



ZENITH ECLIPSE JOURNAL

# SOYBEAN MEAL

## Process. Protein. Purchase.

Make the specification work for your feed operation. Connect extraction, hull status and processing evidence with composition, form and delivery.

### THE COVER STORY

Read beyond a protein percentage  
Ask what the process tests establish  
Bring the meal and shipment into one brief

## 03

### SELECT YOUR MEAL

Choose by end use and product form.

## 04

### READ THE QUALITY

Match the tests to your requirements.

## 06

### CONNECT THE ROUTE

Align the cargo contract with delivery.

## THE ZENITH ECLIPSE APPROACH

# Buy beyond the headline.

The useful question is not only how much protein is reported, but what material the result describes.



Zenith Eclipse reviews soybean meal requirements for compound-feed manufacturers, ingredient blenders, importers and distributors. Start with the animal category, production stage and receiving process so the offer answers your operation's needs.

Identify oil extraction and hull status before selecting the physical form. Solvent-extracted meal, ground expeller and press cake carry different processing descriptions. Heat-treated full-fat soy is a separate material; it must not be treated as an extracted-meal substitute.

Compare protein, fibre, residual oil and moisture on a consistent basis. Add the processing evidence, sampling procedure and destination requirements, then agree the offered lot, packing and shipment scope in writing.

## IN THIS EDITION

- 03** Define your buying route
- 04** Put processing into focus
- 05** Prepare for mill intake
- 06** Connect the cargo plan
- 07** Build your meal RFQ
- 08** Talk to our team

## PRODUCT PORTFOLIO

# Choose the process. State the form.

Extraction, hull status and densification answer different questions. Keep each visible in the final product description.



## 01 Hull-retaining meal

Solvent-extracted meal with retained or added-back hulls declared. Review the actual fibre and protein results on the same basis; a familiar percentage label cannot replace that description.

## 02 Dehulled meal

Hull-reduced, solvent-extracted material for a defined composition requirement. Specify protein, fibre, oil and moisture together. Dehulled does not mean fibre-free or establish a universal grade.

## 03 Pelleted meal

A compacted form of a declared extracted meal. Agree the underlying product, final pellet analysis, dimensions, fines and any additions. Pellet appearance does not establish processing adequacy.

## 04 Ground expeller

Mechanically pressed material prepared for the receiving line. Request residual-oil results, thermal history and particle requirements; compare it with solvent-extracted offers as a stated alternative.

## 05 Press cake or chips

Coarse pressed material requiring its own size and handling brief. Assess the mill's breaking or grinding capacity, preparation cost and final specification before selecting the offered form.

THE BUYER'S QUALITY GUIDE

# Put processing into focus.

Agree a representative lot sample and a named method for every required result. No single assay proves ideal heat treatment.



| PARAMETER             | WHAT THE BUYER SHOULD CHECK                                                                                                                                                                             |
|-----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Composition & basis   | Specify protein, fibre, oil, moisture and ash as required. Align units, nitrogen factor and as-received or dry-matter basis. Request an amino-acid profile where formulation needs it.                  |
| Process declaration   | Record solvent or mechanical extraction, hull status and heat-treatment history. Keep process evidence separate from the composition limits and the final meal, pellet or cake form.                    |
| Urease activity       | State the procedure, units and agreed acceptance criterion. Urease is a process indicator, not a direct trypsin-inhibitor result; a very low result alone cannot exclude excessive heating.             |
| Protein condition     | Specify KOH solubility or protein dispersibility index individually. Method, sample preparation and laboratory variation affect interpretation; neither result alone establishes feeding value.         |
| Required safety panel | Set trypsin-inhibitor, microbiological, contaminant or residual-solvent tests where relevant. Define methods and acceptance for the animal category and destination, rather than a universal threshold. |
| Physical acceptance   | Check the agreed grind, cake dimensions or pellet fines at the named point. Match the COA and sample identifiers to the shipment and agree retesting and dispute procedures before release.             |

Use the tests together. Know their limits.

SOURCE READING

CFIA / Feed ingredient identities

ISO / Urease activity method

USDA ARS / Processing evidence

## PACKING &amp; RECEIVING

# Prepare for mill intake.

The right commercial format starts with the equipment that will receive, store and dose the meal.

01

## SACKS / DISTRIBUTION

## Industrial sacks

Define material, liner, net weight and closure. Agree palletization, labels and lot marks with the warehouse plan; protect the identified feed ingredient during transfer and storage.

02

## BIG BAGS / MILL INTAKE

## Big bags

Match capacity, lifting and discharge to receiving equipment. Give loose meal and pellets their own handling instructions, with containment and acceptable physical condition recorded.

03

## BULK / ROUTE REVIEW

## Suitable bulk loading

Assess lined containers or suitable road, rail and vessel equipment against producer and receiver capability. Confirm payload, clean transport units and the loading and unloading arrangements.

## Specify the intake as clearly as the ingredient.

Coarse cake may require preparation before dosing; fine meal and pellets need different transfer checks. Share the receiving constraints before comparing packing and freight prices. Agree dry, clean storage, pest controls and lot identification. Include any segregation requirement and the records needed for identity-preserved or other specifically contracted claims.

# Connect the meal with the cargo plan.

Make product approval, document release and transport booking part of one procurement scope.

OCEAN

ROAD

RAIL

MULTIMODAL

Send the feed designation, process, form, quantity, packing and required shipment window with the freight brief. Coordinate lot release and the receiving schedule before committing the cargo plan.

## 01 Name the delivery point

State the Incoterms® 2020 rule and exact named port or place. Agree carriage, unloading and insurance responsibilities around the actual handover, with commercial scope and excluded charges clear.

## 02 Build the evidence package

Agree the lot COA, process declaration and required safety reports alongside commercial and transport records. Check destination feed, health, import and plant-health documents where applicable.

## 03 Keep the lot connected

Carry the agreed product description through sampling, seals, weights and shipment documents. Schedule inspection and document deadlines; confirm any origin or special-status claim only with current evidence.

SOURCE READING

[ICC / Incoterms 2020](#)

## PROCUREMENT WORKSHEET

# Start with a stronger soybean meal RFQ.

Eight details help the product, quality and logistics teams evaluate the same buying requirement.

## YOUR SOYBEAN MEAL ENQUIRY / EIGHT DETAILS

- ☐ Intended feed use, animal category, life stage and destination
- ☐ Extraction process, hull status and required physical form
- ☐ Protein, fibre, oil, moisture and ash with methods and bases
- ☐ Heat-treatment declaration and required process indicators
- ☐ Use-specific safety tests, sampling and acceptance criteria
- ☐ Quantity, packing, intake requirements and shipment cadence
- ☐ Named destination, Incoterms® rule and shipment window
- ☐ Lot COA, traceability, inspection and required document package

## Still defining the specification?

If more than one process or form is acceptable, request separately identified alternatives. Ask the written offer to flag every departure from the requested specification. Keep regional protein labels in context. A comparable quotation identifies the product and agreed values rather than promising a universal percentage grade.

[SEND YOUR SOYBEAN MEAL REQUIREMENTS](#)



**ZENITH ECLIPSE**  
CO

YOUR NEXT SOYBEAN MEAL PURCHASE

# Your product. Your requirements.

## Let's connect the details.

Share the process, hull status, analysis, form, quantity and destination. Our team will review your enquiry and confirm the applicable product, packing and delivery scope.

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Scan to view products  
and request a quotation.



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Availability, origin, analysis, certifications, pricing, packing and delivery terms are confirmed in the written offer. Feed suitability is assessed for the intended use. Images are representative.