

## **“Four Decades' Partnership through Thick and Thin, Marching into the Future Hand in Hand”**

### **—— Deepening Sino-US Cooperation on Soybean Industry for a Win-Win Sustainable Future**

On July 26th, the U.S. Soybean Export Council organized the Sustainable Soy Trade Roundtable and U.S. Soy Banquet in Kunming, China, with the theme "Four Decades' Partnership through Thick and Thin, Marching into the Future Hand in Hand". The event offered a platform to share the U.S. soybean industry's sustainable solutions, celebrated its 40 years of partnership with China, and created an opportunity to discuss cooperation and envision the future of the industry. Nearly 100 guests from the oil industry, feed processing, agricultural trade, USDA Foreign Agricultural Service, related industry organizations, and research institutions attended the event, which coincided with the 14th China International Cereals and Oils Industry Summit held in Kunming.

Back in 1982, the U.S. Soy opened an international marketing office in Beijing, marking the beginning of a close US-China cooperation in livestock, aquaculture, feed, food, food processing, and trade industries, as well as a mutually beneficial and win-win partnership between the U.S. and China soybean industries.

U.S. Soy invited soybean farmers from Illinois, Nebraska, Arkansas, Iowa, and Indiana to attend the event and share their experiences in sustainable development practices, the latest developments from soy farms in different states, and the latest market predictions for U.S. soybeans. The aim was to explore the most responsible and sustained way to innovate and improve global nutrition and support progress in communities around the world in the face of the multiple challenges facing human society today.



*Representatives of US soybean farmers sharing sustainable practices*

The event was hosted by the **Reginal Director of Greater China of the U.S. Soybean Export Council, Zhang Xiaoping**. Video speeches were delivered by **Jim Sutter**,

**CEO of the U.S. Soybean Export Council, and Stan Born, Chairman of the U.S. Soybean Export Council.**



*Video Speech by U.S. Soybean Export Council CEO Jim Sutter*

**Jim Sutter:** "Over more than 40 years of cooperation between our two countries, we have witnessed tremendous changes. The U.S. soybean industry has helped the livestock, poultry, aquaculture, edible oil, and soyfood industries in China achieve economic growth. China has become the largest international customer of U.S. soybeans, accounting for 60% of the global soybean trade market. 'Success' is the best word to describe the rapid growth of China's ability to provide protein for its 1.4 billion people, as well as the partnership between the Chinese and US soybean industries. Trust and cooperation are the keys to our continued success as we work together to address the world's largest challenges - food and nutrition security and climate change."



*Video Speech by U.S. Soybean Export Council Chairman Stan Born*

**Stan Born:** "The best example of this mutually beneficial cooperation is the 'Intensive Pond Raceway System (IPRS)' that I recently saw in China, which was introduced by the U.S. soybean industry. It can increase fish production by two to three times, improve water quality, help remove pond waste, and enhance product safety. This technology is a perfect example of cooperation between the U.S. and Chinese

industries. We are improving global food security by using climate-smart solutions. I can say without hesitation that U.S. soybean farmers like myself will continue to work with China, establish partnerships, and invest in co-projects in China, thereby promoting agricultural production practices in your country, increasing protein options, and conducting new research and innovating technology in the field soybeans."



*Hosted by Reginal Director - Greater China of the U.S. Soybean Export Council,  
Zhang Xiaoping*

**Zhang Xiaoping:** "Innovation is a hallmark of the U.S. soybean industry. U.S. soybean farmers are constantly working to improve farming practices and are committed to achieving the United Nations Sustainable Development Goals. In the face of new challenges to the ecological environment and industry development, we will approach them with care, offering low-carbon and environmentally friendly solutions for innovation, achieving harmonious coexistence between humans and nature. We believe that every day in the future will be a new starting point for cooperation between our two countries' industries. We will continue to provide high-quality products, practical technology, and first-class services, better leveraging the role of the two countries' economic and trade relations. The small soybean has allowed the people working in the industry from two countries to get to know each other, learn from each other, and progress together over the past four decades. We dedicated our youth to what we do and contributed to the massive global impact of the US and Chinese soybean industries, and demonstrated the magical power of the small soybean that has originated in China, spread throughout the world, and benefited the entire human race. After 40 years of partnership, we have learned that the more closely we work together, the more mutual benefits we can create."





*Speech by China Chamber of Commerce of Import & Export of Foodstuffs, Native Produce & Animal By-Products (CFNA) President Cao Derong*

**Cao Derong, President of the China Chamber of Commerce of Import & Export of Foodstuffs, Native Produce & Animal By-Products (CFNA):** “China is a major importer and consumer of soybeans, and that soybeans are a crucial component of Sino-US trade. Strengthening the sustainable development in production areas and supply chain demands and promoting sustainable soybean supply chain transformation are two important steps of promoting sustainable soybeans in China. However, we must take a pragmatic, step-by-step approach to promoting sustainable development due to the large number of impoverished counties in China. The U.S. Soybean Export Council is our long-term partner and has made many efforts to promote sustainable and stable Sino-US soybean trade. On the occasion of the 40th anniversary of Sino-US soybean cooperation, we hope to continue working together with the U.S. Soybean Export Council and industry peers to make new contributions to the stable and healthy development of the industry and the deepening of our cooperation.”



*Speech by United Soybean Board Director Robert Petter*

**Robert Petter, Director of the United Soybean Board,** spoke at the forum, stating: "Sustainable development has been our priority since the beginning of the cooperation

between the two countries. Through the use of new innovations and technologies, the carbon footprint of U.S. soybeans is the lowest compared to soybeans from other regions. Since 1980, U.S. soybean growers have reduced greenhouse gas emissions per bushel, improved soil conservation, increased irrigation efficiency, and increased production capacity. On my own farm in Arkansas, we have integrated many different sustainable production practices, including no-till and cover crops. I am also proud of our sustainable water utilization practices, such as surface water recovery and winter water storage for summer use. The U.S. Soybean Export Council works closely with us farmers to implement practical and feasible sustainable development measures. The U.S. Soy Sustainability Assurance Protocol (SSAP) has been particularly successful, and the export volume of certified sustainable U.S. soybeans to China continues to grow. My fellow farmers and I believe that our countries will continue to jointly lead global sustainable development."



*Speech by American Soybean Association Director Robert Shaffer*

**Robert Shaffer, Director of the American Soybean Association**, said in his speech at the evening banquet, "I am proud to be a member of the American soybean industry and proud of its contribution to Sino-US industrial cooperation, such as organizing seminars, providing professional training, providing on-site technical guidance, conducting animal feeding experiments, sharing technology and market materials, and cooperating with local organizations in China. We are also full of expectations for the future. Population growth will continue to drive demand for animal and plant proteins; the rapidly expanding pork, poultry, and aquatic industries, as well as increasing consumer consciousness, will further raise market attention to high-quality soybean oil and meal. This will drive up the demand for sustainable protein and cooking oil, including demand for sustainable U.S. soybean products."

On the same day, the "China-U.S. Soy Trade Partnership Award of Excellence" was presented to winning companies at the award ceremony co-sponsored by the U.S. Soybean Export Council and the CFNA. The U.S. Soybean Export Council and its partners also performed at the dinner to celebrate this important milestone of win-win cooperation in the Sino-US soybean industry.





*Award Ceremony*



*Poem Reading by U.S. Soybean Export Council*



*Martial Arts Showcase by CFNA*

At the following 14th China International Cereals and Oils Industry Summit, Robert Shaffer, Director of the American Soybean Association, and Zhang Xiaoping, Regional Director - Greater China of the U.S. Soybean Export Council, shared their sustainable production practices and innovative technologies on their farms, as well as their global soybean market outlook. During their visit to China, the U.S. soybean farmer delegation visited several industry-leading enterprises and exchanged the latest domestic and international developments in soybean planting and production, as well as cutting-edge tech innovations with Chinese industry partners.



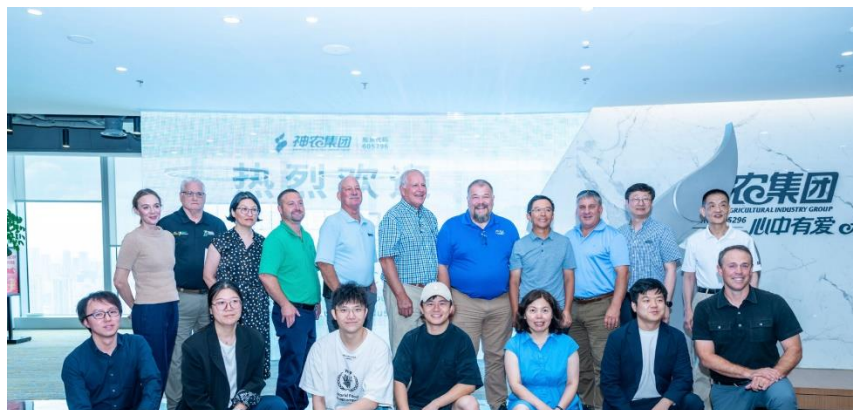
*Speech at the 14th China International Cereals and Oils Industry Summit*



*Speech at the 14th China International Cereals and Oils Industry Summit*



*Representatives of U.S. soybean farmers visiting Shennong Agricultural Industry Group in Yunnan*



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