

# Trade Notes...

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## **Soybean and Rice Farmers Ink Deals With Taiwan Buyers**

According to the Missouri Department of Agriculture, soybeans and Jasmine rice from that state are making their way to Taiwan. During a trade trip coordinated by the Department, NeCo Seeds and Martin Rice Company signed deals to ship their specialty products to Taiwan. NeCo and its producer-owned and -controlled organizations will ship more than 500 metric tons of food-grade soybeans to two Taiwanese companies that will use the identity-preserved beans to make tofu and soy milk. Martin Rice will supply Seedz House International Co., Ltd. of Taipei with 20 metric tons of Jasmine rice. Jasmine rice has a unique aroma and flavor that set it apart from the white rice commonly grown in Asia. The Missouri Department of Agriculture has a trade office in Taiwan, the sixth largest market for U.S. agricultural products since 1990.

## **U.S. Companies Ring Up Results At World Food Moscow**

Twenty-one U.S. companies participated in Russia's World Food Moscow Show, which resulted in sales of \$4.5 million in U.S. processed foods. There were 141 products introduced in the Russian market. Russian importers and distributors sampled an array of products, including almonds, raisins, prunes, wines, apples, pork rinds, egg powder, sausages, poultry and meat products.

## **Vietnam Emerging as New Market for U.S. Wood**

Between January and July 2002, U.S. wood exports to Vietnam jumped to \$13.8 million. During the same period the previous year, exports were valued at just \$4 million. Hardwood lumber, logs and veneer, used primarily by Vietnam's furniture industry, accounted for over 90 percent of the trade. There are approximately 1,200 furniture manufacturers in Vietnam, and the short-term outlook is that their production will continue to grow 10 percent each year. Because neighboring countries such as Laos, Indonesia, Malaysia and China have implemented export controls for timber, Vietnam has turned to New Zealand, Russia and the United States as sources of raw materials.

## **United States and Peru Establish Committee on Agriculture**

The United States and Peru have signed a Memorandum of Understanding establishing a bilateral Consultative Committee on Agriculture (CCA). The CCA will provide a high-level forum to strengthen bilateral relationships in agriculture, resolve trade issues and increase cooperation in a number of areas, including trade, biotechnology, food safety, research and technical assistance. The CCA will meet annually, and is co-chaired by senior officials of USDA and Peru's Ministry of Agriculture. The CCA will also facilitate contacts and cooperation between universities, research centers and other institutions of the two countries. Last year, the United States exported \$225 million in agricultural products to Peru.

## **U.S. Products Do Well in Major Japanese Supermarket**

In September, as a follow-up to a successful promotion of Washington State cherries, the U.S. Agricultural Trade Office (ATO) in Osaka convinced Mycal Supermarket, a major supermarket chain in Japan, to conduct a promotion of Alaska salmon and U.S. beef and pork. Strong initial sales results in 116 outlets indicate that Mycal will achieve its sales target for these products of nearly \$3 million.