

Illinois Soybean Association - Visiting India

USSEC briefing helped the IL team understand soy programs in the ASC region. Additionally they got to learn about soy market trends and market strategy adopted in the region

USGC and USSEC work together in the ASC market on certain common points. For example – of current importance is to jointly address constraints governing biotech approvals in India for allowing GM soy and corn into India; Amit Sachdev of USGC briefing the team



Martin Kropp, managing Director of ADM India paints a true picture on Indian soy describing how the Indian soy crop is not catching up to supply expectations for their crushing operations. Covers all aspects of supply and demand and finally



Bal Anand, Cargill India's head for oil seed operations gives an overview of the soybean market in India, talks about how the S&D affects their trading processes. Thinks that poultry and general consumer growth in India has a great opportunity in India



IL team at the Sneha poultry feed mill understanding operations of this large broiler integrator in south India; has also backward integrated into soy crushing



Dinner meeting with a larger group of south Indian poultry integrators. The IL team learns more about the poultry industry which uses about 3.10 million tons of soy meal in Indian operations. More perspectives, more market information from interactions

Mr. C.V. Rao is one of those poultry feed mill entrepreneurs who crushes about 80,000 tons of soy each year. Like his operation, other select 7 poultry mills in the backward integration produce 700,000 MT of Hi-Pro soy meal for domestic use



Dr. Pawan Kumar of USSEC sampling soybean seed and explaining their characters



Visit to the wholesale grain auctioning market called the "mandi" in Indore have the IL team on soybean quality, labour intensive manual handling methods, auctioning system etc. These processes in turn help relate to traditional low tech production methods



Ruchi Soya is one of the largest soy crushing and soy handling company in India. The IL team meets with the management of Ruchi to understand current crop situation and their crushing business; also visits Ruchi's soy crushing and TSP plant in Indore. Ruchi has adopted the Soy Dal project recommended by USSEC and is one of the majors in the manufacture and distribution of TSP based soy products for the human food



The IL team meets with SOPA in Indore (Soybean Processors Association of India) which works to support soybean farmers and helps market their produce. As an important trade association connected to the soy industry, it was important to learn about views that SOPA had to share. The team meets the Chairman, Dr. Davish Jain and the Executive Director, Mr. Phatak



The Solvent Extractors Association on India (SEAI) represents the oil extraction and refining industry. Again an important trade association connected with trends of oil seed production in India, it was important for the IL team to meet Mr. B.V. Mehta (Executive Director) and the board members to get their views of the industry. SEAI is supportive of import of oil seeds to keep the crushing industry and solvent extraction plants in operation

