

Established: August 17, 1966

Serving the legislative interests of Ohio soybean farmers for 41 years.

July/August 2008

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LETTER FROM *the president*



It's August—a time of fairs and field days and enjoying summertime here in Ohio. The August crop report was recently released and contained high expectations for this fall's harvest. I hope the view out your window concurs with the report. In my area, the crop is progressing, but it has a ways to go with the late start last spring. It will take 6 more weeks of good weather to realize good yields, and even with that there will be considerable variability due to the leftover effects of a wet spring. But, as they say, we will know soon enough.

In July, a large contingent from Ohio traveled to Washington D.C. to participate in the 3rd annual legislative forum. This is an opportunity for farmers to join with legislators and their staff to discuss current ag issues. Ohio's 2007 Dupont Young Leader, Ryan Rhoades, attended and was sponsored by Cargill, which was greatly appreciated.

Some of the topics discussed were the implementation of the recently completed Farm Bill. The details of the

new Average Crop Revenue Election (ACRE) are of particular interest because how the rules are written will greatly affect the program's usefulness. The biodiesel tax incentive is due to expire at the end of this year and ASA hopes to have it extended.

There are still free trade agreements pending with Columbia, Panama, and South Korea which would expand our sales in those countries. Appropriation bills for FY2009 are also being worked on. It is important to be involved in that process to insure legislation already passed receives adequate funding to be implemented. As you can see, there is plenty to work on.

Also with the upcoming party conventions and fall election, the attention of elected officials tends to be diverted more than usual. The Ohio Soybean Association will continue to do our best to represent our members with these issues and many more both in Washington and Ohio.

Enjoy the rest of your summer!

Mark Watkins
Ohio Soybean Association President
Hardin County Soybean Farmer

PRODUCER EDUCATION & communication



Two Dates Announced for 2008 Ohio Soy Industry Insights Forums

As the Ohio soybean industry considers issues ranging from rising commodities prices to new uses for soy-based products, the upcoming *Ohio Soy Industry Insights Forums* may prove to be one of the most enlightening planning events you'll attend this summer. These interactive meetings will help producers to make the most of opportunities in soybeans, today and tomorrow.

Notable industry experts will conduct presentations and panel discussions on topics ranging from agriculture and farm management to composition and new uses for soybeans. The speakers include a range of industry professionals who bring extensive expertise and insight on topics ranging from risk management, finances and new marketing tools to soybean composition, future traits and challenges facing our industry.

In order to accommodate participants from around the state, the forums will be offered at two different locations, on two separate dates. There is *no cost* to attend the event for Ohio soybean producers, so why not make plans now to attend?

The 2008 *Ohio Soy Industry Insights Forums* are sponsored by Ohio Soybean Association, Ohio Soybean Council, United Soybean Board, ADM, ASGROW, Cargill, Bunge, Farm Credit Services of Mid-America, Monsanto, QualisoTM, Soy 2020, VistiveTM, Ohio Bioproducts Innovation Center and Pioneer/Dupont.

Soy Industry Insight Forum Dates

- August 26, 2008 at Owens County Community College in Findlay
- August 27, 2008 at Clark County Fairgrounds

For more information or to register, please contact Phillip Farmer at pfarmer@soyohio.org or call 866-748-6579.



The Tradition Continues.
Tune into the New Ohio Ag Net to listen to Dale Minyo and the Ohio Soybean Reveiw Radio Program



Animal Agriculture

Youth Attend 2008 Pork Leadership Institute

Thirteen youth from across the state recently participated in the 2008 Youth Pork Leadership Institute. The Ohio Soybean Council (OSC), in collaboration with the Ohio Pork Producers Council (OPPC), sponsored the program.

Participants were selected based on their achievements and enthusiasm toward the pork industry and agriculture.

During the three-day event, the group traveled to The Ohio State University where they learned about pork quality in the OSU meat lab. They also visited with Jack Irvin from Senator Mumper's office, and Rocky Black, Ohio Farm Bureau Senior Director of Policy and Political Affairs.

The group then toured the Bob Evans test kitchen, Hord Livestock in Crawford County, Routh Packing and Price Farms Organics in Delaware.

The participants were **Blair Baker, Angela Black, Sabrina Campbell, Felicia Childre, Audrey Dawson, Larissa Hileman, Kristen Jenkins, Beverly Lennartz, Ashley Schroeder, Lauren Schwab, Zachary Sollars, Cory Wilt and Kristyn Zwiebel.**



Production Research

Ohio Crop Report—Dr. Anne Dorrance, OARDC Plant Pathologist

Ohio's soybean crop has already seen many challenges this spring. Cold wet soils and frequent rains have promoted many soil borne pathogens which in turn have kept stands at a minimum. Combine this with some heavy rain events on already saturated soils and we have flooding injury and more root rot pathogens. The sentinel plots are in. These plots are placed across the state to scout for the arrival of soybean rust, but also for soybean disease. This year the disease that is the most common is brown spot. Brown spot can cause 2 to 3 bushels in yield losses if it gets started early. These are brown spots, scattered across the leaf on the lower part of the plants that will grow together (coalesce) and the surrounding area will turn yellow, causing the leaves to prematurely drop from the plant.



Dr. Anne Dorrance

International Marketing

Positioning Ohio Soybeans as a Premium Product

Over ten years ago, the Ohio Soybean Council (OSC) and the soybean checkoff recognized the importance of positioning Ohio-grown soybeans as a premium, quality product in important export markets, such as Southeast Asia. To accomplish that goal, OSC partnered with the consulting firm Strategic Marketing Development (SMD) to promote Ohio food-grade soybeans to customers in Southeast Asia.

This partnership has continued to find success in developing opportunities for Ohio soybeans in markets such as Japan, Singapore, Taiwan, Thailand, Vietnam, Korea and Indonesia. Utilizing an ongoing sales contact program, Gunnar Lynum, former director of the American Soybean Association's (ASA) international marketing office in Japan, conducts face-to-face sales meetings with both current and prospective buyers of Ohio soybeans in various Southeast Asian countries throughout the year.

"This has been a great partnership over the years, and has helped open a lot of doors that would otherwise have been much more difficult to open," said Kirk Merritt, OSC Director of International Marketing.

Soy Biodiesel

ASTM Approves New Biodiesel Blend Specifications

In June, the fuel experts of ASTM International D02 Main Committee voted to approve a series of new, much anticipated ASTM specifications for biodiesel blends. The new specifications include:

- Changes to the existing B100 biodiesel blend stock specification (ASTM D6751).
- Finish specifications to include up to 5% biodiesel (B5) in the conventional petrodiesel specification (ASTM D975).
- A new specification for blends of between 6 percent biodiesel (B6) to 20 percent biodiesel (B20) for on and off road diesel.

This is a big win for biodiesel as automakers and engine manufacturers have been requesting a finished blend specification for B6-B20 biodiesel blends for several years. In fact, some companies have cited the need for new ASTM specs as the single greatest hurdle preventing their full-scale acceptance of B20 use in their diesel vehicles.

New Uses

Ohio-Developed Soy Toner Recognized with Presidential Green Chemistry Award

Printers and copiers around the globe will soon be changed for the better as they will begin to use soy-based toner—an environmentally friendly technology developed in Ohio and most recently recognized by the U.S. Government. The Ohio Soybean Council (OSC), Battelle and Advanced Image Resources (AIR), key investors in the research, development and commercialization of soy resins and toner, were recently awarded the 2008 Presidential Green Chemistry Award by the Environmental Protection Agency (EPA).

This new and innovative technology is being commercialized by AIR, a Georgia-based company, and will be available on the market later this year. AIR will produce the soy-based resin that serves as the building block for the new toner, and sold under the trade names BioRez® and Rezilution®.

The EPA's Presidential Green Chemistry Challenge promotes research to develop less-toxic alternatives to existing technologies, and to reduce or eliminate waste generated from industrial production. An independent panel of technical experts convened by the American Chemical Society selected winners from the nearly 100 nominations for this recognition.

The research and development of soy-based resins and toner has been funded over the years by Ohio soybean farmers and their soybean checkoff.

"For many years, OSC has invested Ohio soybean farmers' checkoff dollars at Battelle to develop new industrial uses for soybeans, and soy-based toner is just one example of how these investments are succeeding in creating new markets for Ohio soybean farmers," said Dan Corcoran, OSC Chairman.



From the left, Dale Profit (OSC), Bhima Vijayendran, Battelle's senior research leader for advanced materials applications, Allen Armstrong (OSC), Dan Corcoran (OSC), John Lumpe (OSC), and Tom Fontana (OSC).



Ohio Growers Encouraged to Apply for the 2009 Conservation Legacy Award

The American Soybean Association (ASA), Monsanto, and the Corn and Soybean Digest are pleased to announce the 2009 Conservation Legacy Awards Program. This program was established in 2001 to recognize the positive environmental contributions of ASA's top conservationists. As U.S. farmers, it is essential that we share our story—especially for the benefit of the non-farming public.

Soybean producers who are dedicated to farming and conservation are encouraged to apply to share their story. Applications will be evaluated on (1) cropland management practices; (2) farmstead protection and (3) conservation and environmental management. Any ASA member who actively farms is eligible.

We've divided the states into three regions this year—Midwest, Northeast and South. All three regional winners and a spouse/guest will be treated to an expense-paid trip to the

2009 Commodity Classic on February 26-28 in Grapevine, Texas. Commodity Classic is the premier convention and trade show for the U.S. corn, soybean, wheat, and sorghum industries.

All regional winners will also be recognized at the ASA Awards Banquet during Commodity Classic, and the national winner will be announced during the Banquet as well. In addition, the regional winners will be featured in stories in a variety of publications, including the Corn and Soybean Digest, ASA Today newsletter and the Weekly Leader Letter, plus, press releases will be sent to the local papers.

Don't be left behind! Share your story of environmentalism and conservation with others.

The deadline for submission is October 3, 2008.

You may call 800-688-7692 (ext. 1301) for more information, or visit www.soygrowers.com/clap to download the application form.



If you believe, belong.



Tee Off in Support of Ohio's Corn and Soybean Industries at the 2008 Harvest Classic



Ohio Corn Growers Assoc.



The Ohio Soybean Association (OSA) and the Ohio Corn Growers Association (OCGA) will host the 2008 Harvest Classic golf outing on September 3, 2008 at Oakhaven Golf Club in Delaware. This event is held to promote Ohio's corn and soybean industries.

Participants can sign up for:

- Individual golfer—\$95 (includes dinner)
- Foursome—\$350 (includes dinner)
- Hole Sponsor—\$300 (includes dinner and one golfer)
- Dinner Only—\$30

Registration will begin at 7:30 am with a shotgun start at 9:00 am. Green fees and cart are included.

Entries are due on August 22, 2008. To sign up, contact OCGA at (740)383-2676 or visit the Ohio Soybean Association website at www.soyohio.org.



OSA Delegation Travels to Washington, D.C. for Legislative Forum and to Meet with Legislators

A delegation of Ohio Soybean Association board representatives recently traveled to Washington, D.C. to meet with legislators on Capitol Hill as well as participate in the American Soybean Association's (ASA) 3rd Annual Legislative forum, held in conjunction with the ASA board meeting.

The group of Ohio representatives also had the chance to meet with members of Ohio's congressional delegation on Capitol Hill.

Topics discussed with legislators included the extension of the biodiesel tax credit beyond 2008, FY 2009 appropriations, trade agreements, 2008 Farm Bill implementation by USDA, bio-based preferred product labeling program implementation, climate change legislation for the 111th Congress, as well as

the development of offshore aquaculture legislation.

The OSA delegation consisted of **Dave Dotterer** (Wayne County), **John Buck** (Marion County), **Don Ralph** (Marion County), **Jeff Wuebker** (Darke County), **Lyle McKanna** (Putnam County), **Jerry Bambauer** (Auglaize County) and **Bret Davis** (Delaware County). Other attendees included Ohio's ASA representatives **Joe Steiner** (Warren County) and **Rob Joslin** (Shelby County).

As part of the Legislative Forum, Cargill sponsored an Ohio grower to participate in both the forum and in the Hill visits. Ryan Rhoades of Radnor, 2007 DuPont Young Leader, was the sponsored grower.

Jerry Myers from Cargill also attended as the industry representative from Cargill.

EPA Denies Request to Waive Renewable Fuels Standard

After becoming an issue of much debate amongst federal legislators and other organizations a final ruling was made by Environmental Protection Agency Administrator Stephen L. Johnson to deny the request by Texas Governor Rick Perry to waive the Renewable Fuels Standard (RFS).

The decision came as Johnson cited a lack of evidence that the RFS is causing severe harm to a state, region or the United States. Perry had asked EPA to reduce the mandate requiring 9 billion gallons of ethanol and other renewable fuels to be blended into gasoline by 50% in 2008. As a result, the required total volume of renewable fuels, such as ethanol and biodiesel, mandated by law to be blended into the fuel supply will remain at 9 billion gallons in 2008 and 11.1 billion gallons in 2009.

"After reviewing the facts, it was clear this request did not meet the criteria in the law," said EPA Administrator Johnson. Current law authorizes EPA to waive the national RFS if the agency determines that the mandated biofuel volumes would cause "severe

harm" to the economy or the environment.

The EPA examined a wide variety of evidence, including modeling of the impact that a waiver would have on ethanol use, corn prices, food prices, and fuel prices. The agency determined that the weight of all of the evidence indicates that implementation of the RFS would have no significant impact in the relevant time frame (the 2008/2009 corn season). The most likely result is that a waiver would have no impact on ethanol production volumes in the relevant time frame, and therefore no impact on corn, food, or fuel prices.

"We appreciate the EPA taking a careful approach to the waiver request and agree with their determination that it should be denied," said Joe Jobe of the National Biodiesel Board. "It is important to note that all renewable fuels qualify for the current RFS. In fact, if the RFS is waived or cut in half in 2008, then the growth of all biofuels, including "advanced biofuels" such as biodiesel, would be severely hindered."



Chinese Buyers Agree to Purchase \$4.5 Billion Worth of U.S. Soybeans

A delegation of Chinese buyers from 14 import companies recently ended their tour of the United States with a final stop in St. Louis to sign contracts worth a total of \$5.3 billion, \$4.5 billion of which is in soybean contracts. ADM, Cargill and Bunge were among eight U.S. soybean export companies that signed contracts.

The American Soybean Association (ASA), United Soybean Board (USB) and U.S. Soybean Export Council (USSEC) helped facilitate the contracts with the China Chamber of Commerce for Import/Export Foodstuffs, Native Produce and Animal By-Products (CFNA). ASA Chairman Rick Ostlie attended the signing ceremony in St. Louis, where he talked about what ASA is doing to strengthen the growing relationship between U.S. soybean farmers and Chinese importers.

“We send farmers over there to work with the Chinese, to show them ways to better use our soybean meal in their mix with aquaculture, pork feeding, and swine and poultry operations,” Ostlie said.

The CFNA delegation also met with U.S. Secretary of Agriculture Ed Schafer, visited the Chicago Board of Trade, and toured soybean farms in Indiana. Ostlie emphasized the importance of such visits from international buyers.

“They get to see first-hand how the American family farmer produces the high-quality beans that we do. It’s very important to these buyers that they can see that we will continue to be a very dependable supplier of high-quality soybeans,” Ostlie said.

Joining the delegation was China’s Vice Premier, Wang Qishan, and Vice Minister of Commerce, Madam Ma.



Madam Ma, China’s Vice Minister of Commerce, spoke at the signing ceremony. (Photo compliments of USSEC.)

“Through their promotion of strong partnerships between soybean farmers and livestock producers, the Ohio soybean checkoff helps to grow Ohio’s agriculture industry.”

Brian Kalb
Seneca County Pork Producer

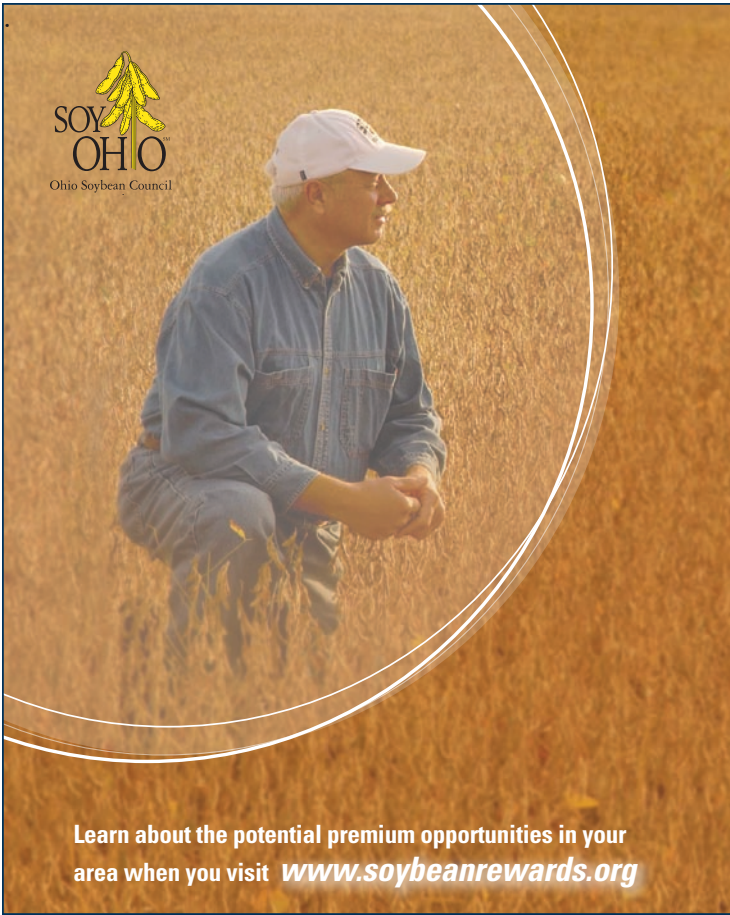


Increasing demand for soybeans through animal agriculture is just one of the things your checkoff does. In Ohio, livestock and poultry consume the equivalent of 29 million bushels of soybeans every year – making them your number one domestic customer. Your checkoff wants you to support them as much as they support you.

To learn more about how your checkoff is supporting animal agriculture in Ohio, visit www.soyohio.org.



Ohio Soybean Council
www.soyohio.org



Learn about the potential premium opportunities in your area when you visit www.soybeanrewards.org

The key to finding real profit potential is knowing where to look.

There are a range of programs offering a premium for specific soybean varieties or attributes, like Low Linolenic, Non-GMO or specific oil and protein content, to name a few.

Put the resources of the Soybean Rewards Program to work for you, check out all the opportunities at soybeanrewards.org.

Companies and processors participating in Soybean Rewards include Archbold Elevators, Inc., Archer Daniels Midland, Bunge, Cargill Inc., Consolidated Grain and Barge Co., HAPI-Ohio, Mercer Landmark, Inc., Ottawa Feed & Grain, Pioneer and Wellman Seeds, Inc.

Soybean Rewards

Earning a premium just got easier.

The Soybean Rewards Program was established by the Ohio Soybean Council as a service to Ohio soybean farmers. This message brought to you by the Ohio soybean farmers and their checkoff.



- Soybean Industry Insight Forums
 - Ohio Delegation Travels to Washington, D.C.
 - EPA Denies RFS Waiver Request
- July/August 2008

issue

IN THIS

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