



Meat Processing Courses Focus on Improving Profitability and Quality

ASA-IM Consultant Julio Chaves leads a Regional Meat Processing Course teaching proper use of soy proteins and introducing new products, techniques and processes for sausage plants in Costa Rica. Over 30 participants from Costa Rica, Honduras, El Salvador and Colombia heard speakers from the industry and academia present information to help improve the profitability of their operations and the quality of their products.

Maintaining the Guatemalan Market: The U.S.'s Largest Soybean Meal Importer in Central America

In 2008, Guatemala imported over 14 million bushels of U.S. soybean meal making it the largest importer of the product in Central America. With over 40 percent of total U.S. soybean meal imports to the region going to Guatemala, this important relationship is supported by sending Consultant Carlos Campabadal to help livestock and poultry producers develop feeding programs, improve animal performance and implement proper feeding formulation procedures. These visits helped Guatemalan animal and U.S. soybean producers simultaneously as increased usage of U.S. soybean meal in the regions animal agriculture would improve animal growth, health and overall industry profitability.

Campabadal aided four swine farms, two dairy farms, one aquaculture farm, two laying hen operations, one broiler farm and three feed mills by formulating 68 diets. He also offered many management and nutrition recommendations to improve livestock and poultry performance.

While in Guatemala, Campabadal met with ADM's Central American nutritionist to evaluate the quality of soybean meal exported by the company. He found the soy meal to be of excellent quality and thanked the company for providing a product that maintains U.S. soy's reputation for quality and consistency.

U.S. Soy Helps Meet China's Demand for Pork

China staff led a swine study team to the U.S. to learn about new technologies, methods and options to improve the productivity and profitability of their operations. During the activity, the team visited the World Pork Expo, learned from academics and soy industry members at the University of Illinois (UI) and met with governmental officials and pork industry leaders in Des Moines, Iowa.

At UI, the team toured the National Soybean Research Institute, the Vet Diagnostic Lab and other agricultural research facilities. They then participated in a training session covering animal nutrition, swine genetics and disease control. Through this session, participants studied specific ways in which to improve their operations including expanding the inclusion of U.S. soybean meal in swine diets.

A presentation by the DeLong Company, also given during the UI visit, explained the options that containerized soybean shipments provides for medium sized operations. As two-thirds of all shipping containers returning to China from the U.S. do so empty, containerized soybean shipments allow customers an affordable way to purchase the quantity needed directly from the U.S.

The team ended their visit to the U.S. in Des Moines, Iowa where they visited the National Pork Board's offices and met with U.S. government officials. At a special reception hosted by the Iowa Department of Economic Development, the Iowa Secretary of Agriculture, USSEC CEO Dr. Miguel Escobar and Iowa Soybean Association executives thanked the team for China's continued support of U.S. soy.

China is the largest single importer of U.S. soybeans. In 2008, China imported 490 million bushels of U.S. soybeans worth over \$5 billion. With demand on the rise, the Chinese swine production industry, already the largest in the world, continues to grow. By 2010, Chinese pork demand is estimated to top 62 million tons per year. This ever increasing demand provides an opportunity to further increase exports of U.S. soy to this vital market.

Polish Dairy Feed Manufacturers & U.S. Bypass Soymeal Distributors Visit American Dairy Farms

ASA-IM Europe brought the co-owners and employees of BLATTIN-Poland company, a dairy feed manufacturer that distributes U.S. bypass soymeal, to the U.S. to study the latest practices in high yielding dairy cows nutrition. The team attended a lecture series and participated in hands on training that prepared them to apply the knowledge to their own operation.

At Virginia Tech, the team attended a series of lectures on nutritional practices in the U.S. dairy sector. Dr. Charles Stallings presented local research that demonstrated how to improve performance through the usage of soy products in dairy diets.

Following the lecture series, the team trained at the Virginia Tech Dairy Center. Here, participants learned how to use the center's information management practices to monitor issues such as diet and health that affect milk production.

The team then traveled to several dairy farms throughout Virginia. These farm visits showed the participants practical ways to make most of the U.S. soy products in diets for high yielding cows.

Europe Regional Director Mark Andersen and Consultant Jerzy Kosieradzki accompanied the team. Throughout the activities, staff stressed the advantages of U.S. soybean meal over soy products of other origin.



Caption: Members of the Polish Dairy Team tour Virginia Tech's Dairy Center. While there, the participants studied current nutritional practices which utilize soy in dairy diets to ensure maximum productivity.

Course in Dominican Republic Stresses Importance of Proper Poultry Nutrition

Latin America staff conducted a Regional Animal Production Course (RAPCO) on Poultry in Dominican Republic. In addition to the more general course open to all Dominican poultry producers and technicians, staff also conducted a private course for the technical managers of Pollos Cibao. Latin America Consultants Carlos Campabadal and Pedro Lora, along with a group of poultry experts from the U.S., Mexico and Costa Rica presented information on the latest poultry practices. Presentations covered general topics such as the development of broiler and layer hens and management programs. The courses both stressed the importance of metabolizable energy and amino acid profiles in feed formulation.

Pollos Cibao is the largest broiler and laying hen producer in the country. It produces 6.5 million broilers per month and has a 580,000 layer egg production operation. ASA-IM chose to present this special session for 39 staffers to ensure that this important customer continues to value the support services that U.S. soy offers. Additionally, the course allowed experts to reinforce the importance of selecting quality soybean meal with easily metabolizable energy and a consistent amino acid profile, such as U.S. soybean meal, to poultry nutrition.

Soy Ingredients Positioned as Healthy Affordable Option in Korean Market

ASA-IM Korea Country Director Say Young Jo and Assistant Manager Ji Sook Chung hosted a Soy Ingredients Technology & Marketing Conference in Seoul. The 25 members of the beverage, bakery, confectionery and health food sectors learned to replace eggs and dairy milk with soy ingredients in backed foods and beverages. U.S. soy ingredients processors, MicroSoy, SunOpta, Natural Products, Inc. and ASA-IM Global Nutrition Director Suresh Itapu presented on the benefit of using soy ingredients. Value added U.S. soy ingredients offer an excellent value as they reduce input costs while improving the nutritional value of many foods.

USSEC Soy Bits

- USSEC Staff participated in a signing ceremony in North Dakota during which a Korean delegation purchased five million dollars worth of U.S. food grade soybeans.
- USSEC Staff Kim Nill, Christina Kollmeyer, Greg Olwig and Paul Ellebrecht, ASA staff Bill Schuermann, SmithBucklin Staff Mike Erker, and Tom Verry of the National Biodiesel Board met with Toshikatsu Mino, the Director of Agriculture for the Japan External Trade Organization office in Chicago. The team presented Mino information on projected U.S. food grade soybean production for 2009, U.S. soy exports to Japan, soy biodiesel sustainability, climate change legislation and the impact of the new ACRE program on U.S. farmers.
- USSEC Staff Greg Olwig and ASA Director Dennis Bogaards returned from a soybean meal mission to Korea. While there, Bogaards highlighted the high digestible amino acid content of U.S. dehulled soybean meal and promoted its energy content. Early in the meetings, the Korean delegation announced that they were purchasing two panamax vessels of soybean meal from the U.S.



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.

