



# Global News Update

## Year-to-Date Exports

Soybeans  
466 million bushels

Soybean Meal  
69 million bushels

Soybean Oil  
261,000 metric tons

Friday, December 04, 2009

## Japan Plays Host To 25<sup>th</sup> Annual U.S. Soybean Quality Conference

The 25<sup>th</sup> Soybean Quality Outlook Conference featured 280 Japanese Soybean industry participants, including crushers, traders and soy food manufacturers. USSEC's Miguel Escobar expressed appreciation for the long trade relationship the U. S. enjoys with Japan, while FAS Minister Counselor Geoffrey Wiggin stressed that soybeans are one of the most important agricultural exports for the U.S. USSEC Treasurer/ASA Board member Danny Murphy provided a grower's perspective on the U.S. soybean crop, while High Quest's Philippe de Laperouse discussed near-term expectations and long-term global oilseed soybean trends. MAFF Deputy Director Chie Shindo gave an overview of Japan's soybean supply and demand. Japan is the third largest country market for U.S. soy exports valued at nearly \$1 billion. USSEC staff also participated in a U.S. Soybean Quality Conference in Seoul. Several meetings occurred with local Korean importers of U.S. soy products to discuss U.S. crop export expectations. Korea imported approximately \$200 million in U.S. soy last year.



*Escobar, left, and Ag Attache Wixom, center discuss U.S. soy with Japan soy industry*

## **USSEC Contributes To Panama Poultry Nutrition and Management Congress**

As part of this year's Poultry Nutrition and Management Congress, the Panamanian Poultry Association requested that USSEC consultant Carlos Campabadal present a conference entitled "The Importance of the Quality of Feed Ingredients in the Formulation of Poultry Diets and its Economical Effect." The topics presented by Campabadal to more than 300 poultry producers and technicians in attendance were related to the importance of using high quality U.S. soy meal and the negative effect of buying soy meal high in fiber - such as the meal produced in South America. Campabadal answered many questions from poultry producers concerning the digestible amino acid content of U.S. soy meal. Meanwhile, Melo, the largest poultry and feed company in Panama, sent samples of U.S. soy meal to Congress presenters, who revealed that the results were rated as excellent. Campabadal also met with several poultry producers and reviewed their broiler and laying hen diets, made corrections and formulated new ones. Panama is one of the most important US soybean meal importation countries in Central America. It was the only country in this region that imported more soy meal in MY09 (7 million bushels) than in the previous year.

## **Benefits and Value Of Soy Meal Added To Cassava Diets Explored In Southeast Asia**

Southeast Asia office staff in the Philippines and Thailand helped coordinate a study trip to Kasetsart University in Thailand to learn about the production, processing and utilization of cassava in animal and aqua diets. Kasetsart's Dr. Uthai Kanto told tour participants about production, processing and utilization of cassava in animal and aqua diets, emphasizing the importance and value of full fat soy meal and high quality dehulled soybean meal in combination with cassava. Using cassava in pigs and poultry diets increases the usage of soybean meal by as much as 15 percent, Kanto said. An example he gave was the success of SIDC, one of the biggest agricultural cooperatives in the Philippines, which produces 450 metric tons of



*Aurelyn Chan, Sunmade's General Manager, in a field of dried cassava chips with is combined with soy meal in livestock diets*

feeds per day using soy meal for swine, poultry and aquaculture rations. It supplies to more than 12,000 member producers all over the country and also operates a 600-sow commercial farm, a 300-sow multiplier farm and most recently has added a 50,000-bird commercial layer farm. Also participating in the study trip was the purchasing manager for Sunmade, one of the most active importer/distributors of U.S. soy meal in containers in the Philippines.

## **USSEC Takes Part in Dominican Republic Nutritional and Disease Actualization**

Consultants Pedro Lora and Carlos Campabadal participated in the Nutrition and Diseases Technical Seminar in the Dominican Republic, a major importer of U.S soy meal. Campabadal presented a conference entitled “How the gestating sows feeding system can affect sow performance.” In the question and answer session, he answered many question specially related with feeding system, nutrient requirements, use of additives and quality of feed ingredients. He also reviewed more than 20 diets, made adjustments and recommended swine and poultry different feeding systems. The nutrition consultants also met with two important livestock and poultry producers and offered nutritional recommendations. They participated in a livestock field day to discuss dairy and beef cattle nutrition topics, along with forage production, conservation, and feeding programs for lactating cows, replacement, feedlot animals and other nutrition topics. The seminar’s major participant, Instituciones Pecuarias Dominicanas (El Consejo), is formed by 28 swine and poultry producers one of the most important U.S. soybean importers, having imported 82,000 metric tons of U.S. soy meal last year.



*USSEC consultants at field day at La Casualidad Farm in Dominican Republic*

## **USSEC Hosts Soy Strategy Meetings With Several Companies in Morocco**

Europe region staff met with key importers, customers and animal nutrition companies in Casablanca, Morocco to strategize and work on the Unified Export Strategy for that region. Included in the meetings were the representatives from Cargill, Bunge, Atzhal Holdings, Cernam and the Moroccan Poultry Association. Consultants Malek Djebailia and Dr. Benabdeljelil Khalid attended, along with Mark Andersen, Regional Director for USSEC. This was the fourth year that the USSEC strategic planning sessions included local industry representatives.

## U.S. Investors Explore Philippine Aquaculture Through USDA Program

A group of 17 U.S. investors visited the Philippines for a three-day trade mission to explore opportunities for investment in aquaculture and other sectors, including biofuel crop production and feedmilling. More than 100 Manila-based companies attended the program. “We’ve seen that the Philippines is a gateway of Southeast Asia,” said USDA deputy administrator Patricia Sheikh, who was part of the trip. “And so we make use of the existing strong ties between the two countries to tap more potentials.” Representing U.S. business were CEOs and senior management from Kraft Foods, Land O’ Lakes, the Marsman Drysdale Group, The Alan Group, Novick Industries Ltd, Syngenta, Peregrine Development International and Verdant Ocean Inc. ASAIM SE Asia’s Technical Manager for Aquaculture Levy Manalac attended trade meetings between Verdant and several local aquaculture producers. He reported that about 50 Davao-based companies attended the program and joined in the business matching sessions. The program organizers identified \$330 million of investment potential between the companies represented. The Philippines is one of the largest U.S. soy meal markets and global producers of aquaculture. The Philippines imported 22 million bushels of U.S. soy meal last year.

### Soybits

- In response to a request from the U.S. International Trade Commission, Technical Issues Director Kim Nill provided extensive input for a study that the ITC is preparing at the request of the U.S. Trade Representative’s office on the topic of small and medium-sized businesses involved in U.S. soy exports. Nill also provided input for a presentation covering the environmental and health benefits of biotech crops, delivered by USB Director Laura Foell to a closed-attendance EU roundtable held in The Netherlands.

### USSEC Events Calendar

Dec 4	USB Annual Board Meeting	St. Louis
Dec 5	USSEC Board Meeting	St. Louis



*The activities of the U.S. Soybean Export Council to expand international markets for U.S. soybeans and soy products are made possible by producer checkoff dollars invested by the United Soybean Board and various State Soybean Councils, support from cooperating industry, and through the USDA's Foreign Agricultural Service investments provided through the American Soybean Association.*

