



Global News Update

Year-to-Date Exports

Soybeans
982 million bushels

Soybean Meal
197 million bushels

Soybean Oil
707,000 metric tons

Friday, February 12, 2010

USSEC's Soy in Aquaculture Project Launches Major Effort in Thailand

The Southeast Asia aquaculture program, led by Technical Director Lukas Manomaitis and Thailand Country Manager Opas Supamornpun, recently began its first aquaculture project in Thailand. This project, which utilizes U.S. soy, is the first effort in that country under USSEC's Soy in Aquaculture Project. The project is being run by the research arm of Inteqc Feedmill, considered a forward-thinking company that has started purchasing U.S. soy for their aquaculture feeds based on technical advice from USSEC's Thailand office. According to the Southeast Asia staff, this is a critical research project for the Soy in Aquaculture Project, which has been working since 2004 on promoting higher soy inclusion feed for Pacific white shrimp, the dominant shrimp species used in Thailand. The Thailand project builds on research done by the soy industry at Auburn University, because it will target pelleted - as opposed to extruded - shrimp feeds and use high densities, as is the norm in Asia. The objective of the research trial is to show the utility of higher soy inclusion in shrimp feeds in the main producer of aquacultured shrimp worldwide and to help demonstrate the benefits of using high quality U.S. soy meal for shrimp in the Southeast Asia market. Information generated from this study is tabbed to be used in



Technical Director Lukas Manomaitis (right) at the Inteqc facility, which has begun using U.S. soy in aquaculture feeds.

The Greater Asian region and will complement the field research done in China in 2009. It will also help in convincing feedmills and farmers of the safety and effectiveness of soy optimized shrimp feeds. Consultants who played a role in getting the Thailand project up and running are Dr. Michael Cremer, Dr. Herbert Quintero, Timothy O'Keefe and Mark Newman. As an added bonus, staff noted that Inteqc has worked to develop a U.S. soy purchasing group to purchase U.S. soy meal in bulk.

USSEC Meets with ADM, Cargill, Dreyfuss in Europe to Discuss Soy Meal Quality and Exports

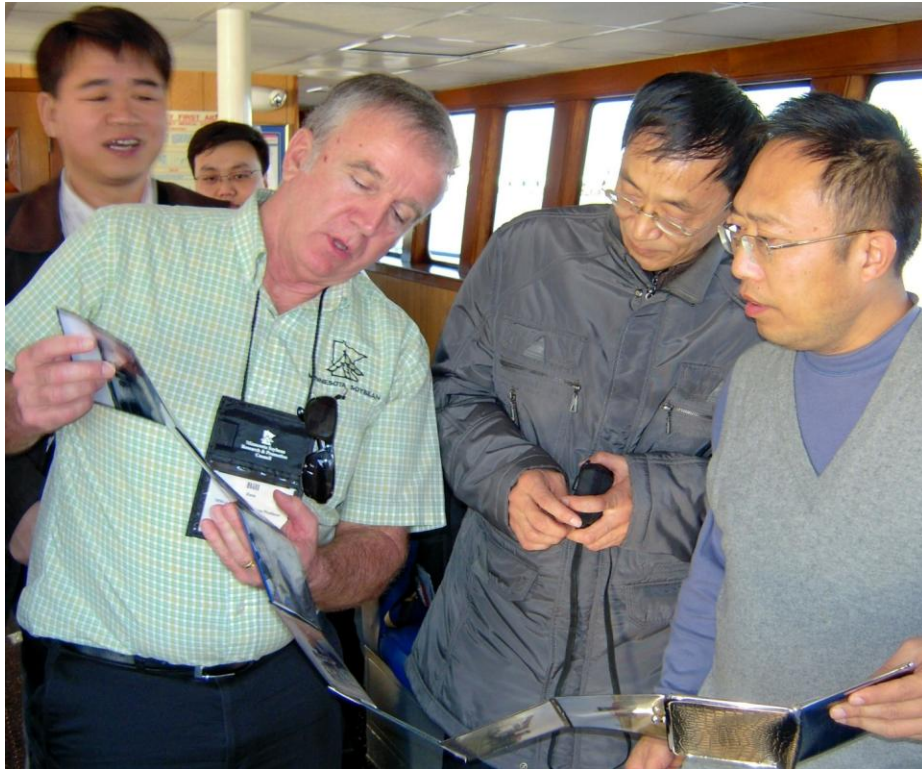
USSEC European, Maghreb and Regional Director Mark W. Andersen, along with consultants Dr. Gonzalo Mateos and Dieter Kundrun, met with representatives from ADM, Cargill and Louis Dreyfuss Commodities to discuss U.S. soy exports, soy meal quality by origin and activities that USSEC is conducting in the Region. Each of these companies – and also Bunge – manages Europe, Middle East and Africa from their Switzerland-based offices. The trading companies have shown interest in the Soy Meal Quality Conferences and have been invited to the next round of conferences scheduled in Bologna, Italy; Bucharest, Romania; Dublin, Ireland and London, UK. Their input confirmed that there is a market for value soy meal and mentioned that the niche market approach to differentiating soy meal could prove worthwhile. U.S. soy meal exports to the EU have reached record levels at 24 million bushels of soy meal this marketing year, compared to the 2.8 million bushels last year at this time. The trading companies did mention however that next year would be a very competitive year for U.S. exports because both Brazil and Argentina have reported record crops.

Asia Subcontinent Office Promotes Soy Flour Fortification in India Food Program

The Asia Subcontinent office arranged a visit by Dr. Mian Riaz of Texas A&M University to JVS Foods, the manufacturer and supplier that provides the soy-based food *Panjiri* to Integrated Child Development Service programs in several Indian states. JVS, which has installed 40 local extruders to also cater to orders from the state governments and the United Nations World Food Program, is manufacturing and supplying 18,000 tons of soy-based ready to eat foods and is consuming 132,000 bushels of soybeans per month. India and the ICDS program are potentially great customers of U.S. soy, with about 100 million children and pregnant/nursing mothers benefitting from the Supplementary Nutrition Program of ICDS every year. It's estimated that 2 million metric tons of soy flour could be consumed in the program annually. Dr. Ratan Sharma, Technical Director for Soy Fortification, and Consultant Ricky Thaper accompanied Dr. Riaz, who advised on technical issues for further improving the food quality.



Dr. Mian Riaz and Ratan Sharma visited the JVS Foods manufacturing facility in India to discuss soy-based foods



Bill Zurn , a U.S. soybean grower, shows pictures of his farm to the Chinese team.

USSEC Leads China Poultry Team On Study Tour of Port of New Orleans

A Chinese poultry team, led by Poultry Technical Director Dr. Richard Y. Han, toured the export facilities in the Port of New Orleans during the recent International Poultry Expo. The team was composed of top management or senior technical personnel of some major Chinese broiler producers, poultry feed manufacturers, and soybean meal/full-fat soybean meal producers. While in New Orleans, the team visited Bunge Grain Elevator, CHS Grain Elevator, New Orleans Port, and USDA's Federal Grain Inspection Service. Through these activities the team gained a much better understanding the efficient grain production and exportation system in the US. In addition, the interaction with Minnesota soy farmer groups also illustrated the important role USSEC plays in building demand for and promoting use of U.S. soybeans. A half day technical seminar was also organized for the team in conjunction with the Expo.

Korea Team Meets With Crushers to Discuss Selling Points of Dehulled Soy Meal

Korea staff visited with the Managing Director in charge of soybean purchasing of CJ Cheiljedang and the Executive Manager of Korean Soybean Processors Association to discuss recent trends involving Korean livestock industries and their soy meal requirements. All sides agreed that programs should be created to promote the positive effects of soybean meal quality on productivity. Korea staff emphasized that local crushing industry should increase its supply of dehulled meal as it was proved in many feeding studies conducted in Korea and around the world that dehulled meal could be more advantageous to improving productivity than regular non-dehulled meal in swine and poultry. Both parties also discussed on the ways to find the additional selling-points of dehulled meal.

Soybits

- Jim Call, Chairman of the USB International Marketing committee, will be a featured speaker at a Soybean Meal Quality Workshop held in Dublin, Ireland on Feb. 24. In response to a specific request from the Irish Feedmillers Association for Call to address the topic of "adventitious presence" (i.e. how mix-in of a small amount of unapproved-in Europe biotech corn genetic event can disrupt U.S.-EU soybean trade), Technical Issues Director Kim Nill prepared detailed talking points explaining this issue to European customers.

USSEC Events Calendar

Feb 27-28	Global Soy in Aquaculture Meeting	San Diego
Mar 1-5	World Aquaculture Conference	San Diego
Mar 10-14	Natural Food Products West/Soyfoods 2010	Anaheim



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.

