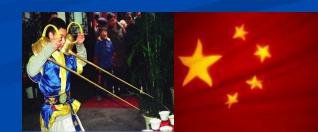


The US – China Agriculture & Food Partnership

Re-envisioning the Relationship

Relationship Background

- Thirty years of deepening cooperation
 - US firms invested in China
 - Tyson, Cargill, ADM, John Deere
 - USDA Cooperators have long history in China
 - US Grains Council (1981)
 - American Soybean Association (1982)
 - Bring technical assistance and expertise
 - Aquaculture Program (USSEC)



The Challenge



Fragmented industry coordination

Many companies and associations doing tremendous work in China.

Through coordination and cooperation, we create benefits and synergies in improving Chinese agricultural production and trade.

The Response

- US-China Agriculture & Food Partnership
- Re-envision the bilateral relationship to facilitate trade and investment
 - Build trust & increase cooperation/coordination

The focus is proactive engagement and builds on existing programs.

The Partnership

Founding Members & Partners

- AAC
- Abbott
- ADM
- AGCO
- AmCham China
- American Feed Industry Association
- American Seed Trade Association
- American Soybean Association
- Archer Daniels Midland
- Bayer
- Cargill
- CNH
- Cotton Council International
- Dow AgroSciences
- Elanco Animal Health
- Food and Agriculture Export Alliance
- John Deere
- McDermott Will & Emery LLP
- McLarty Associates
- Monsanto

- North American Meat Institute
- Northwest Horticultural Council
- OSI Group
- Phibro Animal Health
- Pioneer Dupont
- Smithfield Foods
- Tyson Foods
- USAPEEC International Poultry Development Program
- US-China Business Council
- US Dairy Export Council
- US Grains Council
- US Meat Export Federation
- US Soybean Export Council (USSEC)
- US Wheat Associates



AFP Working Groups

Seed Market

Precision Agriculture Grain
Processing /
Post Harvest
Loss

Animal / Animal Products

Food
Processing &
Handling

Investment & Commercial Transactions

Animal and Animal Products Working Group Members

- Asian Agribusiness Consulting
- Abbott
- AGCO
- No. Am. Meat Institute
- Cargill
- Elanco Animal Health
- Food and Ag Export Alliance

- Phibro Animal Health
- Smithfield Foods
- Tyson Foods
- U.S. Grains Council
- U.S. Meat Export Federation
- U.S. Soybean Export Council

Trends

- China: Meat Industry Developments
 - Herd health and food safety
 - Meat productivity and efficiency

Increased demand for meat products

- Increase consolidation in the swine sector
- Increased reliance on beef and lamb imports
- Trending away from traditional wet markets
- Interest in expanding case-ready product
- Cold chain and meat processing opportunities













Food Chain Quality Assurance "Farm to Chopsticks"

- Total Production and Distribution Quality Assurance System
- Adoption of Modern Nutrient Management Practices
- Food and Feed Safety Regulatory Development
- Best Practices: Food Safety, HACCP and Risk Management
- Meat Inspection and Regulatory Oversight Partner with China Meat Association
- Government Food Safety Crisis Management and Public Communications Training

Food Chain Quality Assurance

- China Meat Association Coordination of seminars for the CMA/CIMIE Show in Qingdao, September 2015
- Smithfield, U.S. Grains Council, Elanco Animal Health, Food and Ag Export Alliance, Tyson and William James & Assoc.
- Collaborative effort to improve meat production, inspection, food safety and the quality of products available for consumers.