



Distribution Channels

Erik Wibholm
Senior Merchant
Cargill

*United Soybean Board
Connections 2010
Dec. 6, 2010, St. Louis, Mo.*

Topics to be addressed

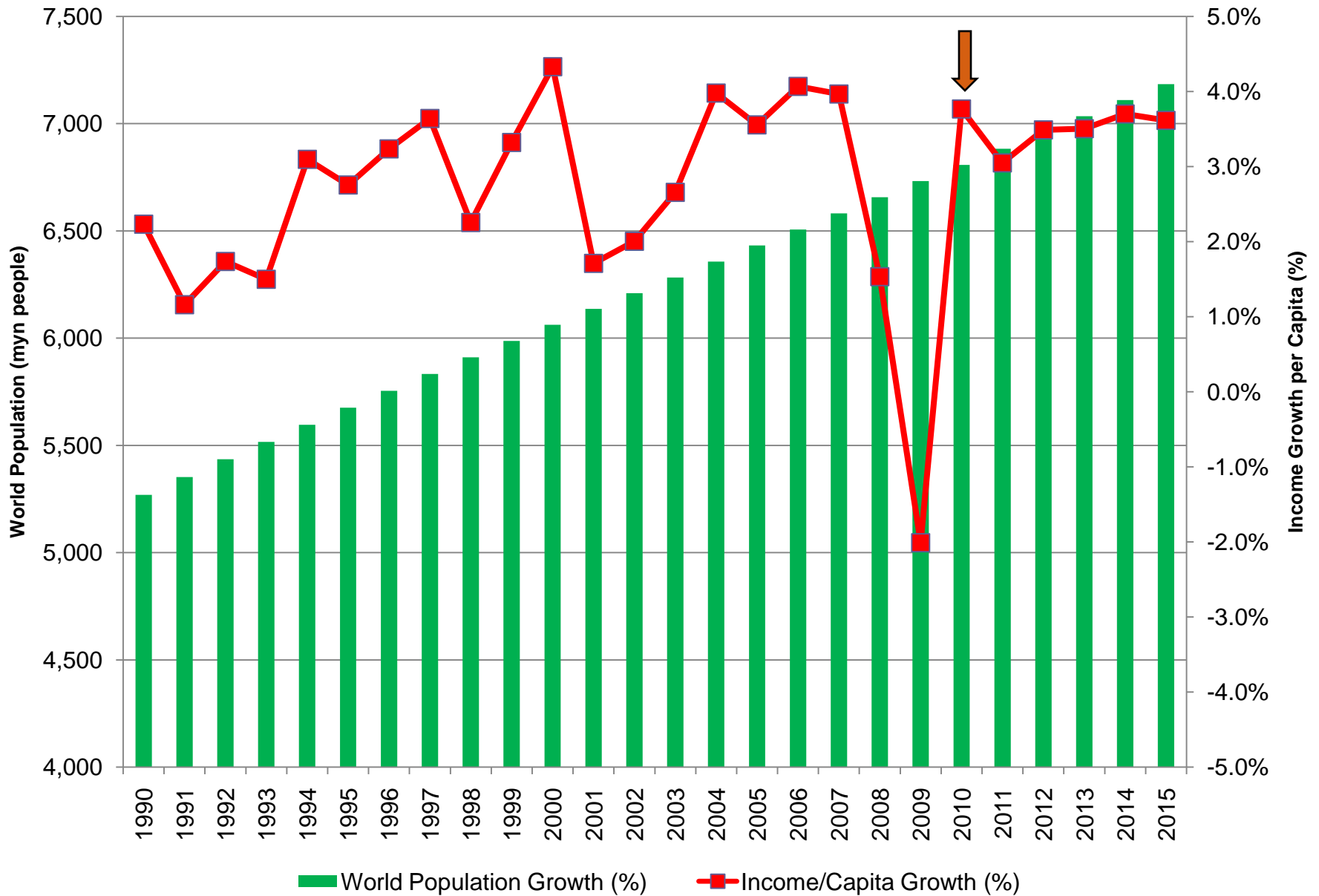
- Free trade
- Competitive biotech;
risk responsibilities
- Waterways



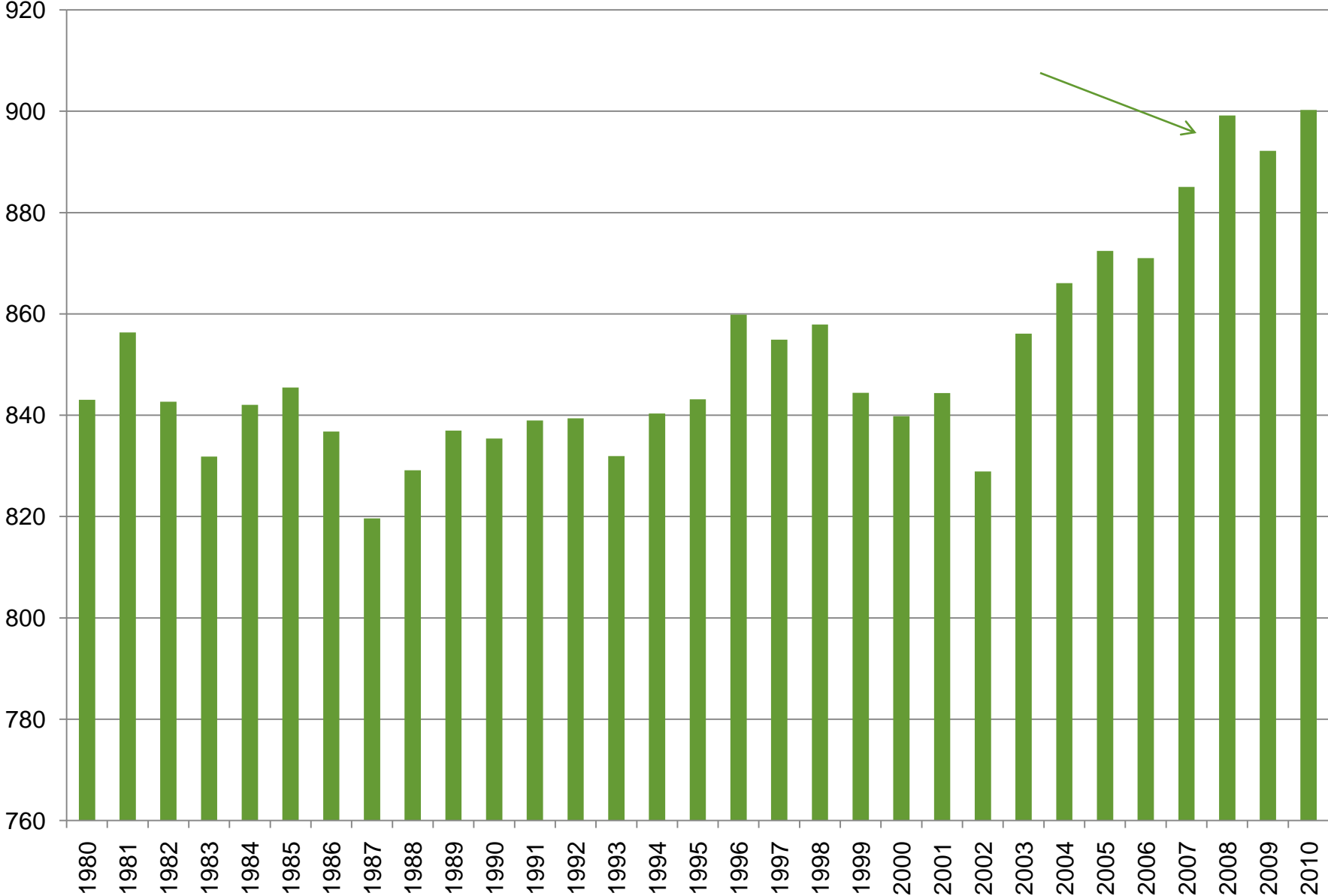


The single fundamental driver behind
my three points..

World Population and Income Growth

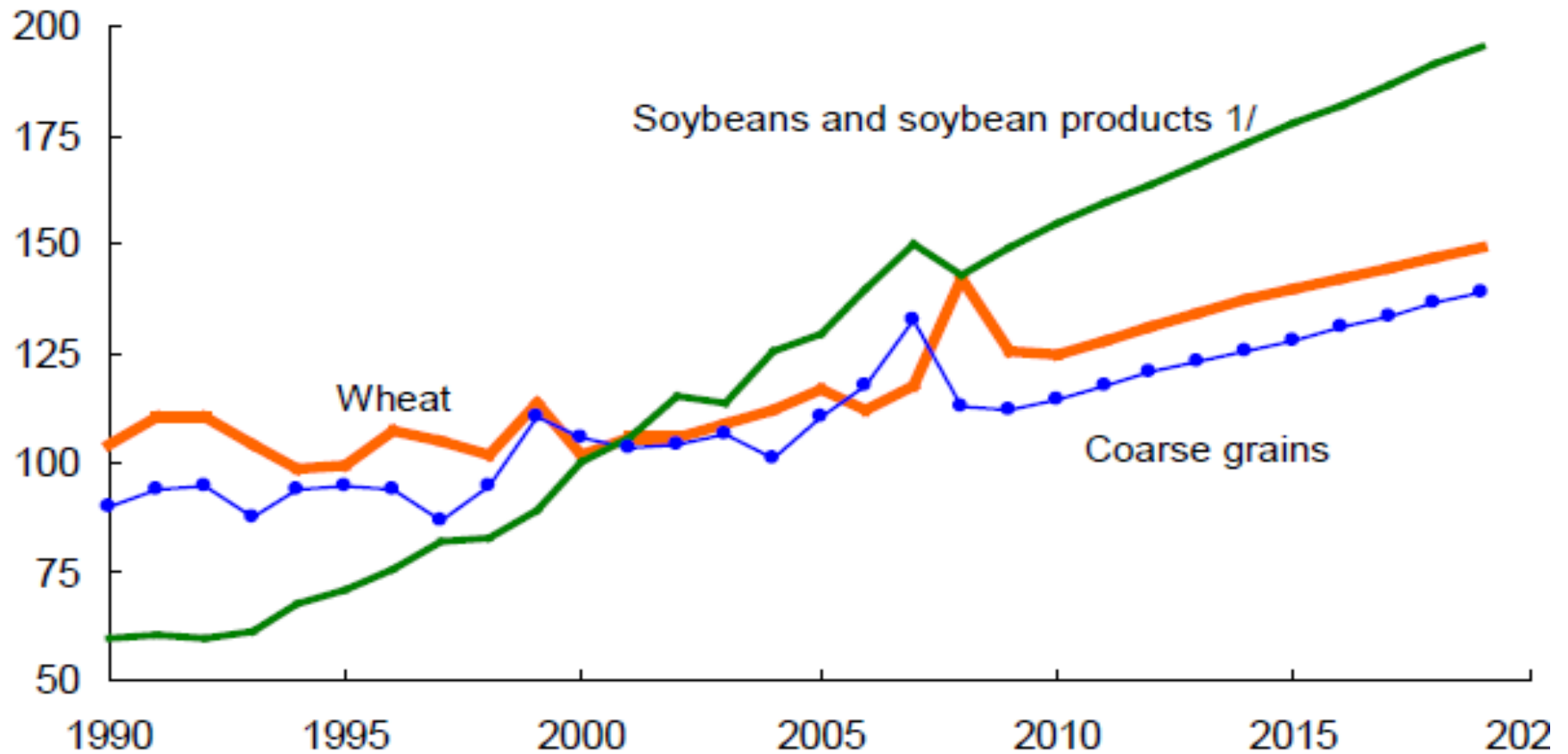


Global Grain and Oilseed Area (myn ha)



Global trade: Wheat, coarse grains, and soybeans and soybean products

Million metric tons



1/ Soybeans and soybean meal in soybean-equivalent units.

Source: USDA

Trade – some of the topics we're following

- China soybean MOU
- Free Trade Agreements (FTAs)
- Doha
- Food safety consistency



We all have
a role
in supporting
free trade



Competitive biotech; risk responsibilities



- Responsibility for new traits
- No releases prior to major market OKs
- Industry definition of major markets

Waterways – a call to action

- Washington needs to know the importance of funding repairs to our aging infrastructure.



- Work through the Waterways Council

<http://www.waterwayscouncil.org/>





Distribution Channels

Erik Wibholm
Senior Merchant
Cargill

*United Soybean Board
Connections 2010
Dec. 6, 2010, St. Louis, Mo.*