

The Syllabus

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A newsletter for Master of Agribusiness students, alumni & friends

MAB tours agribusinesses “down under”

When thinking about agriculture in Australia and New Zealand, most picture sprawling cattle and dairy farms, fields of grains, and rolling hills filled with sheep. Twenty-six tour members saw all of that and much more during the fourth Master of Agribusiness (MAB) international agribusiness tour. The trip included stops in Auckland, Christchurch and Queenstown, New Zealand and Sydney, Canberra and Brisbane, Australia.

“I wanted to get a better perspective on Australian agriculture and the issues they face. The best way to get a ‘feel’ for their issues is to be on the ground talking face to face. That is the true value of these agribusiness trips such as the one we took to New Zealand and Australia. This helps add value to my company to better understand world markets,” Charlie Sauerwein, Grain Merchandiser with WindRiver Grain in Garden City, Kans., and MAB alumnus, said.

During the 13-day tour, stops included visits to cattle, sheep and deer farms, dairies, a seedling company, a tree and shrub nursery, a shipping port, cotton farm, crayfish farm, kiwi farm, meat lamb processing plant, local universities and research centers and many others. Seeing a wide variety of operations gave travelers a good picture of how the industry is similar or different to U.S. operations.

“Both Australian and New Zealand agriculture rely heavily on exports for their products. I did not realize that Fonterra in New Zealand was the largest exporter of dairy products worldwide. I was surprised at the extent of the pastoral-based agriculture in New Zealand, both in lamb and dairy production. They use more rotational grazing than U.S. producers and are less reliant on grain-based meat production. I believe their producers are more attune to world market changes than U.S. producers,” Sauerwein said. “I enjoyed Australia, but it was a different agriculture as they seem to be adopting more U.S. methods. Their cattle feeding operations are closer to the customers in Japan and EU for example, but they don’t have the scale of operations we have in the U.S.”

One topic that came up frequently during conversations with producers was water, or the lack of it. Australia has been suffering from drought for several years. Producers vie for irrigation water rights and look for ways to store or conserve water that is available.

“I was surprised at the depth of concern over water, as one person even mentioned that the next world war would be fought over water issues. It would appear that irrigation is not going to grow much for

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Top to bottom: Jo Ann Stoskopf pets a deer at Murray Matuschka’s deer farm in New Zealand; There are 40 million sheep in New Zealand and 4.2 million people; Group at Lincoln University in Christchurch; Mackenzie Country, New Zealand.



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food production, since Australia exports over 80% of their grain production,” Sauerwein said.

The trip was not all business, as sightseeing was also worked into the schedule. The group visited a thermal area and participated in a traditional Maori Hangi, which is a feast with Polynesian entertainment, in New Zealand. In Australia, a Sydney Harbor cruise provided beautiful views of the Sydney skyline, Opera House and Harbor Bridge. The landscape in both countries offered a scenic backdrop to the trip.

“Both countries have amazing and diverse scenery; the trip exposed us to fascinating cultural and scenic aspects that an average tourist would not have the opportunity to experience,” Leah Tsoodle, K-State Land Use Value Coordinator, said. “The trip dispelled the

myth that Australia and New Zealand are very similar. The countries’ landscapes and, thus, agricultural practices are quite different.”

A highlight of the trip was spending the night with local farm families in Australia. During the farm stays, tour members spent time learning about their host’s farm, family and life in Australia, while enjoying scenic locations and hospitality.

“Our farm family showed us around their 15,000 acre quaint and rustic station. Graham and Diane, our hosts, were very welcoming and knowledgeable in answering our questions,” Tsoodle said.

You can read more about the trip at <http://mabanz.blogspot.com>.

Previous international trips hosted by the Master of Agribusiness program have been to South America, Russia, and Southeast Asia. The next trip will be in

2012, with the location being determined later this year. Be watching for more information!



Top Right: Cattle grazing in Australia. Middle Right: A sleepy koala bear spotted in the trees at one farmstay location. Bottom left to right: Sydney Opera House; Lou Hines and Max Irisk talk Merino wool with producer Jerry Burdon in New Zealand; Gary and Dianna Kastens enjoy the last evening of the trip at the Sunshine Coast in Australia. Photos by Mary Bowen and Linda Doll.

Southeast Asian cohort in development

Established in 1998, more than 250 individuals from around the world have been trained through this distance-learning graduate degree program to apply cutting-edge business and economic concepts to the food and agriculture sector. Working with industry partners, the Kansas State University Master of Agribusiness (MAB) distance degree program is exploring the possibility of creating a new cohort in Southeast Asia.

The “on-campus” portion of the proposed program will be held in Southeast Asia beginning in late April 2011 and the curriculum will be adapted to Southeast Asia’s business environment.

Program Director Allen Featherstone and Coordinator Lynnette Brummett will be traveling to Malaysia and Singapore in late August to meet with individuals, companies and visit possible locations for the campus sessions.

Why add an international campus location? Interest in the MAB

program from those outside the United States has continued to grow. Many agribusiness professionals, entrepreneurs, and government employees have expressed a desire to obtain a masters degree to equip them with business and economic skills and an increased understanding of the food and agribusiness system on a global scale. They understand the need for quality education and admire the reputation that Kansas State University and the Master of Agribusiness program share. However, many international students have difficulty participating in a U.S. program due to U.S. visa issues and the time needed for traveling to the U.S. for on-campus sessions. The new Southeast Asia cohort will provide international students another option for continuing their education.

If you are interested in receiving more information about the Southeast Asian MAB cohort as it develops, please contact Lynnette at lynnett@ksu.edu or 785-532-4495.



Alumni Spotlight

Randy Dalinghaus

Class of 2003

Vice President Fresh Pork Operations
Farmland Foods
Kansas City, Missouri



by Cristina Mansfield

The Alumni Spotlight focuses on an MAB alum and is written by Cristina Mansfield, a 2004 graduate.

Experiences in the pork industry

If you are interested in learning about preventive maintenance programs – or any aspect of the pork industry for that matter – the person to talk to is Randy Dalinghaus, Vice President of Fresh Pork Operations at Farmland Foods.

After studying Meat Science and Animal Science at K-State in Manhattan, Randy went to work for Hormel in Austin, Minnesota as a hog buyer. In 1995, he moved to Farmland Foods as a quality assurance inspector. Since then, he has held just about every position in the company, starting in operations where he became a production supervisor. He moved from production to research and development where he enjoyed the challenge of developing new products and troubleshooting production problems. He became skilled in corporate scheduling for bacon and sausage (i.e., consolidating customer orders into a master schedule to plan weekly plant production) and learned to manage inventory so distribution centers would have what they needed to fill orders. From there he was promoted to business manager for bacon and sausage where he learned to price the product line and decide what sales and markets the company would pursue after receiving feedback from sales area managers.

Randy's career took him from Wichita, Kan. to Crete, Neb. to Kansas City, Mo. In 2002, he moved back to Wichita to become Assistant Plant Manager. Within a few months he was Plant Manager, a post he held for nearly five years. He was promoted to General Manager in



Alumnus Randy Dalinghaus at Farmland Foods.

The MAB program turned out to be a great experience for Randy. Going through the program after having worked for several years allowed him to apply the knowledge more than if he had done it right after his BS. In particular, he appreciates the relationships he established. He enjoys being able to talk with alumni who work in companies like Budweiser and John Deere.

Denison, Iowa, and after not quite two years he became Vice President for Fresh Pork Operations back again in Kansas City.

In 2004, he graduated from the MAB program and it turned out to be a great experience. Going through the program after having worked for several years allowed him to apply the knowledge a lot more than if he had done the program right after his BS. In particular, he appreciates the relationships he established. "I have kept connections with the folks that graduated with me and we email back and forth. None work in the same industry and it helps to have peers working in other industries because they can remain objective." He enjoys being able to talk with alumni who

work in companies like Budweiser and John Deere.

In 2003, Farmland Foods was purchased by Smithfield Foods after going through a reorganization. Smithfield is larger and all about pork. It has more facilities, more technology resources and greater capacity to spend capital and focus projects. As a result, the company has been able to add value to Farmland by becoming better stewards of the environment and introducing new by-products. For example, the blood thinner heparin is a by-product of the small intestine of the hog and Farmland Foods is now producing it in all of its plants. Farmland is also working on projects to capture methane gas from wastewater and use it to fuel the boilers, an activity that is both good for the environment and helps improve plant efficiency.

Being part of larger company with various production lines provides the opportunity to compare processes and identify and implement best practices. "We realized that the Wichita plant was good at making food service hotdogs."

When asked what has been happening in the pork industry, Randy said that the trend is one of consolidation and cutbacks.

"The industry suffered a glut of overproduction and been significantly affected by the export market to Japan, China, and Russia. Those countries cut

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back and the Chinese markets are just opening back up. They were all closed down and affected by the H1N1 scare of last year. It took a long time to recover in China. In the domestic markets, there was a blip on the sales side, but the export markets were greatly affected.”

He adds that prices are high right now because the market is in the process of over-correcting from the reduction in supply. Companies cut back on production and are now finally seeing the corrections.

“Right now is a good time to be a hog producer. Two years ago that was not the case.”

Randy’s MAB thesis was entitled “Analysis of Performance Measurements and the Effects on Plant Output” where his regression analysis suggested investments in equipment, and maintenance programs yield important savings.

“There are significant potential benefits when you remove uncertainty about whether equipment will run, what to do with employees if it breaks down, where to get replacement equipment, and how much down time will cost you.”

Introducing new technology is a constant in meat processing and there is a drive to automate the tougher jobs to avoid injury. The more equipment you put in, the more maintenance is needed. Consequently, maintaining uptime in the plants becomes increasingly difficult. Farmland Foods now has a full-time person on staff responsible for visiting all the plants and implementing and modifying preventive maintenance programs. Preventive maintenance consists in estimating the life of a part, predicting failure, calculating inventory turns and replacing the part before it wears out.

“You must have the parts to do the work, but you do not want to carry millions of dollars in parts.” In other words, a preventive maintenance program applies the just-in-time approach to part replacement.

Randy’s general management style is that of a team player. “I grew up in the trenches, doing night shifts, working on the floor, and doing quality assurance.”

He recognizes that to be a leader you must have a team that trusts and respects you and you get that by working

alongside them. It is important to hire employees who take responsibility for their work. If an employee betters themselves to the point where they want to move on, it is worth supporting them.

“They will remember the interaction they had with you. The meat industry in particular is a small world.”

“Right now is a good time to be a hog producer. Two years ago that was not the case.”

During his fifteen-year career at Farmland, Randy has had quite a ride. He has had a lot of great mentors and it is now his pleasure to watch young professionals that have worked for him move up through the ranks.

“It makes me feel good. Always try to grow people; people retire and people move on. It is a never-ending process of helping people grow.”

What important lessons has he learned along the way that he would like to share with fellow alumni?

“Be a decision maker, but you *always* want to keep your boss informed of what you are doing. If you make a mistake, tell your boss and do not let him hear it from anyone else.”

What is behind his success? “Growing up on a farm, my parents taught me to have a strong work ethic. I try to instill this in my sons. My wife Michelle has been very patient and supportive of my career even though each of our three

boys (ages 11, 8 and 4) were born in a different state. The last move was especially hard for the boys who hated to leave their friends. Having a supportive wife is essential. There is no way I could have done what I did without her.”



Dalinghaus enjoys presentations during the MAB Professional Development conference in August 2009.

Visit MAB at IFT in Chicago

The Master of Agribusiness will have a booth at the Institute of Food Technologists Annual Meeting and Food Expo July 18-20 at the McCormick Place Convention Center in Chicago. MAB will share booth #5419 with the K-State Food Science Institute. We are pleased to have MAB students Josh St. Peters and Marvin Goertz joining us in the booth to share their MAB experiences.

If you’re going to be at IFT, stop by and visit Lynnette and Mary at booth #5419. We’d love to see you!



in the NEWS...

Travis Gullickson, class of 2005, was promoted to Director of Logistics & Planning within Land O'Lakes Purina Feed.

Marvin Goertz, class of 2012, is now working as Ingredient Development Manager at Bunge Oils.

John Borchers, class of 2005, and his wife, Connie, welcomed a new baby boy, Connor John, on February 27th. He was 6 lbs 15 oz.

Abby Dechant, class of 2010, is now Abby Amick after marrying Winston Amick on May 28 in Garden City, Kan.

Brent Heid, class of 2007, and his wife, Peggy, greeted a new grandchild, Elaena Lynne Heid.

Cindy Birchmeier, class of 2005, and her husband, Darron, welcomed Alex Martin Birchmeier into their family on March 24th. Alex weighed 6 lbs 12 oz. and was 20 ½ inches long. Alex joined big brother Blake.

Mike Schuele, class of 2008, was promoted to the position of Mill, Elevator and FA1 Manager at the General Mills Kansas City Facility.

Leslie Olson, class of 2004, is working as the Office Manager for Ole Farms Ltd.

Craig Hagood, class of 2005, was promoted to President of House-Autry Mills.

Jim Zook, class of 2006, is now working as the President/CEO of Innovated Concepts of Ethanol Inc.

Rick Palermo, class of 2009, is now the Director of Distribution for Community Food Bank of Fresno.

Chris Carey, class of 2007, has accepted a new position of Buyer/Planner at Imtec.

Young Hoon Jung, class of 2007, is now a Financial Advisor for Mass Mutual Financial Group in Fairfax, Va.

Chris Witt, class of 2012, was promoted within Sara Lee as the Nashville Production Manager.

Doug Regehr, class of 2009, started a new position with Vermeer Corporation at the end of February. He is now the Territory Manager for Forage Dealers in Kansas and Missouri.

Brad Swartz, class of 2008, accepted a new position at American Italian Pasta Company and relocated to Columbia, S.C.

Travis Taylor, class of 2002, is now a Sales Representative/Managing Partner for Syngenta Seeds/97 Farms in Dalhart, Texas.

Kevin Heikes, class of 2010, wife, Danielle, and daughter, Kyleigh, welcomed Katelynn Renee into the family on March 3rd. Katelynn was 18 inches long and weighed 7 lbs 9 oz.

Kelly Huenink, class of 2001, is now working as Operations & Finance Manager for Walter Farms, Inc.

Becky Bradwell, class of 2009, has accepted a new position as Transportation Specialist at Long Motor Corporation.

Amy Brusik, class of 2009, and husband, Richard, had a baby boy, Joshua Charles on February 18th. He was 9 lbs and 21 inches long.

AJ Munger, class of 2012, and his fiancée, Emily Fischer, were married on June 5th in Brookings, S.D.

Seth Post, class of 2012, and his fiancée, Tina, announced their engagement. A November wedding is planned.

Larry Gilmore, class of 2012, and his wife welcomed new baby girl, Mikaela Joy Gilmore, to the family on March 2nd.

Keith Harris, class of 2006, just completed his second year as a doctoral candidate at the University of Missouri-Columbia, where he is also a USDA National Needs Fellow. He is teaching at Baker this summer.

Brandon Nordmeyer, class of 2009, was promoted to FSG Merchandising Leader for Cargill Inc. and moved to Springfield, Ill.

New MAB Student Staff Member

Please help us welcome Angelina Calabro, a junior in Finance at K-State, to the MAB office. "Ena" will be working around the office and during campus sessions, as well as corresponding with students and alumni. Her email address is acalabro@ksu.edu.



Join MAB on Facebook and LinkedIn!

Search for Master of Agribusiness (Kansas State University). Get updates, join a discussion, see photos and connect with classmates.

Upcoming Events

August 13

Final electronic copy of thesis due to graduate school to be an August graduate

October 15

Applications due for cohort starting January 2011 (Class of 2013)

November 1

Scholarship applications for 2011 due

November 2

Deadline to have name printed in commencement program

December 1

Deadline to attend winter commencement - Approval to schedule final examination and diploma information forms due

December 10

K-State fall commencement

December 17

Final electronic copy of thesis due to graduate school

Congratulations to our Spring 2010 graduates!

Earl Biggers
Autumn Crider
Bill Davis

Kevin Heikes
Joel Karlin
Jeannette Muhareb
BJ Schany

Stan Sikora
Steven Turner
Tim Ulrich



Earl Biggers, Autumn Crider, Bill Davis, Stan Sikora, Steve Turner and Tim Ulrich at Commencement Ceremony.



Graduates and class of 2010 student Abby (Dechant) Amick (3rd from right) after graduation.

Students complete thesis projects

To read current or previous thesis projects, go to <http://krex.k-state.edu/dspace/> and search by author, title or keywords (no login required). To read a thesis written before 2008 or view thesis defense, log onto K-State On-Line, www.online.ksu.edu, with your eID and password. Go to the MAB Community Page, go to Files & Content and click on Theses.

Earl Biggers, Class of 2009, *Considerations for Direct Tanker Loading on Dairy Farms*

Autumn Crider, Class of 2010, *Exploring Employee Preferences for the Farm Credit System Incentive Program*

Bill Davis, Class of 2010, *The Feasibility of Crop Insurance Agency Acquisitions*

Kevin Heikes, Class of 2010, *Online Cash Grain Exchange: Examining Factors Impacting the Level of Web-based Trades and Potential Future Adoption of Mobile Technology*

Joel Karlin, Class of 2001, *Analysis of Forward Contracting by California Dairy Producers on Input and Output Sides Using a Least Cost and Profit-Maximization Methods*

Jeannette Muhareb, Class of 2008, *A Comparison to Methyl Bromide with Two Alternative Treatments: Sulfuryl Fluoride and Heat to Control Stored-Products Insects*

BJ Schany, Class of 2006, *The Economics of Corn Cob Cellulosic Ethanol for Northwest Iowa*

Stan Sikora, Class of 2010, *Location Strategy within the Dealer Channel*

Steven Turner, Class of 2010, *Improving Production Agriculture Efficiencies and Profitability through the Development of New Planting Technologies*

Tim Ulrich, Class of 2010, *Statistical Analysis of Pre-Employment Predictive Indexing Within the Farm Credit System*