

China Soy Buyers Seeking Easier U.S. Imports

Phil Laney and Zhang Xiaoping from the China office joined ASA Treasurer Steve Wellman, USSEC's Greg Olwig and Market Outlook Speaker David Asbridge of Doane Agricultural Services in attending the 5th Annual JCI Autumn Conference on the China Feed Ingredients Market in Beijing. The conference, held in cooperation with the Shanghai JC Intelligence Company (JCI) and U.S. Grains Council, had over 400 feed industry participants and provided information on supply and demand of main feed ingredients, price movement and policy trends.

Prior to the conference the China staff escorted Wellman and the others on visits to 3 key soy importers, Chinatex, COFCO & Sinograin Oil, to discuss the market situation and to express appreciation for their long-term relationship with the U.S. soy industry. The 3 major buyers expressed satisfaction with U.S.



ASA-IM Grower-leaders, staff and contractor at the ASA-IM Beijing office

soybean supplies, but two important issues were raised. COFCO, the major state-owned grain trading and soy processing company, expressed concerns regarding their inability to book U.S. soy shipments before late November and questioned if American logistical infrastructure was adequate to meet growing demands for soybean exports. Sinograin Oil Company told the visitors of their inability to import U.S. soybean oil because of China's quarantine requirement that deny certification for soy oil. Sinograin was told that there have been imports of soy oil from the U.S. in recent years. They responded that regardless of what others were doing, as a state owned company, they had to comply with all government regulations. They indicated that both Brazil & Argentina do issue certificates for soy oil. As Sinograin is China's biggest importer of soy oil, importing a million tons annually, this problem of certification for U.S. soybean oil needs to be addressed.



Steve Wellman speaks at JCI Autumn Conference



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 American Soybean Association's investment of cost-share funding provided by USDA's Foreign Agricultural Service.