



Ohio
SOYBEAN
ASSOCIATION

LEADER

letter

OHIO SOYBEAN ASSOCIATION MEMBER NEWSLETTER

Established: August 17, 1966

Serving the legislative interests of Ohio soybean farmers for 48 years.

January 2015



LETTER FROM *the president*



Happy New Year to you and your family!

A new year brings new opportunities for the Ohio soybean industry. One opportunity the Ohio Soybean Association (OSA) is proud to support is the Beck's Young Farm

Leader Program. The program was created to recognize Ohio soybean farmers who are making a name for themselves as leaders and helping our industry thrive. The program is now in its third year and is open to anyone between the ages of 21 and 45. The next quarterly deadline is April 17 so I encourage you to apply or nominate a young farmer for the program. At the end of the year, one farmer will be selected and win a trip for two to the 2016 Commodity Classic. You can visit www.soyohio.org/becksyoungfarmlider or contact the OSA office at 614-476-3100 to

learn more about the program and what you can do to get involved.

A new year also brings new approvals from the U.S. Department of Agriculture. The agency recently announced it will deregulate Monsanto's Dicamba-resistant soybeans, which is considered a win for soybean farmers. While there are a variety of traits that give farmers the tools they need to address issues in the field, this technology is another way to combat issues such as herbicide-resistant weeds. OSA and the American Soybean Association are now calling on the Environmental Protection Agency to finalize the label for the companion Dicamba herbicide technology. OSA will keep you updated as we move forward with these approvals.

Tommie Price
OSA President
Putnam County soybean farmer



LEGISLATIVE

update



Brought to you by Seed Consultants.

Progress on Relations with Cuba Creates Multiple Opportunities for American Soybeans

The White House recently announced that the United States will begin the process of normalizing its relations with Cuba. The announcement brings with it significant implications for the agricultural trade sector, and will positively affect soybean producers, the nation's leading farm export.

"Soybean growers are particularly excited about the recent announcement," said Bret Davis, Ohio Soybean Association (OSA) chairman and soybean farmer from Delaware County who also serves as the American Soybean Association's vice president. "Specifically because of the promise that the Cuban marketplace holds for American soybeans, but also in the larger scope of trade's ability to overcome even the most challenging geopolitical barriers."

The new announcement brings trade between nations and also generates concrete value for American farmers by expanding

and strengthening opportunities in foreign markets. Some examples include burgeoning Cuban demand for pork, poultry and dairy and expanding the demand for cooking oil. Either way, American soybeans have significant market opening just off the shores.

"More importantly, however, are the implications for the Cuban people," added Davis. "While we have been able to sell our products in the country for decades, our Cuban customers were unable to secure the same financing and credit opportunities as other trade partners. Conversely, the restrictions on financing made it difficult for our products to compete in that marketplace. The easing of these restrictions will make it easier for American soybeans to gain a foothold in the market, but more importantly, it will enable the Cuban people to purchase the products that they need and want as their market develops."

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See For Yourself – To Soybeans and Beyond

Checkoff offers U.S. farmers opportunity to learn where soybeans go beyond the elevator

Many soybeans have been delivered to the elevator, but where will they go next? The soybean checkoff invites farmers to find the answer to this question and learn about the impact that U.S. soy's biggest customers make on farmers' bottom lines during this year's *See for Yourself* program.

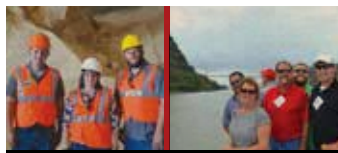
From now until April 4, all U.S. soybean farmers over the age of 18 can apply for the United Soybean Board's (USB's) eighth annual *See for Yourself* program by visiting the USB website, www.UnitedSoybean.org/SeeforYourself. The program is scheduled for July 24-31.

Besides introducing the program participants to their customers and showing them the results of their checkoff investment, *See for Yourself* also allows the soybean checkoff to learn about U.S. soybean farmers' perspective of checkoff-funded projects.

Each year, the checkoff selects 10 soybean farmers from around the country to see and evaluate the work of the checkoff firsthand. Participants come from diverse backgrounds and farming operations, but all have one thing in common: the desire to learn more about how their checkoff dollars are being invested.

Accompanied by checkoff farmer-leaders, the participants meet a variety of customers, both domestic and international, and see a variety of sites that represent end uses for U.S. soybeans, such as animal agriculture, the food industry, industrial uses and more.

"This is a once-in-a-lifetime opportunity to see the soybean checkoff first-hand," said John Motter, Ohio Soybean Council board member from Hancock County who also serves as Treasurer of the United Soybean Board. "I encourage any Ohio soybean farmer interested in learning more about checkoff dollars and the positive impact the checkoff has on the soybean industry to consider applying."



Apply Now
for the Eighth Annual
See for Yourself program

If you're a U.S. soybean farmer over the age of 18, you're eligible to participate.

Visit

www.UnitedSoybean.org/SeeForYourself

to learn more and submit your application today.

The deadline for application is

April 4, 2015.



Our Soy Checkoff
Progress Powered by U.S. Farmers

For More Information or to Apply
for the See for Yourself Program, Visit
www.UnitedSoybean.org/SeeForYourself

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**Successful Soybean
Farming Means Traveling
Beyond the Elevator**

See for Yourself
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www.UnitedSoybean.org/SeeforYourself



**See for Yourself Is Your
Opportunity to Learn**

- **Where** your soybeans go after they leave the elevator
- **Why** customers like the animal agriculture sector and industrial users are so important to your bottom line
- **What** your soy checkoff does and how it works for you
- **When** July 24-31, 2015*

If you're selected to participate, USB will cover all costs, including lodging, meals and related travel expenses.

*Dates are subject to change.



Sponsored by the United Soybean Board (USB), *See for Yourself* offers 10 farmers from around the country the chance to evaluate the work of the soy checkoff.

Participants can see how the meal and oil from their soybeans are put to use domestically and internationally as well as visit with some of the biggest customers of U.S. soy to learn what those customers need from their soybeans.



Kyle Bridgeforth //
Tanner, Alabama

"Learning about the Panama Canal and the U.S. transportation system through See for Yourself was an eye-opening experience. To see our soybeans transported down the river and through the canal made the process real for me and really showed how big of an impact transportation has on soybean demand."



LaVell Winsor //
Grantville, Kansas

"Before I went on See for Yourself, I knew the checkoff was important, but I really couldn't put a finger on exactly why. I feel like I have a much greater understanding now of how checkoff dollars are used, and where the investments are both at home and abroad. I think it is money well spent by U.S. farmers."



Kevin McGrain //
Hornick, Iowa

"See for Yourself provided an opportunity to meet other farmers and to understand how they run their businesses and discuss some of the challenges. It also provided an opportunity to learn about what the checkoff does to address the challenges and how it helps make soybean farmers more profitable."

2014 Soybean Yield & Quality Contest Winners

The Ohio Soybean Association (OSA) recently announced the winners of the 2014 Ohio Soybean Yield and Quality Contest. This is the fifth year for the statewide contest with a total of 45 applicants.

There were four different yield categories available and the quality portion of the contest was based on highest percentages of oil and protein.

“Congratulations to this year’s Yield and Quality Contest winners,” said Tommie Price, OSA President and soybean farmer from Putnam County. “Every year, entrants reinforce how outstanding Ohio soybean farmers are at producing high soybean yields and high quality soybeans.”

The 2014 Overall State Yield Champion was Don Jackson of Preble County who recorded a yield of 86.1 bushels per acre with the Seed Consultants 9363 variety. The complete list of yield and quality winners is below:

Yield Results

Conventional Tillage	Yield (bu./acre)	Variety
1. Don Jackson (Preble County)	86.1	Seed Consultants 9363
2. Andrew Baltes, Jr. (Mahoning County)	72.74	NuTech 7273
3. Bob Short (Miami County)	72	Asgrow 3832

No-till	Yield (bu./acre)	Variety
1. Dan Uetrecht (Warren County)	84.8	Mycogen 5N342
2. Jason Groselle (Portage County)	83.3	Pioneer P32T25 R2
3. Doug Swaim (Greene County)	81.1	Asgrow 3533

Non-GMO – No-till	Yield (bu./acre)	Variety
1. Tom Schuffenecker (Ottawa County)	68.24	Beck 295

Quality Results

Highest Percentage Protein Content	Percentage	Variety
1. Joshua Yoder (Logan County)	37.1%	Pioneer P32T80PR
2. Andrew Baltes (Mahoning County)	36.6%	Asgrow 3034RR2
3. Jason Groselle (Portage County)	36.2%	Pioneer P32T25R2

Highest Percentage Oil Content	Percentage	Variety
1. Andrew Baltes Jr. (Mahoning County)	20.1%	NuTech 7273
2. Jack Groselle (Portage County)	19.2%	Pioneer P24T19R
3. Joshua Yoder (Logan County)	18.8%	Pioneer P32T80PR

OSA would like to thank Asgrow, Beck’s Hybrids, Channel, CROPLAN, LG Seeds, Ohio AgNet, Ohio’s Country Journal, Ohio Soybean Council, R Farm Seeds, Rupp Seeds, Seed Consultants, Shur Grow, Stewart Seeds, Stine Seed Company and Monsanto for sponsoring the 2014 contest.

Biodiesel Fuels Farmers' Bottom Line, Even in Cold Conditions

Keeping the streets of New York City clear of snow and ice is no small task when Mother Nature unleashes her wrath and temperatures plummet. With 8.4 million people living in New York City, the stakes are high.

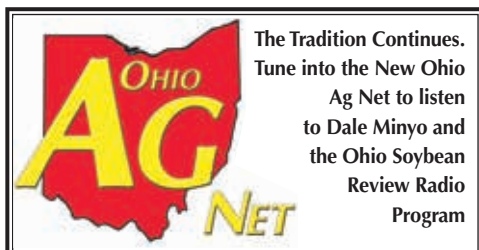
The city operates the largest municipal fleet in the country and relies on biodiesel blends to power 85 percent of its diesel vehicles, including snow plows and other equipment. The city used more than 14 million gallons of biodiesel in 2014, raising demand for soybean oil and positively impacting soybean value.

Like regular diesel fuel, biodiesel can gel in very cold temperatures. But a few simple steps can ensure that vehicles and equipment operate trouble-free all winter long.

What you need to know:

If you're a biodiesel user – whether it's in your own vehicle or an entire fleet – rest assured that biodiesel blends can stand up to the harshest winter weather. To avoid gelling and ensure success all winter, follow these simple steps:

- Use high-quality fuel that meets the ASTM specifications purchased from a reputable supplier.
- Be sure to discuss fuel options with your supplier to ensure that both the diesel fuel and biodiesel are blended only after meeting their respective specifications.
- Develop a good fuel-management plan, in partnership with your supplier, that includes winter additives (just like for regular diesel) to improve cold-weather operability.
- Test fuel periodically to verify its cold-weather properties.
- Make sure you understand your fuel's cold-flow characteristics and have appropriate fuel-handling and storage plans in place. Remain diligent on your tank-maintenance program to help ensure fuel cleanliness.



OHIO SOYBEAN COUNCIL

Founded in 1991 to manage the Soybean Promotion and Research Program, our primary goal is to improve soybean profitability by targeting research and development, education and promotion projects through the investment of farmer-contributed funds.

100 RESEARCH PROJECTS

FUNDED THROUGH THE OHIO STATE UNIVERSITY TO IMPROVE SOYBEAN YIELDS AND PROFITABILITY.

YIELD-LIMITING FACTORS ARE BEING ASSESSED VIA A STATEWIDE SURVEY OF SOIL QUALITY, PESTS AND MANAGEMENT PRACTICES. THROUGH WORKSHOPS AND DIGITAL MEDIA, THIS DATA WILL BE USED TO INFORM OHIO SOYBEAN FARMERS ON HOW TO IDENTIFY YIELD-LIMITING FACTORS ON A FIELD-BY-FIELD BASIS.



Researchers will determine which non-traditional agronomic practices contribute to an increase in:

**SOYBEAN SEED QUALITY
OVERALL SOYBEAN YIELD
PODS PER PLANT
SEEDS PER POD
SEED WEIGHT**

The Ohio Soybean Council (OSC) was founded in 1991 to manage the Soybean Promotion and Research Program — more commonly known as the soybean checkoff. OSC is governed by a volunteer farmer board, which directs the investments of the checkoff. The program's primary goal is to improve soybean profitability by targeting research and development, and education and promotion projects.

SOYOHIO.ORG.

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OSA Encourages Agricultural Fertilizer Applicator Certification

The Agricultural Fertilizer Applicator Certification Program administered by the Ohio Department of Agriculture came into law this past summer. As a result, the program requires training (or meeting equivalent requirement), application for the certificate and continuing education to maintain the certificate. Those required to obtain the certificate prior to September 30, 2017, are anyone applying fertilizer to 50 or more acres of agricultural production. Agricultural production means the cultivation primarily for sale, of plants or any parts of plants, excluding start-up fertilizer.

Farmers and commercial fertilizer applicators that already have either a commercial or a private Pesticide Applicator License issued by the Ohio Department of Agriculture are required to attend a 2 hour minimum training session. These are often being held on the same day as Pesticide Applicators Recertification sessions. Farmers and commercial applicators that need an Agricultural Fertilizer Applicator Certification, but do not have a pesticide license, need to attend a 3 hour training session. Training is provided by Ohio State University Extension. Nearly 100 total programs of both types are already planned through April, 2015 at locations across the state.

A complete listing of these programs is available at www.pested.osu.edu/NutrientEducation, if you are interested in attending these programs please preregister as there are seat limits at training locations. Individuals who hold a current Certified Crop Advisors or Certified Livestock Manager professional certification are exempt from the training but must apply for the Agricultural Fertilizer Applicator Certification through the Ohio Department of Agriculture.

Ohio's New Agriculture Fertilizer Certification Requirements

Who needs a fertilizer certification?

Fertilizer certification is required if you apply fertilizer (other than manure) to more than 50 acres of agricultural production grown primarily for sale. If you have the co-op or other custom applicator make your fertilizer applications, you do not need the certification.

What fertilizer is included in the certification?

Fertilizer is any substance containing nitrogen, phosphorus, potassium, or other plant nutrient in a dry or liquid formulation. All application types (broadcast, side dress, sub-surface, knifing, etc.) are included in the certification requirement. The only application exempted is start-up fertilizers that are applied through a planter. For this certification requirement, lime and limestone are not considered fertilizers.

Who is exempt from the training requirement?

Applicators who are a Certified Crop Advisor (CCA) or Ohio Certified Livestock Manager are not required to attend training to become certified for fertilizer applications.

When do I need the certification?

The certification must be obtained by September 30, 2017.

What training is required for the certification?

Farmers and applicators need to attend a training course offered by Ohio State University Extension to become certified. Those who **have** a pesticide applicator license need to attend a two-hour fertilizer certification for private applicators or for commercial applicators.

If an applicator does not have a pesticide license, they will be required to attend a three-hour fertilizer certification.

How much is the agricultural fertilizer certification?

The agricultural fertilizer certification is \$30 for a three year certification. If an applicator already has a valid pesticide license, the \$30 fertilizer certification fee will be waived.

For more information, visit www.pested.osu.edu/NutrientEducation.

Are Neonicotinoid Investments Really Benefiting You?

Neonicotinoids are insecticides chemically related to nicotine. Neonicotinoids are effective against sucking insects such as aphids and against chewing pests such as beetles and cutworms. Due to its water solubility, these chemicals are highly systemic in the plant roots and new leaf tissues and have been utilized for seed treatment since the 1990s.

Recently, the Environmental Protection Agency (EPA) conducted a study of soybean seeds that have been treated with neonicotinoids versus not receiving any insect control treatment with an outcome that, in most cases, yield was not affected.

The EPA also found that treatments do not overlap with the more important Ohio pests, as treatment only lasts the first three to four weeks after planting. The more problematic pests such as slugs, bean leaf beetles and seed corn maggots are not affected by neonicotinoids.

Dr. Andy Michel, The Ohio State University Ohio Agricultural Research and Development Center professor of entomology, sympathizes, "I know growers might be reluctant to do away with seed treatment, but their return on investment might be minimal."

Neonicotinoids have been up for review and concerns about their presence in water as well as their effect on the decreasing population of honeybees continue to raise awareness. Michel states that it's important for growers to know that this is not an outright ban on neonicotinoids, but encourages farmers to try an alternative.

Soybean Rewards
Knowledge to Grow



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.



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