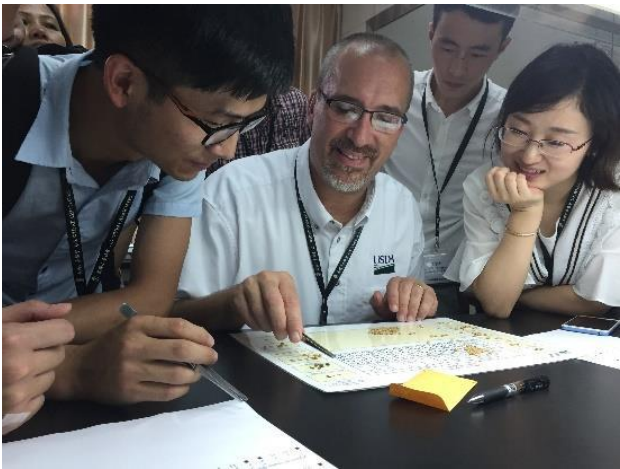


International Affairs Division

IAD Topics

- ✓ Role of IAD
- ✓ S.E. Asia Outreach
- ✓ International Sampling Methods
- ✓ Soybean Exports to China
- ✓ Complaints



Role of International Affairs Division

- ✓ Liaison with USDA agencies, customers, and other governments
- ✓ Facilitates resolution of trade barriers
- ✓ Conducts grain surveys
- ✓ Monitors grain shipment quality
- ✓ Assists USDA cooperators with market development projects
- ✓ Conducts educational programs
- ✓ Investigates quality/weight complaints

International Outreach

- ✓ S.E. Asia Buyers Conference – Aug
 - ❖ Malaysia
 - ❖ USGC & USSEC
 - ❖ Visits to Processing Plants
 - ❖ Results in sales of corn, wheat, soybeans, DDGS, soybean meal

- ✓ S.E. Asia 1-month TDY – Sept.
 - ❖ Indonesia, Thailand, Vietnam, Philippines, Japan, Taiwan
 - ❖ USWA, USGC, USSEC
 - ❖ Seminars, wheat and corn grading workshops
 - ❖ Meetings with importers and government officials

International Outreach

- ✓ GLI Conference – Sept.
 - ❖ Global Low-Level Presence Initiative (GLI)
 - ❖ Natal, Brazil
 - ❖ Up to 29 countries represented
 - ❖ Develop approaches to manage LLP
 - Low Level Presence
 - Establish marketing threshold

International Sampling Methods

IMPORTERS

- ✓ Mexico
 - ❖ Probe, belt sampling, D/T
- ✓ Egypt
 - ❖ Grain other than wheat, Min. of Ag. Use probe
 - ❖ Wheat, sampled by Min. of Trade – not standardized
- ✓ Jordan
 - ❖ Pneumatic probe
- ✓ Belgium
 - ❖ Belt sampling (stopped) remove a 1-meter section of grain
- ✓ China
 - ❖ Probe, small hand scoop, D/T at 3 ports
- ✓ Korea
 - ❖ Probe, sling cup
- ✓ Japan
 - ❖ Probe, D/T

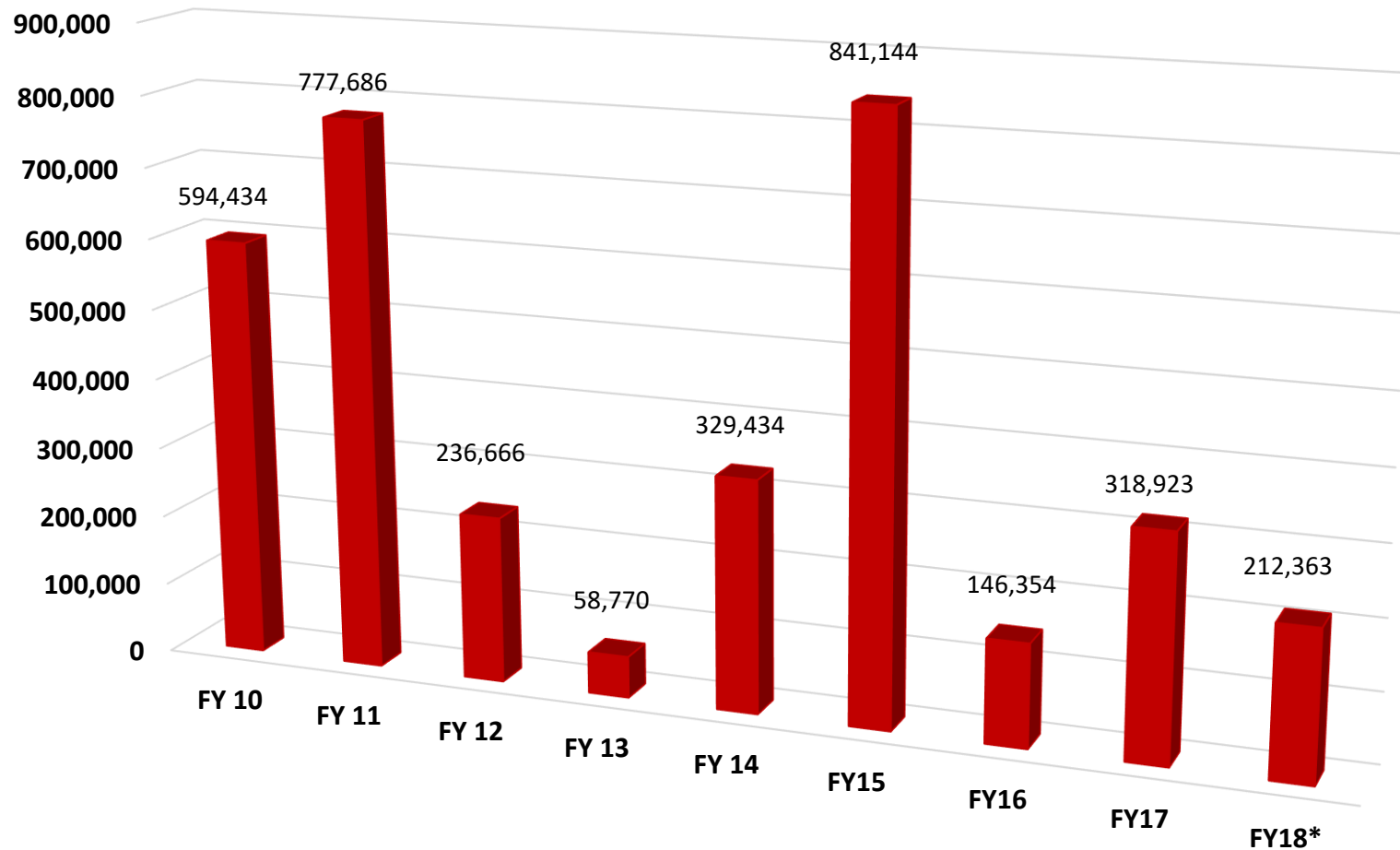
EXPORTERS

- ✓ U.S.
 - ❖ Diverter-Type Samplers
- ✓ Argentina
 - ❖ Compartmented pneumatic probe for trucks;
 - ❖ Cone-shape device on pole for belt sampling for ships
 - Every 500 MT
 - Yields non-representative samples
- ✓ Brazil
 - ❖ Vacuum probes for trucks;
 - ❖ Cylinder/can on pole for belt sampling for ships
 - 4 samples/500 MT
- ✓ Canada
 - ❖ D/T samplers
- ✓ France
 - ❖ 1 quart scoops of truck dumps and probed
 - ❖ D/T at exports

Soybean Exports to China

- ✓ No. 1 importer of U.S. soybeans
- ✓ July 7 China imposes 25% tariff
- ✓ MY 16-17
 - ❖ 42 MMT soybeans to China
- ✓ MY 17-18
 - ❖ 33.2 MMT soybeans to China (last contracts filled prior to trade war)
 - Decrease of 21%
 - ❖ Exports to EU & others increased
 - Net decrease of 3 %

Foreign Complaints



Reasons for Complaints

- ✓ Non-representative sampling at destination
- ✓ Different testing methods and interpretation for subjective factors
- ✓ Commodity prices changed
- ✓ Protect domestic markets
- ✓ Political reasons



QUESTIONS?

