

Curriculum Vitae

Guy H. Allen

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EDUCATION

- **Post Graduate Work**

2020 - Kansas State University, Manhattan, Kansas U.S.A.

Ag Econ 701 Introduction to Computer Tools for Agriculture

Ag Econ 713 Agribusiness Financial Management

Ag Econ 730 Agribusiness Logistics and Supply Chain

1986 - University of Illinois, Urbana-Champaign, Illinois U.S.A.

EPS 305 History of Education

EPS 309 Politics of Education

EDPSY 311 Psychology of Learning

EDPSY 312 Mental Hygiene & Sch

- **B.S. Agricultural Economics**

University of Illinois, Urbana-Champaign, Illinois U.S.A. January 1982

- **Delavan Community Units Schools No. 703**

Delavan, Illinois U.S.A. May 1977

PROFESSIONAL EXPERIENCE:

Company	Position	Period	Location
International Grains Program Kansas State University	Senior Economist	April 2019 – Present	Manhattan, Kansas, USA
Advance Trading AustralAsia	Director, Principal	Jly 2011 – Present	Wagga Wagga, NSW, Aust.
Louis Dreyfus Commodities	Operations Manager	Sep 2009 – Jly 2011	Melbourne, Victoria, Aust.
Louis Dreyfus Commodities	Gen Manager - Grain	Feb 2007 – Sep 2009	Beijing, P.R. China
Ingham Enterprises	National Commodities Man.	Jly 2005 – Feb 2007	Sydney, NSW, Aust.
Advance Trading Australia	Founding Director, Principal	Mar 2002 – Jly 2005	Sydney, NSW, Aust.
GrainCorp Operations Ltd.	Gen Manager Grain Trading & Marketing	Oct 1995 – Feb 2002	Sydney, NSW, Aust.
NSW Grains Board	Grain & Oilseeds Trader	May 1994 – Sep 1995	Sydney, NSW, Aust.

Louis Dreyfus Commodities	GM – Grain Terminal	Jun 1993 – May 1994	Fremont, Nebraska, USA
Louis Dreyfus Commodities	Commodities Trader	Mar 1992 – May 1993	Melbourne, Victoria, Aust.
Louis Dreyfus Commodities	Commodities Trader	Aug 1989 – Feb 1992	Overland Park, Kansas, USA
Louis Dreyfus Commodities	Commodities Trader	Feb 1988 – Aug 1989	Pekin, Illinois, USA
Spoon River FS	Operations Manager	Feb 1987 – Feb 1988	Knoxville, Illinois, USA
TALOMA Farmers	Operations	Sep 1986 – Feb 1987	Delavan, Illinois, USA

**ADVANCE TRADING INC., ADVANCE TRADING AUSTRALIA and
ADVANCE TRADING AUSTRALASIA**

Director, Company Principal, Risk Management Consultant and Commodities Broker

Bloomington, Illinois, USA and Sydney/ Wagga Wagga, NSW, Australia

March 2002 to 2007 / *Present

As a shareholder and director I have overseen a restructure and expansion of the company operations based out of Australia.

I was a founding Director / Shareholder when the company set up as an independent entity in Australia in 2003. The company more recently expanded its activities in 2011 and changed its name to Advance Trading AustralAsia.

Responsible for the establishment of the company and development of risk management and commodity brokerage services within Australia and the Asia Pacific for Advance Trading, Inc. and then subsequently Advance Trading Australia and Advance Trading AustralAsia (respectively).

Accomplishments included; the establishment of the initial office in Australia, the development and drafting of the original and subsequent company business plans, development of local services and risk management products, development of a national client base, and the reporting of market activities in Australasia to the Advance Trading Inc. group in the U.S.A. Commercial activities have been recently expended from the core business of wheat, grains, oilseeds and foreign exchange, to now include livestock products in cattle, beef, lamb and wool.

Ceased being an active principal in the company from February 2007 till July 2011 while I commenced employment with Louis Dreyfus Commodities in China and Australia.

Recent projects include:

- Restructure and implementation of new management team for a large agricultural property focused on beef production; including a focus on changing production systems.
- Assistance to an Australian company in establishing a beef processing and export supply chain to China.
- Selection and implementation of an integrated commodity management and accounting system for a multi-facility grain company.
- Ongoing market and risk management advisory across grain, oilseed, fibre and livestock markets.

LOUIS DREYFUS COMMODITIES

February 2007 to July 2011

LDC's presence in the United States, Australia, China and globally extends over a number of commodity platforms, including; Grains, Oilseeds, Cotton, and other commodities such as Sugar, Citrus, and Metals.

I was invited to re-join the LDC Group in 2007. The role was to develop the China grain business using to my breadth of experience across the supply chain, my ability to establish and grow a business in a dynamic environment, and capacity to manage teams of people with diverse backgrounds and skills.

(Also see earlier employment with Louis Dreyfus Commodities)

Melbourne, Australia (Operations Manager Grain)

September 2009 to July 2011

I returned to Australia specifically to manage establishment of a new physical bulk supply chain for grain. My project management responsibilities extended across the full scope of the project, including the planning, budgeting, engagement and management of contractors, construction and all stages of development. The new supply chain was designed to ensure a strong and sustainable strategic platform for the company to expand within the newly deregulated export wheat arena.

Under the LDC 'matrix' form of reporting structure, my role reported to the CEO, Australia and the Head of the Grains Platform. I was responsible for financial and operational reporting for grain business activities in Australia up through the Asia Grains Platform in the LDC global structure.

Accomplishments included:

- the initial concept and strategic planning for a new bulk commodity supply chain in Australia;
- the design and construction of a road to rail bulk grain terminal and bunker facilities in northern NSW and the design and construction of a bulk grain warehouse and export facility at Newcastle,
- negotiation of third-party operational service agreements for these new facilities;
- negotiation of a long term rail agreement to service these new facilities;
- the establishment of business activities for the origination and marketing of commodities through the new assets;
- implementation of a new commodity management and accounting system to suit the company's changed business model from FOB export trading to up-country origination, storage and handling;

I moved on from this role upon completion of the new supply chain facilities seeking a new challenge.

Beijing, China (General Manager of Grain)

February 2007 - September 2009

China's rapidly changing and complex business environment presents a number of unique challenges in which to manage a commodity marketing and trading operation. Being of great significance to any global operation, and key to future success, it demanded a very clear strategic focus, but also the ability to be flexible and adapt to changing market circumstances. It required the ability to adapt quickly to the new culture and market conditions in order to be successful.

As a member of the LDC China executive team, with direct management responsibilities for the people and activities within the Grains Platform, I was directly responsible for the import and/or export of grain to and from China, as well as the establishment of a footprint in the domestic corn and wheat markets - developing and expanding LDC's domestic activities in grains.

As a senior member of the global Grains Platform, I was involved in determining strategic direction, and five year forward planning, as well as development of business activities and trading strategies.

The China Grains Platform included traders, a research team, and a back office team for financial and commodity accounting, as well as a contract execution, logistics and operational team.

Group executive responsibilities in China extended to financial planning and management for maximising the funds available in China across a range of commodity platforms.

Noted accomplishments while in China include:

- Development and implementation of a profitable grains strategy for China's domestic and international trade;
- Management of the local research team and direction of market analysis to inform and support trading strategies;
- Establishment of a working network and supply chain with over 40 country warehouses and 4 port terminals, a logistical supply chain to port locations, and execution of grain to export and domestic markets from northern to southern China;
- Project managed the selection and implementation of a commodity management, accounting and financial reporting system providing rigor, accountability and risk management capacity across the grains operation;

- Successfully handled recruitment, management and development of local and international staff including a career development and planning process;
- Developed good relations with many players along the supply chain including end users and international industry organisations present in China
- Elevated the company profile via many guest speaker engagements at industry conferences and events including the annual Dalian Commodity Exchange Conference.

INGHAMS ENTERPRISES

National Commodities Manager

Sydney, NSW, Australia

July 2005 to Feb 2007

I was selected to join Inghams Enterprises to help establish a centralized procurement office for the largest user of feed grains in Australia, which was to coordinate and be responsible for the purchasing of raw materials (specifically feed grains and protein meals) for poultry and feed production in Australia and New Zealand.

Accomplishments include:

- a major development of commodity risk management policies, procedures and systems, enabling the company to actively engage futures and other derivative markets. This meant that substantial financial risks of procuring physical grain could be offset.
- the successful negotiation and implementation of an inventory financing facility with the banks, notably improving the internal use and cost of funds.

GRAINCORP OPERATIONS LIMITED

Grain Trading Manager

Sydney, NSW, Australia

October 1995 to February 2002

I was invited to join GrainCorp to establish, lead and build a new Grain Marketing Division.

As a member of the executive and senior management team I was responsible for the initial development, and subsequent growth and expansion of grain marketing activities within GrainCorp.

Working closely with senior management and the Board of Directors, accomplishments include:

- the establishment of the original and subsequent business plans;
- development of corporate Risk Management Policies;
- recruitment of key grain trading, origination, logistics and back office personnel;
- day to day management of the Grain Marketing Division including close involvement in trading strategies;
- working very closely with country operations to identify and capture supply chain opportunities;
- reporting of performance and commercial activities to the Managing Director, Risk Management Committee and the Board of Directors.

The Division grew from “start-up” in January 1996 to gross sales in excess of \$250m in 2000-01. The team of core people established then has remained and continued to successfully grow the activity of the trading and marketing business unit.

On my departure in 2002 I was retained as an external advisor to the company and advised the Risk Management Committee and Board on a range of supply chain and deregulation issues.

NEW SOUTH WALES GRAIN BOARD

Grain and Oilseed Trader

Sydney, NSW, Australia

May 1994 to September 1995

I was selected to join the NSW Grains Board to help enhance their understanding and skills in cash grain marketing and hedging activities. Responsibilities included the trading of sorghum and oilseeds positions, as

well as advising the Marketing Manager as to current market conditions and assisting in development of marketing strategies and risk management.

Special activities included the presentation of a number of grower marketing seminars focusing on development of marketing plans and contracting alternatives.

LOUIS DREYFUS COMMODITIES

Manager / Grain Merchandiser / Trader

Various Locations

February 1988 to May 1994

Grain Terminal – General Manager: Fremont, Nebraska, USA - June 1993 to May 1994

Responsible for the general management of merchandising and facility operations of a truck-rail terminal grain facility with annual throughput of 16 million bushels. Other responsibilities included the trading of local processor and feed grains markets.

Australian Feed Grains Trader: Melbourne, Australia - March 1992 to May 1993

Responsible for trading of domestic and export feed grains. Involved close communication and interaction with a large number of Australia's producers, country merchants, end users and various Australian grain marketing boards.

Further responsibilities included accumulation of market information, development of national and regional feed grains supply and demand Balance Sheets, and formulation of feed grains complex trading strategies. In addition there was regular communication and coordination with a number of international trading offices.

U.S. Domestic Feed Grains Trader: Overland Park, Kansas, USA - August 1989 to February 1992

Responsible for the trading of western U.S. feed grains and the origination of market information with a focus on corn and grain sorghum markets actively traded included Kansas City and Beyond Railroads, Pacific North West, Texas Gulf, and regional feeder and processing markets. Other trading responsibilities included the Generic PIK Certificate position and coordination of CCC-ASCS tenders, swaps, and marketing of feed grains. Further responsibilities were in the origination and logistics of the through-put for feed grains at two Kansas City terminal facilities, as well as asset evaluation for the purchase of additional facilities.

Grain Merchandiser: Pekin, Illinois, USA - February 1988 to August 1989

Responsible for the origination of grain and other bulk products, handled through five river terminals on the Illinois and Mississippi Rivers. Major areas of focus were for facilities at Chillicothe and Henry, Illinois, their corresponding customer base, and management of truck and barge logistics.

SPOON RIVER FARM SERVICE (*Grower Cooperative*)

Grain Operations Manager

Knoxville, Illinois, USA

February 1987 to February 1988

Responsible for all operational functions of two grain facilities including supervision of all operations employees, management of grain storage and handling, maintenance and operations efficiency of equipment, seed, feed, agricultural chemicals and supplies.

Special activities included a major capital improvements project to repair structurally damaged steel grain tanks, flat storage buildings, bulk handling equipment, and establishment of a repair and maintenance program at facilities.

DELAVAN COOPERATIVE ELEVATOR (*Grower Cooperative*)

Grain Operations

Delavan, Illinois, USA September 1986 to February 1987

Assisted management in grain handling operations: including weighing and grading of grain, inventory control, grain quality management and conditioning, and operational maintenance.

GRAIN AND LIVESTOCK PRODUCER

Delavan, Illinois, USA - 1981 to 1986 and ongoing participation in family farm.

Yerong Creek, New South Wales, Australia - 2007 to present

Agricultural producer - own and operate a cereal and livestock property in southern New South Wales and maintain an operational interest in part of my family's farming activities in Delavan, Illinois, where I grew upon a diversified grain and livestock farm.

TEACHING EXPERIENCE

- **International Grains Program, Kansas State University, Manhattan, KS** 2019 – present
 - **Cochran Fellowship - Egypt and Jordan**
3rd – 6th February 2020 20th, 30th – 31st January 2020
 - **USSEC Pakistan Procurement Short Course SGC China Short Course - Trading the Basis**
15th – 19th October 2019
 - **USGC China Short Course - Trading the Basis**
2nd September 2019
 - **USSEC Southeast Asia Trade Team**
26th – 31st August 2019
 - **USGC Indonesia, Myanmar & Philippines DDGS and Sorghum Seminar**
19th – 20th August 2019
 - **USGC Southeast Asia Trade Team for Grain Sorghum and DDGS**
19th – 20th July 2019
 - **USGC Mexico Trade Team – Procurement and Purchasing**
18th – 19th June 2019

 - **IGP Procurement and Purchasing Short Course Series**
Spring – April 2019 / 20th April – 1st May 2020 / 14th – 25th September 2020
This re-occurring short Course Series for April 2020 and September 2020 were postpone till April 2021 due to international travel restrictions and quarantine requirements in Kansas and at KSU.
 - **IGP Basic Procurement and Purchasing Short Course**
 - **IGP Supply Chain Field Trip - Procurement and Purchasing Short Course**
 - **IGP Advance Procurement and Purchasing Short Course**

 - **IGP Short Course Prepared, (but not yet presented due to Covid-19 and travel restrictions)**
 - **IGP Commodity Risk Management for Senior Executives Short Course**
 - **IGP Basic of Grain Merchandising Short Course**

- **Guest Lecture, Kansas State University, Manhattan, KS** 15 October 202
 - **AGEC 520 - Market Fundamentals and Futures/Options Trading**
Instructor – Dr. Brian Coffee
Guest Presenter – “Fundamental Analysis and Ending Stocks to Use Ratios”
 - **Cochran Fellowship – Brazil [Wheat]**
4th – 6th December 2019
 - **Cochran Fellowship - Tunisia Group [Wheat]**
15th August 2019

- **Advance Trading AustralAsia, Wagga Wagga, NSW Australia** 2002 – 2018
Proprietary Seminar and Workshop Material for 1 to 2 day Events:
 - **ATA Basics of Grain Merchandising**
 - **ATA Merchandising for an Asset**

- ATA Risk Management and Developing a Risk Management Policy
- GTA - ATA Trade Rules and Dispute Resolution Workshop

OUTREACH EXPERIENCE

- **International Assignments and Engagement**

1. **USGC Trade Mission to Mexico – Risk Management** 29th February – 7th March 2020
Exploratory fact finding trip to better understand the procurement, purchasing, merchandising activities of Mexican end users. Consisted of a series of private meeting with ten commercial end users and buyers of U.S. corn, grain sorghum and DDGs. Ten confidential reports were written for each of the ten end users that were visited.

1. **USSEC China Trip** 10 - 16 November 2019
Shanghai, China – USSEC Conference World and US Oilseed Outlook Presentation - Attendance 100 +/-
Taipei, Taiwan – USSEC Conference World and US Oilseed Outlook Presentation - Attendance 200 +/-
Field Trip to Taiwan’s largest Soybean Crusher, and, Field Trip to a tofu manufacture
Shanghai, China - Meeting with USDA Ag Attaché` - Attendance - US Ag Attache`, USSEC and other US State Soybean Associations...
Private Meeting with a number of commercial trade participants - 2

2. **USGC China Trip** 22 - 28 September 2019
Nanning – JCI; US Soybean Production and Outlook Presentation - Attendance estimated at 450 people
Guangzhou, China USGC - China Domestic Presentation and Basis Trading Workshop - Attendance estimated at 25, plus 3 USGC attendees
Beijing, China - Meeting with US Embassy and USDA Ag Attache` - Attendance - US Ag Attache`, and others
Beijing, China - Private Meeting with a number of commercial trade participants - Attendance 5

3. **Western Australia Government** 29 May 2019 at IGC Center, Manhattan Kansas
Ian Blaney - MP and Grain Councilor for Western Australia Farmers Federation

4. **Marcus Oldham University; Geelong, Victoria Australia** 28th – 10th of October 2019
Met with Campbell Jefferies, an instructor of Agribusiness at the University at IGC Center, Manhattan Kansas

- **Industry Consultation**

1. **USDA FPAC Risk Management Agency** Kansas City, Missouri U.S.A. 29 September 2020
Robert Dubois; +1 816 994 4308, robert.dubois@usda.gov – Discussed and provided information on the calculation so costs and Variable Storage Rates (VSR) methodologies and parameter values for the CME Group Wheat (SRW) and Kansas HRW Wheat, and MGE HRS Wheat Futures Contracts; as well as its impact on physical cash market pricing and basis values.

2. **Boston Consulting Group (BCG) – Tokyo** 18 August 2020
Nihonbashi Muromachi Mitsui Tower 25F; 3-2-1 Nihonbashi-Muromachi, Chuo-ku; Tokyo 103-0022; Japan T +81 3-6387-2000 F +81 3-6387-0333
I prepared and presented five in-house partners on a conference call covering “**U.S. Grain and**

Oilseeds in Geo-Politics” which reflecting on the current agricultural trade issues impacting global geo-political issues; and an overview of “U.S. China Trade Relations and the Importance of Agricultural Exports ” and their recent US corn and soybean purchasing activities.

3. **Illinois Soybeans Strategic Planning Day** 7 August 2019 Chicago, Illinois
Participated in the planning and strategic discuss round table.

- **Reoccurring Publications**

1. **Notes and Observations in International Commodity Markets**

A weekly / fortnightly set of headline articles of events impacting the international grains and oilseed markets. This report is distributed to faculty, key stakeholders, and an international audience; with direct email to between 500 to 800 people domestic and international. The publication is also posted on the <https://www.agmanager.info/> website; with the email Cover Page distributed to over 9,000 people.

2. **Weekly U.S. Export Shipments and Sales Summary**

I have recently separated out of the “1. Notes and Observations in International Commodity Markets” a weekly summary and analysis of USDA reported export shipments and sales for wheat, corn, grain sorghum, soybeans, soybean oil, and soybean meal. This report tracks exporting activities to date, which is a key drive for commodity market activities and prices.

- **Newspapers, Periodicals, Radio, Television and Podcasts**

1. **KSU Agriculture Today, with Eric Atkinson – Radio Show and Podcast: USDA WASDE and International Markets & Trade Highlights**

Once a month following the USDA FAS World Agriculture Supply and Demand Estimates Report (WASDE), I prepared and present a radio program and podcasts with Eric Atkinson.

The 10 to 20 minute broadcast covers **“Highlights of Issues Facing the International Grain Trade”** reflecting on the month’s changes and issues raised in the USDA WASDE International Trade Markets Report;

Agriculture Today is broadcast each weekday morning at 10:00 a.m. (excluding holidays) over:

- KFRM Radio (550 AM),
- KLOE Radio (730 AM)
- KBUF Radio (1030 AM),

These radio stations collectively cover over 80 of 105 counties in Kansas, the northern third of Oklahoma, eastern Colorado, and southern Nebraska.

The broadcast is also streamed live on the K-State Research and Extension web site:

www.ksre.kstate.edu/news_and_Agmanager.kstate.edu.

The program is available via podcast at www.agtoday.net, as well as being made available to IGP for posting on the website.

2. **WDWS Radio with Brian Barnhart - Live Interview** – 9th January 2020

Champaign, Illinois Aprox 10 min +/- air time

Audience = over 6,000 combined total between air and streaming, with the largest percentage of demographics between 35 - 64 y.o.

3. **KFRM - "On the Front Porch"** – 20th November 2020

On I completed an interview with Duane Toews - which aired twice, at 2:30 pm and 7:00 pm on Friday, November 22nd. This program was also re-broadcast on 13 January 2020, as well as a number of other times through December and January.

The average program on KFRM has about 5400 farm listeners. We have no way to measure non-farm but the metrics appear to be of satisfaction from national advertising agencies so it must be fairly valid.

Below is the link to the final, 4 of 4, 10 minute segment, of the interview discussing IGP...

<https://kfrm.com/playerpopup2.php?sn=fpfri4.mp3>

Below is the link to the full interview with Duane Toews - "On the Front Porch":

<https://omny.fm/shows/kfrm-s-on-the-front-porch/on-the-front-porch-with-duane-toews-11-22-2019-guy>

4. **The Wall Street Journal – Hong Kong**

21st September 2020 - Interview by Lucy Craymer. Reporter - 25/F Central Plaza, 18 Harbour Road, Wanchai, Hong Kong; M: +852 677 38107, O: +852 2831 2533. E: lucy.craymer@wsj.com
Discuss China's food security situation and its potential impact on imports of animal products, oilseeds and feed grains.... Article to follow.

5. **High Plains Journal – Interview with Jennifer Latzke** - 4th May 2020+

Interviewed by Jennifer Laske with subsequent article published the following week in the High Plains Journal.

HPJ Demographics: Coverage footprint is 12 states, SD to TX. Readership of 72,000, with a pass-through rate of 34,000 paid subscribers to print and digital.

6. **Creation and Posting of Podcasts and Videos**

- o [International Grain Markets: Part 1-General Issues](#) – 6th April 2020
- o [International Grain Markets: Part 2-South American Impacts](#) – 7th April 2020
- o [International Grain Markets - Fuel and Ethanol Market Trends and Developments in US-China Trade](#) – 13rd April 2020
- o [International Grain Markets-South America](#) – 15rd April 2020
- o [Grains and the Livestock Sector](#) – 23rd April 2020

The videos 4 to 8 minute videos were originally posted on the KSU IGP and Ag Manager websites.

7. **Radio Interview with Greg Akagi** Topeka Kansas 11th June 2019

LIST OF PUBLICATIONS

• **Scientific and Technical Conference Presentations**

- **Kansas Soybean Commission – Emerging Leaders Presentation, Jancey Hall**
19th February 2020 IGP Center, Manhattan, Kansas
- **US Grains Council International Staff - Webinar Presentation**
14th May 2020, 12th June 2020, 13th July 2020
Technical presentations and review of the “Changes in the Monthly USDA World Agriculture Supply and Demand Estimates (WASDE) Report”. Presented with Dr. Dan O’Brien of KSU Ag Econ.
- **Kansas Grain Sorghum Commission and National Grain Sorghum Check Off**
22nd – 23rd July 2020 Wichita, Kansas
Present a “Global Grain Sorghum Supply & Demand and Trade Outlook”
- **KSU - Profit and Risk Conference - Virtual**
10th, 12th, 13th and 14th of August 2020
Presented on Friday the 14th of August on: “International Grain Markets and Trends”
- **USGC Grain Exchange Conference - Virtual**
13th, 14th and 15th of October 2020
Presented a “Grain Sorghum Market Outlook and Pricing Workshop” to both a China and a Mexico Group on behalf of USGS Checkoff and USGC.

- **Advance Trading AustralAsia** 2002 - 2005, 2011 - 2018
Presented annually a number of “Pre-Harvest” and “Post-Harvest” Market Outlook Meetings to grain producers and the Australian post farm gate grains industry.
- **GrainCorp Operations Ltd.** 1996 - 2002
Presented annually from 8 to 15 “Pre-Harvest” and “Post-Harvest” Market Outlook Meetings to grain producers across New South Wales and the eastern grain belt of Australia from Queensland to South Australia.
- **GEAP Meeting** 19 September 2019 Salina, Kansas
Dinner Speaker on “Current and Future Issues Facing the US Grains Industry
- **Joint Kansas Sorghum, US Sorghum Check-Off Board Meeting** 24 – 25 July 2019 - Attended Garden City, Kansas Presented a “Grain Sorghum Market Outlook”

GRANTS

- **Extension and Outreach (Last 1-year, previous years on request):**
 - **Allen, Guy (PI)**, Thiele, Shawn, and Campabadal, Carlos, USDA Cochran Program on Program on “**Eco-Friendly U.S. Fuel Ethanol – Colombia**” \$71,941 “Service Agreement 2020”. (Principal Investigator) – Declined
 - **Allen, Guy (PI)**, Thiele, Shawn, and Campabadal, Carlos, USDA Cochran Program on Program on “**US Soybeans Processing, Marketing, & Re-Export Strategies – Pakistan**” \$47,539 “Service Agreement 2020”. (Principal Investigator) – Declined
 - **Allen, Guy (PI)**, Thiele, Shawn, and Campabadal, Carlos, USDA Cochran Program on Program on “**US Grain Procurement & Storage Management – Algeria**” \$42,440 “Service Agreement 2020”. (Principal Investigator) – Pending
 - Smith, Gordon (PI), **Campabadal, Carlos (Co-PI)**, Allen, Guy (Co-PI), and Thiele, Shawn (Co-PI), Kansas Soybean Commission, \$120,000, "Market Development Grant - International Grains Program 2020."
 - **Campabadal, Carlos (PI)**, Thiele, Shawn (Co-PI), and Allen, Guy (Co-PI), USSEC Diploma Course: NIR Use and Application For Optimizing U.S. Soy Value. USSEC, \$63,731.00, "Service Agreement 2020." (Lead Principal Investigator and Manager).
 - Smith, Gordon (PI), **Campabadal, Carlos (Co-PI)**, Allen, Guy (Co-PI), and Thiele, Shawn (Co-PI), Kansas Corn Commission, \$75,000, "Market Development Grant - International Grains Program Support Project 2019".
 - Smith, Gordon (PI), **Campabadal, Carlos (Co-PI)**, Allen, Guy (Co-PI), and Thiele, Shawn (Co-PI), Kansas Wheat Commission, \$100,000, "Market Development Grant - International Grains Program Support Project 2019".
 - **Campabadal, Carlos (PI)**, Allen, Guy (Co-PI), and Thiele, Shawn (Co-PI), Animal Production Educational Assistance (RAPCO Aquaculture). USSEC, \$44,970, "Service Agreement 2019." (Lead Principal Investigator and manager).
 - Smith, Gordon (PI), **Campabadal, Carlos (Co-PI)**, Allen, Guy (Co-PI), and Thiele, Shawn (Co-PI). Kansas Grain Sorghum Commission, \$30,000, "Market Development Grant - International Grains Program 2019".
 - Thiele, Shawn (PI), **Campabadal, Carlos (Co-PI)**, Allen, Guy, and Subramanyam, Bhadriraju. USDA Cochran Program on U.S. Grain Inspection for Egypt and Jordan, \$84,007.99, “Service Agreement 2019”. (Principal Investigator)
 - Thiele, Shawn (PI), **Campabadal, Carlos (Co-PI)**, and Allen, Guy. USDA Cochran Program on US Wheat Classification and Standards for Brazil, \$39,571.40, “Service Agreement 2019”. (Principal Investigator)

ACADEMIC ADVISOR & SUPERVISOR

None

HONORS AND AWARDS

None

PROFESSIONAL, TECHNICAL AND SCIENTIFIC AFFILIATIONS

- **Grain Trade Australia (GTA)** 1996 – 2019
formerly **National Agricultural Commodities Marketing Association (NACMA)**
GTA is a peak industry body representing the commercial interests of Australian grain industry member participants. **Grain NSW** - Member 1992 to present
Australian state based organisations representing the commercial interests of Australian grain industry member participants.
- **Grain Industry Association of Victoria (GIAV)** - Member 1992 to 2019
Australian state based organisations representing the commercial interests of Australian grain industry member participants.
- **Queensland Merchants Association** - Member 1992 to 2006
Australian state based organisations representing the commercial interests of Australian grain industry member participants.
- **Grain Elevator and Processing Society (GEAPS)** – Past member Cornbelt Chapter, Illinois

SERVICE

- **Grain Trade Australia (GTA)** 1996 – 2019
formerly National Agricultural Commodities Marketing Association (NACMA) GTA is a peak industry body representing the commercial interests of Australian grain industry member participants. I served as a **Director on the Board** (2014-16) and served as past **Chair the Commerce Committee** for a good number of years.
I was instrumental in the initial drafting and establishment of industry **Trade Rules and Dispute Resolution Rules**; which now underpin most of the grain and oilseeds trade in Australia.
I have facilitated **Contract, Trade Rules and Dispute Resolution Workshops** on behalf of NACMA from 2003 – 2007 and GTA in 2010.
I have also been a member of several industry committees including the **Commerce and Trade Rules Committee** (1997 to 2007 and 2014 to Present), as well as the **Transportation, Storage and Ports Committee** (2013-14).
- **Grain Trade Australia (GTA) – Recognised Arbitrator** 1998 – present
formerly National Agricultural Commodities Marketing Association (NACMA) Served as a Recognized Arbitrator and/or Moderator for over a dozen formal GTA (NACMA) dispute resolution cases. The scope of these cases ranges from A\$10,000's to multi-million dollar claims.

CONTINUING EDUCATION/PROFESSIONAL TRAINING

- **National Grain and Feed Association (NGFA)** – USA May 2019
Completed the continuing professional development NGFA Trading, Trade Rules and Dispute Resolution Seminar, covering U.S. industry trade rules for grain, feed, barge freight and secondary rail freight, and applying to road, rail and barge transportation.

- **North American Export Grain Association (NAEGA)** – USA October 2019
Completed the continuing professional development course relating NAEGA Contracts at the Wheat Marketing Center in Portland, Oregon.

- **Grain and Feed Trade Association (GAFTA)** – London
Completed the Continuing Professional Development Courses – Levels 1, 2 & 3, covering international contracts, law and dispute resolution.

OTHER SKILLS

- Control Systems Software - commodity management and accounting software
- Cultura AGRIS - commodity management and accounting software
- Grossman Software Solution - commodity management and accounting software
- Computer software: Adobe Acrobat, Microsoft Office – Excel, Power Point, Project, Publisher, Skype, Word
- Private Pilot

- END -