

Soy for a growing world



Global News Update

	Year-to-Date Exports	
	Bushels	Metric Tons
Soybeans	516.6 million	14.1 million
Soybean Meal	64.7 million (equiv.)	1.8 million
Soybean Oil	3.2 million (equiv.)	86,900
Total	584.5 million	16.8 million

Wednesday, January 4, 2012

USSEC Hosts 2011 Crop Quality Conference in China

USSEC's China office recently hosted the annual Crop Quality Conference in Shanghai for U.S. and Chinese soybean industry leaders. Representatives from the United States included Marc Curtis, past United Soybean Board (USB) chairman; Lawrence Sukalski, American Soybean Association director and director of the Minnesota Soybean Growers Association; John Becherer, USB CEO; Jim Sutter, USSEC CEO; Ed Beaman, USSEC director of marketing and commercialization; Paul Burke, USSEC director for North Asia; and market outlook consultants John Baize and Bob Bresnahan.

The conference offered participants the opportunity to learn about crop production, U.S. crop quality and amino acid profile, the sustainability of U.S. soybean production, and Chinese soybean processing industry development and market trends. More than 90 industry leaders representing U.S. and Chinese soybean traders, importers, market analysts attended the conference.

Robert Griffiths, U.S. Consul General, delivered opening remarks on the importance of the Sino-U.S. soybean trade in developing economic relations between the two countries. Keith Schneller, director, and Alan Hallman, deputy director of the Shanghai Agricultural Trade Office, also attended the conference and helped answer participant questions regarding the U.S. soybean industry. USSEC also recognized the top ten importers and top ten loyalty importers of U.S. soybeans in the 2010/2011 marketing year.

The U.S. delegation visited with key Chinese industry leaders in Beijing including Zeng Liying, vice administrator of the State Administration of Grain (SAG) and Liu Jianmin, general manager of Sinograin Oils Corporation.

USSEC Prepares Comments on Biotechnology and Feed Ingredients

The Colombian government recently submitted a notification to the World Trade Organization (WTO) stating its intent to implement a new biotechnology labeling law. In response to the provision, Kim Nill, USSEC technical issues director, began drafting formal comments on the law to send to the Colombian government. The comments are not intended to persuade Colombia to withdraw the law but rather propose the draft provision be implemented in a WTO-compliant and least trade-restrictive manner.

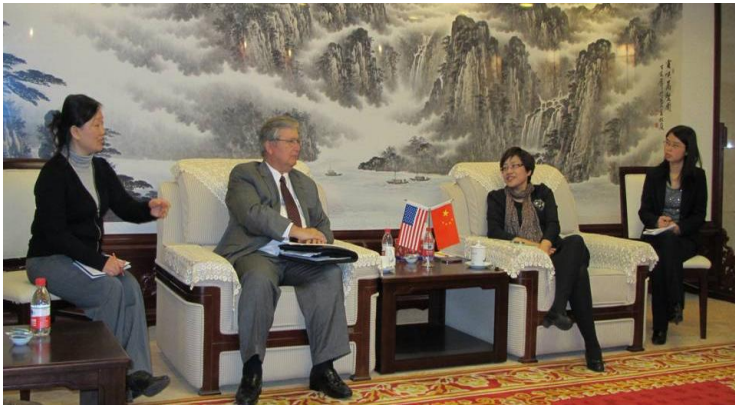
Nill is also in the process of drafting formal USSEC comments in response to a draft standard of Codex Alimentarius that would restrict the maximum amount of dioxins present in feed ingredients to a near-zero amount. Codex Alimentarius is an internationally-recognized standard for food and feed safety and trade. Dioxins include a broad category of compounds commonly found in the environment. The intent of the USSEC comments is to promote the fact that only a very small number of dioxins are harmful to humans and that should be considered in the labeling standard.

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The U.S. delegation also met with members of the China Animal Agriculture Association (CAAA) including Qiao Yufeng, vice president and Ma Chuang, deputy secretary general.

While in Beijing, the U.S. delegation attended a dairy nutrition and management seminar organized by the USSEC China office and the Sanyuan Lvhe Dairy Center. Curtis delivered opening remarks and gave a presentation on current soybean crop quality.



Curtis meets with Zeng Liying (second from right) from the State Administration of Grain



The U.S. delegation meets with the China Animal Agriculture Association to recognize the CAAA's 10th anniversary



Becherer thanks the Chinese customers in his closing remarks



Curtis (L) and Sukalski (R) present the Award of Excellency to preferred U.S. soybean importers

USSEC Promotes Sustainability of U.S. Soybean Oil Production

The European Union recently implemented a mandatory sustainability initiative that incorrectly excluded soybean oil from being used in the manufacturing of EU-subsidized biodiesel. In response to this initiative, a European industry stakeholder requested information on the sustainability of U.S. soybean oil production. USSEC provided third-party publications and articles documenting this topic versus the sustainability of palm oil production.

Seminar in the Philippines Promotes Soy in Aquafeeds

Levy Loreto Manalac, USSEC technical manager for the Philippines, and Mark Newman, USSEC feed mill and nutrition expert, recently hosted a seminar at Santeh Feeds Corporation Feedmill. The seminar provided nutritional technical service support and addressed concerns about the production of extruded floating feed made from soy. Participants included production and quality assurance staff from the feedmill.

Newman presented information on extrusion techniques for feed production and quality assurance considerations for aquafeeds. The seminar provided an opportunity for an open dialogue between the USSEC staff and participants on how to increase production using soy-based aquafeeds.



Newman presents information on extrusion techniques to the production and quality assurance staff

U.S. Soy Promoted at Conference in Mexico

Pedro Gonzalez, USSEC consultant for the Americas, recently attended the 18th APPAMEX-North American Export Grain Association (NAEGA) conference to present information on soybean meal and oil industry trends in the Mexican market. USSEC is a member of APPAMEX which is an association of Mexican suppliers of agricultural products including soy products as well as corn, DDGs and wheat.

Gary Martin, NAEGA president and CEO, gave a presentation on global and sustainable food security as a critical element within national and multinational public policies. Carlos Gonzalez, senior agricultural representative of the U.S. embassy in Mexico, also delivered a presentation regarding price, volatility, emerging markets and the global trade flow of food and feed grains. Gonzalez also met with Javier Leon Romero, deputy director of National Council of Producers of Feeds of Mexico to discuss the use of U.S. soybean products and future collaboration between the two organizations.

Also during the conference, the National Poultry and Egg Producers Union gave a presentation on the competitive evolution of the poultry and egg industry. The poultry and egg industry represents more than 70 percent of the soybean meal consumed in Mexico. Gonzalez discussed future projects with the egg and poultry industry that will increase the consumption of U.S. soybean meal.

USSEC Co-Hosts Seminar to Promote Soy Products in Indonesia

USSEC Indonesia recently collaborated with the Indonesia Tempe Forum (ITF), provincial government, and the State University of Semarang to conduct a two-day training workshop focused on tempe product diversification. More than 36 participants in the Pekalongan district participated in the training sessions.

The majority of the participants were from the Women's Group Association (WGA). The objective of the training is to boost the economic value of tempe production by providing knowledge and practical skills to encourage product development and diversification.

Dady Maskar, USSEC Indonesia technical manager for human utilization, and university personnel led the training. Part of the seminar included developing new tempe products which include tempe burgers, sausage tempe, tempe cookies and tempe ice cream.

South Asia is one of the top consumers of soybeans, including U.S. soybeans, worldwide. Tempe and tofu are the main soy products consumed in the region. USSEC looks to continue to increase human consumption and demand of soy through seminars and product diversification.



Maskar (R) facilitates the training session of the seminar



Participants working to develop new and tasty tempe products

USSEC Events Calendar

Feb. 28, 2012 March 14-15, 2012 Aug. 2012	USSEC Board Meeting UES Approval Meeting USSEC Annual Meeting	Nashville, TN Washington, D.C. TBD
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Industry Activities

Feb. 12-16, 2012 Feb. 19-23 March 1-3, 2012 March 12-16, 2012 July 15-19, 2012	NOPA Annual Meeting USB Board Meeting Commodity Classic ASA Board Meeting USB Board Meeting	Palm Beach, FL Biloxi, MS Nashville, TN Washington, D.C. Williamsburg, VA
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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.

