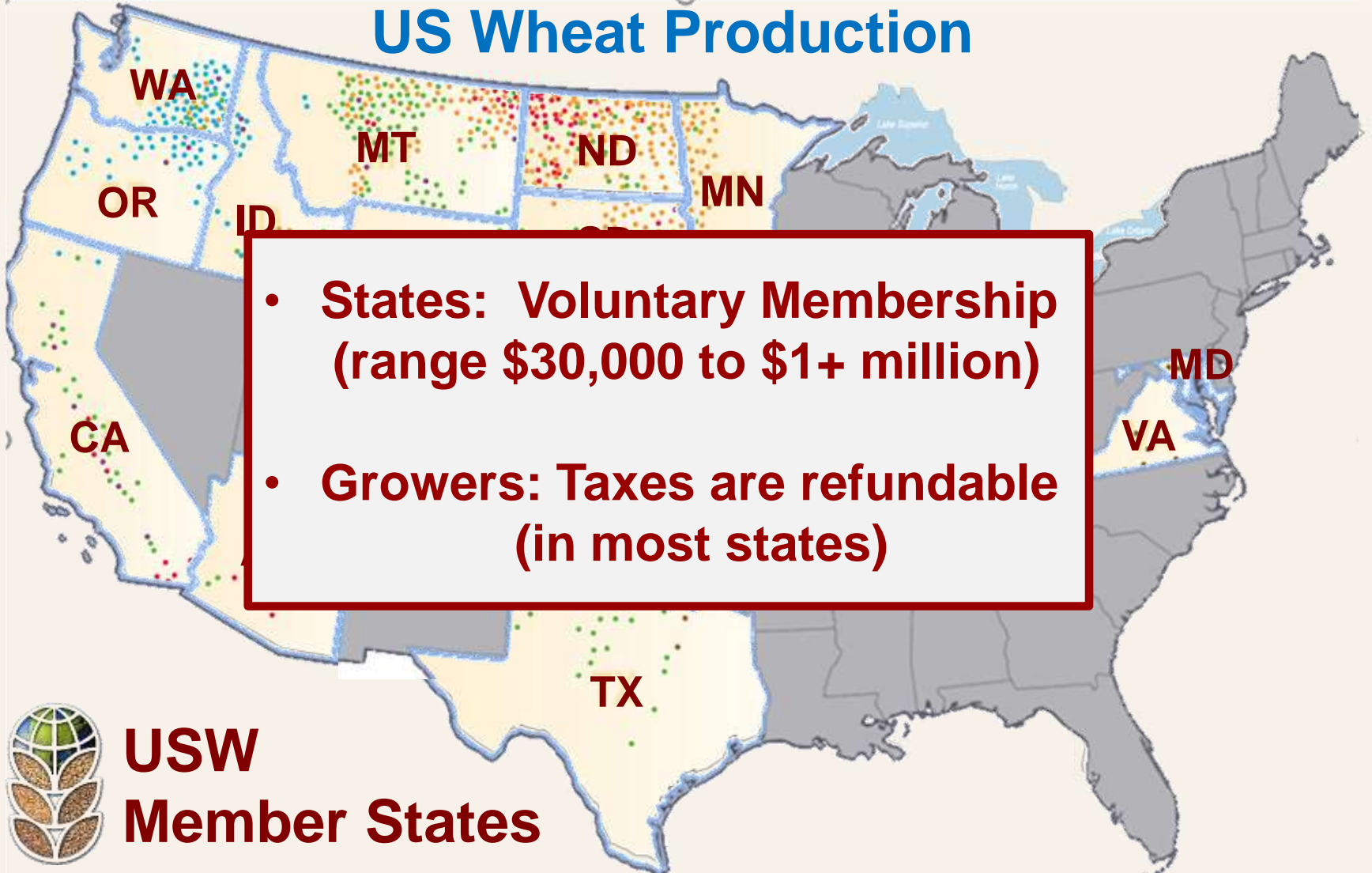
- HARD RED WINTER
- HARD RED SPRING
- SOFT RED WINTER
- SOFT WHITE
- HARD WHITE
- DURUM



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US Wheat Production



- States: Voluntary Membership (range \$30,000 to \$1+ million)
- Growers: Taxes are refundable (in most states)



USW
Member States

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FAS
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“Government-industry match”

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“Competitive bidding process”

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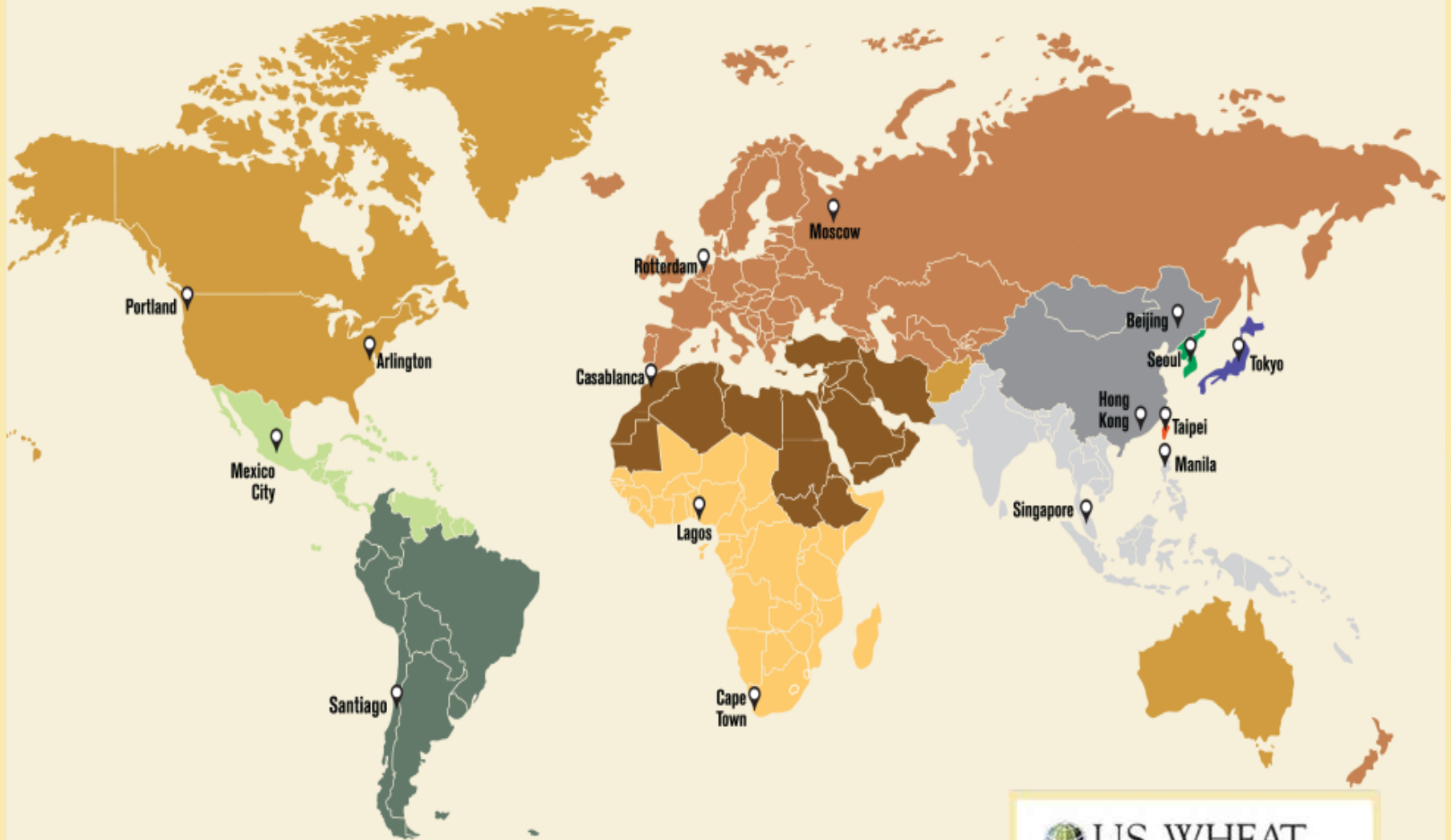
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U.S. Wheat Associates

Worldwide Organization



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Broad Organizational Functions

- Market information, analysis and education
- Crop quality assessment, publication and distribution
- Customer services including before and after sales, technical processing, & product R&D
- Trade policy and market access advocacy

USW Mission Statement

Develop, maintain and expand international markets to enhance the profitability of U.S. Wheat producers and provide value to their customers.

The Mission positions USW to:

- Address issues which affect the profitability of both producers and customers

Create a “value proposition”



Thank you for the opportunity
to share some thoughts together.
Questions are welcome.