

## ***Why Global Presence Matters to Sales Transcript***

[Music]

[Transcript begins 00.00.04]

CS: Obviously we have ongoing programs, so we have programmed and schedule out things we want to be doing around the world, but having staff on the ground when these things that you don't think are to happen today and, you know, a week from now something pops up, whether its trying to find homes for orphan sorghum vessels or trying to resolve a trade issue when phytosanitary issue is keeping out DDGS into a market, or whatever, having people on the ground that can go and address those issues, whether I's with the government or even bringing the US and the local government together to resolve it working with the industry and the importers and end-users. So having people on the ground that have an ongoing relationship with the players involved both in the government and the private sector really allow us to address these issues very quickly, and so having the qualified staff that we have globally that are up to date, whether it's across Southeast Asia or Mexico, China, Egypt, where, you know. I think having those people on the ground and being able to respond to issues immediately and having a good built-up relationship over years really gives us credibility when we walk in the door and try to solve problems rather than just sending somebody on a plane from DC on the ground every time something pops up. That's the real key to the success we're able to have globally, is having those people in the key areas around the world and the quality people that we have working for us.

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