



Illinois Crop Improvement Association, Inc.

Strategies for Supplying Extended Market Channels

by

Dennis Thompson, PhD.



New Frontiers in Grain Quality Technology and Informatics
A National Roundtable

April 13-15, 2005
Hotel InterContinental, New Orleans



Illinois Crop Improvement Association, Inc.

Study

Global Food Systems



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Encompass

Procurement Perspective



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Analyze

Entire Market Channels

- **Explore Down Stream**



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Accept

Perception Is Reality



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Design

Practical Programs

- Operationally Feasible
- Technically Sound



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Create

Fair Contracts

- **Mutually Acceptable**
- **Allows for Remediation**



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Engage

“Third-Party” Expertise

- Systems
- Technical
- Credentials



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