

USSEC – Working with U.S. Soy Industry

**A sampling of the efforts and accomplishments
by the U.S. Soybean Export Council in 2009**

USSEC Leads Latin America Buyers to Meet with Major U.S. Exporters

Latin America soy buyers' visited the U.S. to observe the soybean harvest and discuss purchases at soy export facilities. Visits included meeting with Cargill, Bunge, CHS and CBOT staff. [read more](#)

Algerian Team Explores Shipping Options of U.S. Soy with Bunge and CHS

A team of Algerian customers visited Bunge and CHS facilities around the New Orleans area where they learned about importing U.S. soy through the Gulf of Mexico. USSEC team members expressed concern over obtaining the best prices possible and combining shipments to provide greater savings. Both CHS and Bunge explained that their companies can do mixed shipments of soybean meal and corn which lowers freight costs to Algeria. [read more](#)

USSEC Helps U.S. Farmers Receive Premiums for Containerized Soybeans

USSEC works closely with U.S. exporters and overseas customers to promote containerized shipments of U.S. soy. Due in part to this promotion U.S. farmers are getting premiums as high as 25 cents per bushel for soybeans sold at elevators transporting grain via containerized shipping. [read more](#)

USSEC Hosts China Crushers on U.S. Soy Industry Visits (9/29)

USSEC organized a team of 15 soybean buyers from China's largest soybean crushers on a tour of the U.S. soybean crop. These companies purchase 80 percent of Chinese soy imports, representing approximately 500 million bushels of U.S. exports. The team met with U.S. soy farmers and gained a better understanding U.S. soybean quality and its resulting impact of soybean meal from Consolidated Grain and Barge. [read more](#)

Korean Feed Millers Investigate Cargill's U.S. Soy Meal

USSEC Korea brought a team of 10 feed mill purchasing managers to the U.S. to visit U.S. soybean crushers and exporters of hipo dehulled soy meal. The buyers visited a Cargill export elevator seeing the transportation infrastructure that delivers U.S. meal to global markets. Korea imported \$45 million of U.S. soy meal last year. [read more](#)

USSEC Promotions Help Increase Profits for North Carolina Soy Farmers

The Shandong Bohai crushing plant in China purchased more than 37,000 bushels of soybeans from North Carolina due to efforts of USSEC, the North Carolina Soybean Producers, and the North Carolina Department of Agriculture. These type of exports provide North Carolina soy farmers another outlet for their crop increasing their price.

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Korea Staff Provide Support to Cargill U.S. Soy Meal Customers

USSEC staff visited two feed mills and two broiler integrators in southern Korea to provide technical assistance that will help the companies best utilize U.S. hipo dehulled soy meal. Three of the companies purchased hipo dehulled meal from Cargill.

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USSEC Joins U.S. Ambassador on Visit to Cargill Plant in Egypt

USSEC staff and U.S. Ambassador Margaret Scobey toured the National Vegetable Oil Company in Egypt. Discussions focused on Cargill activities in the country and the soy meal and soy oil markets crushed from U.S. soybeans. Egypt imported over \$400 million of U.S. soybeans.

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AGP, U.S. Soy farmers and USSEC Meet with Key Southeast Asia Customers

AGP executives, along with U.S. soybean farmers and USSEC met with the major U.S. soy meal customers in Southeast Asia in December. These customers already booked 18 million bushels of U.S. soy for the 2009/10 marketing year which is three times the amount at the same time last year.

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USSEC Supports First Containerized Soybean Shipments to Romania

Unprod, the top swine producer in Romania, placed an order for its first containerized shipment of soy with support of USSEC and U.S. soy exporters. This first order is valued at \$500,000.

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