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Global News Update- February 8, 2012

Korean Feed Mills Show Interest in Using U.S. Soy in Flounder Growing Phases

USSEC recently conducted a series of on-site meetings with flounder growers' research and development staff in Korea. One of the feed mills included, Chunghae Araon in Wando, is the second-largest flounder production center in Korea. During the meetings, USSEC highlighted the program's accomplishments and results over the past year and worked with the feed mills to design target-specific programs for the current year.

The feed mills are currently using soy-based extruded pellet feeds for the fingerling phase of the first three to five months of growth. The growers also showed interest in extending the use of soy in the grower phase of 13 to 15 months if the performance of extruded pellets is comparable to moist pellet feeds. USSEC intends to continue collaborating with the feed mills and researchers to promote the use of U.S. soy in Korean aquaculture.



The contractor (center) with representatives from the Chunghae Araon feed mill.



The contractor (R) and a flounder grower discuss soy-based feeds

USB GO Program Study Uncovers Market Potential for U.S. Soy in Southern Africa

A recently released study funded by the United Soybean Board's (USB) Global Opportunities (GO) committee examines countries in

Year-to-Date Exports

Soybeans:

Bushels: 709.3 million

Metric Tons: 19.3 million

Soybean Meal:

Bushels: 97.4 million (equiv.)

Metric Tons: 2.7 million

Soybean Oil:

Bushels: 4.9 million (equiv.)

Metric Tons: 133,000

Total:

Bushels: 811.6 million

Metric Tons: 22.3 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

Africa to see where U.S. soy has the greatest potential to gain market share. The checkoff-funded study shows U.S. soy exports have the greatest opportunity in Ghana, Kenya, Nigeria and Senegal. U.S. soy products such as soybean meal and soybean oil have greater potential over whole soybeans in this area due to lack of soy processing facilities in this region of the world.

Currently Argentina soybean exports fulfill most of the need in the region, but the GO study shows the United States could have advantages such as a greater ability to export soy in container shipments. African soy buyers tend to buy smaller shipments. Containers allow them to do this and to move shipments to other areas of the region despite poor transportation and other infrastructure. To read the entire USB GO program study, [click here](#).



USSEC Board Meeting
Feb. 28, 2012
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

Soy-Based Internship Promotes Employment in Indonesia

Dady Maskar, technical manager for human nutrition in Indonesia, recently served as the facilitator for training on tempe product diversification in Jakarta. The training sessions are part of a tempe internship program designed to increase interest among Indonesian youth and provide training in the tofu and tempe sector. The goal of the program is to create new entrepreneurs in the sector and encourage new employment opportunities.

The training included workshops on financial literacy, tempe and tofu manufacturing processes, product development, diversification and marketing, and business proposal development. More than 15 participants attended the training facilitated by USSEC in partnership with the Ministry of Cooperative and small and medium enterprises (SME) Indonesia in collaboration with Mercy Corps Indonesia.



Maskar (front) leads a session during the tempe internship training.

Seminar in the Philippines Focuses on the Use of U.S. Soy in Aquaculture

More than 25 participants from seven aqua feed mills attended a recent seminar on aquaculture nutrition in the Philippines. The discussions focused on the use of plant ingredients in aqua feed. Feedmill and nutrition expert, Mark Newman, presented information regarding soy inclusion in aqua feeds. Newman also discussed how to achieve formulated nutrient levels and nutritional requirements for freshwater aquaculture species.

Mao-Yen Chen, Ph.D., general manager of Springbio Taiwan and consultant of Green Era Biotech Corporation, discussed these processes and the use of fermented soy in aquaculture. Green Era Biotech, a manufacturer of fermented soya, is the first company in the Philippines to process and manufacture fermented soybean meal in the country using the fermentation technology from Taiwan.



Newman discusses the use of soy in aqua feeds.

U.S. Soy Promoted in Colombian Swine, Poultry Feed Industries

Americas Regional Director Francisco de la Torre and consultant Belinda Pignotti recently traveled to Bogotá to meet with key Colombian soy contractors, U.S. trade mission participants, Panamanian buyer mission participants, and a U. S. Department of

Agriculture delegation. During the meetings, USSEC staff visited with officials from the Colombian feed, swine and poultry producers associations.

USSEC discussed the inclusion of U.S. soy for the growing swine industry with the Colombian Swine Producers Association (ACP) representative. Pork consumption in Colombia has increased 65 percent over the past six years. The Colombian swine industry could become a growing market for U.S. soy as the sector increases production efficiency in the international and domestic markets.

The team also met with the Colombian Poultry Producers Federation (FENAVI). The main topic discussed included the recently implemented United States-Colombia free trade agreement. The Colombian poultry industry is working on a promotional campaign to increase domestic poultry consumption. The poultry sector in the country looks to increase consumption by 1.5 kilograms per capita which translates to more than 45 metric tons of soybean meal in poultry feed.

While in Columbia, de la Torre and Pignotti also met with representatives from Itacol, one of the largest feed manufacturers in Colombia. The family-owned business consists of eight plants in Columbia as well as a plant in Panama and Ecuador. Along with producing feed, Itacol provides technical assistance for nutrition and formulation to its customers. The company currently consumes more than 220,000 metric tons of soybean meal and 100,000 metric tons of whole soybeans annually. USSEC will continue to build relations with Itacol and promote the use of U.S. soy in their plants.



If you believe, belong.

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.

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