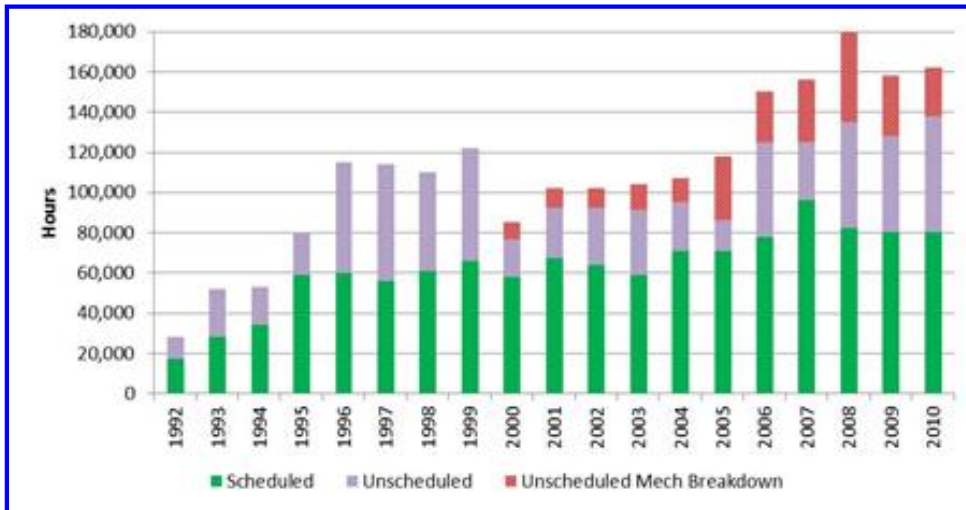




Global News Update - February 1, 2012

## Study Shows Effect of Aging Locks on U.S. Soybean Industry

A recent study by United Soybean Board's Global Opportunities (GO) program uncovers the potential loss of competitiveness and revenue facing U.S. soybean farmers if a lock along the U.S. inland waterway system fails. The study shows that a three-month lock closure would increase the cost of transporting 5.5 million tons of oilseeds and grain, the average shipped by river barge during that period, by \$71.6 million. A failure at any of the locks examined by the study could cost U.S. farmers up to \$45 million in lost revenue. The U.S. inland waterways represent key infrastructure for transporting U.S. soy. Up to 89 percent of soybeans exported through the lower Mississippi ports, such as the Port of New Orleans, arrive on barges that must pass through multiple locks for the trip downstream. [Click here to read the full study.](#)



*Lock outages by year*

## Year-to-Date Exports

### Soybeans:

Bushels: 666.4 million

Metric Tons: 18.1 million

### Soybean Meal:

Bushels: 90.9 million (equiv.)

Metric Tons: 2.5 million

### Soybean Oil:

Bushels: 4.7 million (equiv.)

Metric Tons: 129,300

### Total:

Bushels: 762 million

Metric Tons: 20.7 million

## Calendar of Events

USB GO Committee

Meeting

Feb. 9-10, 2012

Hilton Airport, St. Louis

NOPA Annual Meeting

Feb. 12-16, 2012

Palm Beach, FL

USB Board Meeting

Feb. 19-23, 2012

Biloxi, MS

USSEC Board Meeting

Feb. 28, 2012

## U.S. Soybean Meal Promoted in Korean Feed Mills

USSEC's Korea animal utilization contractor recently met with staff from two feed mills on the Korea Feed Association's purchasing committee. Woosung Feed serves as the secretary of the Major Feed Mills group, and Haedrim, a swine integrator, serves as secretary for feed mills in the region of Youngnam. Korean feed mills generally purchase soybean meal as a group due to economic advantages. Because the secretary of feed mill groups coordinates purchasing schedules of soybean meal, USSEC remains interested in Woosung and Haedrim's preferences. The contractor compared the value advantages of U.S. soybean meal with other imported meal based on crude protein, amino acid, and energy contents. USSEC will continue its customer relations efforts with the feed mill staff to monitor inclusion rates of U.S. soy in their feed rations.

## U.S. Grower Leaders Meet with Feed Mill Customers in China

During the USSEC North and South Asia regional conference, U.S. soybean grower leaders visited one of the fastest growing feed manufacturers in China. Sharon Covert, United Soybean Board international marketing committee chair; Jim Miller, American Soybean Association trade policy and international affairs committee member; and Randy Mann, USSEC vice-chair, toured the Shanghai Xinnong Feed Co., Ltd., in the Songjiang district of Shanghai.

Xinnong is known for its high quality swine creep feed and produces complete feed, concentrate and premix. The annual output from Xinnong's five feed mills and eight swine farms equates to more than 100,000 metric tons of feed and 50,000 market hogs. Through technical support from USSEC, the feed mill increased its soy-inclusion rate to almost 20 percent. Xinnong recently started processing full-fat soybean meal and relies on U.S. soybeans for the ideal combination of protein and oil levels, color and consistent quality in its feed formulations. In 2011, Xinnong imported more than 40,000 metric tons of soybeans with 70 percent coming from the United States.

The grower leaders, along with USSEC staff, met with Xinnong representatives to discuss the advantages of using U.S. soybeans in feed rations. The visit also allowed the U.S. growers to better understand the growing market potential for soybean meal consumption in China.

USSEC staff accompanying the grower-leaders included: Mike Mattei, chief financial officer; Dana Johnson, director of strategy and resource development; Ed Beaman, director of marketing and commercialization; Cheryl Huson, compliance manager; Colby Sutter, aquaculture marketing manager; Paul Burke, North Asia regional director; Xiaoping Zhang, China country director; Richard YM Han, animal utilization technical director; Leo Liu, animal utilization technical manager; Sam Shi, swine technical consultant; and Claudia Chong, marketing manager.

Nashville, TN

Commodity Classic  
March 1-3, 2012  
Nashville, TN

ASA Board Meeting  
March 12-16, 2012  
Washington, D.C.

UES Approval Meeting  
March 14-15, 2012  
Washington, D.C.

USB Board Meeting  
July 15-19, 2012  
Williamsburg, VA

USSEC Annual Meeting  
Aug. 2012  
TBD



*(L-R) Shi, Miller and Covert discuss full-fat soybean meal advantages at the Xinnong factory.*

### Chinese Aquaculture Industry Recognizes USSEC's Support

USSEC China and the China National Fisheries Technology Extension Center (NEC) recently hosted the annual Aquaculture Evaluation Conference in Xishuangbanna, Yunnan Province. More than 60 aqua farmers, feed millers and extension officers attended the four-day conference. Xiaoping Zhang, USSEC China country director; Wei Boazhen, NEC director general; Mike Cremer, USSEC global director for aquaculture; and Xinping Wu, local specialist from the Foreign Agricultural Service's Beijing office, all delivered opening remarks during the conference.

Wei noted USSEC's ongoing contributions to China's aquaculture industry. Through USSEC-supported feeding demonstrations and technical support, the Chinese aquaculture industry continues to move toward more health-oriented and environmentally-friendly approaches to raising fish. During the conference, 12 trial managers presented feed demonstration results from around the country. Speakers also presented information on the latest feed-based aquaculture technology development in China, the application of micro-aeration system and its technical advantages, and USSEC's upcoming aquaculture activities in the region. USSEC also discussed potential collaboration with Diamond V and Novus feeds for feed demonstrations.

Jim Zhang, USSEC aquaculture program manager; Sean Lan, USSEC Asia region marine culture specialist; Colby Sutter, USSEC aquaculture marketing manager; and Li Kexin, NEC director-general organized and attended the conference.

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