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
### 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

FY 10: 594,434
FY 11: 777,686
FY 12: 236,666
FY 13: 58,770
FY 14: 329,434
FY 15: 841,144
FY 16: 146,354
FY 17: 318,923
FY 18*: 212,363
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?