



# LEADER letter

OHIO SOYBEAN ASSOCIATION MEMBER NEWSLETTER

Established: August 17, 1966

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

March/April 2015



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## LETTER FROM the president



This spring has been a busy time for farmers as planting season is upon us. Several Ohio Soybean Association (OSA) farmer board members spent time away from the farm working with legislators to produce a comprehensive water quality bill.

Water quality has and will continue to be a priority for OSA. As a grassroots organization, OSA's purpose is to provide leadership for Ohio soybean farmers in promoting effective policies and legislation to ensure the industry thrives now and in the future. Therefore, with OSA's support, legislators have included agriculture in discussions from the beginning when creating what is now called substitute Senate Bill 1.

The House of Representatives passed the bill, which combines parts of the House and Senate bills addressing water quality that were passed earlier this year. Signed by Governor John Kasich in March, each chamber has passed their

version of a bill that will change the way nitrogen, phosphorus, and manure is applied in the western basin of Lake Erie.

The bill bans the application of fertilizer and manure on snow covered or frozen soil; when the top two inches of the soil are saturated from precipitation; in surface application of fertilizer when the weather forecast calls for a 50% or greater chance of precipitation of 1 inch or more in a 12-hour period (a half inch of rain in 24 hours for manure) in the Lake Erie Basin Watershed. OSA and other farm groups work hard to get exemptions. See our website for more info.

OSA believes the bill represents a science-based approach to tackling some of the challenges we face in maintaining clean waterways for all Ohioans.

Be sure to stay updated with OSA news and information by following OSA on twitter (@OHSoybeanAssoc) and visiting [www.soyohio.org](http://www.soyohio.org).

**Tommie Price**  
President  
Ohio Soybean Association



## LEGISLATIVE

update



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## Ohio Soybean Farmers Travel to Washington for Annual March Board Meeting

Fresh off a record-setting Commodity Classic at the end of February, the members of the Ohio Soybean Association (OSA) Board of Directors joined the American Soybean Association (ASA) and state affiliate staff in Washington for the association's annual spring board meeting.

This year's meeting focused on several key issues at the forefront of the soybean industry, and brought in public sector officials from multiple agencies to discuss each issue with the board.

Sarah Bittleman, agricultural counsel to Senate Finance Committee Ranking Member Ron Wyden, spoke to the board, highlighting the committee's progress on legislation that would grant trade promotion authority (TPA) to the White House. The TPA is at the top of ASA's priority list in the near term and it would enable the administration to craft and finalize trade agreements that help to keep soybeans atop the nation's agricultural trade.

In addition, the board's Public Affairs Committee hosted briefings from staff at the Coalition for Safe and Affordable Food, the U.S. Biotech Crops Alliance, and the National Biodiesel Board on GMO

labeling, biotech trait approvals and biodiesel issues, respectively.

Representatives from each of ASA's 26 state and regional affiliates, including Ohio, visited with their offices in the House and Senate, while ASA's Executive Committee met with Alexis Taylor, deputy undersecretary of farm and foreign agricultural services at the United States Department of Agriculture (USDA), to discuss trade issues. ASA President Wade Cowan and Chairman Ray Gaesser joined Director Bob Henry and Kansas Soybean Association Executive Director Kenlon Johannes to present ASA's Soy Champion Award to Senate Agriculture Committee Chairman Pat Roberts of Kansas.

"Not all lawmakers in Congress really understand life on the farm," said Bret Davis, OSA and ASA board member from Delaware County. "Therefore, it's extremely important to recognize those allies that we do have. It was great to honor Chairman Roberts for his understanding of agriculture and OSA and ASA look forward to working with him in the future to protect farmers' bottom line."

# Ohio Soybean Council Foundation Awards

## \$36,000 in Scholarships

The Ohio Soybean Council Foundation (OSCF) recently announced the scholarship recipients for the 2015-2016 academic year. Now in its eighth year, the program was created to encourage undergraduate students to pursue degrees in one of the many academic fields that support the future of the soybean industry including agriculture, business, communication, economics, education, science and technology, as well as to support ongoing graduate-level research.

### Graduate Winners:

**Peipei Tang** of Columbus, Ohio is pursuing a Ph.D. in food chemistry at The Ohio State University (OSU). His research focuses on incorporating soybean isoflavones into human diets, such as eggs. Soybean isoflavones can be transferred into and accumulated into egg yolks through the use of soy-based poultry diets.

**Ellie Walsh** of Shreve, Ohio is pursuing a Ph.D. in plant pathology at OSU. Her current research aims to alleviate the effects of organisms that have a negative impact on soybeans. She is focusing specifically on the interactions between soybean cyst nematodes and their host.

### Undergraduate Winners:

Name	School	Hometown	Major	Award
Meghan Bennett	OSU	Houston, Ohio	Agricultural Communications	\$1,500 Farmer, Lumpe + McClelland Scholarship
Jordan Bonham	OSU	Washington Court House, Ohio	Agricultural Communications	\$3,000
Nathan Hager	OSU	Wapakoneta, Ohio	Chemical Engineering	\$5,000 Bhima Vijayendran Scholarship
Matt Klopfenstein	OSU	Haviland, Ohio	Agricultural Engineering	\$3,000
Summer McCracken	OSU	Anna, Ohio	Agribusiness and Applied Economics	\$3,000
Jarret O'Neill	OSU	Rockford, Ohio	Agricultural Systems Management	\$3,000
Emily Ratliff	OSU	Greenfield, Ohio	Agribusiness and Applied Economics	\$3,000
Leah Schwinn	OSU	New London, Ohio	Agricultural Communications	\$3,000
Julianna Simon	Wilmington College	Covington, Ohio	Agriculture	\$1,500 Farmer, Lumpe + McClelland Scholarship

# ASTM Releases Specifications for B20 Use in Heating Oil

*Landmark move expected to accelerate America's transformation to 21st Century Bioheat® fuel.*

The door has opened for building-and-homeowners who want to use higher blends of cleaner burning biodiesel in their heating oil.

ASTM International, an organization which sets industry consensus standards for fuels, recently released new performance specifications for blends of 6-to-20 percent biodiesel with traditional heating oil. The existing No. 1 and No. 2 grades in ASTM D396 already cover 5 percent biodiesel or less.

The blend is branded Bioheat® fuel.

“The oilheat industry is reinventing itself as a 21st century fuel by moving to higher blends of low carbon biodiesel and ultra low sulfur levels across the board,” said John Huber, president of the National Oilheat Research Alliance.

The new B6-B20 grade is a blend of all the parameters contained in the existing No. 1 and No. 2 oilheat grades, but adds parameters for stability and allows a slightly higher distillation temperature for the blends. The changes are the same as those for B6-B20 in on-and-off-road diesel fuel passed by ASTM in 2008.

“The data set behind these changes is one of the most extensive I’ve seen in more than 20 years at ASTM,” said Steve Howell of M4 Consulting, an ASTM Fellow who chairs the ASTM Biodiesel Task Force. “Having an official standard for higher biodiesel blends in heating oil will help foster consumer confidence, and give blenders and distributors a needed tool to incorporate more low carbon, ultra-low sulfur biodiesel into heating oil.”

Biodiesel is also renewable, biodegradable, nontoxic, and has a much higher flash point than traditional heating oil. This makes it a safer to handle, more environmentally friendly fuel.

With this accomplishment, Howell said work will now begin on the next level of research needed to secure official specifications for even higher blends of biodiesel in heating oil. This will likely extend to the use of pure biodiesel (B100), a stated goal of the oilheat industry.

“Brookhaven National Laboratory surveys of customers already using biodiesel blends not only showed similar or better experience than with traditional fuel oil, they also showed many already use B20 or higher blends with great success,” Howell said.

Traditional petroleum-based heating oil companies that have made the switch to Bioheat fuel agree.

“The technical data with this ballot for the new B6-B20



grade verified what we have known for years – that B20 made with high quality biodiesel works well,” said Seth Obez, president of Pennsylvania-based Bioheat distributor Worley and Obez. “We have marketed high quality B20 for 14 years and our customers see fewer problems with B20 than with conventional heating oil.”

The official vote to change the standard took place at the December 2014 ASTM meeting. At that meeting, wholesale fuel provider Amerigreen reported that it has more than 100,000 B20 customers. The company said that number is growing in part because Bioheat fuel customers see less maintenance than with conventional fuel oil.

The newly updated ASTM D396-15a “Standard Specification for Fuel Oils” can be downloaded at [ASTM.org](http://ASTM.org) soon.

## Miami County Couple Named ASA DuPont Young Leaders

The American Soybean Association (ASA) DuPont Young Leader Program strives to identify new and aspiring leaders and provide them with opportunities to enhance their skills and network with fellow growers. The current class brings together representatives from 23 states and Canada including an Ohio farm couple, Dan and Cindy Sturgill of Miami County.

“The Ohio Soybean Association (OSA) is proud to have Dan and Cindy representing Ohio,” said Tommie Price, OSA president and soybean farmer from Putnam County. “The ASA DuPont Young Leader Program strengthens our industry and provides agricultural leaders with the training to enhance their leadership skills. Congratulations to all the winners of this year’s program.”

The ASA Dupont Young Leader program consists of two multi-day workshops that focus on educational and skill-building opportunities. While both Dan and Cindy have full time jobs off the farm, they find time to take on leadership roles and participate in these programs because they believe farmers should be the ones to speak for farmers.

“The media training has really stuck out in my mind that you should be thinking about your message ahead of time and always bringing that question back to resonate with our core message while also addressing their question,” said Dan.

The Sturgills learned about the program from a past participant during their trip to the Commodity Classic conference last year. This year they returned to the conference during the second session of the ASA DuPont Young Leader Program.

“We learned about it last year at Commodity Classic and it seemed like a good opportunity. It’s a great way to network and learn more about issues that are facing agriculture today. For new participants it may be eye-opening to realize how much we need to step up and give a voice to agriculture,” said Cindy.

Being very proactive in efficiency and environmental responsibility, Dan has slowly upgraded the equipment line to take advantage of current technologies and allow for more precision in their practices.

“Technology today is a must, in my opinion. It’s going to get more precise moving forward than where we’re at now with using larger management zones for fertilizer and herbicide application. The zones could be down to less than three feet

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— OHIO SOYBEAN COUNCIL —

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### THE TEXAS AGRIBUSINESS MARKET RESEARCH CENTER CONDUCTED AN ROI STUDY FOR THE UNITED SOYBEAN BOARD. AMONG THEIR FINDINGS:



5% of all U.S. soybean farmers' revenues are due to the checkoff's research and marketing efforts. • The checkoff has boosted the level of soybean, soybean meal and soy oil exports by 5%, 15% and 24%, respectively. • The checkoff has reduced the severity of market downturns in bad years and added growth and profitability in good years.

SOYBEAN OIL EXPORTS

# UP 24%

The Ohio Soybean Council (OSC) was founded in 1981 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 supporting research and development, and education and promotion projects.

SOYOHIO.ORG.



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by three feet areas that allow us to change the seeding rate or amount of nitrogen applied. I think the technology is there to drive that,” said Dan.

Dan recognizes many challenges the industry faces such as delivering a quality product while looking at the variety of end uses for soybeans. Protein and oil content continue to be a focus and he believes that can be an advantage the United States has and maintains in the market. In fact, being analytical by nature, he has taken the initiative to run several test plots over the years to collect data on performance of soybeans in different conditions and under different practices.

The data collected from the test plots fuel the decisions they make on the farm, but there is also a goal to one day host a field day and share the findings to encourage other farmers to evaluate what they are doing and potentially make a change.

“When you’re looking to get into the industry, don’t be afraid to fail. Part of growing and learning is trying - try new things on a small scale and adapt,” said Dan. “It’s easy to fall into that rut of how it’s always been done instead of evaluating things and coming up with a scenario maybe no one has thought of.”

The Sturgills are very grateful for the opportunity to be involved in the ASA DuPont Young Leader Program. They recognize that the relationships they are forming with other participants today will be influential down the road as they continue to collaborate with others and provide leadership within the industry.

“Agriculture faces many challenges and opportunities as American farmers work to help meet the growing global demand for food,” said Randy Wanke, senior manager of Industry Relations, DuPont Pioneer. “We are proud to support the young leader program, which is developing the future growers needed to capture those opportunities and meet those challenges.”



*Dan and Cindy Sturgill on their farm in Miami County.*

## NBB Files EPA Petition to Reverse Argentina Decision

The National Biodiesel Board (NBB) filed a petition with the Environmental Protection Agency (EPA) calling for the agency to stay its recent decision to approve a new survey method for Argentinian biodiesel imports to the U.S. under the Renewable Fuel Standard (RFS).

The Petition for Reconsideration and Request for Administrative Stay can be found on NBB’s website, [www.nbb.org](http://www.nbb.org). In it, NBB asks that the EPA withhold implementing the decision and reconsider the application with more opportunity for public comment and review.

The petition is one of several strategies NBB is pursuing to prevent or mitigate the threat of Argentinian biodiesel flooding the U.S. market as a result of the EPA’s January decision to approve CARBIO’s application for using the survey approach for certifying its feedstocks under the RFS. NBB also is pressing the EPA to take into account the potential for sharply increased Argentinian biodiesel imports in future years’ volume rule makings.

The EPA initially approved the application from Argentina’s biofuels association, CARBIO, on Jan. 27.

Typically under the RFS, foreign producers must map and track each batch of feedstock used to produce imported renewable fuels to ensure that it was grown on land that was cleared or cultivated prior to Dec. 19, 2007 – when the RFS was established.

The EPA’s January decision allows Argentinian biodiesel producers to instead rely on a survey plan being implemented by a third party to show their feedstocks comply with the regulations. The goal of the survey program is to ease the current map and track requirements applicable to planted crops and crop residues grown outside of the United States and Canada, resulting in a program that seems far less stringent and more difficult to verify.

Because the EPA did not provide an open process when it considered the application, the limited information provided in EPA’s approval document raises significant questions about whether soybean oil biodiesel being imported from Argentina meets the renewable biomass requirement under the regulation. Many of the soybeans processed into soybean oil in Argentina come from Uruguay, Peru, Brazil, and other countries. Given the complex international trade involved and the apparent gaps in the program as outlined in EPA’s approval document, the EPA will have little ability to verify the survey plans proposed by Argentinian producers, even with the third-party surveyor’s limited reviews. Argentina would be the first country to use a survey approach under the RFS. Canada and the U.S. operate under an aggregate approach in which feedstock is approved so long as the aggregate amount of agricultural land in each country does not grow.

*\*Article provided by the National Biodiesel Board*

Ohio Soybean Association  
918 Proprietors Rd., Suite A  
Worthington, Ohio 43085  
[www.soyohio.org](http://www.soyohio.org)

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