Growing the Size of the Ethanol Pie: 
The Experience of the U.S. Grains Council in Building Ethanol Demand

Candice Wilson, 
Manager of Ethanol Trade Policy
Who Are We?

A global network of professionals building worldwide demand and developing markets for U.S. grains, co-products and ethanol.
Ethanol Use Remains Concentrated Among Several Countries

- U.S. and Brazil account for majority of ethanol production, consumption, and trade
- Global trade for ethanol has remained relatively flat
- Countries leading in the adoption of ethanol practices should collaborate to grow the size of the pie instead of fighting over constant market share

2017 Global Ethanol Production

Source: Renewable Fuels Association
Worldwide Trade in Ethanol in 2017 Reaches 8.3 Billion Liters (2.2 Billion Gallons)

US Share Reaches 65% of Global Exports

Source: Global Agricultural Trade System (UN Trade Data subset) and Global Trade Atlas
Dispelling the Myths

• **MYTH:** “Ethanol is no better (or even worse) for the environment than fossil fuel”

• **FACT:** Ethanol can serve an integral role in mitigating GHG emissions and combatting the effects of climate change.

• **MYTH:** “Ethanol is bad for your engine.”

• **FACT:** Virtually every car on the road today can run on E10 blends.

• **MYTH:** “Ethanol contributes to food insecurity.”

• **FACT:** Ethanol production accounts for less than 5% of the world’s total grain production—most of which is used for food or animal feed.
Why blend ethanol?

Ethanol provides a range of economic, environmental, and air quality benefits when compared to fossil fuel alternatives.
Economic Advantages of Ethanol Blending

Ethanol is cheapest source of octane over the last decade

Daily Price Comparison

Source: World Perspectives Inc.
Bioethanol Improves Air Quality and Lowers GHG Emissions

*Five Cities Study analysis conducted by Dr. Steffen Mueller, University of Illinois at Chicago*

- Adoption of E10 or higher blends results in the following:
  - Reductions in ozone forming hydrocarbon emissions such as THC and VOC
  - SIGNIFICANT reduction in cancer causing polycyclics and weighted toxins
  - Reduction in CO emissions associated with heart disease
  - Unchanged levels of NOx emissions
The Focus Of Our Market Development Efforts? Building global ethanol alliances

- **Focus is on working with other countries (industry and government)** to develop proven policy supports
  - Assistance offered through joint bilateral B2B working groups, trade missions, reverse trade missions, and technical and policy workshops

- **Highlight the benefits to society** that result from biofuels blending — GHG emissions reductions, air quality improvements, improved engine performance (octane advantages), and energy diversification.

- **The positive role of trade** — imports can help reach blending targets if domestic production lags or does not exist.

• **Our goal is to develop global biofuels alliances, not adversaries.**
Conclusion

- Incredible opportunity for growth of global ethanol consumption and production as countries seek to identify permanent solutions for climate change, cleaner air, and cheaper fuel

- Increased need for higher blend rates globally—E10 is just the beginning

- Need for global alliance to build demand through highlighting the environmental, human health, and economic benefits of ethanol
QUESTIONS?