

Ohio Soybean NewsTM

JANUARY/FEBRUARY 2019

A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

Could You Be a Specialty Grower?

Pages 20-21

NON-PROFIT
U.S. Postage Paid
Liberty, MO
PERMIT 369

OHIO SOYBEAN ASSOCIATION, 918 Proprietors Rd., Suite A, Worthington, OH 43085

PAY LESS and GET MORE

(ABOUT 20%)

Flu-Rimuron

offers you a premium dual mode,
residual herbicide program
at generic prices.

When you get less for your
beans, wouldn't you like to
spend less growing them?

Why pay more for the same
herbicide performance
when you can't sell your
beans for more?

At Flu-Rimuron's price, you can afford to use the highest labeled rate for even better weed control. The high labeled rate of RedEagle's Flu-Rimuron contains the same amount of Flumioxazin in 2.8 ounces of Valor® SX and the same amount of Chlorimuron in 2.2 ounces of Classic®. The big difference is the cost.

Sure, you can pay more for those other, high-priced pre-mixes with these active

ingredients, like Valor® XLT, Envive® and Enlite®. But the market doesn't reward that.

No matter what price beans fetch in the market, they still need a premier, residual dual mode-of-action treatment that can knock out tough, often resistant weeds right from the start. RedEagle's Flu-Rimuron also has more residual herbicide per ounce than Envive® or Enlite® so you can pay less per ounce and get more residual herbicide.

Wouldn't you rather save several dollars per acre using the same combination of two proven pre-emergence, residual herbicides with different modes of action? Can you afford not to do it?

The choice is yours, so ask your dealer for RedEagle's Flu-Rimuron. Or send us a note at info@redeagleinternational.com and we'll put you in touch with someone who will help you get Flu-Rimuron.

ASK YOUR DEALER FOR
RedEagle's Flu-Rimuron. You'll
be glad you tried it, glad you
could use the rate you need, and
glad you saved money doing it.



For more information on Flu-Rimuron
and other RedEagle products,
visit our website:

www.redeagleinternational.com

Email:

info@redeagleinternational.com

Ohio Soybean News

January-February 2019
Vol. 9, No. 1

COVER STORY:

With the beginning of the year comes new opportunities and new challenges. Legislators expect water quality to be one of the first issues addressed in 2019, seed selection is right around the corner and a new Farm Bill means new opportunities for soybean farmers. Luckily, the Ohio Soybean Association and Ohio Soybean Council are there to support Ohio soybean farmers through it all.

See Pages 6, 8 and 14

- 5** The 2018 Ohio Grain Farmers Symposium
- 5** Bret Davis Elected Secretary of American Soybean Association
- 6** 2018 Farm Bill Gives Certainty to Soybean Farmers
- 8** Speaker of the House, Senate President Talk Water Quality with OSA Board
- 10** OSA 2018 Legislative Review
- 10** OSA's 2019 Member Benefits Are Here
- 12** Commodity Classic Preview
- 14** How to Approach Soybean Seed Selection
- 15** Market Expansion Spotlight: Animal Agriculture
- 15** Ohio Soybean Council Celebrates 9th and 10th R&D 100 Award
- 16** Spotlight on the Americas Region: U.S. Soy Commits to Doing What it Takes
- 18** 10 Apps to Make Your Farm More Efficient
- 19** Let Us Hear From You
- 19** Jeff Magyar Appointed to Serve on the United Soybean Board
- 20** Diversification in a Changing Market
- 22** Soybean Farmers Explore Innovative Option for Containerized Shipping on Inland Waterways
- 23** 2018 Industry Dinner



The Tradition Continues ...
Tune in to listen to Dale Minyo,
Ohio's most recognized farm
broadcaster.
www.ohioagnet.com





OHIO SOYBEAN ASSOCIATION

President

Scott Metzger, Ross County

First Vice President

Ryan Rhoades, Marion County

Vice President

Patrick Knouff, Shelby County

Treasurer

Jennifer Wilson-Oechsle, Van Wert County

Secretary

Jeff McKanna

Chairman

Allen Armstrong, Clark County

Trustees

Jerry Bambauer, Auglaize County

Trish Cunningham, Knox County

Bret Davis, Delaware County

Rusty Goebel, Williams County

Caitlyn Heimerl, Industry Affiliate Ex-Officio

Jeff Magyar, Ashtabula County

Derek Reusser, Holmes County

Jeff Roehm, Highland County

Luke Ryan, Lucas County

Andy Stickel, Wood County

Kerrick Wilson, Preble County

American Soybean Association Board Representatives

Jerry Bambauer

Bret Davis

Scott Metzger

Staff Credits

Kirk Merritt-Publisher

Jennifer Coleman-Editor

Julia Brown-Contributing Editor/Staff Writer

Jen Del Carmen - Contributing Writer

Kayla Weaver - Contributing Writer

Brent Warren - Art Director

Barry Falkner - Photo Quality/Proofer

Tony Green - Advertising Production

Ohio Soybean news is published six times a year by the Ohio Soybean Association, 918 Proprietors Rd., Suite A, Worthington, OH 43085. Phone: 614-476-3100. For address corrections contact Ohio Soybean News at 918 Proprietors Rd., Suite A, Worthington, OH 43085.

Web address: www.soyohio.org
E-mail: cdeboard@soyohio.org

Comments and statewide news articles should be sent to the above address. Advertising space reservation must be made by the first of the month preceding publication. In consideration of the acceptance of advertisement, the agency and the advertiser must, in respect of the contents of the advertisement, indemnify and save the publisher harmless against any expense arising from claims or actions against the publisher because of the publication of the content of the advertisement.

For Advertising Sales Contact:

Matt Herman- (612) 812-5833
matt.herman@dtm.com



Scott Metzger

Ohio Soybean Association Chairman
Ross County soybean farmer

A Letter From the President

Once again, 2018 proved to be a challenging year for Ohio soybean farmers, with harvest just now wrapping up for some.

I hope that everyone had a safe and successful harvest despite all the challenges we have faced.

I am honored to serve as your 2019 Ohio Soybean Association (OSA) president. Our new chairman, Allen Armstrong, did a wonderful job serving our organization as president for the past year and I am thankful for his leadership, guidance and friendship. Thank you, Allen, for your service and dedication to Ohio soybean farmers.

In December, we were pleased to see the 2018 Farm Bill completed. Both OSA and the American Soybean Association (ASA) advocated for timely passage of the bill, and we are happy with the outcome. With the passage of the Farm Bill, farmers across the country will now have much needed certainty for our farm programs.

At press time, we are still faced retaliatory the tariffs on soybeans and are lobbying for an agreement with our top international customer, China. We are cautiously optimistic that the two countries will find a solution soon, especially with China's recent promise to begin buying more U.S. soybeans. Until then we will continue to work on your behalf by telling Congress and the administration that agriculture, but most importantly soybean farmers, rely on trade agreements to compete in the international marketplace.

Following the November election, we look forward to working with Governor Mike DeWine and to build upon an already strong relationship as we begin to develop plans for water quality improvement. We will continue to emphasize the need for solutions that are based on sound science that will protect Lake Erie, without sacrificing Ohio agriculture's ability to produce food and grow our economy.

Congratulations to Bret Davis, OSA board member and soybean farmer from Delaware County. Bret was elected secretary of ASA in December. Bret's election allows him to represent Ohio soybean farmers and all U.S. soybean farmers on a much larger scale and we are proud to have his leadership during these challenging times in agriculture.

I hope you all enjoyed time with family and friends and had a safe and happy holiday season!

2018 Ohio Grain Farmers Symposium

This year's Ohio Grain Farmers Symposium was full of information and conversations to help grain farmers prepare for 2019. The meeting opened with remarks from Lt. Gov. Jon Husted about the DeWine-Husted agenda and how agriculture will fit into that plan in the coming years.



"We want to make sure workforce and training opportunities are available to everybody in rural Ohio and we also want to extend broadband to make sure that no matter where you live in Ohio you have access to the technology highway that broadband presents and creates for everybody," Husted explained. He also touched on water quality, saying that the new administration is willing to listen and meet with all stakeholders and does not want an adversarial relationship with agricultural groups.

Dr. Cathann Kress, vice president for agricultural administration and dean of the College of Food, Agricultural, and Environmental Sciences (CFAES) at The Ohio State University, gave an update on CFAES and how the college continues to look to the future.

The rest of the symposium focused

heavily on nutrient management, with sessions about using technology for nutrient management plans, the revised Tri-State Fertilizer Recommendations, and the revised Ohio Soil Phosphorus Index. Presentations can be found at ohiograinfarmerssymposium.org.

A panel featuring leadership from the Ohio Corn & Wheat Growers Association (OCWGA) and Ohio Soybean Association (OSA) discussed water quality, trade and what 2019 holds for both organizations. OCWGA and OSA both held their annual meetings at the symposium as well, including electing new Board of Trustees members. OSA elected Rusty Goebel of Williams County to represent District 1 and re-elected Kerrick Wilson of Preble County to represent District 10 and Derek Reusser of Holmes County to represent District 12. ♦

Bret Davis Elected Secretary of American Soybean Association



In early December, the American Soybean Association (ASA) elected executive committee members to lead its organization in 2019. Bret Davis,

Ohio soybean farmer and Ohio Soybean Association (OSA) board member from Delaware County was elected as Secretary.

The American Soybean Association (ASA) represents U.S. soybean farmers on domestic and international policy issues important to the soybean industry. ASA has 26 affiliated state associations representing 30 soybean producing states and more than 300,000 soybean farmers.

"We are happy to see Bret elected to this leadership position," said Kirk Merritt, OSA executive director. "Bret has a passion for soybean advocacy and is a leader at both the state and national levels. He will make Ohio proud."

Bret previously served as an At-Large Member on ASA's Governing Committee

and as OSA President, Chairman, Vice President and Treasurer. He grows 3,400 acres of soybeans and corn on his family farm in Delaware County. In addition to his work with ASA and OSA, Bret holds a designation as a Certified Crop Advisor and is a past president of both the FSA Board and the Delaware County Farm Bureau. He was a member of the FFA and earned his American FFA Degree. Bret also previously served on the Ohio Soybean Council Board of Trustees.

"I am proud to serve the American Soybean Association as their secretary and represent Ohio soybean farmers," Davis said. "I know that all of my fellow farmer leaders at the national level stand ready to ensure that our leaders in Washington, D.C., hear your voice." ♦

2018 Farm Bill Gives Certainty to Soybean Farmers

In December, Congress passed the Agriculture Improvement Act of 2018, otherwise known as the 2018 Farm Bill. Leaders in the American Soybean Association (ASA) and the Ohio Soybean Association (OSA) had been advocating for the passage of a new Farm Bill after many of the programs set forth in the 2014 Farm Bill had expired at the end of September.

“We’re glad to see the new Farm Bill passed,” said Scott Metzger, OSA president and Ross County soybean farmer. “With the crazy year soybeans have had, OSA welcomes the assurance the new Farm Bill gives us as we start 2019.”

Provisions in the bill important to soybean farmers include the following:

- ▶ Allowing producers to sign up for the county option under the Agricultural Risk Coverage (ARC) program or the Price Loss Coverage (PLC) program for 2019–2020 crops, and annually for 2021, 2022, and 2023 on a farm-by-farm and crop-by-crop basis.
- ▶ Allows farmers to update their program yields, increasing the support they’re eligible to receive.
- ▶ Increasing the Marketing Assistance loan rate for soybeans by 24



percent, to \$6.20/bu. from \$5.00/bu.

▶ Establishes the Agricultural Trade and Facilitation Program, which will provide \$255 million per year to fund Foreign Market Development Program (FMD), Market Access Program (MAP), emerging markets, and Technical Assistance for Specialty Crops (TASC). FMD is funded each year at not less than \$34.5 million, and MAP is funded each year at not less than \$200 million. A Priority Trust Fund will provide \$3.5 million per year to programs for which requests are greater than the funds available. The Bill also allows FMD funds to be used in Cuba.

▶ Reduces mandatory funding of the Energy Title significantly, but continues baseline funding for the Rural Energy for America Program (REAP). The Biobased Market Program will be funded at \$3 million per year for 5 years — the only Energy Title program to get increased funding.

▶ Increases the overall acreage limit for the Conservation Reserve Program (CRP) to 27 million from 24 million acres by FY 2023, including 8.6 million acres to be devoted to continuous practices and two million for grasslands. Limits Conservation Stewardship Program (CSP) funding, and encourages States to give higher consideration to contracts that improve soil health.

▶ Maintains authorization for the Agriculture and Food Research Initiative (AFRI) at \$700 million per year and directs USDA to utilize the National Academies of Sciences, Engineering, and Medicine (NASEM) “Science Breakthroughs to Advance Food and Agricultural Research by 2030” consensus report, which identifies priority research areas for developing a more efficient, resilient, sustainable, and competitive U.S. agricultural system. ASA helped fund this study.

▶ Crop insurance provisions allow producers to establish a single-enterprise unit across county lines. The language also includes cover crops as a good farming practice under crop insurance and ensures that the planting of a cover crop does not impact the insurability of a subsequent crop. ♦

FULL-CIRCLE RETURN

HERE'S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.



* Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

unitedsoybean.org



Speaker of the House, Senate President Talk Water Quality with OSA Board

By Julia Brown

At the November Ohio Soybean Association (OSA) Board of Trustees meeting, one topic dominated the conversation: water quality. The meeting, held at the Ohio Statehouse, offered the chance for board members to discuss solutions to the water quality issue and the means to fund that solution. During the meeting, several members of the Ohio Senate and House of Representatives took a

break from the commotion of a lame duck session to speak to the board about issues most important to Ohio's soybean farmers.

Speaker of the House Ryan Smith

First, the board met with Speaker of the House Ryan Smith (R-Bidwell) about broadband access, water quality and trade issues. Speaker Smith stressed the importance of reaching out to representatives. He added that farmers should take the time to educate their representatives about how each issue uniquely impacts farmers, especially for the representatives who do not have a background in agriculture.

When discussing water quality, Allen Armstrong, OSA chairman and soybean farmer from Clark County explained that farmers don't want any nutrient runoff. "Those nutrients leaving my fields are \$100 bills. I don't want them to leave," he said. Speaker Smith responded, "The last thing we want is to make it more cumbersome to do what you do every day."

Next, the board met with Rep. Brian Hill (R-Zanesville), chairman of the House Agriculture and Rural Development Committee, and Sen. Bob Hackett (R-London), chairman of the Senate Agriculture Committee. They discussed a potential bond issue to help fund a solution to the water quality problem, stating that agricultural groups need to be included in the decision-making process.

"Nobody likes mandates — especially in the economy we're in today," Rep. Hill said. Sen. Hackett agreed, saying, "We're trying to create an environment to help businesses." The two seemed optimistic about the future legislative relationship with newly-elected Governor Mike DeWine.

The board was visited lastly by Sen. Larry Obhof (R-Medina), president of the senate. Sen. Obhof seemed to think that legislation affecting water quality will be one of the top issues for the first six months of 2019.

OSA also elected new executive board members. Allen Armstrong of Clark County, OSA's former president, moved into the role of Chairman. Scott Metzger of Ross County and Ryan Rhoades of Marion County also moved up the chain, becoming President and First Vice President respectively. Patrick Knouff of Shelby County was elected Vice President, Jennifer Wilson-Oechsle of Van Wert County was elected treasurer and Jeff

McKanna of Hancock County was elected secretary.

The OSA board spent the afternoon meeting with various members of the House and Senate ag committees about water quality and rural broadband access. For more information about the best ways to reach out to your own representatives, please contact Emilie Regula Hancock, OSA's policy and membership coordinator, at [eregula.hancock@soyohio.org](mailto:hancock@soyohio.org). ♦

.....
Top: Sen. Bob Hackett (L) and Rep. Brian Hill

Bottom: Senate President Larry Obhof

Photos by Sarah Crock, Majority Communications Department, Ohio House of Representatives





FOR
BETTER
YIELDS



THE LINE
FORMS
HERE.



Stay out in front with the consistent performance of Asgrow® — the highest-yielding soybean seed in the U.S. Offering 100% exclusive genetics for superior yields that help maximize profit potential acre to acre, year to year, generation to generation. Ask your dealer how much further you can grow when **Asgrow leads the way.**

Data as of December 29, 2017. Includes all the commercial and commercial seed data Asgrow has filed to market comparisons and NIFA. 100% day maturity. Data includes Asgrow's. All other trademarks are the property of their respective owners. Performance may vary from location to location and from year to year, as well as growing conditions and weather conditions. Always read and follow grain marketing and all other stewardship practices and restrictions. Asgrow and the A Design and Asgrow® are registered trademarks of Asgrow. All other trademarks are the property of their respective owners. ©2018 Asgrow Group. All Rights Reserved.



BIODIESEL: Advocated for a stronger Renewable Fuel Standard and biodiesel tax credit extension.

BROADBAND ACCESS: Supported legislation to increase broadband access in rural Ohio in order to help improve quality of life and create strong and competitive farming operations.

FARM BILL: OSA supported swift passage of a new Farm Bill and increased funding to the Market Access Program (MAP) and the Foreign Market

OSA 2018 Legislative Review

Development (FMD) Program.

FUNDING: Supported funding to The Ohio State University Wooster Campus, home of OSU's Agricultural Technical Institute, for capital improvements.

TRADE: Along with its national affiliate the American Soybean Association (ASA), OSA opposed tariffs on soybean exports and advocated for long-term free trade solutions.

WATER QUALITY: Opposed multiple attempts by the Kasich administration to put an unfunded mandate on Ohio's farmers. OSA board members and staff met with several other agriculture groups, environmental groups and state legislators to find a solution to the water quality problem that is based on sound science.

For more information about OSA's 2018 accomplishments, please contact OSA's Policy and Membership coordinator Emilie Regula Hancock at eregula.hancock@soyohio.org.

Left: OSA board members visited Washington, D.C., in March and July.

Below: OSA board members meet with Rep. Bob Gibbs, who serves Ohio's 7th congressional district.



Scott Metzger, soybean farmer from Ross County and newly-elected OSA President, testifies in front of a legislative committee.

OSA's 2019 Member Benefits Are Here



Member Benefits

- ▶ Eligible to win 50 hours on a MT 500 Challenger Tractor from Ohio Ag Equipment
- ▶ 25% off retail of a Roof Maxx™ Product
- ▶ Subscription to Ohio's Country Journal and The Progressive Farmer

- ▶ Subscription to Ohio Soybean News magazine
- ▶ Early Bird Registration at DTN/PF Ag Summit Conference held annually each December in Chicago
- ▶ Personalized Membership Card
- ▶ American Soybean Association membership and benefits, which can be found at soygrowers.com/belong/membership-benefits/

3-Year Member Bonuses

In addition to the member benefits listed above, 3-year members also receive:

- ▶ Coupons worth \$200 off the purchase of a minimum of 100 bags of soybean seed from a participating company.
- ▶ Biodiesel Bucks
- ▶ NDVI Satellite Imaging
- ▶ OSA Member Pin
- ▶ Soybean Keychain

Want to join or renew? Visit www.soyohio.org/association/membership/ to learn how! ♦



Congratulations to the winners of our Challenger MT500 series tractor demo raffle through our partnership with Ohio Ag Equipment, Mike and Todd Gorton.

YOUR MEMBERSHIP SUPPORTS YOU HERE.



Ohio soybean farmers consistently rank state and federal regulation as their top concern. The Ohio Soybean Association (OSA) provides leadership for Ohio's soybean farmers in promoting effective policies and legislation. OSA represents its members at both the state and federal levels, and works cooperatively with its national affiliate, the American Soybean Association. Soybean checkoff dollars cannot be used for lobbying and legislative activities. That's why your OSA membership is vital to making the soybean industry in Ohio successful and profitable for years to come.



**OHIO SOYBEAN
ASSOCIATION**

**To learn more, visit
soyohio.org/membership.**

YOUR CHECKOFF SUPPORTS YOU HERE.



The Ohio Soybean Council was founded in 1991 to manage the Soybean Research and Promotion Program, commonly referred to as the soybean checkoff. Soybean farmers pay one half of one percent of the bushel price to the soybean checkoff when they sell soybeans. Half is sent to the United Soybean Board and half is invested right here in Ohio in soybean production research, marketing and promotion, new product development and education to maximize profit opportunities for soybean farmers.



**OHIO SOYBEAN
COUNCIL**

**To learn more, visit
soyohio.org/checkoff.**



Commodity Classic Preview

It doesn't matter what you grow or how many acres you farm, Commodity Classic is where you'll get the answers, solutions and information you need to meet today's challenges—and position your farm for sustained success in the future.

BE AMONG THE FIRST TO SEE WHERE FARMING IS HEADED This is where what's next in agriculture happens. Where you'll see the newest innovations well before they show up in the farm magazines.

WHERE AG'S THOUGHT LEADERS SHARE THEIR THOUGHTS Inspiring speakers. Game-changing innovators. Top farmers from across the nation. You'll learn from all of them—all under one roof and for one registration fee!

GET ANSWERS TO YOUR QUESTIONS ABOUT YOUR FARM'S FUTURE Every educational session is focused on what

matters to you and your farm. This is bottom-line stuff designed to keep you operating efficiently and profitably.

SEE THE LATEST INNOVATIONS—AND MEET THE PEOPLE BEHIND THEM Leading agribusinesses know that Commodity Classic attracts America's best farmers. So they bring their best people to talk with you about the newest equipment and technology.

NETWORK WITH FARMERS FROM ACROSS THE NATION You'll be among thousands of farmers who share your passion for agriculture and your thirst for knowledge. Learn how they do what they do. Discover how they solve problems—and share your own solutions. And make friendships that will last a lifetime.

For registration or more information, please visit commodityclassic.com.



How do we nourish the world sustainably? **Stay connected.**

The future of our food and our planet are deeply connected. When food moves across borders it can be grown in the right climate, using less land and water.

Opening new markets boosts food production, spurs job creation and puts food on more tables around the world. That's why we work to stay connected through trade – to sustainably nourish the world and build local economies that *thrive*. Learn more at cargill.com

thrive

Cargill




unitedsoybean.org

INVESTING IN NEW MARKETS FOR U.S. SOY

From promoting the profitability of using high-quality soybean meal in India to training animal producers on nutrition in Colombia, the soy checkoff is working behind the scenes to develop more market opportunities for U.S. soy. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And it's helping make a valuable impact for soybean farmers like you.

See more ways the soy checkoff is maximizing profit opportunities for soybean farmers at unitedsoybean.org

Brought to you by the soy checkoff. 

©2018 United Soybean Board. Our Soy Checkoff and the Our Soy Checkoff mark are trademarks of United Soybean Board. All other trademarks are property of their respective owners.

How to Approach Soybean Seed Selection

Seed selection is one of the most important decisions farmers make each year. It involves reviewing the latest private and university research, paying close attention to what's happening in their fields and talking with a trusted seed advisor or agronomist about options to match overall management plans. With so much innovative trait technology out there, balancing the opportunity to test new varieties and planting ones that yield proven results can also be a complex.

Though seed alone doesn't guarantee a successful growing season, it is a key first step. Northwest Ohio farmer and seed representative, Scott Gillen, and Pioneer Territory Manager Chasitie Euler have a combined 44 years in the seed industry. They've outlined an approach to help Ohio growers get their next soybean crop off to the right start.

SELECT SOYBEAN VARIETIES FOR YIELD POTENTIAL

Yield is still the top factor to look for when it comes to selecting soybean varieties. Gillen looks at several sources to evaluate top performers, including company websites and university publications. He also talks with other dealers to find out how their plots performed before making decisions for his farm.

ALIGN SEED CHOICE WITH HERBICIDE STRATEGY

While it should not be the deciding factor, it's important to make sure seed traits align with weed control strategies. Herbicide resistance is becoming more of a challenge across the U.S. With the complexity of rotating chemistries and using overlapping residuals, farmers need to ensure seed and chemicals are working together for high yields.

No matter what weed control system is chosen, Euler says it's critical to start with a weed-free farm before planting. Incorporating a fall herbicide plan



followed up by strong residual just before planting will lessen the chance of taking down larger weeds in-crop.

CONSIDER SOIL TYPES AND DEFEND AGAINST DISEASES

Next, consider the different soil types and diseases that can harm plants. According to Euler, Ohio is "king" for phytophthora, which is prone to popping up in heavy, clay soils. Sandy, light soils are breeding grounds for white mold, sudden death syndrome and soybean cyst nematodes (SCN). Selecting seed traits and treatments that combat these yield robbers is key to keeping them in check for the growing season.

Euler also suggests spending time testing soils in the fall to truly quantify SCN populations. Since there is a high correlation between nematode infestations and sudden death syndrome, it might be smart to select varieties that protect against both or switch up your crop rotation and plant corn instead. Growers can select the "Peking" or "PI8878" trait for SCN resistance and identify nematicide seed treatments to provide the best protection against the pest.

ACCOUNT FOR ROW WIDTH, PLANT HEIGHT AND CANOPY

Select seeds that will thrive according to selected row spacing. For most Ohio soybeans, the sweet spot is 15-inch rows. Identify varieties that have strong standability in narrow or wide canopies

Seed selection is unique to each farm. Use these recommendations as a starting point for your 2019 seed selection.

or select varieties that will bush out more in wide rows. However, Euler notes some farmers are starting to go wider and plant lower populations (120,000 vs. 180,000) in their more productive soils with good results. Keep in mind that air movement between plants is ideal for combatting white mold.

NEW SEED TRAIT TECHNOLOGY

When it comes to testing new seed technology, there's plenty to get excited about. However, it's good to test new seed on a limited number of acres the first year. Gillen plants test plots to see how new varieties perform on his farm before making large-scale purchases. He also talks with dealers and reads trial information to compare his results with others. If the technology performs well consistently in different environmental conditions, he'll plant more acres in the future.

Both Euler and Gillen acknowledge that price and economics can also drive seed purchase decisions. For farmers that need to plant beans on beans, they highly suggest working with a dealer to choose seeds with strong disease tolerance. ♦



This article is from Field Leader, an online resource to give you access to the latest soybean checkoff research and water quality information to enhance your operation. You can find more articles like this one at ohiofieldleader.com.

Market Expansion Spotlight: Animal Agriculture



In 2019, each issue of Ohio Soybean News will look at a different market segment where the Ohio Soybean Council is working to expand opportunities for Ohio soybean farmers. This issue is all about soybeans' number one customer: animal agriculture. The meal from nearly 30 million bushels of Ohio soybeans are fed to pigs, chicken, cattle and other livestock and poultry every year.

MEAT OHIO FARMERS

In 2017, OSC started the Meat Ohio Farmers promotion in collaboration with City Barbeque restaurants. The promotion helps grow awareness of Ohio's meat producers for suburban and urban consumers to increase the sale of meat, in turn increasing the demand for soybeans.

INTERNATIONAL ANIMAL AG

OSC is also working to increase meat, poultry and fish consumption across the globe. This year, EnzoMeal, a soy-based fish feed that is directly patented and licensed to OSC, partnered with Matrix Sea Foods, an India-based manufacturer of aqua feed. By 2020, this partnership will use over 1 million pounds of soybeans as fish feed. OSC helped the USA Poultry and Egg Export Council (USAPEEC) to establish and develop local meat processors in Mexico, the largest market for U.S. poultry.

INDUSTRY PARTNERS

OSC has collaborated with other meat and poultry checkoffs and trade

associations across the state to promote Ohio's animal agriculture industry. In 2013, OSC was named the Ohio Poultry Association's (OPA) 2013 Industry Partner, and, in 2017, OSC received the Friends of the Ohio Pork Industry award from the Ohio Pork Council (OPC). OSC has also worked with OPC to establish meat tastings in Costco stores across Ohio. ♦



Ohio Soybean Council Celebrates 9th and 10th R&D 100 Award

The Ohio Soybean Council (OSC) received two R&D 100 Awards November 16 at the 56th annual R&D 100 Awards in Orlando, Florida, for a soy-based floor coating that was funded with Ohio soybean farmers' checkoff dollars. The R&D 100 Awards honor the 100 most innovative technologies of the past year. OSC won in cooperation with Light Curable Coatings, Redwood Innovations and Quick Cure Protective Coatings in the Mechanical/Materials category. OSC was also awarded a Special Recognition for Green Technology. These awards are OSC's ninth and 10th R&D 100 Awards since 2002. OSC has received five R&D 100 Awards in the last five years.

The soy-based UV-cured, high-performance, bio-preferred floor coating contains no volatile organic compounds

(VOCs). The clean, green soy-acylate-based product delivers exceptionally low cure times and meets or exceeds industry targets for appearance, hardness, adhesion, solvent resistance and application temperature.

"It feels incredible to know that something developed with checkoff dollars is considered one of the most innovative technologies of the past year," said Nathan Eckel, OSC Research Committee chair and soybean farmer from Wood County. "Developing soy-based products continues to be a priority for the Ohio Soybean Council, and we are proud to see our biobased products recognized on a national and international level."

For more information about Light Curable Coatings, OSC's role in its development, or licensing, please contact

Barry McGraw, OSC's Director of Product Development & Commercialization, at bmcgraw@soyohio.org. ♦



L-R: Barry McGraw (OSC), Keith Kemp (OSC), Ben Curatolo (Light Curable Coatings), Micah Sanders (Quick Cure Protective Coatings) and Jim Sonnett (Redwood Innovations)

Spotlight on the Americas Region: U.S. Soy Commits to Doing What it Takes

By Jen Del Carmen, USSEC

U.S. soybeans and the farmers who grow them were one of the biggest international news stories of 2018. It's nearly impossible these days to not find soybeans on the front page of any publication, whether digital or print. While the U.S.-China trade dispute continues to be in the spotlight, the U.S. Soy industry has always worked to build and diversify multiple markets around the world.

The Americas region, consisting of Latin America, the Caribbean basin, and Canada, has long been a key market for U.S. Soy. "At the Ohio Soybean Council, we are excited about the opportunities that the Americas have for Ohio soybean farmers and we look forward to working with USSEC and other partners to continue to increase soybean demand in the region," says Dave Dotterer, Ohio Soybean Council (OSC) Demand Committee chair.

As of early December, whole soybean exports to the region are up 153 percent over last year. While these eye-popping numbers are due to trade flows that changed with the U.S.-China trade dispute, this is a market that has always been steady and reliable for the U.S. Soy industry.

Mexico, Canada and Colombia are some of the region's largest markets for U.S. Soy products. "This region is the largest U.S. export market for soybean meal, soybean oil and soy ingredients," says Kevin Roepke, USSEC's Regional Director-Americas. "In the 2017/18 marketing year, the Americas accounted for 51 percent of total U.S. soybean meal exports, 69 percent of total U.S. soybean oil exports, and it is also the second largest market for U.S. soybeans, with 10 percent of total U.S. soybean exports.

And the market in the Americas continues to grow for whole beans, meal and oil. With its economic growth, the region will continue to increase demand in meat, poultry meat and eggs, in addition



to production growth, continuing to be dependent on imports of grains and oil seeds.

At USSEC's 2018 International Marketing Dialogue on December 4 in St. Louis, Roepke pointed to key opportunities for import growth to the Americas region.

First, he highlighted prospects for short-term growth, saying that U.S. Soy needs to continue to encourage more robust participation in regional networking and buyers' events.

With the change in trade flows, both Argentina and Brazil are currently importing U.S. Soy. At this time, Argentina is the second largest importer of U.S. Soy, due to price disparity. Argentina, one of the world's top soybean exporters, usually does not import soybeans. However, the country currently needs U.S. beans to feed its massive crushing industry after a drought because what is left of the nation's own crops will be exported to China.

Finally, high oleic soybean oil is creating some excitement in the region. At the recent Crush Con event in San Jose, Costa Rica, 100 percent of the audience expressed their interest in high oleic soybean oil as "definitely" or "maybe."

The two biggest regional challenges to short-term import opportunities for the Americas region are a poor investment

FAS Administrator Ken Isley gives the keynote address at the U.S. Soy Americas Buyers Conference in Cartagena, Colombia in July 2018.

climate, with issues that include lackluster economic growth; rampant corruption; deteriorating safety situations; and government instability. Additionally, the Andean Common Market (ANCOM) tax band system will reset in April 2019, which will make South American products more competitive.

The two greatest regional opportunities for long-term demand growth lie in Colombia and the Dominican Republic. Colombia, Roepke says, has opportunities in the pork, poultry and pet food industries. The Dominican Republic has a favorable investment climate and shows stability. U.S. Soy will continue to allocate resources to grow market stability there.

Let's take a closer look at a few of the specific country markets in the Americas region.

Mexico

Mexico is a key growth market for U.S. Soy with an increased demand for meat, poultry meat and eggs due to population and economic growth.



“Eye-opening” is the word most used by grower leaders and other U.S. Soy family participants for the annual Aquaculture Educational Opportunity (AEO) event held in Campeche, Mexico, January 16-18, 2018. The International Soy in Aquaculture team gathered from around the world to provide updates of aquaculture production in their regions, challenges to industry growth, and opportunities to increase the use of U.S. Soy in global aquaculture feeds.

The country has frontloaded its purchases of U.S. Soy, already purchasing about 60 percent of its committed amount for FY 19 as of early December, Roepke reports. He says Mexico will continue to be dependent on imports of grains (30 percent) and oil seeds (more than 90 percent). The U.S. enjoys a 90 percent market share on whole soybeans and 95 percent for soybean meal.

Mexico is traditionally a very strong soybean meal market for the U.S. and has ranked first or second for decades. Its feed market, the world's fifth largest, is undergoing a crush capacity expansion, which will lead to more soybean imports and fewer imports of soybean meal and soybean oil. The country is home to Latin America's third and fourth largest poultry producers and has strong integration with U.S. suppliers, animal protein producers and railroads. In 2018, OSC supported two projects with the USA Poultry & Egg Export Council (USAPEEC) to increase Mexican demand for U.S. poultry.

The country's thriving aquaculture industry also continues to grow, setting expectations for further demand of soybean meal from the U.S. and from U.S. crushed soybeans. Mexico also has a growing demand for pet food with production higher than that of aquaculture feed.

Colombia

Colombia is experiencing a “storybook economic recovery,” says Roepke. From a country that was once seen as one of the most dangerous places in the world, this country shows “super growth potential,” he continues. Like Mexico, Colombia is viewed as a key growth market for U.S. Soy.

The U.S.–Colombia Trade Promotion Agreement (CTPA), which took effect in 2012, eliminated import tariffs for U.S. soybeans and soybean meal with a tariff-rate quota (TRQ) for soybean oil.

As a result, U.S. soybean exports to Colombia have grown significantly and the trend is expected to continue as Colombian importers enjoy cost advantages from importing U.S. soybeans versus those from Argentina and Brazil.

Poultry is the country's meat of choice, with consumption at 32.8 kilograms (kg) per capita. A modern and well-managed pork checkoff, however, has led to a near doubling in per capita consumption from just slightly over 4 kg per person to over 9.3 kg per person since 2010.

Additionally, Colombia receives the most U.S. Soy Sustainability Assurance Protocol (SSAP) certificates in the Americas.

Canada

The United States' neighbor to the north is a mature but stable and important market for U.S. Soy, representing the fourth largest feed market and sixth largest soybean oil market in the Americas region.

Canada is also the largest market for U.S. biodiesel and boasts strong and highly sophisticated poultry and swine industries.

It is a growing soybean producer and exporter, but the country's still-deficient crush capacity ensures continuing demand for U.S. Soy products.

U.S. Soy's Commitment

Perhaps nothing indicates the importance of the Americas region as much as the presence of USSEC's agricultural buyers' conference this past

July when regional feed industry thought leaders, executives and government officials met in Cartagena, Colombia.

The event was sponsored and coordinated by USSEC, with special support from the U.S. Department of Agriculture's (USDA) Foreign Agriculture Service (FAS). The event, which brought together roughly 150 of the region's most distinguished industry titans, provided a forum for buyers and sellers to engage in commerce.

“In addition to providing executives with relevant knowledge for decision making,” says Roepke, “we also wanted to ensure that importers had plenty of opportunities to buy U.S. Soy products at any given moment. Above all, we wanted to convey the message that not only do you receive the most value with U.S. Soy; right now, you're also getting a tremendous bargain.”

Results have proven phenomenal, as Mexico purchased almost 400,000 metric tons (MT) of soybean meal and over 500,000 MT of soybeans in the weeks following, as confirmed by USDA reports.

“Moreover, ‘battleground countries’ — so named for their competitiveness, due to proximity and freight spreads — realized the value and seized the opportunity of having suppliers in front of them and snatched up other U.S. Soy products as a result of the conference — namely Peru, Colombia, Ecuador and even Venezuela.

The further south the U.S. can supply into the Americas, the better, as competition gets fierce in a hurry,” states Roepke. “North of Bogota, the U.S. has a good market share. South of Bogota, we need to keep working.” ♦

10 Apps to Make Your Farm More Efficient

By Julia Brown

According to a study by Statista, the average American spends over 2.5 hours on their smartphone every day. Here are 10 apps farmers can download to help put those wasted hours to work. All apps are available for free on the App Store and Google Play.

1. MIX TANK – Want to avoid money and product loss due to sprayer clogging? This app helps you calculate the proper order of tank mix for pesticides, adjuvants and foliar nutrition products. The app also includes free weather integration, so you can reduce any spray drift risks.

2. FARM AT HAND – This is the app for the most efficient farmers. The free version allows multiple users (i.e., family and employees) to all look at the same information about equipment, storage and contracts. Information is all cloud-based, making it easy to access anywhere. Premium subscriptions cost \$499/year and include a Crop Planner that helps make decisions on overall crop mix and field-specific fertilizer blends.

3. FARMLOGS – FarmLogs is another app for efficient farmers that helps your farm become more data-driven. The free version includes marketing, soil maps, rainfall tracking, scouting and notes, field mapping and more. It even works offline when you don't have service.

4. AG PHD SUITE – Ag PhD has several apps that could benefit soybean farmers, including Field Guide, Fertilizer Removal by Crop, Drainage Calculator, Planting Population Harvest Loss Calculator and even Soybean Diseases.

5. BEAN CAM – This app ends the guesswork for soybean replanting. It calculates plant stand (plant population) by finding the average of five plant count samples randomly taken in a soybean field at the VC, V1 or V2 growth stage. It then uses



your field average stand value to calculate expected percent yield at harvest, helping you decide whether to replant or stick with the current crop. It also offers the option between manually counting measured plant rows or using your phone's camera to automatically count.

6. GROWERS EDGE – The Growers Edge app is a one-stop-shop for agricultural information, with local cash bids, soybean prices, local weather, news and more. It also includes a feature exclusive to Growers Edge known as Profit Manager, which tracks profitability using total bushels produced, current prices and production costs per acre for corn, soybeans and wheat.

7. OHIO STATE PLOTS – PLOTS is an all-in-one tool that can be used to make farm management decisions. You can create on-farm trials that compare hybrids and varieties, fertilizer rates, stand counts and more. The app then creates a summary report that has a final overview of all trials, notes and results for comparisons that could change next year's decisions. The data can be stored in the cloud or as an Excel file, making it easy to share with

extension staff or crop advisors.

8. ID WEEDS – There are many weed identification apps available to choose from, but ID Weeds is a good place to start. It focuses on species common to the Midwest and you can search for weeds based on their characteristics, like habitat, leaf type and flower color. If you're more old school, you can search directly from an alphabetized list, like a traditional ID book.

9. AGRISYNC – Equipment issues slow you down, but AgriSync can have you up and running in no time. This app allows you to connect with advisors when you have problems with equipment. You can submit a request with a description of your issue and an advisor is notified via text message. Then, you can video chat with the advisor to show them the problem so it can be resolved.

10. GOOGLE DUO – Every farmer knows that growing season can sometimes mean more time spent in the field than with loved ones. Google Duo is a reliable video calling app that works on both Apple and Android devices to keep you connected to those you care about most. ♦

Let Us Hear From You

At the Ohio Soybean News, we're eager to hear more from our readers. We want to better serve our audience — Ohio soybean farmers. Do you have a story idea, feedback on our magazine or a question about the checkoff for our staff to answer? Want to send us photos of the new tractor you got or your kids when they fell asleep in the combine? Please write to us at:

Ohio Soybean News
918 Proprietors Road, Suite A
Worthington, OH 43085

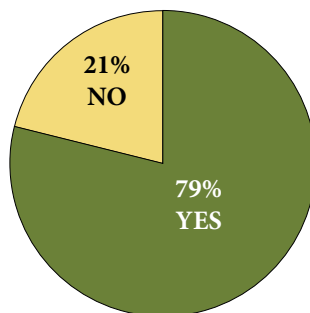
We can also be reached by email at jbrown@soyohio.org with the subject line "OSN Submission." Your letter or photos could be published in a future

issue of Ohio Soybean News. We won't be able to print every message, but we promise to read and carefully consider each one.

Social Media Poll

We polled our Twitter and Facebook followers:

Do you use precision ag equipment (auto-steer, drones, satellites, etc.) on your farm?



Already using precision ag equipment and looking to branch out? New to

precision ag and looking for somewhere to start? Visit Precision Ag Reviews (precisionagreviews.com), an Ohio soybean checkoff-funded website where farmers can review for precision ag equipment to help other farmers make informed purchasing decisions. ♦



Jeff Magyar Appointed to Serve on the United Soybean Board

Jeff Magyar of Ashtabula County has been appointed by U.S. Department of Agriculture Secretary Sonny Perdue to serve on the United Soybean Board (USB).

USB manages the national soybean checkoff which was created by the Soybean Promotion, Research, and Information Act. The board is composed of 73 members representing 29 states and Eastern and Western regions. The newly-appointed farmer-leaders were sworn in as directors at the USB annual meeting in St. Louis in early December.

"I'm glad to see Jeff appointed to USB and have the opportunity to represent all U.S. soybean farmers," said Steve Reinhard, Ohio Soybean Council (OSC) Chairman, Crawford County soybean farmer and USB board member. "He's an active leader in Ohio, advocating for important projects that will give farmers

a return on their investment. I know he'll do the same at USB."

Magyar currently serves on the OSC Board of Trustees, as well as the Ohio Soybean Association. He is a member of the Republican Party Executive Committee and the Western Reserve Co-op Board. He is also an Ohio Farm Bureau County Trustee, Pymatuning Valley FFA Alumni member and Wayne Township Trustee. Additionally, Jeff serves on the Finance Committee of St. Mary Church.

"I look forward to serving on the board," Magyar said. "The checkoff is doing some extremely interesting work in finding the best returns for farmers across the country. From biodiesel and other new products to sustainability, we have tremendous opportunities to make a real difference."



Magyar replaces retiring USB director John Motter. As a member of both OSC and USB, Motter was appointed to USB in 2010 and became an influential leader and the first farmer from Ohio to be elected Chairman of USB in 2017. During his tenure as Chairman, he led the organization through multiple changes, including the hiring of a new CEO. ♦

Diversification in a Changing Market

By Kayla Weaver

U.S. farmers deal in a world market, it's no longer just about what a neighbor needs or if grain can be shipped to livestock operations in other states. The market for U.S. soy also depends on what people on the other side of the globe are having for dinner.

The steady demand for U.S. soybean exports has been largely favorable over the years, but with recent political decisions and record yields sending prices a bit lower than desired it may be the right time for farmers to consider adding a new aspect to their operation with specialty beans.

The learning curve that is involved with transitioning to a new growing practice can be daunting to some farmers, but Ron Burns, a young farmer in Union County, believes it was worth it when he made the decision to add some acres of organic soybeans to the family's operation as a way to build their bottom line and allow him more opportunity on the farm.

"The goal on my farm is to always raise a healthy plant while increasing in profit. When I graduated from Ohio State, I wanted to be more involved and farm with family and neighbors. When you start looking at the profit potential per acre on soybeans acres, it takes careful marketing to make crop plans work well," said Burns. "So, I started looking at organic as a way to grow the profit potential long term and create a better diverse operation."

Before he got started, Burns put pencil to paper and explored the different scenarios with realistic goals for yield potential and additional premiums available for specialty beans. Five years ago, after gaining a lot of information, and an agreement with a neighbor who already had a small amount of organic certified ground, Burns began his adventure in organic soybeans, corn and wheat.



"That first year was a learning curve where timing was the hardest part. With all the other things going on with a farm you might think something can wait a day, but you must be timely with every step. The first couple weeks tend to be very critical — weed elimination and suppression — but then, so is the whole season," Burns said.

In addition to the organic acres, Burns works with his father on more than 1500 acres of conventional crops. Comparing the two growing practices he notes that organic beans have required more attention to detail and some additional time for weed management, which is largely based on being timely with tillage and getting a cover crop established quickly after harvest or completing tillage before any weeds have gone to seed.

"It's intense on the paper work. You have to document your plan for the year ahead of time and all your activities in the field — the rate for nutritional fertilizer, seeding, and everything has to have records to back it up," Burns explained. "Then with the equipment, it must be thoroughly cleaned to prevent cross contamination if used for other than organic practice. I've recently started adding a few pieces

Rogers Grain deals mostly in non-GMO food grade soybeans, giving farmers a local opportunity to reach an international market. They clean and sort the beans to ensure quality products and a good reputation for Ohio soybean farmers around the world.

of dedicated organic machinery to help eliminate that risk."

The yield gap between conventional and organic beans has at times been rather noticeable, but Burns has plans to keep improving and close that gap while taking advantage of the growing demand in local markets. These are markets like Kalmbach Feeds, which supports Ohio soybean farmers through the origination of raw soybeans and use of soybean meal. There's also an additional premium on food-grade soybeans for human consumption that Burns has his eye on in the next few years.

"To remain successful, we must not be afraid of failure, keep pencil sharp and diversify. I was able to purchase more land, 80 acres this summer, due to diversifying my operation. If organic sparks your interest, reach out to myself or someone local you know who has successful organic

operation, and think about starting with treating a portion of your land, one pass or X number of acres, for your trial. I don't know all the answers, but I'm in constant conversation with other producers and continue my own on farm trials towards improved practices."

For farmers who are looking to diversify, Ohio has many different opportunities for soybeans that are organic, non-GMO, food grade and more.

One of those facilities is Rogers Grain, a Covington-based elevator that has been around for more than 60 years. After looking at the changes taking place in agriculture, they decided to get into new ventures and bring new markets and opportunity to the area, not only for the longevity of their business but the health of farming operations in their community.

"Five years ago, we started contracting growers to raise non-GMO soybeans for us. It started primarily with Miami and Darke counties and surrounding areas but has grown tremendously in recent years. Our current footprint reaches from Cleveland to Louisville, and Indianapolis to Columbus, Ohio," said Adam Deaton, customer service and producer relations manager for Rogers Grain.

The elevator's main business is food grade, non-GMO soybeans for export into the tofu and miso markets. Working with roughly 300 producers across all operations, they condition the soybeans and pull anything that

is off color, split, off size or otherwise undesirable and export primarily to Japan and the Asian market for further processing into food products.

"We've taking a grass roots approach. When most farmers are dealing with large conglomerates, we've tried to bring the customer service piece back into grain merchandising, bringing back that local elevator feel. We've ran ads, made a lot of phone calls and farm visits, attended trade shows and partnered with a few other elevators for delivery points in Delta, Ohio, and Columbus, Indiana, to get more producers," Deaton said.

Deaton admits there is a small group of producers simply chasing the premium, but there is also a small group that truly believe in the non-GMO side of production; however, the majority are producers looking to diversify their operation and capitalize on a local opportunity.

"Some producers are yield driven, but after looking at the numbers most understand they are gaining more with the premium then they lose from any yield gap. The biggest factor is the environment; in a year with low-stress, non-GMO beans will perform as good as, or better than, conventional. In a high-stress season you may see more of a difference. Some of the defense or disease packages for the non-GMO food grade varieties are a little lighter because they are bred more for special characteristics," said Deaton.



Ron & Melissa Burns grow both organic and conventional crops on their farm in Union County with the intent to diversify their operation and increase profit potential.

Specific varieties can be selected for protein content, helium color, seed size, fiber and oil content depending on the intended end use. Premiums being offered on 2019 contracts currently range from \$1.75 to \$2.25 per bushel. In some areas contracted with Rogers Grain, they saw an average of 80 bushel per acre in 2017 making a nice profit margin for contracted farmers.

"What we have learned over the last 5 years is that at this point the demand is much greater than the supply. As more growers get interested in our program, I don't know if that will balance out a little bit, but our experience has been that we need more producers," said Deaton.

Ohio has been a leading supplier in the food grade soybean market for many years.

"Buyers overseas have a very vested interest in North American non-GMO soybeans. We can produce the highest protein soybeans in Ohio and the southern Indiana valley than anywhere else in the corn belt," Deaton said. "It might be weather patterns or soil conditions, but ours are higher protein and quality than they will be in western Illinois or Iowa." ♦



Soybean Farmers Explore Innovative Option for Containerized Shipping on Inland Waterways

In the midst of a dynamic and uncertain global marketplace, it is incumbent upon soybean farmers to explore any innovation that offers the potential for transporting soybeans in a more reliable, cost-effective, efficient, and secure manner. A new maritime vessel offers the potential to transport soybeans via shipping containers along the nation's inland waterway system to export facilities near the Gulf of Mexico.

American Patriot Holdings, LLC (APH) has developed a patented vessel design that would enable the transport of shipping containers throughout the nation's inland waterway system. The company's larger, "Liner" vessels will be able to transport 2,375 twenty-foot length containers (TEUs) in a liner service between Plaquemines Port Harbor and Terminal District (PPHTD) — the port complex along the lower Mississippi River closest to the Gulf of Mexico — and both Memphis and St. Louis.

APH has also designed a smaller, "Hybrid" vessel capable of transiting the lock and dam portion of the inland waterway system. These vessels will provide access to regions and communities located along the Mississippi, Illinois, Ohio, and Arkansas rivers. Future service for areas along the upper Mississippi River is currently under evaluation.

In an effort to determine the economic feasibility of exporting soybeans via this new container on vessel approach, the Soy Transportation Coalition (STC) released a report, performed by Informa Economics IEG, comparing the cost, speed, and quality preservation of this potential alternative to the currently utilized options.

The research concluded loading soybeans into a container near St. Louis, transporting it via rail to the



West Coast, and finally an ocean vessel journey to Shanghai would cost \$197.87 per metric ton. The proposed APH Liner service would transport soybeans from St. Louis via container to an ocean vessel at PPHTD and onto a customer in Shanghai at a cost of \$108.88 per metric ton — a 45 percent cost savings compared to containerized shipping through the West Coast.

The speed of the APH vessel will enable shipments of soybeans to reach the Mississippi Gulf export terminal six days faster than bulk barge shipments. Given the increased congestion on the West Coast, the APH vessel will be able to depart the export facility at PPHTD 14 days faster than containerized shipments via rail to West Coast facilities.

"Our research highlights this innovative approach can provide a cost-effective, fast, and secure transportation option to our international customers," explains Mike Steenhoek, executive director of STC. "As we interact with our inter-

An American Patriot Holdings liner vessel travels down the Mississippi River. Courtesy of American Patriot Holdings, LLC.

national customers, we increasingly hear a desire for being able to source soybeans more directly from more localized elevators and even specific farmers. We look forward to utilizing our research to further introduce farmers and agricultural shippers to this innovative opportunity."

STC will be partnering with APH and PPHTD in establishing working groups among communities and regions along the inland waterway system that are well positioned to benefit from this potentially new supply chain. To inquire further about the working groups, contact Mike Steenhoek at 515-727-0665 or msteenhoek@soytransportation.org.

The full report can be accessed at www.soytransportation.org. ♦



2018 Industry Dinner

This year's Industry Dinner offered the chance to reflect upon and celebrate the 2018 accomplishments of the Ohio Soybean Council (OSC) and Ohio Soybean Association (OSA). This year, OSC honored John C. "Jack" Fisher with the Outstanding Achievement Award for his service as executive vice president of the Ohio Farm Bureau Federation and as deputy

director and assistant director of the Ohio Department of Agriculture. Dinner was accompanied by U.S. Soy Export Council (USSEC) CEO Jim Sutter's keynote address about trade and what he expects soybean markets to look like in the coming years. The Ohio Soybean Council (OSC) and Ohio Soybean Association also recognized their retiring members.



JACK FISHER



JIM SUTTER

Retiring OSC Board Members



JOHN MOTTER

John Motter grows soybeans and corn in Hancock County, and has been a member of the Ohio Soybean Council Board of Trustees since 2004.

He has served in every OSC executive committee position. In addition, John is a member of the Ohio Farm Bureau and served on the State Extension Advisory board. He has also held every office on the Hancock County Fair Board. John also served for many years on the United Soybean Board (USB), including as Treasurer, Vice Chair and Chair. He was the first farmer from Ohio to lead USB. During his time as chairman, John oversaw the announcement of the first

commercial use of a new soybean oil-based rubber compound in Goodyear tires and helped hire a new USB CEO, Polly Ruhland.



BRET DAVIS

Bret Davis of Delaware County has served on the Ohio Soybean Council Board of Trustees since 2010 and has been a

valued leader, serving on multiple committees. He is a member of the Ohio Soybean Association board and the American Soybean Association (ASA) board, and was recently elected as ASA's secretary. Bret is a Certified Crop Advisor and past president of both the FSA Board and the Delaware

County Farm Bureau. He grows soybeans and corn with his stepson on his farm near Delaware.



AMY SIGG DAVIS

Amy Sigg Davis of Warren County has been an active leader in the soybean industry for many years, serving on OSC, OSA and USB. Amy also

recently served as OSC's representative to the National Biodiesel Board as an executive committee member. She is active in her community as a trustee for the Cincinnati Music Festival Association and past president of the Warren County Farm Bureau. She farms corn and soybeans in Lebanon, Ohio.

Retiring OSA Board Members



ADAM GRAHAM

Adam Graham has served on the Ohio Soybean Association board since 2010 and has held leadership positions as Secretary,

First Vice President, President and Chairman. He raises soybeans and corn on his farm in Logan County.

CINDY PARKER HARING

Cindy Parker Haring of Miami County joined the Ohio Soybean Association



board after completing the national ASA/DuPont Young Leader Program. She is an active member of the Ohio Farm Bureau as a past County Trustee and President. She has also served on the Farm Bureau Young Farmer Committee and graduated from the AgriPower leadership program.

TODD HESTERMAN

Todd Hesterman of Henry County

board after completing the national ASA/DuPont Young Leader Program. She is an active member of the Ohio Farm Bureau as a past County Trustee



leader serving as Treasurer, First Vice President, President and Chairman. In addition to his work with OSA, he is also an Ohio Soybean Council board member and current member of the Henry Soil and Water Board of Supervisors. ♦

farms nearly 1,000 acres of soybeans, corn and wheat, and is a Certified Crop Advisor. While serving on the OSA Board, Todd has been a



IT'S HOW YOU'LL FEEL WHEN YOU SEE YOUR YIELDS.
AND KNOWING YOUR KINGDOM WILL THRIVE.

With Seed Consultants soybeans, you can look to bring more yield and higher returns back to your farm – and your family. For great service, top genetics, and varieties bred for ground like yours, Seed Consultants soybeans are “Simply, the Best Value in the Seed Industry™.”

Learn more at SeedConsultants.com



Agriculture Division of DowDuPont

Visit us at corteva.com. ®, ® Trademarks of DuPont, Dow AgroSciences and Pioneer and affiliated companies or their respective owners.
© 2018, Seed Consultants, Inc.



Seed
Consultants

800-708-2676 | SeedConsultants.com