

# Ohio Soybean News™

WINTER I 2013

A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

## Setting the Bar High for High Oleic Soybeans

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# Ohio Soybean News

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A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION



**About the cover:** Beyond the elevator, soybeans play a vital role in the creation of new products, solutions and chemical alternatives for the future. It is the Ohio Soybean Council (OSC) and soybean checkoff's priority to increase soybean demand through advancements in soy-based research and technology, therefore, increasing your bottom line. A recent project funded by OSC is working to develop new industrial uses enabled by the specific characteristics of high oleic soybean oil.

**Photo Credit:**  
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**Bret Davis**  
Ohio Soybean Association Chairman  
Delaware County soybean farmer

## A Letter From the Chairman

As farmers, we like to believe Mother Nature is on our side. And this year I believe she was. I recently read that soybean production is forecast at 3.26 billion bushels, up 3 percent from the previous forecast and up 7 percent from last year, according to the United States Department of Agriculture (USDA). Total Ohio soybean production is forecast at 217 million bushels, up from 206.5 million in 2012. As we approach a new year, there is a lot to be thankful for in the agricultural industry.

As we completed harvest this year, it's good to remember that soybeans are often called the miracle crop. As you may know, the vast majority of soybean oil is commonly used as edible oil in many food products.

The Food and Drug Administration (FDA) recently opened a 60-day comment period to measure support for the removal of trans fat from generally recognized as safe status. Trans fats are created through partial hydrogenation, which impacts about 15 percent of the entire soybean oil market. Therefore, this ruling does not impact all U.S. soybean oil, but it's still something we need to watch.

One possible replacement for this anticipated loss is high oleic soybean oil, which contains zero trans fat. Inside this issue of Ohio Soybean News, you can read about the benefits of growing high oleic soybeans on your own farm. Included are testimonials from Ohio farmers that grew high oleic soybeans and saw positive results. U.S. soybean farmers are collaborating with seed technology companies to increase crop production and accelerate the supply of high oleic soybeans.

Lastly, I want to remind you to renew or sign up for your Ohio Soybean Association (OSA) membership. OSA is your legislative voice both here in the state and nationally, and the work of OSA could not happen without your support. Soybean checkoff dollars, managed by the Ohio Soybean Council cannot be used for legislative activities. I encourage you to take the time to visit [www.soyohio.org/membership](http://www.soyohio.org/membership) to learn more about the OSA membership program.

Have a safe holiday season.



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Adam Ward – Publisher

Jennifer Coleman – Editor

Katie Bauer – Staff Writer

Judy Brent – Production Manager

Carlo Ignoffo – Designer

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Web address: [www.soyohio.org](http://www.soyohio.org)

E-mail: [cdeboard@soyohio.org](mailto:cdeboard@soyohio.org)

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# 72% OF AMERICANS UNAWARE OF FOOD SOURCES

According to a July 2011 study by the U.S. Farmers and Ranchers Alliance (USFRA) – a grass-roots organization of farm and ranch families – 72% of Americans are unaware of food sources.

between farmers and consumers has resulted in people being unfamiliar with agriculture and what it means to them and their families. Add to that our

a conversation that an

information we

information about food. Not from firsthand knowledge of agriculture or direct contact with farmers. Their sources tend to be media, the Internet and special interest groups. This growing gap

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## SOY TALK

### Prep now for next season's success

Successful fall soybean harvests filled with strong yields are the result of many variable conditions and decisions coming together to produce optimal results. Some decisions are made during the growing season, such as which treatment approach to use for weeds or insects, while others, including seed selection, are made months before a crop is ever put into the ground.

With so many seed options available to farmers, making the right choice takes a little homework. Justin Dillon, Mycogen Seeds customer agronomist, says many considerations for soybean seed choice revolve around how well seed varieties will perform based on local conditions.

"A lot depends upon the agronomics characteristics available based on local disease pressures and their adaptability to the soils," Dillon says. "I encourage farmers to look at the products that are out there, review literature to see which varieties have better ratings for their particular pressures to address their problems head on."

He also encourages farmers to consider local data to help determine which seed may be most successful next year.

"It's about picking out a soybean variety that's a good match, including considering local plot information and local success stories within a given geography," Dillon adds.

He advises farmers to make their seed selection decisions early to be sure there is adequate supply of their preferred varieties.

"The supply of some varieties might be compromised due to late planting. Once farmers make a decision, they really need to talk to their local seed supplier early to do what they can to ensure they'll get the varieties they need," Dillon says.

In addition to the varieties of seed, Dillon says he sees a change in how seed is being delivered. He sees increasing use of "super boxes," which are hard-sided containers holding 50 units of seed. Instead of dealing with 50 individual bags or even poly totes, the super boxes offer increased convenience, safety and efficiency. Many seed tenders, Dillon says, are designed to work with the larger bulk containers.

"As growers plant more acres, they've found that bulk seed is often a better option. Equipment is getting larger. Some planters can hold 250 to 300 units of seed, so bulk handling is becoming a necessity."

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## OSA Cheers House Passage of WRRDA

In a vote of 417 to 3, the House of Representatives passed the Water Resources Reform and Development Act (WRRDA). The Ohio Soybean Association (OSA) supports the bill, and congratulates House Transportation and Infrastructure Committee leadership following its passage.

"OSA applauds the recent passage of the WRRDA bill and commends Chairman Shuster and Ranking member Rahall, as well as Subcommittee Chairman Gibbs and Ranking Member Bishop, for their persistence and support in the process of addressing our waterways infrastructure," said Bret Davis, OSA president and soybean farmer from Delaware County.

The WRRDA bill includes provisions to streamline environmental reviews; establish hard deadlines and cost caps on project studies; allow non-federal interests to contribute funds to expedite project components; annually increase the amount of funding that is provided from the Harbor Maintenance Trust Fund (HMTF) for port maintenance and dredging; and free up money and increase the capacity of the Inland Waterways Trust Fund (IWTF) and requiring the Corps to study and report on bonding, user fees, and other potential funding sources.

The House bill will now move on to conference with the Senate's Water Resources Development Act (S. 601) to iron out areas in which the two bills differ. S. 601 includes similar provisions supported by OSA to annually increase the amount of funding that is provided from the HMTF for port maintenance and dredging; to streamline the process for Corps of Engineers projects and reduce project completion times; and to free up money and increase the capacity of the Inland Waterways Trust Fund (IWTF).

Additionally, the Senate version includes an amendment supported by the OSA that would exempt small farms that store oil in aboveground tanks from federal oil spill regulations. The amendment would set storage tank thresholds below which agricultural operations would be excluded from U.S. EPA's Spill Prevention, Control and Countermeasure Rule (SPCC). ♦





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# Be an Advocate for your Industry Join the Ohio Soybean Association Today!

**A**s a grassroots organization, the Ohio Soybean Association (OSA) works to provide leadership for Ohio's soybean farmers by promoting effective policies and legislation in support of a growing and profitable soybean industry. Because OSA is a member-supported organization with over 2,000 members, your support through membership is a vital part of continuing to unite soybean producers, legislators and other influential parties in the agriculture industry.

Being a member of OSA gives you a stronger voice on policy issues in both Washington, D.C. and in Columbus, and because checkoff dollars cannot be used for legislative activities, your OSA membership gives the association the opportunity to lobby effectively at the state and national levels to advance the interests of Ohio soybean farmers.

OSA also works cooperatively with its national affiliate, the American Soybean Association (ASA). When you join OSA you are automatically a member of ASA.

ASA's primary focus is policy development and implementation. Policy development starts with the farmer/members and culminates at an annual meeting of voting delegates. ASA is tasked with accomplishing the policy goals established by the farmers/members/delegates. ASA does this by testifying before

Congress, lobbying Congress and the Administration, contacting members, and meeting with the media. This legislative process cannot happen without member input and support.

Additionally with an OSA membership, you will receive a variety of discounts and other benefits, including the Seed Incentive Program. If your membership is up for renewal this year, please take a moment to renew and ensure your voice is heard in the legislative process. For more information, and to fill out a membership application online, visit [www.soyohio.org/membership](http://www.soyohio.org/membership).

### An Alliance Working Together

Soybean checkoff dollars, managed by the Ohio Soybean Council (OSC), cannot be used for lobbying and legislative activities. That is why your membership is vital to making the soybean industry in Ohio successful and profitable for many years to come.

### Seed Incentive Program

Join or renew as a 3-year member and receive a coupon worth \$205 off the purchase of a minimum of 100 bags of soybean seed from a participating company listed below. ♦



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- 6 issues of the Ohio Soybean News magazine\*†
- 9 issues of the Ohio Leader Letter - OSA's member-only newsletter\*†
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- † 3-year membership incentive
- \*1-year membership incentive

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- **Affinity Center International, "Achieve Links" Program** – earn reward points redeemable at more than 1,200 vendors, [www.soygrowers.com](http://www.soygrowers.com)
- **National Biodiesel Board** - Ford Partner Recognition X-Plan Vehicle Pricing Program – exclusive savings on eligible Ford and Lincoln vehicles
- **National Biodiesel Board** - Chrysler Affiliate Reward Program – preferred price of 1% below factory invoice on the purchase or lease of most new Chrysler, Dodge or Jeep vehicles
- **National Biodiesel Board**-GM Supplier Discount Program-exclusive savings on eligible GMC, Chevrolet, Buick and Cadillac vehicles
- **SOY Scholarship** – children and grandchildren of ASA members are eligible to compete for the \$5,000 Secure Optimal Yield Scholarship, [www.soygrowers.com/soy/scholarship.htm](http://www.soygrowers.com/soy/scholarship.htm)
- **Cabela's gift cards** – 10% discount through a special link on [www.soygrowers.com](http://www.soygrowers.com) ♦



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# What's Next for Water Quality in Ohio?

By Adam Ward

**W**ater quality and nutrient management have become a hot topic in Ohio agriculture since the algae blooms in Grand Lake St. Marys during 2010 and in the western basin of Lake Erie in 2011. Despite indicators pointing to a variety of causes, agriculture has received a great deal of the blame for the problems associated with the algae blooms. This blame comes despite the continuing decline in the total amount of phosphorus in Lake Erie. Homeowners, the tourism industry, commercial fishing interests, and environmental advocates have become the leading voices to heavily regulate use of agricultural nutrients such as Phosphorus.

### A brief history

In the fall of 2011, Governor John Kasich asked the directors of Agriculture (ODA), Environmental Protection (EPA), and Natural Resources (ODNR) to put together a task force to come up with answers to address the algal blooms in both Ohio lakes. After six months of meetings, the Directors' report included many items that could help the problems in the lakes.

The Ohio Soybean Association (OSA) and the Ohio Soybean Council (OSC) participated in these working groups. As OSA and OSC participated, it became very clear that no one understood how Phosphorus was reaching the lakes in a dissolved state (without being attached to soil particles). Despite this, the task force recommendations included more regulation on Ohio's farmers, even in areas not effecting Lake Erie or Grand Lake St. Marys.

### Next steps

The key to farmers reducing the effect of agricultural nutrients on Ohio lakes is to further understand how Phosphorus was detaching itself from the soil and getting into Ohio's waterways. In order to further understand this phenomenon, OSC partnered with the Ohio Corn Marketing Program, the Ohio Small Grains Marketing Program, and other agricultural stakeholders to fund research conducted by The Ohio State University to answer these questions.

### Senate Bill 150

OSA and other agricultural groups have been engaging the Ohio legislature on Senate Bill (SB) 150, a bill that was

drafted with the assistance of ODNR and ODA. The original version of SB 150 would have been very difficult for Ohio soybean farmers to swallow. OSA has been working diligently for most of the year with Senators Cliff Hite (R-Findlay), Lou Gentile (D-Steubenville) and Bob Peterson (R-Sabina) to reflect many of the realities we face on our farms.

The original bill included a fertilizer certification program for farmers and commercial applicators without exemptions. SB 150 also contained provisions that would require a farmer to have a nutrient management plan approved by ODNR if he or she lives in the Grand Lake St. Mary's Watershed or a "distressed watershed." A farmer could potentially be required to have an approved plan if he or she lives in the Lake Erie Watershed. The new version of SB 150, introduced November 6th by Senator Hite and Senator Peterson, will still require farmers (one per farming operation) to be certified to apply fertilizer. Farmers may also be required to keep records regarding the application of fertilizer.

SB150 is going to be considered by the legislature in the coming months. If you have questions, please contact OSA or your state legislator. ♦





The Ohio Cattlemen's Association has initiated a referendum that would increase Ohio's Beef Checkoff from \$1 to \$2 per head. This simply means that anyone who markets cattle in Ohio would pay two dollars for each animal sold.

The increase will benefit beef producers by enhancing demand for beef due to investments in promotion, research, consumer and industry information, and marketing. There are nearly 12 million Ohio consumers asking questions about where their food comes from, how it is produced, and if it is a safe and nutritious choice.

This referendum hits close to home for soybean farmers, most of whom also raise livestock. If they don't, their neighbors and fellow farmers do, meaning some of the biggest customers are in their own backyard. Livestock consumes 98 percent of U.S. soybean meal, and 525,000 tons in Ohio each year.

The current Beef Checkoff was started in 1985. Due to inflation,

# The Ohio Beef Checkoff

By Julie White  
Ohio Cattlemen's Association

today's dollar will buy less than half of what it did almost 30 years ago. Cattle production has reached its lowest point since 1952, meaning fewer Checkoff dollars are currently collected. The increase would raise the total Ohio Checkoff budget from \$305,000 to approximately \$900,000.

Checkoff funds increase profitability of the industry for everyone. For example, the success of export market development, funded by Checkoff investments, adds an estimated \$273 per head to the market price. The funds that go into new product development have produced the flat iron and ranch steak. Advances such as this benefit everyone by

adding more value to cuts from the chuck and round.

"It's important to me as a farmer to contribute to the Checkoff because I produce a commodity and don't have a direct retail or communication opportunity with my customers," said Frank Phelps, a cattle farmer from Logan County. "The Ohio Beef Council is my voice and they can accomplish so much more to ensure I will have the opportunity to raise cattle, earn a good profit, and talk with customers about my product."

The current Beef Checkoff is similar to the Soybean Checkoff in that half the money stays in Ohio while the other half is allocated to national programs. If passed, the new Checkoff funds will stay in Ohio and be used solely for beef promotion and educational programs. These programs include spokesperson training for pro-beef ambassadors and nutrition seminars. An increased effort will be made to extend beef's presence in Ohio schools and conduct farm tours for key influencers and media. Promotions will include a greater outreach with food publications and additional advertising. ♦

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## THE OHIO CORN CHECKOFF



The Ohio corn checkoff began in 1989 at 1/2¢/bushel assessment by all first purchasers of the grain and funds programs that focus on research, education, market development, and promotion purposes. The program's goal is to create new and expanded markets for corn and to increase the farm income of Ohio's corn producers. Currently we are collecting signatures to put a referendum on the ballot that would increase the checkoff 1/4¢/bushel. These additional funds would begin to fill the continued need for important research, consumer relations, and export efforts. As always the checkoff would remain fully refundable.



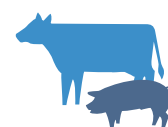
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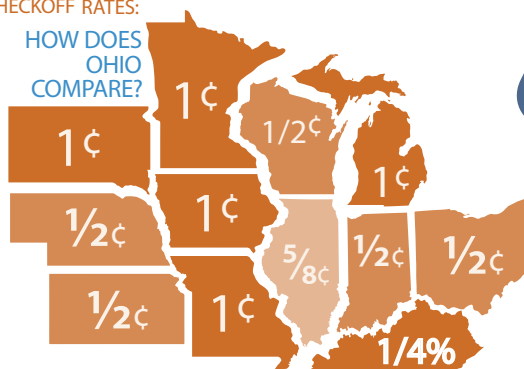


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### CHECKOFF RATES:

HOW DOES OHIO COMPARE?





# Kerrick Wilson of Preble County Named Beck's Young Farm Leader

By Katie Bauer

**K**errick Wilson started with 200 acres of soybeans, hay and corn when he was just a senior in high school. Since then, his story and love for farming has unfolded. Kerrick became familiar with the Beck's Young Farm Leader Program and decided it would be a great addition to the next chapter of his life.

"I chose to apply for the Beck's Young Farm Leader Program to get more involved with our state and national commodity groups and organizations to promote our nation's excellent agricultural products," said Kerrick.

Kerrick was recently selected as the fourth quarter winner of the 2013 Beck's Young Farm Leader Program. The Beck's Young Farm Leader Program was designed to showcase the hard work, dedication and leadership of young Ohio farmers.

"The Ohio Soybean Association (OSA) would like to congratulate Kerrick for being named as one of the Beck's Young Farm Leaders," said Jerry Bam-bauer, OSA president and soybean farmer from Auglaize County. "Kerrick is a great example of an Ohio farmer who is eager to make a difference in the agriculture industry and has a great set of skills and experiences that benefit the industry as a whole."

In addition to starting out with soybeans, hay and corn, Kerrick also started with 40 head of dairy cattle. After marrying his wife Carole in 1994, the two grew



**Kerrick Wilson of Preble County was recently selected as a 2013 Beck's Young Farm Leader. The Beck's Young Farm Leader Program was designed to showcase the hard work, dedication and leadership of young Ohio farmers.**

the herd and farm operation. They have since sold the dairy cows and decided to focus their time on row crops. Together, they now farm 1,000 acres of soybean and corn rotation in Preble County.

Kerrick and Carole operate the farm on a day-to-day basis with help from their two children, Knox and Kerriston, as well as family and friends.

"Our farm is almost all no-till and has

been for at least 10 years," said Kerrick. "We have used Harvest Land's Yield-Pro program for 5 years now which helps maximize our production."

When he's not farming, Kerrick works for Kokosing Construction Company, Inc. Kerrick also serves on his local church's Board of Directors. In addition, he is Township Trustee on the Preble County Farm Bureau Board

## Beck's Young Farm Leader



*Presented by the Ohio Soybean Association*



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where he has served as President and Delegate to State Annual Meetings, and has been a member of the State Young Farmer Committee. Kerrick also serves as secretary and member of the Executive Committee on the Preble County Agricultural Society.

Kerrick has attended numerous seminars and conferences related to agriculture including one on weed management, which he believes to be one of the top issues facing Ohio farmers.

"As a soybean farmer we have to address the issue of resistant weeds that are spreading throughout the South and Midwest," said Kerrick. "We need to remain vigilant with our practices and be the best stewards of our land."

One environmental stewardship practice farmers have recently utilized is planting cover crops. Cover crops are not a new concept to agriculture, but over the last ten years, many farmers are giving it a try. Some have found healthier

soil and higher yields.

"I believe these (cover crop) practices will help our operation by adding soil matter to the top soil, reduce compaction, help filtrate water and aid in eliminating soil loss from run off," added Kerrick. "One of our short term goals is instilling the practice of cover crops into our rotation."

Kerrick stays up-to-date with recent trends and topics in agriculture thanks to numerous media outlets including social media. He also leverages social media to get farmers' story out to consumers on a daily basis.

"As young leaders, we need to get our word out there and tell people all the good stories behind agriculture," said Kerrick. "I use social media sites like Facebook and Twitter to say 'American farmers produce the best food out there and it's safe.'"

This is the first year of the Beck's Young Farm Leader Program with one

farmer each quarter chosen by a selection committee consisting of OSA and Beck's Hybrids representatives.

"Kerrick has been very active in his local community and has a good grasp of the issues important to his farm and farmers in Ohio," said Bruce Kettler, Director of Public Relations at Beck's Hybrids. "On the issue of weed resistance, he has taken a proactive approach to find out how to avoid the problem and wants to work to make sure that other new weed management technologies become available to soybean farmers."

One of the Beck's Young Farm Leaders will be selected as the 2013 Beck's Young Farm Leader of the Year and receive a trip for two (\$2,000 value) to the 2014 Commodity Classic in San Antonio, Texas. Beck's Young Farm Leaders may also be chosen to attend OSA and/or Beck's Hybrids leadership training programs, board meetings, events and other relevant activities. ♦

## CONNECTING YOU WITH THE KNOWLEDGE YOU NEED

As farming and technology continues to progress, it's more important than ever to stay informed. Throughout the year, Soybean Rewards will provide information about the latest technologies, trends and research so that you can make the best decisions on your farm to improve yield, quality and profitability.

Whether it is a new soybean variety or disease or pest control recommendations, be on the look out for the Soybean Rewards articles and communications to help you stay one step ahead.

Look for new features coming this winter!

**Soybean Rewards**  
*Earning a premium just got easier.*



Managed by the Ohio Soybean Council and soybean checkoff, the Soybean Rewards Program helps Ohio soybean farmers increase productivity, yield and profitability by providing information and research related to premium opportunities, new varieties, disease and pest management and conservation practices.

# Task Force Aims to Increase the Value of U.S. Soybeans

By Margaret Reeb

**R**aising soybeans looks simple. Farmers plant the seeds and the plants grow, then farmers harvest the mature soybeans and take them to elevators for processing. But any soybean farmer will tell you that growing this crop is much more difficult than it looks. There's soil health to contend with, as well as pests and diseases. And, of course, there's the weather.

At first glance, the current soybean-pricing system seems easy to understand, too. U.S. soybean farmers get paid by the bushel at the elevator. But it's actually much more complicated. The cash price farmers receive for their bushels is actually based on the estimated value that processors think they will receive for the meal and oil in the soybeans.

The soybean checkoff realized that the market signals are not aligned. This could mean U.S. soybean farmers are missing an opportunity to focus on improving the quality of their soybeans. So, in February 2010, the United Soybean Board established the Value Task Force (VTF) to explore ways to increase the overall value of the U.S. soybean crop and farmer profitability.

"The task force's aim is to bring value to all U.S. soybean farmers, as well as the U.S. soy value chain," says Dan Corcoran, Ohio Soybean Council board member and soybean farmer from Pike County who also sits on the United Soybean Board of directors and VTF team lead. "Many U.S. soybean farmers think only in terms of yield, but it's actually much more complicated than that. We're really producing protein and oil."

Because this aim requires a broad understanding of the soybean market, the VTF draws members from throughout the value chain and soy industries.

The VTF commissioned several research studies to explore different ways to align the market to add value to the soybean industry.

Two projects took an in-depth look at two key issues: the true value of Identity Preserved (IP) soybeans and strategies used by other commodities to add value to their product. And the other research studies explored several other aspects of the U.S. soy value chain to see if any methods for increasing value had been overlooked.

## Finding the True Cost of IP Soybeans

In order to determine if the premium offered for an IP soybean program makes sense, you must first understand what it would cost to grow IP soybeans on your farm. So the VTF asked Purdue University Professor of Economics Joan Fulton, Ph.D., and graduate student Hayley Wendler to explore the cost of growing different IP soybeans.

The study examined the cost of growing several different types of IP soybeans including a slew of variables like the cost of border strips, weather patterns, planting and harvest delays, the cost of cleaning out machinery. The key is understanding which costs are applicable for different types of IP soybeans and determining how to apply an economic cost to each of the variables.

The study found that the additional

cost of a soft IP soybean per bushel could be as low as \$0.17 to upwards of \$1.00 per bushel depending on their situation. And if a farmer decides to devote all of his or her acres to a soft IP variety, additional costs could nearly disappear.

## Learning by Example: Hard Red Spring Wheat and Canadian Canola Markets

The VTF knows that calling for any change within the U.S. soy industry is going to be a challenge, and that's why the task force asked North Dakota State professor William Wilson, Ph.D., and researcher Bruce Dahl, to explore how other crop industries have motivated their markets to improve value.

"We examined alternative mechanisms that govern, regulate and influence the evolution of quality character-







istics and varieties in the marketplace,” says Wilson. “We focused on comparing changes in other industries and countries to the U.S. soy industry.”

Wilson and Dahl examined the hard red spring wheat and Canadian canola sectors, both of which changed how value was applied to their respective crops, for insight that could be applied to the U.S. soy industry.

These markets represent two different types of pricing systems: a mandate on seed quality and an incentive approach based on customers.

The Canadian canola market instituted minimum quality standards starting with the seeds. This resulted in higher overall quality of the canola crop because seeds were not able to be “certified” for sale if they did not meet mandated quality standards. This change was easy to

institute because the Canadian canola market is represented by one entity, the Canadian Canola Council, that includes representatives from throughout the canola value chain.

“Canola is a Cinderella crop in Canada,” says Wilson. “It went from virtually no acres to overtaking the acreage of Canadian Wheat, which is an important crop in that economy. All new varieties of Canadian Canola have to meet strict quality standards before they are approved for commercialization, which has improved the overall quality of the crop.”

The hard red spring wheat industry chose a different approach, by turning the market into a grading system. This system uses premiums and discounts as incentives for producers to select high-quality varieties – the higher the quality, the higher the price. With the grading

system, buyers know the exact characteristics of the wheat they are buying and farmers know exactly what they are getting paid for.

The VTF will compare both examples to the U.S. soybean industry to examine ways to improve profitability based on quality.

### **Additional Research**

The VTF commissioned several research projects to better understand the entire U.S. soy industry.

In addition to these two studies, the VTF spearheaded four additional projects aimed at improving the overall value of soybeans. Researchers looked into companion technologies, which are ways to improve soybean processing, as well as U.S. soy industry competitors and how to implement a potential change throughout the U.S. soy industry.

“Gathering this background information is an important part of understanding the entire value chain,” says Corcoran. “And once we understand the value chain, it will be easier to make the necessary changes that will help the U.S. soy industry work together to better serve our customers.”

These additional projects have not been completed, but the VTF received an update on the studies at a recent meeting. Members were able to ask researchers questions and provide additional guidance for the second half of these exploratory projects.

### **Moving Forward**

With all of this research in hand, the Value Task Force will gather more industry voices for further input in early 2014. The VTF will invite leaders from across the soy value chain for a two-day, roundtable meeting filled with discussion and exchange on what sort of change, if any, would be the best for the U.S. soy industry. After the meeting, the VTF will reconvene to decide how to use the research and the information from the industry-wide meeting to best increase the value of U.S. soy. ♦



# Ohio State University Extension Meetings

## January 2014

### West Ohio Agronomy Day-Daytime Session

West Ohio Agronomy Day hosts speakers from both Purdue and Ohio State University Extension. Daytime and evening sessions offer a comprehensive crop production agenda.

Date: January 13 8:30am-4:30pm

Location: St. Michael's Hall in Ft. Loramie, OH

Contact: 937.498.7239

Meeting cost: \$10 Pre-registration by January 7th (additional \$35 for Pesticide Applicator Training Credits)

### West Ohio Agronomy Day-Evening Session

West Ohio Agronomy Day hosts speakers from both Purdue and Ohio State University Extension. Daytime and evening sessions offer a comprehensive crop production agenda

Date: January 13 5:30pm-10:15pm

Location: St. Michael's Hall in Ft. Loramie, OH

Contact: 937.498.7239

Meeting cost: \$10 Pre-registration by January 7th (additional \$35 for Pesticide Applicator Training Credits)

### Software for Developing Nutrient Management Plans Workshop

For Certified Crop Advisers who would like to become a NRCS Certified Nutrient Management Plan Provider Planner or NRCS/SWCD personnel

Date: January 14 9:30am-3:30pm

Location: Ohio State University Extension-Putnam County, 1206 East Second St, Ottawa, OH

Contact: 419-460-0600

No cost

### Unger Farm Soybean, MRI and Corn Management Practice Research

Date: January 15 6:00pm-9:00pm

Location: Crawford County Court House 112 East Mansfield Street (Lower Level conference room) Bucyrus Ohio 44820

Contact: 419-562-8731

No cost

### 2014 Central Ohio Agronomy School Series

Date: This is a multi session agronomy school series being held on January 20 & 27, February 3, 10, 17 & 24 starting at 6:30 each night at Knox County

Extension Office. A comprehensive soybean school will be held on February 3 & 10.

Location: OSU Extension-Knox County, 160 Columbus Rd, Mt Vernon, OH 43050

Contact: 740-397-0401

Meeting cost: \$75 Pre-registration by January 10th

### Southwest Ohio Agronomy Day

Date: January 22 9:00am-5:00pm

Location: Fayette County Agriculture Service Center, Washington Court House, Ohio 43160

Contact: 740-335-1150

Meeting cost: \$20 Pre-registration by January 20

### Corn/Soybean Day

The annual Corn/Soybean Day program is scheduled for January 23rd at Sauder Farm and Craft Village's Founders Hall from 8:30 to 5:15. The program has a variety of speakers and 26 exhibitors sharing information on management practices for the 2014 crop production season

Date: January 23 8:30am-5:15pm

Location: Founder's Hall at Sauder Village 22611 St. Rt. 2 Archbold, Ohio

Contact: 419-337-9210

Meeting cost: \$25 Pre-registration by January 17th and \$45 At door registration

### Agronomy Night-Putnam County

The annual Putnam County OSU Extension Agronomy night at the Kalida K of C Hall starting at 6:30 p.m. Once again Agronomy Night will have a wide variety of topics presented by Extension specialists and local industry people.

Date: January 23 6:30pm-9:30pm

Location: Kalida K of C Hall. Kalida, OH

No cost

### 2013 Conservation Tillage Breakfast

Date: January 28 7:30am-9:15am

Location: The Plaza Inn, Mt Victory, OH

Contact: 419-674-2297

No cost

### Coshocton and Muskingum Counties Agronomy School

Date: January 28 9:00am-3:00pm

Location: Conesville United Methodist Church 195 State St Conesville, OH 43811

Contact: 740-622-2265

Meeting cost -\$20. Pre-registration deadline January 17

## February 2014

### Northern Ohio Crops Day

Date: February 6 8:30am-3:00pm

Location: Old Zim's, 1375 N State Route 590, Gibsonburg, OH

Contact: 419-354-9050

Meeting cost: \$15.00 program only. \$50.00 with Private Pesticide Applicator Credit

### Software for Developing Nutrient Management Plans Workshop

For Certified Crop Advisers who would like to become a NRCS Certified Nutrient Management Plan Provider Planner or NRCS/SWCD personnel.

Date: February 6 9:30am-3:30pm

Location: Ohio State University Extension-Fayette County, 1415 US Rt 22 SW, Washington Courthouse, OH

Contact: 419-460-0600

No cost

### Champaign/Union Agronomy Day

Date: February 18 8:30am-3:30pm

Location: Union County Services Building 940 London Ave Marysville, OH 43040

Contact: 937.644.8117

Meeting cost: \$20 Pre-registration by February 11.

### Software for Developing Nutrient Management Plans Workshop

For Certified Crop Advisers who would like to become a NRCS Certified Nutrient Management Plan Provider Planner or NRCS/SWCD personnel

Date: February 27 9:30am-3:30pm

Location: Ohio State University Extension- Marion County, 222 W Center St., Marion, OH

Contact: 419-460-0600

No cost

## March 2014

### Conservation Tillage Conference (CTC)

Date: March 4-5 8:00am-5:00pm

Location: McIntosh Center Ohio Northern University Ada, Ohio

Contact: 614-292-6648

Preregistration and fees available at [www.agcrops.osu.edu/calendar](http://www.agcrops.osu.edu/calendar)

Be sure to visit [www.agcrops.osu.edu/calendar](http://www.agcrops.osu.edu/calendar) for details and future events.



# Ohio Farmers See Opportunity in High Oleic Soybeans

By Katie Bauer

**T**he food industry is soy oil's biggest user, but since the onset of trans fat labeling, the U.S. soy industry has lost 4 billion pounds of annual edible-oil market share. That's the oil from 359 million bushels of soybeans – every year. One way to recapture the U.S. market share soy lost to competitors is by growing high oleic soybeans, which could deliver long-term demand for farmers all around the U.S.

High oleic soy oil has no trans fat and less saturated fat than commodity soy oil, giving it the potential to meet evolving customer demands.

High oleic soybean varieties produce oil with increased functionality, which has benefits for food and industrial users and could increase the value of all U.S. soybeans. Recognizing this potential to revolutionize the soy oil industry, the soybean checkoff set a goal of 18-23 million planted acres of high oleic soybeans by 2023. Here's what some Ohio farmers growing high oleic soybeans have to say about this new, innovative soybean: ♦

"We have been really happy with the high oleic soybeans' yield. Even with drought and tough conditions, they really seem to shine. They have been comparable with our on-farm average, and in some places, were even higher than that."

"We like to be on the cutting edge of technology. This soybean could bring new markets, and with that comes new opportunity. We just want to keep improving demand and strengthening the market. This is good for our business and good for everyone else's business."

**Mark Hoorman**  
Napoleon, OH

"This is our second year growing high oleic soybeans. I had grown identity-preserved soybeans before and I wanted try something new. I also wanted to grow something that benefited end users. Last year, they were on the high end of yields. We had a really rough year and these soybeans were still able to make it and have comparable yields."

"All the possibilities for this new soybean oil are still being discovered. This will definitely give the soybean industry more legs to stand on and gives us more diversity in the markets we can reach. This will increase our long-term profitability, just knowing about the new processes and products they could come up with for this soybean oil."

**Bill Bateson**  
Arlington, OH



"This is our third year growing high oleic soybeans. They've yielded as well as the other soybeans around. They fell right in there with the rest of them and were comparable with our on-farm average."

"This should help the U.S. soybean market get back some of the oil business that we have given up to other vegetable oils. This should be good for farmers, consumers and all of us up and down the line. It should help all of agriculture in the Midwest."

**Don Massel**  
Napoleon, OH

"I feel that growing these soybeans is moving the industry in the right direction. I am always looking at different avenues and different revenue streams for farmers. This happened to fit into our operation and we decided to go ahead and grow them."

"It's hard to get a lot of people to take a chance on something like this. But those of us who have, have seen results. We need more farmers. There are new demand possibilities and we need to show those markets we are ready. Hopefully, other farmers will see the success of these high oleic soybeans, realize that there is potential to grow profits with them and think they are a good fit for their farms too."

"High oleic soybeans come in good varieties. They are comparable in agronomics to my other varieties and varieties in the area, and they yield just as well too."

**Jack Leslie**  
Upper Sandusky, OH

# Setting the Bar High for High Oleic Soybean Oil

By Katie Bauer

**B**eyond the elevator, soybeans play a vital role in the creation of new products, solutions and chemical alternatives for the future. It is the (OSC) and soybean check-off's priority to increase soybean demand through advancements in soy-based research and technology, therefore, increasing your bottom line.

A project funded by OSC, the United Soybean Board (USB) and six state soybean boards is working to develop new industrial uses enabled by the specific characteristics of high oleic soybean oil.

This million dollar project has the potential to help increase demand and use millions of soybeans each year.

John Motter, OSC chairman and soybean farmer from Hancock County grew high oleic soybeans this past year and is optimistic about using high oleic soybean oil industrially.

"Farmers can benefit from the new market opportunities resulting in greater profitability," said Motter. "It's all about growing a product that meets our customers' needs."

Emery Oleochemicals recently demonstrated that high oleic soybean oil could be used in place of their current tallow feedstock. Using tallow requires a step to upgrade to a level of oleic acid that high oleic soybean oil inherently has. This eliminates a process step and depending on the commodity pricing of tallow and high oleic soybean oil could provide an economic advantage. Emery's initial commercial trial of high oleic soybean oil as a feedstock consumed 750,000 lbs of product, which is equivalent to over 50,000 bushels of soybeans. If Emery were to use high oleic soybean oil as their sole feedstock, they could use over 200 million pounds of soybean oil each year or nearly 20 million bushels of soybeans.



With North American headquarters in Cincinnati, Ohio, Emery has distributions and plants in North America, Germany and Malaysia.

Battelle, a global research and development organization, headquartered in Co-

Emery Oleochemicals recently demonstrated that high oleic soybean oil could be used in place of their current tallow feedstock which has been upgraded to the level of oleic acid that high oleic soybean oil inherently has.



lumbus, Ohio, serves as the project lead to evaluate the market and technical opportunities for high oleic soybean oil. As of now, research has focused on applications such as specialty waxes, candle waxes and diacid monomers for plastics. The project is now past the lab phase and focused on commercialization to identify and work with potential licensees of these technologies to conduct trials and larger scale evaluations, such as the one at Emery.

"We are looking for advantages that high oleic soybean oil is going to have over commodity soybean oil," said Jeff Cafmeyer, senior research scientist at Battelle. "We have found there's an advantage to using high oleic soybean oil in soy plasticizers, and are continuing to identify multiple applications where these inherent advantages can be used to fill another need in industrial applications such as specialty waxes, emulsifiers and plastics."

PolyOne, which provides specialized polymer materials, services and solutions, has licensed the technology to use these soy plasticizers previously developed with commodity soybean oil and is currently evaluating the high oleic version which has shown marketable advantages in its performance.

"This is exciting that trials at Emery show we can utilize this new soybean oil," Cafmeyer added.

Emery recently processed high oleic soybean oil, supplied by DuPont Pioneer into oleic acid and glycerin and then converted the oleic acid into azelaic and pelargonic acids by their proprietary ozonolysis process. These specialty chemicals then go into plastics, detergents, soaps, herbicides and nylon among other products.

Emery uses renewable, non-petroleum based raw materials from the oils from soybeans, palm, canola and fats from livestock tallow, which makes up about 90 percent of the company's feedstock. These high performance products are then processed into a line of plastic additives, fatty acids, fatty alcohols, glycerin and triacentine and other oleochemicals that go into thousands of products ranging from additives and adhesives to home and personal care items. ♦

# Scholarship Opportunities for Undergraduate and Graduate Students

**Deadline for applications is January 10, 2014**

**By Katie Bauer**

**T**he Ohio Soybean Council Foundation (OSCF) recently announced scholarship opportunities for undergraduate and graduate students for the 2014-2015 academic year.

In order to ensure the future prosperity of the U.S. soybean industry, it is important that students understand the wide variety of opportunities available in agricultural careers. This scholarship program encourages undergraduate and graduate students at Ohio colleges and universities to pursue degrees in one of the many academic fields that support the future of the soybean industry including science and technology, economics, communication, education, business and leadership.

## Undergraduate Scholarships

There are a total of eight undergraduate scholarships available, including six general scholarships of up to \$3,000 each that will be awarded to students pursuing an eligible major.

Available to one undergraduate student pursuing agricultural business or communications is the \$3,000 Farmer, Lumpe and McClelland Excellence in Communications Scholarship. This scholarship was founded to provide resources to young people with a passion for agricultural and business communication.

Also available to one undergraduate student is a \$5,000 Bhima Vijayendran Scholarship, named to honor Dr. Vijayendran's contributions to the soybean industry through his scientific research of new uses for soybeans and commercialization activities at Battelle.

Undergraduate scholarship appli-

cants must be Ohio residents and enrolled as full-time students at an Ohio college or university. The applicant must have attained at least sophomore status by fall 2014, with a grade point average of 3.0 or higher in his or her major field.

Eligible majors include biology, molecular biology, biochemistry, bioengineering, biotechnology, bioenergy, biofuels, environmental science, crop science, food science, agricultural communications, agricultural business, agriculture education and any of the agriculture disciplines or related fields.

## Graduate Scholarships

Two scholarships of up to \$5,000 each are available to graduate students who are enrolled as a full-time student at an Ohio college or university and have proof of legal residency in the United States.

Graduate applicants must be conducting research in bioproducts, biobased materials, biotechnology, bioengineering, biopolymers or a related field and focused on advancing the soybean industry.

"Agriculture, and soybeans, offer many opportunities and careers for students throughout the state of Ohio," said Amy Sigg Davis, Ohio Soybean Council board member and soybean farmer from Warren County who also sits on the scholarship selection committee.

"Every year I am impressed by the quality of the applications and positive impact the students are making on the agriculture industry as a whole."

The deadline for undergraduate and graduate applications is January 10, 2014.

For more information and to download the scholarship applications, visit the Ohio Soybean Council Foundation at [www.soyohio.org/scholarship](http://www.soyohio.org/scholarship) ♦



# Ohio River Key to Competitive Advantage

By Katie Bauer

**T**he Ohio Soybean Council (OSC) and soybean checkoff recently hosted the 6th annual Ohio River Tour where 300 farmers, transportation experts, media representatives and industry representatives got to experience first-hand how grain from Ohio, Indiana and Kentucky makes its way down the Ohio River to customers all around the world.

Highlighting challenges and opportunities our waterway and river infrastructure system are currently facing, participants heard from local business owners who explained how they use the Ohio River and some brief history of the area. In addition, attendees experienced how the river transportation works on a day to day basis.

The inland waterway system contributes greatly to U.S. soybean farmers' competitive advantage, efficiently moving millions of bushels of U.S. soybeans to export position every year. Because of the U.S. rivers, rails and roads, international customers of U.S. soy can get their soybeans, soybean meal and soybean oil faster and cheaper than from competitors.

Soybean farmers depend on a network of waterways including locks, dams and ports to move soybeans from the U.S. to its markets.

"There are twenty locks and dams on the Ohio River and many are operating



**From left to right: Jeff Jordan, Indiana Soybean Alliance Board Member from Wayne County, IN, Keith Kemp, OSC board member from Preble County and John Motter, OSC chairman from Hancock County at the 2013 Ohio River Tour.**

past their intended capacity," said Pat Knouff, OSC board member and soybean farmer from Shelby County. "Annually, more than 51.8 million tons of grain is shipped out of the Ohio River. Out of that 51.8 million tons, one Barge alone can accommodate 52,500-57,000 bushels of soybeans."

Throughout the nation, there are 171 lock sites with 207 lock chambers. Those locks with more than one chamber allow traffic to continue if the main chamber is temporarily out of service. Of the 37 locks on the Upper Mississippi River-Illinois Waterway, only 3 have more than one chamber. All the locks along the Ohio River have two chambers.

"You can't overestimate the impor-

tance of the river system and we have to do whatever it takes to maintain them," said Knouff. "The U.S. needs functioning locks and dams or the agriculture industry will be at risk of losing millions in revenue."

Over half of all soybeans grown in the U.S. and Ohio are exported overseas and the majority travel down the Mississippi River and out of the Port of New Orleans. Soybeans are a big part of the positive agricultural trade surplus, ensuring that soybeans make it to international customers in a timely manner. Overall, the event illustrated the need for a dependable river transportation system for farmers and the entire U.S. economy. ♦



# Ohio Soybean Council Foundation Receives \$30,000 Grant from DuPont Pioneer

By Katie Bauer

**T**he Ohio Soybean Council Foundation (OSCF) recently received a \$30,000 grant from the DuPont Pioneer Giving Program to host the Ag Biotechnology Academy. This program introduced 41 science teachers to the content and skills necessary for teaching biotechnology and other related agriculture topics.

"The goals of the Ag Biotechnology Academy run parallel with the DuPont Pioneer Giving Program. A main focus is to support science education; partnering to provide training for high school science educators reaches the source of tomorrow's bright science and agriculture minds," said Rebekah Peck, communications manager at DuPont Pioneer.

While attending the two-day conference, teachers participated in several activities including an interactive panel led by farmer and industry leaders who discussed their personal experiences with biotechnology.

"The Ag Biotechnology Academy has been extremely beneficial for the new Ag Biotechnology program at Anthony Wayne High School, a satellite of Penta Career Center," said Whitney Short, Anthony Wayne High School agriculture teacher. "I have learned invaluable skills and ideas to use in the classroom, which have engaged my students at a higher cognitive level. It has also been great to connect with other teachers and build a network to support each other and gain ideas from others throughout the year."

Teachers had the opportunity to tour biotechnology labs at DuPont Pioneer in Napoleon, Ohio, where they also toured test fields and got a firsthand look at the technology and equipment soybean researchers use to help farmers produce an abundant food supply.

"I am very grateful for the opportunity to be involved with this outstanding program," added Short. "Agricultural bio-

technology is key in feeding the growing population and this program has truly educated teachers about how we can be a part of this."

Among other activities, the group heard from industry professionals in the area of plant breeding and genetics, animal agriculture, bioproducts, and also participated in hands-on activities where they tested soy-based cleaners. Each participant left with curriculum and take-home materials that connect agriculture and science, which can be implemented in their classrooms.

"I really enjoyed seeing the science and agriculture concepts apply to real life settings," said Pam Snyder, Fort Hayes Career Center for Columbus City Schools

who teaches BioScience Technology. "All the teachers are so appreciative of the supplies that we were able to take home and can utilize in the classroom."

Additional funding for the Ag Biotechnology Academy was made possible through the Ohio Soybean Council (OSC) and the OSCF, organizations directed by soybean farmers from throughout the state.

"Professional development is essential to build the agriscience workforce necessary for Ohio in the 21st century," said John Motter, OSC chairman and soybean farmer from Hancock County. "Biotechnology is a hot topic today and the knowledge gained from the workshop will make it easy for teachers to connect real-world biotechnology in the classroom." ♦

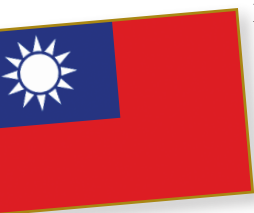




# Soybeans Around the Globe

By **Katie Bauer**

**M**ore than half of the U.S. soybean crop stays in the United States, but the rest heads beyond our borders to customers around the globe. The same goes for Ohio. More than half of Ohio's total soybean production is exported to buyers in markets such as Taiwan, China, and Japan. Ohio soybean farmers are in a position to benefit from the international market for Ohio and U.S. soybeans, which the Ohio Soybean Council (OSC) and soybean checkoff has made a priority over the years.



## Taiwan

- Ohio recently hosted a group of soy food companies from Taiwan; where they learned about the high levels of protein Ohio soybeans provide
- Food-grade soybeans are an impor-

tant factor to increase the value of Ohio soybean producers' bottom line

- Taiwan recently signed an agreement to purchase \$1.5 billion of U.S. soy. The letter of intent was entered into between the Taiwan Vegetable Oil Manufacturers' Association (TOVA) and the U.S. Soybean Export Council (USSEC). TVOA expressed its intent to purchase between 2.5 – 2.8 million metric tons (MMT) of U.S. soy in 2014 and 2015, estimated to be valued between U.S. \$1.5 billion and U.S. \$1.68 billion

- In 2012, Taiwan was the seventh largest market for U.S. agricultural products, the sixth largest market for U.S. soy, and one of the world's largest consumers of U.S. agricultural products on a per capita basis. Taiwan has consistently imported over \$3.5 billion of U.S. farm products annually

## China

- Established in 2006 by the OSC, in a unique partnership



with the Ohio Department of Development's Global Markets Division, the Ohio China Office seeks to increase Ohio's exports of soybeans to China

- Pork has recently become China's No. 1 meat, and represents two-thirds of the meal processed in the country. This is important to Chinese hog farmers because they depend on high quality soybean meal to feed their animals
- In the last marketing year, China imported 849 million bushels of whole U.S. soybeans

## Japan

- The 17th annual Japan Partnership Team consisting of 11 members of soybean crushers and importers from Japan Oilseed Processors Association (JOPA) and Japan Fat Importers & Exporters Association (JO-FIEA) recently visited Ohio during their trip to the U.S. The Japanese team had the opportunity to visit Ohio fields growing high oleic soybeans and understood the opportunities to collaborate and develop demand for high oleic soybeans in Japan.



- In the last marketing year, Japan imported 75.2 million bushels of U.S. soybeans ♦



# Europe Holds the Key to Biotechnology's Future Overseas

**B** iotechnology is a complex issue in many parts of the world. While many countries accept crops enhanced through biotech as safe, some others do not. At least, not yet. That's why members of the soybean checkoff continue to visit areas where these questions persist, like the European Union, to spread the message that biotech soybeans are safe and necessary in order to continue to feed the world's growing population. Encouraging acceptance and fighting misunderstanding is one way the soybean checkoff breaks down market barriers for U.S. soybean farmers and supports soy exports.

Keith Kemp, Ohio Soybean Council (OSC) board member and a soybean farmer from Preble County who also serves on the United Soybean Board, gave an update on the situation.

**Q:** Why should U.S. farmers care about biotechnology acceptance?

**A:** We export more than half our soy every year, so all farmers should be concerned. When we are stopped from exporting, we lose market share.

**Q:** What are the most critical areas for biotech market access?

**A:** The European Union is the No. 1 area for the U.S. soybean industry. That's still the target area as we try to get approvals on our biotech seeds. Many countries are using biotechnology, but Europe has been slow to accept it. China and India are also very important, but Europe is the top priority.

**Q:** What are some of the most critical issues facing biotechnology?

**A:** We are fighting the political process. The farmers overseas really want biotech seeds; it is the future, and the profitability

of their farming operation depends on it. It is the government that is preventing that from happening. It is a political and social issue for them.

**Q:** Is the tide turning in Europe?

**A:** I think it is, but it will take time. We keep thinking we will get the approval, but it hasn't happened yet. I do think they will come around eventually, though.

**Q:** What does the soy checkoff do to improve biotech market access overseas?

**A:** We educate international leaders on biotechnology and answer any questions they might have. These have included food-safety regulators from Turkey, and leaders of the EU, among others. We will continue to work with them to get them to accept our biotech products because it is the future of agriculture. ♦



PROVIDED BY THE UNITED SOYBEAN BOARD

# The Panama Canal Expansion: What It Means for U.S. Soybean Exports

**T** he Panama Canal is critical for U.S. soybean exports because the canal serves as a shortcut between Gulf of Mexico ports, where many U.S. soybeans get loaded onto ships, and important export customers in Asia. An ongoing expansion of the canal, scheduled to be complete in 2015, could make soybean exports even more cost-efficient and beneficial to farmers' bottom lines since soybeans are the No. 1 ag. commodity that utilizes the Panama Canal.

**Here are five more things U.S. soybean farmers should know about the expansion.**

1. The \$5.2 billion investment to ex-

pand the canal will greatly increase the canal's transit capacity and create more room for longer ships with deeper drafts, allowing U.S. farmers to move more of their products at once.

2. The larger ships that will be able to use the expanded canal will improve the economy of scale for soybean exports. Taking into account fuel, charter fees and port and canal fees, 95,000-ton ships can save \$7.59 per metric ton, or about \$650,000 a trip compared with ships that can carry 55,000 deadweight tons.

3. Grain represents the second-biggest category of shipments through the canal. In fact, 35 million tons of grain passed through the canal in 2012. Includ-

ed in that are 560 million bushels of U.S. soybean exports, which represent 52 percent of the shipments of grain between the Gulf of Mexico and Asia.

4. During the peak months following harvest, it typically takes between two and three days for a dry bulk ship to be able to pass through the canal. That includes the time a ship spends waiting in line. Last October, every day a ship spent waiting to cross the canal cost the owner of that ship more than \$8,000.

5. Nearly 500 ships that will fit through the new canal and can carry up to 180,000 deadweight tons have been delivered to shippers, and nearly 200 more are on order. ♦



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1.2 Bu./A.

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