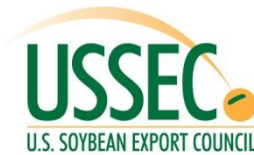


North Carolina Ag Leaders Explore Containerized Shipments to Taiwan

Since 2006, more containerized shipments of U.S. soybeans have gone to Taiwan than any other destination. While many Taiwanese purchasers have reverted to purchasing more traditional bulk shipments, crushers continue to prefer the quality of containerized shipments. During a recent visit to Taiwan, ASA-IM arranged for a North Carolina soybean delegation to visit two key importers to discuss the advantages and opportunities of using ports in the east coast for containerized soybean shipments to Taiwan. Led by North Carolina Dept. of Agriculture (NCDA) Director of Marketing Tom Slade, the delegation included Executive Committee Director of North Carolina Soybean Growers Association (NCSGA) Reginald Strickland, the CEO of NCSGA Charles Hall and the Assistant Director of International Marketing, NCDA Peter Thornton.

Through the visits, Taiwanese importers, such as TTET Union and Central Union, found new sources of high quality U.S. soybeans. According to Leon Chen, Business Unit Manager of TTET, the company is interested in importing soybeans from the southern U.S. due to characteristically higher protein content.

Following the meetings, Slade praised ASA-IM Taiwan Country Manager Anthony Thang saying, "Anthony Thang and his staff in Taiwan opened doors that otherwise never would have been possible. In one day we met with more buying capacity than we could have developed in years of market development. There is without a doubt no other commodity association that provides the level of service, contacts, industry knowledge and overall support that ASA-IM does."



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.