

Halstrom-Bruntz-Commodity-Classic-V1

SPEAKERS

John Herath, Dan Halstrom, Dave Bruntz

John Herath 00:00

More than 12,000 attendees representing the corn, soybean, wheat and sorghum industries gathered in San Antonio last week for Commodity Classic. The U.S. Meat Export Federation was on hand with food samples and a simple message of thanks to the growers who support USMEF efforts around the globe, according to President and CEO Dan Halstrom.

Dan Halstrom 00:17

We're at Commodity Classic, and this is really the opportunity for our oil seed and grain members to come together. And while the focus is more corn and soybeans, our focus, of course, is through the export of corn and soybeans through U.S. beef, pork and lamb. This is the single largest event that sector holds, and we've always been a part of this event, but we've expanded our presence with a much larger footprint, because the impact of the corn and soybean business is growing every year. So it's exciting. We do a study every year that figures out what's the value of corn and soybeans, the impact of U.S. beef and pork exports. So the numbers for this year on corn - we're at 58 cents per bushel attributable to the exports of U.S. pork and beef, and on the soybean side, you're looking at \$1.05 per bushel impact of pork exports globally. The corn and soybean industries, they export corn and soybeans, obviously, but they're also exporting through meat, and that's where our partnership really thrives.

John Herath 01:15

USMEF Chair-elect Dave Bruntz, a corn and soybean producer and cattle feeder from Nebraska, says Classic provides an opportunity to answer questions about how exports maximize value for producers.

Dave Bruntz 01:25

Questions about, why are we selling U.S. meat when we're also importing? Well, we're selling meat to other countries that the American consumer doesn't eat, which is variety meats: heart, tongue, liver, kidney. We export a huge amount of that. But then we have to buy grinding meat to add to our hamburger grind, because the American consumer uses so much hamburger, we don't produce enough. We don't want to grind chucks and rounds and things like that, because the value that we export those is higher than what we can purchase that other meat for.

John Herath 01:57

For more, please visit [USMEF.org](https://usmef.org). For the U.S. Meat Export Federation, I'm John Herath.