

**U.S. SOY** for a growing world



THE U.S. SOY INDUSTRY  
IS A TRUSTED PARTNER,  
PROVIDING ITS CUSTOMERS WITH A  
TOTAL QUALITY EXPERIENCE:  
HIGH-PERFORMING PRODUCTS  
DELIVERED BY THE MOST  
RELIABLE, CONSISTENT AND  
SUSTAINABLE SOY SUPPLY CHAIN  
IN THE WORLD.



A close-up photograph of a soybean plant. The image shows several large, vibrant green trifoliate leaves with prominent veins. To the right, a fuzzy, light-colored soybean pod is visible, with small purple flowers at its base. The background is a soft-focus green, suggesting a healthy field.

## U.S. SOY for a growing world

The U.S. soy industry is a trusted partner, providing its customers with a Total Quality Experience: high-performing products delivered by the most reliable, consistent and sustainable soy supply chain in the world.

American soybeans and soybean products are the top choice around the globe. One of the best and most cost-effective sources of vegetable protein, soybeans are a staple of human and animal diets in many parts of the world. Soy is also instrumental in the manufacture of numerous industrial products including biodiesel, particle board, carpet, crayons, ink, lubricants, plastics and foams, among many others. Soy's versatility makes it, economically, the most important bean in the world.

Within the next 30 years, the world must feed 9 billion people, and a growing middle class will cause a demand for a higher value protein at an affordable price. U.S. soy is well-poised to accommodate this demand. The international market is already U.S. soy's largest customer with nearly 60 percent of the soy grown in the U.S. being exported. American farmers are committed to producing a reliable supply of excellent soy products to our customers, with minimal impact on the environment.

**The U.S. soy family promises a distinct performance advantage, complete delivery confidence and is a long-term partner in providing high-quality soy to a growing world.**





# U.S. Soy Performance Advantage

U.S. soy reliably and consistently delivers a high-quality nutrient profile that provides its customers with a distinct performance advantage.



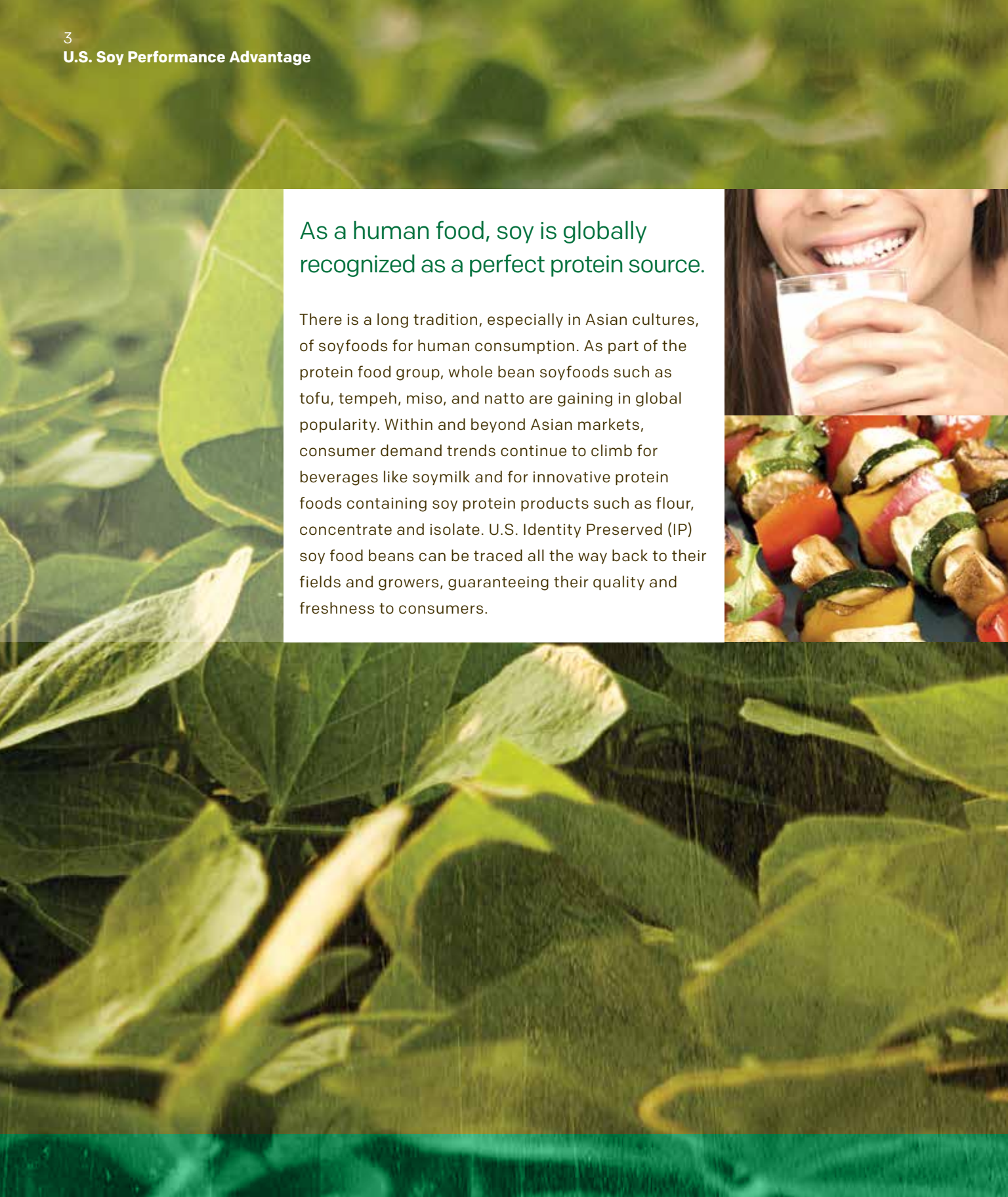
The United States soybean industry enjoys high soil fertility, proper climate, excellent plant genetics, and outstanding crop management from farm to port allowing production of the highest quality soybeans, soybean meal and soy oil in the world.

Extensive global research supports that U.S. soybean and soybean meal products contain more nutrients than soybean meal of other origins. The largest consumer of U.S. soy—animal agriculture—enjoys the oilseed’s:

Maximized use of the essential amino acids reduces production costs, while increasing animal production profitability.

- Superior amino acid content and amino acid profile;
- Increased metabolizable energy content due to higher sugar levels, lower fiber content and improved amino acid digestibility;
- Higher total phosphorus content; and
- Greater uniformity of nutrients.

In aquaculture, U.S. soybeans can be credited for their role in increasing the sustainability and affordability of the global supply of farm-raised seafood. Soybean meal is rich in nutrients that result in growing healthy farmed fish. It is a renewable plant protein offering an amino acid complex that meets nutritional needs of a majority of freshwater and saltwater fish species.



As a human food, soy is globally recognized as a perfect protein source.

There is a long tradition, especially in Asian cultures, of soyfoods for human consumption. As part of the protein food group, whole bean soyfoods such as tofu, tempeh, miso, and natto are gaining in global popularity. Within and beyond Asian markets, consumer demand trends continue to climb for beverages like soymilk and for innovative protein foods containing soy protein products such as flour, concentrate and isolate. U.S. Identity Preserved (IP) soy food beans can be traced all the way back to their fields and growers, guaranteeing their quality and freshness to consumers.





Expert support can further improve product performance. The U.S. Soybean Export Council (USSEC) represents the U.S. soy industry around the globe with its network of soy experts building a preference for U.S. soy with the latest product research and information.

USSEC is a dynamic, farmer-owned not-for-profit partnership of key stakeholders representing soybean producers, processors, commodity shippers, merchandisers, allied agribusinesses and agricultural organizations.

Through USSEC, the U.S. soy industry provides support and expert technical assistance for its customers throughout the world. Areas of technical expertise include: feed milling; poultry, aquaculture and livestock production; oil processing; and soyfoods. Other local industry support includes downstream product marketing, industry seminars and conferences, risk management training and providing localized programs to help reduce trade barriers.

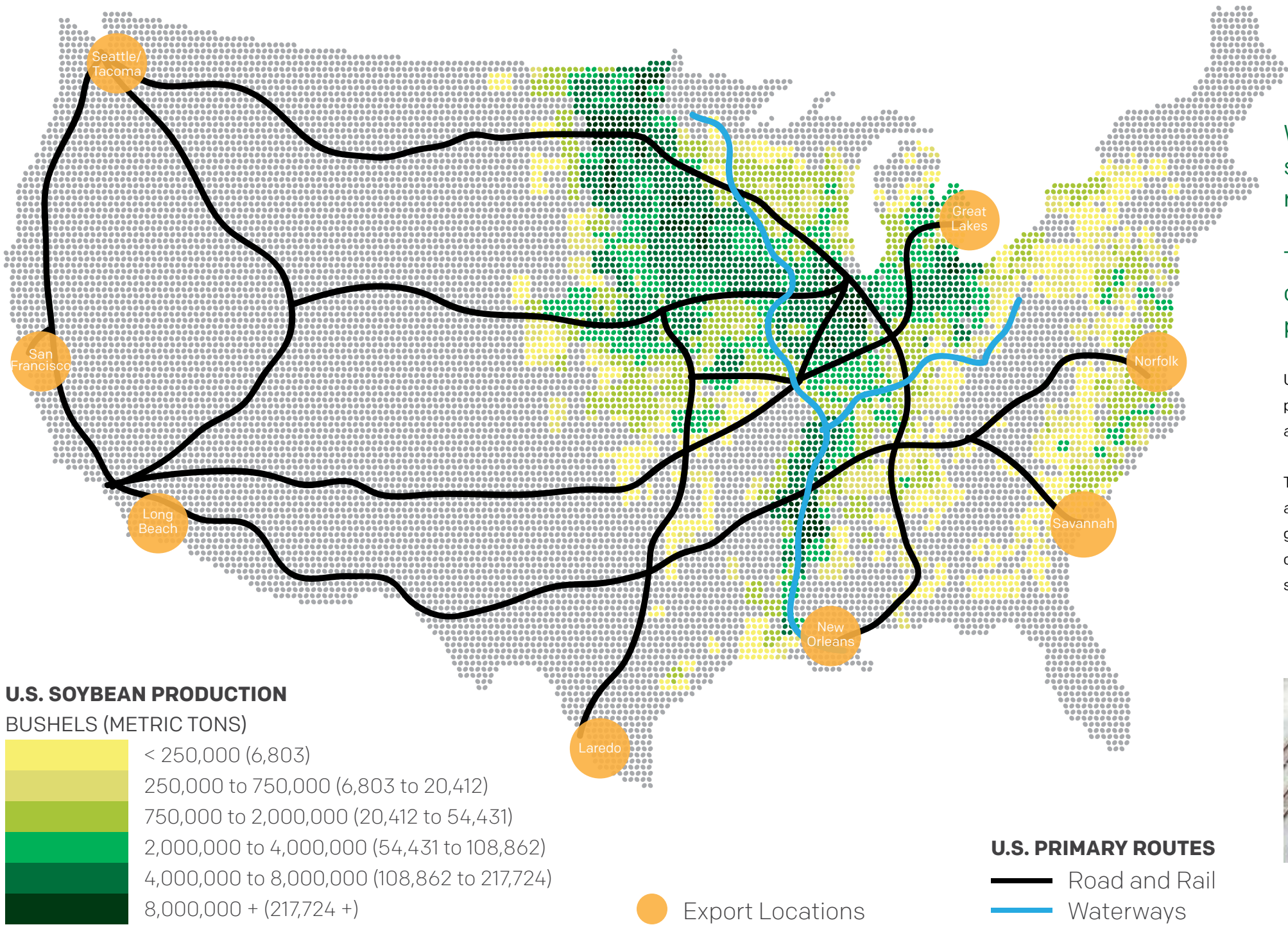


## Complete Delivery Confidence

U.S. soy customers experience a supply chain that delivers the consistent support, information and infrastructure needed for business success.



# U.S. SOYBEAN LOGISTICS FLOW



Wherever customers are building demand for soy products, the U.S. soy industry will deliver reliably, consistently and with integrity.

The U.S. supply chain meets and exceeds customer needs — regardless of shipment size, product type, location or time of year.

U.S. soybeans generally experience shorter delivery times when compared to soy products from other sources. The U.S. transportation infrastructure is reliable and efficient, and it is constantly expanding and modernizing.

The United States, with its diverse climate and various growing areas, has the ability to produce many varieties of soybeans. And in some geographic areas, generally in the Southern U.S. where the growing season is longer, double cropping can be a very successful farming technique, especially in dry years as soybeans take less moisture than other crops.







Helping customers throughout the value chain sets the U.S. soy industry apart. Our goal is to provide our customers with the freedom to operate their businesses and choose the best possible products. Containerized shipping from the production to the unloading site allows smaller customers to receive shipments economically, with a faster turnaround and, if needed, identity preservation.

Additionally, consistent U.S. government inspections ensure quality soy for our customers. All U.S. soy must

undergo standard quality controls such as a stringent grading process and rigorous certification and sampling processes.

U.S. soybean production is based on a national system of sustainability and conservation laws and regulations combined with careful implementation of best production practices. In addition, most U.S. soybean producers participate in certified and audited voluntary sustainability and conservation programs.



## Long-Term Partner

The U.S. soy industry will meet emerging global needs that enhance our customers' businesses, measurably and sustainably.



## U.S. soy farmers and the U.S. soy family are 100% committed to ensuring and documenting that every link in the U.S. soy supply chain operates sustainably.

Customers are increasingly demanding sustainable sourcing. U.S. soybean farmers provide this reliable supply of quality products with minimal impact on the environment. U.S. soybean farmers work hard to ensure that every link in the soybean production system and supply chain continues to operate in a sustainable manner consistent with:

- Sound environmental objectives
- Social responsibility
- Promotion of economic growth
- Continuous improvement in agricultural practices



The U.S. Soybean Sustainability Assurance Protocol demonstrates sustainable soybean production at a national scale with a third-party audited, certified aggregate approach. The Protocol describes the

regulations, processes and management practices that ensure sustainable soybean production. It is one part of the overall U.S. soybean producer sustainability program, which includes a national measurement system of the positive environmental outcomes by producers. The U.S. approach is quantifiable and results driven, and international certification is available.

As a result of sound science and continued research, U.S. farmers increased soybean yields by 55 percent on roughly the same amount of land within the past 30 years. They have reduced carbon emissions, energy use, greenhouse gas and soil erosion while protecting the rights and safety of their workers. They are licensed to use pesticides and are incorporating soil testing, plant tissue analysis and satellite positioning to precisely adjust crop inputs and much more, all in order to pass the same rich soil to their future generations. U.S. farmland is sustained by families to ensure a sustainable supply to our customers.



THERE ARE ABOUT  
2.2 MILLION  
FARMS  
IN THE U.S.  
WITH AN AVERAGE SIZE  
OF 169 HECTARES

A hectare, by comparison, equates  
to a little less than a 100-meter  
international football field.

SMALL FAMILY FARMS,  
AVERAGING  
93 HECTARES  
MAKE UP 88 PERCENT  
OF FARMS AND  
48 PERCENT OF  
TOTAL HECTARES

LARGE FAMILY FARMS,  
AVERAGING  
575 HECTARES  
MAKE UP 4 PERCENT  
OF FARMS AND  
13 PERCENT OF TOTAL  
HECTARES

VERY  
LARGE  
FAMILY FARMS,  
AVERAGING  
844 HECTARES  
MAKE UP 5 PERCENT  
OF FARMS AND  
23 PERCENT OF  
TOTAL HECTARES

With most U.S. farms passed from family generation to generation,  
U.S. FARMERS ARE PARTNERS IN TRUST  
TO PROTECT THEIR LAND.

According to the latest USDA Census of Agriculture Data,

OVER 96 PERCENT OF FARMS  
AND 84 PERCENT OF FARMED HECTARES  
ARE OWNED BY U.S. FAMILIES.



## The U.S. is the leader of global soybean research contributing to today's stable food supply and sustainability of soybean production in the future.

The U.S. soy industry invests in programs that promote and create demand for U.S. soybeans, bringing suppliers and sellers together and organizing programs to keep current and potential customers informed of developments within the U.S. soy trade impacting supply and prices.

Currently, the U.S. soybean industry is supporting research to develop value-added soybean varieties that will help lower future feed costs with the next generation of soybean meal. The U.S. soy industry is also studying the growing impact of high oleic soy oil as demand in the crushing industry for food, industrial applications and export opportunities continues to grow.

High oleic soy oil has no trans fat and less saturated fat than commodity soy oil, giving it the potential to meet evolving customer demands and maintain a strong U.S. market

share. The U.S. is also committed to continued soy breeding research, the goal of which is to lead to the development of superior soybean cultivars with increased yield, or better resistance to disease, as well as enhanced nutritive value.

The USDA's Export Credit Guarantee Program provides credit guarantees to encourage financing of commercial exports of U.S. agricultural products, while providing competitive credit terms to buyers.

# ABOUT USSEC

The U.S. Soybean Export Council (USSEC) builds preference for U.S. soybeans worldwide by creating demand through educating soy users and connecting soy professionals. We are a dynamic partnership of key stakeholders representing soybean producers, processors, commodity shippers, merchandisers, allied agribusinesses and agricultural organizations.

USSEC's 15-member board of directors is comprised of four members from the American Soybean Association (ASA), four members from the United Soybean Board (USB), and seven members representing trade, allied industry and state organizations. New board members are seated annually. We receive funding from a variety of sources including soy producer checkoff dollars invested by the USB and various state soybean councils; cooperating industry; and the ASA's investment of cost-share funding provided by the United States Department of Agriculture's (USDA) Foreign Agriculture Service.







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