



Global News Update

Year-to-Date Exports

Soybeans
1.20 billion bushels

Soybean Meal
274 million bushels

Soybean Oil
936,000 metric tons

Friday, March 26, 2010

USSEC Promotes Soy Feeds to International Customers During Boston Seafood Show

USSEC Global Aquaculture Technical Director Dr. Michael Cremer and Marketing Manager Catalina Valencia participated in the Boston Seafood Show and Seafood Processing America, where they discussed and promoted the benefits of soy-fed fish. They also demonstrated the efforts of the U.S. soybean industry to develop soy-based aquaculture production technologies around the world. Approximately 16,000 seafood buyers and sellers from more than 90 countries, along with more than 800 exhibitors, came together to meet and do business at the show, the largest seafood trade event in the Americas. The show represents an excellent opportunity to spread the word about the sustainability, health, and economic advantages of soy-fed seafood products and the environmentally friendly advances made by the U.S. soybean industry in the global aquaculture sector. Among the messages presented to global seafood traders, environmentalists and producers at this year's show was the important role soy products play and the multiple benefits that derive from the use of soy, including its advantages as a protein and lipid source.



Dr. Michael Cremer discussing with an aquaculture producer from Vietnam the use of soy products as protein in aquafeeds.



Multiple countries are represented at the trade show

Moroccan Buying Team Meets ADM, Cargill; Given Look at High Quality U.S. Soy Meal

USSEC organized the visit of an eight-person buying team from Morocco to Minnesota for the purpose of showcasing high-quality U.S. soy meal and demonstrate to the buyers how they can best utilize soy meal in their own operations. After meetings at ADM and Cargill, the Moroccan team visited the John Zimmerman farm near Northfield, MN, where they were presented a demonstration on turkey production. The Minnesota Soybean Research and Promotion Council staff assisted with several of the visits.



G. Ramesh assessing the quality of the feed produced



Feed produced by Growel Feeds – ready for dispatch

Feed Technology Support Program Adds Another New Extrusion Feed Mill In India

USSEC's Soy in Aquaculture program is continuing its work to establish and popularize soy-based extruded fish feeds in India. Recently, Growel Feeds became the sixth commercial extrusion feed mill to implement soy meal into its feeds. Growel has the capacity to produce about 72,000 metric tons of feed per year, and about 1.15 million bushels of soy meal will be used in that process. In order to further help the mill with specialized extrusion and formulation inputs, Aquaculture Technical Manager G. Ramesh conducted a Feed Technology support program with the assistance of feed mill technology consultant Helene Echevin. Feed mill and production management, along with production and quality control staff, were trained on various feed milling technologies that helped them operate the extruder with more ease and confidence. They were also provided with soy-maximized feed formulations (32% Protein and 6% Fat) meant to be used for most freshwater omnivorous fishes. According to Ramesh, initial efforts have demonstrated the techno-commercial viability of using extruded soy-based fish feeds over the traditional mash feeds. Traditional feeds are of low nutrient quality and offer an inefficient feed delivery mechanism to fish. Extrusion technology for feed milling is relatively new to India - commercial fish feed mills did not exist in the country prior to 2007.

USSEC Offers Korean Feed Miller Consultation On U.S. Hipro Dehulled Soy Meal For Piglets

International Marketing staff in Korea provided consultation to Bookook Feed Co., one of the 14 feed mills that have purchased U.S. hipro dehulled meal since 2007. The feed mill produces feeds for swine, broiler and layer chickens, and has special business interest in piglet feed. The consultation was focused on maintaining the feed mill's loyalty to U.S. hipro dehulled meal, with the goal being that the company repeats their purchases of U.S. hipro dehulled meal in 2010. The staff provided information about how feeding U.S. hipro dehulled meal can improve productivity of piglet and reduce feeding cost.

North Dakota Soybean Team Explores IP Opportunities In Fast-Growing Indonesia

USSEC partnered with a trade delegation from North Dakota for two days of trade meetings in Jakarta with some of Indonesia's largest soy food and beverage producers and importers. During the meetings, each U.S. exporter had the opportunity to introduce their company and engage in private one-on-one discussions with the Indonesian buyers. The feedback received from participants of the meetings was described as "very positive and promising." Indonesia imports more than 36 million bushels of soybeans annually - primarily commodity grade - and more than 90 percent of the soybeans come from the U.S. In comparison, the IP soybean market is new and still very small. With a population of over 240 million people and a burgeoning middle class, the growth potential for IP soybean imports is considered quite large.



The North Dakota team poses for a photo during its visit

Middle East Dairy Industry Leaders Presented Seminar Explaining Advantages of Soy Meal

USSEC consultants presented a dairy seminar in Alexandria, Egypt to discuss fine tuning issues in dairy nutrition, including Macro and micro minerals, vitamins, feed additives and rumen bypass proteins. More than 50 commercial dairy farmers participated in the seminar, including 14 producers from Jordan, Lebanon, Syria and the Kingdom of Saudi Arabia. The programs had immediate impact on the level of technology in feeding and managing commercial dairy herds, and increased the dairy producers' awareness about the economical advantages of soy meal, full fat soy meal and soy hulls in dairy feeds. Presenting information were consultants Dr. Charles Stallings, of Virginia Tech University, and Dr. Sergio Calsamiglia, of the University of Barcelona. Dr. Scott Ruby, of World Wide Sires, was also invited to give a dairy farmer's perspective on utilizing artificial insemination, advanced genetics and sexed semen. Prior to the seminar, Stallings and Calsamiglia made technical visits to two commercial dairy farms in the Nile Delta.

Latin America Meat Industry Learns Technology Of Using Soy Proteins

USSEC conducted a RAPCO Meat Course for Dominican Republic meat sausage producers and technicians, including officials from the Secretariat of Agriculture and the Secretariat of Public Health. Participants were trained in technology, meat and non-meat ingredients and adequate use of soy proteins in meat sausages. They also learned about the use of texturized soy protein in conventional products such as hot dogs, which can be texturized with soy protein substituted for up to 18% of the meat. A total of 16 conferences and workshops were presented. Consultants Julio Chaves and Eliana Mora, of the University of Costa Rica, participated as instructors.

USSEC Provides Dominican Swine Producers Technical Assistance

Consultants Pedro Lora and Julio Chaves gave technical assistance to swine producers and meat processors, stressing the advantage of implementing a pork carcass grading system as a way of improving the pork quality in the Dominican Republic. The Dominican Republic is one of the most important U.S. soy importing countries in Latin America, having imported more than 15 million bushels of soy meal in 2009. To help the Dominican Republic's livestock and poultry industry, USSEC developed a program where their technicians give technical assistance in the areas of feed formulation, development of feeding programs, as well as nutritional, meat quality and GMP practices, health and management recommendations to producers.



Julio Chaves offers technical assistance

Soy Meal Major Topic of Discussion at Annual China Feed Market Conference

International Marketing's China Deputy Director Zhang Xiaoping participated in the 5th JCI Spring Conference on China Feed Market in Xiamen. The bi-annual conference included three different sessions covering corn, soy meal and fish meal. Zhang Xiaoping made a presentation on the global outlook for soy markets to nearly 500 people attending the soy meal session. Qiao Yufeng, Vice President of China Animal Agricultural Association, presented on the topic of Chinese feed and livestock industry development, showing great potentials for increase in demand for soy meal and other feed ingredients. According to Yufeng, the Chinese government has taken measures to support the livestock industry - at the same time addressing food safety issues, which will help to further promote the development of large scale livestock operations, as well as the feed processing industry. Xiaoping joined other speakers of the session in a panel discussion on current soy markets with topics ranging from current soybean supply situation in China, the upcoming bumper harvest in South America, U.S. planting perspectives for this season, CBOT soy complex market trends and strategies of price risk management in recent months. FAS/USDA and some multinational grain companies also sent their staff to this event. From the discussions, it was learned that the state-owned companies, or groups of companies, are stepping up to build more crushing facilities to acquire a large share of the industry in China. The latest development is that the state-owned Chinatex Group has now become a large crushing group, with a daily capacity of nearly 928,000 bushels.

Soybits

- To assist International Marketing offices in handling inquiries by activists on the healthfulness of soybean oil, Technical Issues Director Kim Nill sent to all overseas Directors a recently-published research showing that consumption of the omega-3 fatty acid present in soybean oil (linolenic acid, also known as ALA) can help to lower the risk of the disease known as endometriosis. In that study, the highest dietary contributors of omega-3 fatty acid were mayonnaise and full-fat salad dressing.

USSEC Events Calendar

Mar 29	USSEC Board Meeting	St. Louis
Apr 3-12	Chinese Aquaculture Disease Team	Louisiana
Apr 6-25	Chinese Feed Study Team	KS, MN
May 1-7	Japanese Dairy Producers	IL, MO, CA
May 10-14	Latin America Team FMI Show	Las Vegas
May 16-20	Latin America Team AOCS Meeting	Phoenix
June 8-19	Chinese Swine Team	IA, NE, MO, IL



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.

