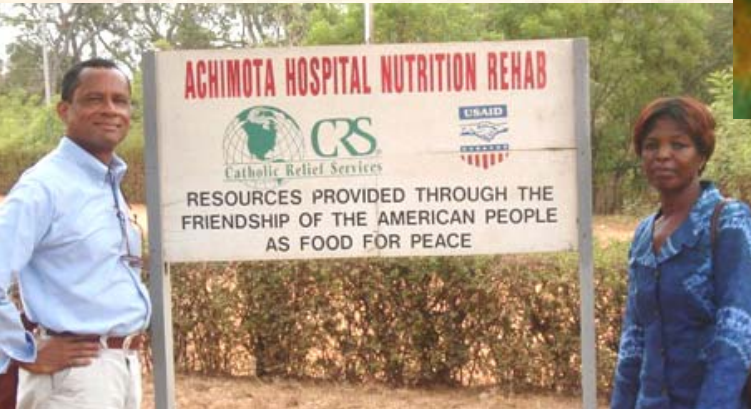


ISSUES IN COMMODITY SELECTION

WHEAT FOR MONETIZATION

June 17, 2008



The Six U.S. Wheat Classes



- Soft Red Winter
- Soft White
- Hard Red Winter
- Hard Red Spring
- Durum
- Hard White

Soft Red Winter Wheat

Typical Applications



- Pastries, cakes, cookies.
- Crackers, pretzels.
- Blending flours to reduce gluten strength.



Soft White Wheat

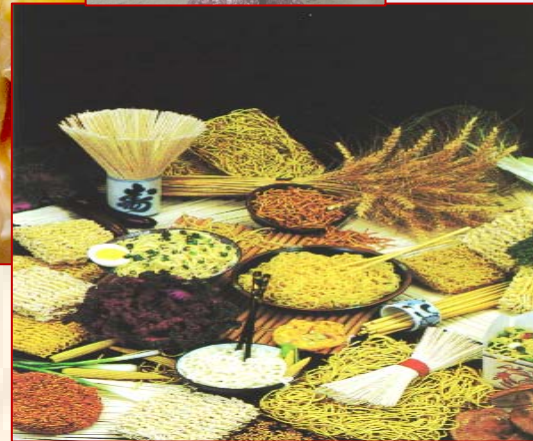
Typical Applications



- **Cakes, biscuits, pastries**
- **Snack foods**
- **Wafers and cones**
- **Flat breads**
- **Crackers**
- **Blends for Asian style noodles**
- **Blends for “mellowing” stronger wheats**

Hard Red Winter Wheat

Typical Applications



- Panned breads
- Oriental noodles
- Flat breads
- General purpose flour

Hard Red Spring Wheat

Typical Applications



- Panned breads
- Hearth breads, rolls, and buns
- Hamburger buns
- Pizza
- Strong (alkaline) oriental noodles
- Variety breads
- Improver flour in blends for a large variety of products



Hard White Wheat

Typical Applications



- Asian noodles
- Whole wheat white flour
- Whole wheat pan and flat breads

USW/PVO Collaboration

- Include NGOs/PVOs in regional programs/workshops
- Offer assistance on specifications
- Evaluate class of wheat for market appropriateness
- Brief on end-uses and contract specifications
- Provide historical price data
- Offer lists and profiles of potential buyers
- Provide letters of support

Wheat Monetization Success Stories

- **Bosnia-Herzegovina**

Catholic Relief Services improved educational access for vulnerable primary school students by providing a daily nutrition supplement to 40,000 students in over a 1,000 schools and improving school infrastructure. The local milling and baking industry—and the local economy—are supported when CRS monetizes the wheat, contracts with the local mill for flour provisions, and works with over 20 bakeries to produce products for direct distribution.

- **Mozambique**

21,060 MT of wheat to TechnoServe (TS). Sale proceeds used to carry out development work in the poultry industry. This includes capacity expansion for poultry farmers, training in bio-security and disease prevention, and matching grants to large-scale processors for facilities upgrade. TS also providing support for improved analysis of policy, regulatory and administrative issues impacting the poultry industry.

Thank You

