



## The Benefits of U.S. Grain Exports



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## THE U.S. GRAIN SYSTEM

### AND HOW IT IMPACTS YOU, THE CUSTOMER

**In the U.S., our commodity-based system boasts economies of scale, speed of harvesting/handling, flexibility, ease of replacement or substitution, forward contracts, risk management, and fungibility.**

Our streamlined and efficient system allows grain grown on thousands of farms to be harvested, collected and commingled at elevators, then transported by barge or rail to terminal elevators, further combined and loaded for delivery to foreign destinations.

U.S.-sourced products are competitive and available. They are high-quality and sustainably produced. We are a reliable and consistent shipper of commodities that meet the contracts our customers sign – day in, day out, year in, year out. This transparency allows our agricultural products to remain competitive in the international market.

We are absolutely committed to working with our customers, which includes listening to whatever concerns they may have and working to correct them. We are also absolutely committed to continuing to draw on the inherent strengths of our system to serve you even better.



### WHY BUY U.S. ORIGIN?

**The Council is a member-driven organization of corn, sorghum, barley, distiller's grains and ethanol producers as well as agribusiness organizations dedicated to free and fair trade worldwide. We strive to be relevant, passionate and trusted ambassadors for trade between U.S. agriculture and our customers around the world.**

We are always open to hearing from our buyers – good news and bad news. That's what makes us trusted by each other – we always listen and we are always committed to working together to find a solution.

#### Buying U.S. has many advantages.

Right now – price is the clear one. But beyond price:

Transparency in pricing. Reliable delivery. The U.S. government's inspection service. Contract sanctity. Corn quality data and customer servicing is offered by no other origin.

And a diversity of products – corn, soybeans, DDGS, wheat, corn gluten, beet pulp and more – that help build efficiencies with bulk shipments.

Currently U.S. corn is the most competitively priced corn in the world. However, when you buy U.S. corn – regardless of price - you get all the “built in” advantages listed above. Our competitors cannot offer these same benefits, and you cannot put a dollar value on their benefit to your business.



## THE U.S. ADVANTAGE

### A SUMMARY OF BENEFITS

**The U.S. is the largest corn exporter in the world and we have some inherent advantages that you cannot put a price or dollar value on. Our competitors cannot claim the same advantages. All these factors combined make the U.S. the best origin for your grains.**

These include:

- **Transparency** – price discovery in the U.S. market is completely transparent. No matter where you are in the world, you can find the price of U.S. commodities.
- **Reliability** – challenges like strikes and port congestion are extremely unusual with U.S. origins. When you buy U.S. products, they arrive with minimal delay.
- **U.S. corn quality data** – the U.S. Grains Council has published nine years of corn quality data using a uniform sampling methodology. The data is available online and from our staff globally, and it demonstrates that we consistently export U.S. #2 quality corn.
- **Federal Grain Inspection Service (FGIS)** – the U.S. industry has an independent surveyor on site at loading to certify the quality of the grain you are receiving. Our competitors don't offer this.
- **Digestible energy** – corn is purchased for its energy value. U.S. corn digestible starch values are higher than all other origins.
- **Diversity of products** – no other origin allows you to load the diversity of feed ingredients that the U.S. does in combo shipments - corn, soybeans, DDGS, wheat, corn gluten, beet pulp and more.
- **Customer servicing** – when you buy U.S. origin, you get free customer servicing and technical assistance from commodity groups such as the U.S. Grains Council.

**We at the U.S. Grains Council are your partners in trade, and we are proud to invest in you and the growth of your businesses, just like you invest in us and ours.**