



# Global News Update

## Year-to-Date Exports

Soybeans  
1.24 billion bushels  
(Final year- end total)

Soybean Meal  
312 million bushels

Soybean Oil  
870,100 metric tons

## U.S. Farmer Delegation Promotes U.S. Soybean Meal in the Philippines

Farmer leaders and USSEC staff visited customers in the Philippines to help promote U.S. soybean meal, while in the country to attend the 6th Southeast Asia U.S. Agricultural Cooperators Conference held in Cebu. The Philippines is the world's largest customer for U.S. soybean meal outside of North America. The delegation was comprised of USB Director John Wray of Kansas, Kurt Krueger and Richard Wurtzburger from the Minnesota Soybean Growers Association, and Miguel Escobar and Christina Kollmeyer from USSEC. John Lindblom, Lukas Manomaitis, Ted



*Christina Kollmeyer, Kurt Krueger, John Wray & Richard Wurtzburger at Oversea Feed Mill in Cebu*



*John Wray, Kurt Krueger and Richard Wurtzburger view unloading of container of U.S. soybean meal at General Milling Corporation facility in Cebu*

tour of General Milling Corporation, one of the leading feed and flour producers in the Philippines and a long-standing buyer of U.S. dehulled soybean meal. On the island of Luzon outside of Manila, the group stopped by Kiana Agri Manufacturing, a large broiler operation, where the owner gave them a personalized tour. Kiana has its own breeding flock, hatchery, feed milling operation and grow-out facilities and uses 100 percent U.S. dehulled soybean meal imported by container. Container logistics now play a major role in maintaining the United States' competitive edge in this important market.

Cortes and Levy Manalac from the Southeast Asia office also participated in the visits.

The group spent one day touring the Oversea Feed Company and its marine aquaculture operation and observed caged fish farming where soy-based floating aqua feeds are used. The Oversea feed mill has been in ASA-IM's aquaculture program for 5 years and imports U.S. dehulled soybean meal for their farms.

The team visited the port facility in Cebu and observed containers of U.S. soybean meal unloaded during their



*Kiana broiler operations, Luzon*

## USDA Undersecretary of Agriculture Visits in Soy Programs in China

USDA Undersecretary of Agriculture-Farm and Foreign Agricultural Services James Miller visited China with a busy schedule of meetings with Chinese authorities. However, he took time from his busy schedule to make two soybean visits, demonstrating USDA's strong interest in the soybean industry and ASA-IM market development activities that have made soybeans the largest U.S. ag export to China. In Shanghai, Undersecretary Miller visited the Dong Cheng Crushing Plant, where he, Minister-Counselor for Agriculture Bill Westman and Ag Trade Office Director Wayne Batwin saw U.S. soybeans being converted into cooking oil for local consumption and meal for nearby feed mills. They were briefed by Aqua Program Manager Jim Zhang and Livestock Technical Director Dr. M.Y. Huang on their market segments and discussed soybean quality issues with the Dong Cheng management team.



*USDA Undersecretary of Agriculture James Miller with Technician Zhou Enhua and Aqua Program Mgr. Jim Zhang. The 7 lb. black carp grew from about 2.2 lb. in early May*

Prior to leaving China, Undersecretary Miller and Mr. Westman, escorted by Country Director Phil Laney, visited the National Fisheries Extension Center breeding farm and training center in the Beijing suburbs to observe progress of an aquaculture feeding demonstration conducted by NEC and ASA-IM. The object of this trial is to show that soy protein concentrate can be used to replace fish meal in fish feeds. Black carp are carnivorous fish and the results

of this trial proving they can thrive on all plant-protein diets will be important in developing new markets for soy feed ingredients.

## Trans-Fats Seminar in Mexico Increases Use of U.S. Soybean Oil

ASA-IM staff presented a seminar on trans-fats in San Luis Potosi, Mexico to demonstrate the advantages of soybean oil as a trans-fat free oil for use in the food and restaurant industries. Local consultants involved in this effort were Pedro Gonzalez, Fernando Maya, Alejandro Arellano, José Becerra and Jorge Martinez, who organized the presentations attended by 90 people from various areas of the food and restaurant business. Discussions covered current Mexican market trends toward trans fat-free products such as margarine and shortenings, and the healthy aspects of soybean oil with its high Omega-3 and fatty acid content.

Seminar participants learned that non-hydrogenated soybean oil contains no trans fats, making it a wise dietary choice for those concerned with high cholesterol. The participants also visited McCormick Mayonnaise, Coral International Soybean Oil Refinery and La Superior Bakery, all buyers of soybean oil for production of their foods. McCormick is currently using 70 metric tons of soybean oil daily and Coral is packaging over 160 metric tons of soybean oil per day, all imported from Iowa and Illinois.

## International Soy Growers Alliance Welcomes Uruguay Soy Producers

USB Directors Sharon Covert and Bill Beam and ASA Director Rob Joslin traveled to Chile and Uruguay, along with USSEC Technical Issues Director Kim Nill and USB Production Committee staff member Richard Joost. The trip was a joint effort by USB's Global Opportunities and Production Committees, where the three farmer leaders signed a document to ratify Uruguay's soy production organization joining the International Soybean Growers Alliance (ISGA). Three officers of MTO (Mesa Tecnologica De Oleaginosos) also signed the document at a ceremony in Montevideo, Uruguay, followed by a meeting with soybean researchers at Uruguay's national agricultural research institute. The group also met with soy industry contacts in Chile, touring a soybean seed company, salmon aquaculture production sites, salmon feed manufacturing and processing facilities, and a swine/poultry feed manufacturing facility.



*Uruguay Soybean Producers Join International Soybean Growers Alliance*

## Romanian Feed Industry Values U.S. Soybeans

Romania is now the top-ranking user of U.S. soy in Eastern Europe, due to their rapidly growing swine and poultry industries. Local ASA-IM staff and consultants coordinate programs that show the nutritional advantages of U.S. soybeans and promote containerized shipments to local integrators. Sunipro, the most advanced meat producer in Romania, imports U.S. soybeans and last month placed their largest order to date, worth over \$600,000. The Sunipro Group is capable of processing over 60,000 metric tons of soybeans annually. Other Romanian poultry and swine producers are currently in talks with U.S. exporters to secure a reliable supply of high quality U.S. soy.



*Unloading containerized U.S. soybeans at Constantza, Romania*

## USSEC Soy Bits

- The Soy Transportation Coalition (STC) recently published, "Railroad Movement of Soybeans and Soy Products." The STC study analysis may be accessed at the STC's Web site: [www.soytransportation.org](http://www.soytransportation.org). The article notes that revenue among the largest "Class I" railroads for transporting soybeans and soy products has nearly tripled over the last decade – from \$549 million in 1998 to \$1.505 billion in 2008. The study also notes that 48 percent of soybeans loaded into rail cars are destined to the PNW – highlighting the strength of the Asian export market.
- The Food and Ag Export Alliance (FAEA), which consists of five U.S. commodity associations including USSEC, continues to support development of Vietnam food safety laws. FAEA suggested the committee ask for suggestions from local industry and stakeholders and it received over 400 written comments in response. This review process helps in the development of laws based on sound science and open trade. FAEA is partially funded by USB's Global Opportunities Committee.

## USSEC Events Calendar

Sep 19-26	Aqua Extrusion & Nutrition Team (ASC, CBB)	TX
Sep 22-Oct 3	Good Will Buyers Mission (Taiwan)	DC, MO, IL, IN, IA
Sep 22-Oct 3	Preferred Customer Team (Taiwan)	MN, IA, IL, MO
Sep 23-Oct 6	U.S. Containerized SBM to EU (Europe)	Portugal, Spain, Italy
Sep 25-29	World Aquaculture Show 2009	Vera Cruz, MX
Sep 26-Oct 1	Worlds Oils/Fats Congress (SEA)	Sydney, Australia
Sep 29-Oct 1	African Agribusiness Summit	Washington, DC
Nov 15-21	Wenger Extrusion Course (MEA)	MO, KS
Nov 16-25	Japan/Taiwan Quality Conferences	Japan, Taiwan



*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.*

