

ASA-IM JAPAN CALLS ON KEY SBM CUSTOMERS IN JAPAN

Country Director Brabant and Technical Feed Consultant Maekawa recently traveled to Northern Japan to call on key SBM customers in Northern Japan's Aomori Prefecture. The visit provided opportunities to meet first-hand with the top management of Tohoku Grain (Northeast Japan's largest grain importer-distributor); officials of Kitanihon Kumiai Feed Co., Ltd (Zen-Noh JA Group) which operates the largest commercial feed business in Tohoku (Northeast Japan); Chubu Commercial Feed one of the most pragmatic and successful feed companies in Tohoku able to supply custom formulations in 24 hours.

The 2 day consultations provided technical support opportunities as well as improved ASA-IM and U. S. SBM customer understanding of U. S. production, local quality determinants and politics. Interestingly transportation efficiencies are impeded by local politics given harbor draft levels can no longer accommodate 60,000 MT vessels as in the past which has deteriorated to 50,000 MT, etc. ASA-IM Japan plans to organize mini-technical seminars in Tohoku in cooperation with commercial feed companies and major livestock producers.



Consultant Maekawa, CD Brabant & Mr. Okada from Zen-Noh



60,000 MT Panamax from New Orleans at the Port of Hachinohe