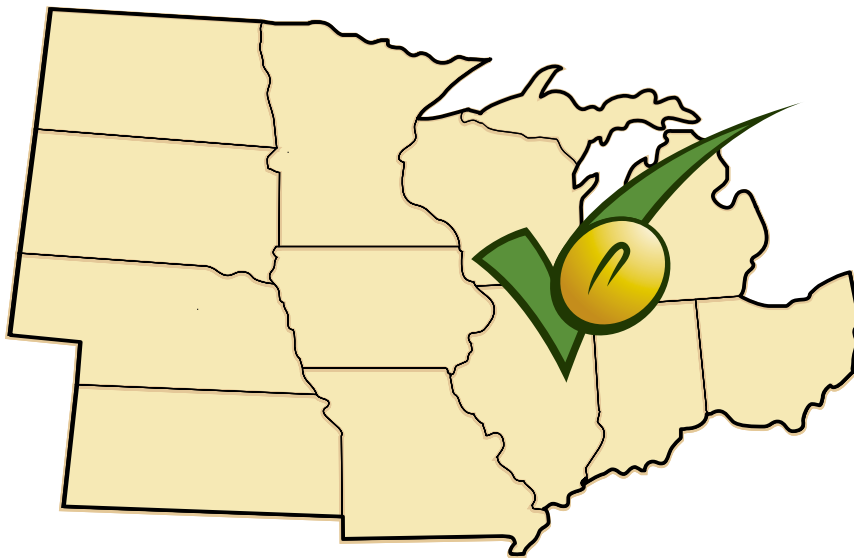


Ohio Soybean News™

JULY / AUGUST 2017 A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

Page 18

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Ohio Soybean News

July-August 2017
Vol. 7, No. 4

A PUBLICATION OF THE OHIO SOYBEAN ASSOCIATION

COVER STORY:

In 2017 the North Central Soybean Research Program is celebrating its 25-year anniversary of helping north central farmers invest checkoff dollars in research. From pest management to farmer communication the group has had a major impact on the soybean industry at the state, national and regional level.

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Adam Graham

Ohio Soybean Association Chairman
Logan County soybean farmer

In this packed issue of Ohio Soybean News, you will find great content and stories about what the Ohio Soybean Association (OSA) has been up to the past few months. Speaking of which, several Ohio soybean farmers, including myself, joined President Trump in Cincinnati for an infrastructure event that highlighted the economic importance of the inland waterways system and the need to invest in upgrades to

the locks and dams. This has a direct impact on soybean farmers, and it was an honor to represent OSA at the meeting. OSA was also represented at an earlier meeting in Cincinnati with Secretary of Agriculture Sonny Perdue. Secretary Perdue was on a tour of listening sessions and invited farmers from Ohio, Indiana and Kentucky to provide their input on a variety of issues.

OSA membership dollars have been put to good use through advocacy and representing interests at the Ohio Statehouse as well. OSA board leadership has been busy advocating on the state budget bill and has attended committee hearings, House and Senate sessions and meetings with members of the General Assembly and staff.

The state's biennial budget bill has also been the main topic of conversation this spring and summer. Legislators consider hundreds of bills during a typical biennial session of the General Assembly, but no legislation is more important to the operation of state government than the bills that compose the state budget. Through the enactment of these bills the General Assembly is able to allocate the state's financial resources among thousands of competing spending priorities.

For this General Assembly, the budget bill is House Bill 49. Legislators have been working on what will go into this bill for months, with the final product due at the end of June. Several items relating to soybean farmers were included for discussion in the bill, including changes to the Current Agricultural Use Value and possible changes to the Ohio EPA Total Maximum Daily Load. OSA will keep you updated on the result of the budget.

Lastly, be sure you check out page 12 for a special promotion for all new and renewing OSA members. Hint: it involves FREE hours on a Challenger CAT tractor.

Sincerely,

Adam Graham

Ohio Soybean Association Chairman
Logan County soybean farmer



Thank You



Thank you Seed Consultants for many years of support and partnership with the Ohio Soybean Association and Ohio soybean farmers.



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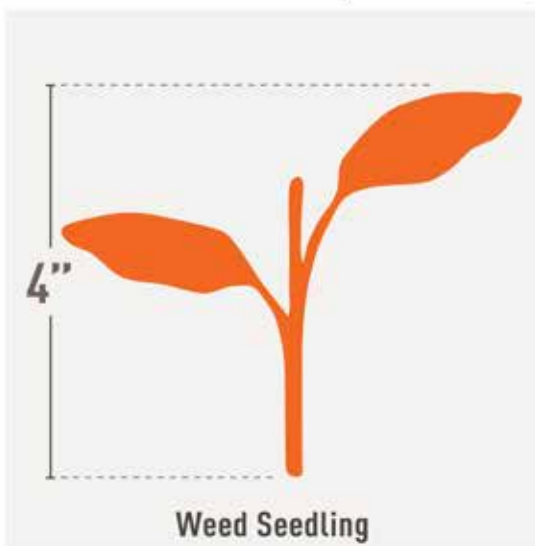


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Brought to you by Ohio soybean farmers and their checkoff.

Ohio Soybean Farmers Attend Infrastructure Event with President Trump

Ohio Soybean Association (OSA) board member and American Soybean Association (ASA) Governing Committee member Bret Davis, OSA board member Adam Graham and former OSA board member Amy Sigg Davis and ASA Directors Kendell Culp, of Indiana, and Gerry Hayden, of Kentucky, were among a number of soybean farmers and industry stakeholders that joined President Donald Trump in Cincinnati in June to highlight the economic importance of the inland waterways system and the need to invest in upgrades to the locks and dams that enable the system to serve as an efficient mode of moving commodities, such as soybeans.

Trump's remarks highlighted the importance of the waterways and the need for infrastructure upgrades, specifically citing the backlog in funding needs for modernization of locks and dams that have exceeded their life expectancy and are deteriorating.

"We appreciate and applaud the president for the attention he is



placing on infrastructure needs, especially the emphasis that this event today places on our inland waterways system, which is an often overlooked aspect of our transportation infrastructure," said Davis. "Soybean farmers know the impact the waterways have on our bottom line and it is good to see the President and policymakers recognizing that as well."

Upgrading the inland waterways infrastructure is a top priority for ASA. Working with industry partners and policymakers, ASA is actively supporting action on a major infrastructure initiative in 2017 that provides funding to address priority needs to modernize locks and dams and other vital infrastructure.

.....
Walter R. Davis, Amy Sigg Davis and their son Walter D. Davis attend a recent infrastructure event with President Trump.
.....

"We've long maintained that the quality of our infrastructure networks in the United States — road, rail, waterways and ports — is directly connected to the competitive advantage we have over other soybean producing countries," added Culp, who farms in Rensselaer, Indiana.

Hayden, a soybean grower from Calhoun, Ky, said if we do not invest in modernization of this infrastructure, we lose our competitiveness in global export markets.

"We are very pleased to see President Trump acknowledge the importance of investing in projects to improve these vital aspects of our supply chain and we look forward to working with the Administration and Congress to advance an infrastructure package this year," he said.

One of the benefits of Trump's event is the additional focus and attention it generates for the inland waterways issues, including a segment featured on CNBC. ♦





Message from the President



Todd Hesterman
President, Ohio Soybean
Association
Henry County soybean farmer

Happy Summer to the Buckeye State! As we wrap up summer, I would like to ask you to renew your membership to the Ohio Soybean Association and American Soybean Association. OSA's mission is to represent soybean farmers' interests on legislative and policy issues.

Unfortunately, too many of us have seen first-hand how legislation and policy decisions in Columbus and Washington, D.C. can negatively affect a farming operation. If Ohio farmers are not at the table when policies are being discussed and crafted, we will be left behind.

Especially for those of us in the Western Lake Erie Basin, water quality has been top of mind. In 2017, we're going to need to also respond to changes in trade agreements, tax reform, and the Farm Bill.

Your voice is essential and being a member of the Ohio Soybean Association is one of the easiest ways to amplify it.

By law soybean checkoff dollars may not be used for legislative activities. You must independently join OSA as an individual member, and/or contribute to our PAC, to support the defense against harmful regulations both at the state and national level.

On the next page you will see some of our recent accomplishments and membership application. Please join our organization and community of members that will not stand for overreaching policies. If you believe, belong.

Sincerely,

Todd Hesterman

Ohio Soybean Association 2017 Member Benefits



New and Renewing Members:

- ◆ Eligible to win 50 hours on an MT 600 Challenger tractor
- ◆ Subscription to Ohio's Country Journal
- ◆ Subscription to *The Progressive Farmer*
- ◆ 10% discount on any new DTN/*The Progressive Farmer* product or service agreement
- ◆ Discount for the DTN/*The Progressive Farmer* Ag Summit Conference



**OHIO SOYBEAN
ASSOCIATION**

Why become a member of the Ohio Soybean Association?

"The Ohio Soybean Association (OSA) is the only statewide organization that focuses exclusively on soybean production related policy decisions in Columbus and Washington, DC. There is the real possibility that without OSA and the American Soybean Association (ASA), we could see lower prices and higher input costs."

- Bret Davis, Delaware County farmer

In 2016, OSA advocated successfully for issues that matter.

WATER QUALITY

- ◆ Advocated for science-based solutions that consider farmers' nutrient needs to grow a profitable crop
- ◆ Farmers have been at the table during policy discussions and new laws are not overly burdensome to Ohio's 24,000 grain farmers

SOY BIODIESEL

- ◆ Advocated for a stronger Renewable Fuel Standard
- ◆ U.S. biodiesel production reached over 2 billion gallons in 2016, adding 63 cents to every bushel of Ohio soybeans

TRADE

- ◆ Advocated for increased market access and trade agreements
- ◆ Exports accounted for 62% of all U.S. soybean production in 2016

BIOTECH

- ◆ Advocated for swift approval of new biotech traits in the U.S. and international markets
- ◆ Ohio soybean farmers have the freedom to choose from a wide variety of seeds and biotech tools

In 2017, your membership will continue the fight for...

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TRADE
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WATER
QUALITY

UPGRADES TO LOCKS,
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OSA Board Member Meets with Ag Secretary



Secretary of Agriculture Sonny Perdue recently visited Cincinnati where he announced the creation of an undersecretary for trade and foreign agricultural affairs in the U.S. Department of Agriculture (USDA), a recognition of the ever-increasing importance of international trade to American agriculture. Perdue made the announcement standing by barges filled with agricultural products along the banks of the Ohio River. As part of a reorganization of USDA, Perdue also announced the establishment of a Farm Production and Conservation mission area to have a customer focus and meet USDA constituents in the field. He met with several farmers including Allen Armstrong, Ohio Soybean Association (OSA) board member and soybean farmer from Clark County.

Secretary Perdue was on a tour of listening sessions and invited farmers from Ohio, Indiana and Kentucky.

"The meeting was beneficial and a great opportunity to meet face to face with Secretary Perdue and provide input from a farmer's perspective," said Armstrong. "We met with Secretary Perdue during his first three weeks at the USDA and he emphasized that farmers must have a voice at the table on issues like international trade."

Exports are crucial for the U.S. farm sector and the American economy. U.S. agricultural and food exports account

U.S. Secretary of Agriculture Sonny Perdue holds listening sessions with a group of Ohio farmers including OSA board member Allen Armstrong.

PHOTO: LANCE CHEUNG/USDA

for 20 percent of the value of production, and every dollar of these exports creates another \$1.27 in business activity.

"The U.S. exports well over half of the soybeans we produce, and agriculture is one of only a handful of business sectors in the country with a positive trade balance — \$17 billion last year," said American Soybean Association president Ron Moore in a statement. "That success abroad leads to success here at home, returning billions to the economy and supporting more than a million jobs."

Additionally, every \$1 billion in U.S. agricultural exports supports approximately 8,000 American jobs across the entire American economy.

"USDA remains committed to focusing our constrained resources where they will be most effective — on pushing our record-breaking pace of trade and ensuring that opportunities exist throughout the country for Americans to participate in a transformational global economy," Perdue said. "In particular, the USDA continues to negotiate and support strong trade deals that will open up markets and help farms, ranches, forests, and production facilities grow, create jobs, and increase wages. This plan also details additional changes to our Department that will improve the effectiveness of USDA efforts to meet the needs of agricultural and forest managers and demonstrate increased accountability to the American taxpayer." ♦

U.S. Secretary of Agriculture Sonny Perdue announces and signs the citation signifying the creation of an undersecretary for trade and foreign agricultural affairs in the U.S. Department of Agriculture.

PHOTO: LANCE CHEUNG/USDA





Emilie Regula Joins the Ohio Soybean Association and Ohio Soybean Council

The Ohio Soybean Association (OSA) and Ohio Soybean Council (OSC) recently welcomed Emilie Regula as the OSA Policy & Membership Coordinator/OSC Marketing & Outreach Coordinator.

As Policy & Membership Coordinator, Regula will assist with OSA's legislative and policy program, coordinate membership campaigns, and organize OSA participation in statewide, regional and national programs and events.



Emilie Regula

As Marketing & Outreach Coordinator, Regula will assist with OSC's marketing projects related to animal agriculture and soy biodiesel, and coordinate outreach to key industry partners.

Regula joins OSA and OSC after several years of legislative experience, first as

Legislative Aide with State Senator Frank LaRose, and then as Legislative Liaison with the Ohio

Treasurer of State. Most recently Regula was Senior Legislative Aide in the office of State Senator Cliff Hite, chair of the Senate Agriculture Committee. Regula also is a graduate of the Jo Ann Davidson Ohio Leadership Institute.

Regula grew up on her family's Stark County farm and showed steers every year with her 4-H group. She earned a degree in Political Science from the University of Akron.

"We are excited to welcome Emilie to our team," said Kirk Merritt, OSA and OSC Executive Director. "Emilie brings great experience and knowledge to her new role and she will enhance our efforts to improve profitability for Ohio soybean farmers." ♦

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Ohio Ag Equipment Offers Special Promotion to All New and Renewing OSA Members

In partnership with Ohio Ag Equipment, all new and renewing Ohio Soybean Association (OSA) members will be entered to win 50 hours with a Challenger MT500 tractor. To qualify, members must have signed up and paid for an OSA membership between October 1, 2016 and September 30, 2017.

"We are excited to extend our partnership with The Ohio Soybean Association for another year of membership promotion," said Mike Mampieri, General Manager for Ohio Ag Equipment. "We are just as confident in OSA's dedication to Ohio soybean farmers as we are in the Challenger tractor's productivity and reliability."

Considering membership? In addition to being entered to win this great prize from Ohio Ag Equipment, OSA members

gain access to a wide variety of other incentives. Check those out and sign up at www.soyohio.org/membership, or call OSA at 614-476-3100.

"We thank Ohio Ag Equipment for the ability to offer this chance to our members," said Todd Hesterman, OSA President and Henry County soybean farmer. "Our farmer and industry members are the only reason our organization can do what it does legislatively

at the Statehouse and in Washington, D.C. We encourage everyone in the soybean value chain to join us. If you believe, belong."

The winner of the Ohio Ag Equipment drawing will be notified in October 2017. Board members and staff of the Ohio Soybean Association and Ohio Soybean Council Board of Trustees, as well as Student/Young Adult non-paying members are not eligible to win. ♦



All new and renewing Ohio Soybean Association (OSA) members will be entered to win 50 hours with a Challenger MT500 tractor. To qualify, members must have signed up and paid for an OSA membership between October 1, 2016 and September 30, 2017.

Ryan Tietje of Wood County Named Beck's Young Farm Leader

From spending days working alongside his dad as a boy to his high school days of studying for class while running the tractor on auto-steer, Ryan Tietje has been actively involved with his family's farm as long as he can recall. The years farming with his dad and brother in Wood, Henry and Hancock counties, motivated him to attend The Ohio State University to study Agricultural Systems Management.

His involvement on the farm and his precision agriculture research experience during college have led him to be named a Beck's Young Farm Leader — a program that celebrates young farmers

who are poised to become leaders for the next generation.

"With his connection to precision agriculture, Ryan sees opportunity where others may see challenges. His desire to work toward innovative solutions and improve current methods is an important part of being a successful young farmer in the challenging and changing industry that is agriculture," said Bruce Kettler, Director of Public Relations at Beck's Hybrids.

Since his dad had a career off the farm as a grain merchandiser in Deshler, Ohio, Ryan began working with him at what is now Legacy Farmers Cooperative during the summer while he was in high school.



Ryan Tietje



Building Membership and Grassroots Advocacy

That position gave him the exposure that led him to his educational pursuits at Ohio State where he graduated in May with a Bachelor's of Science in Agriculture.

"When I wasn't working on the farm, I worked for the co-op in the summers. That job got me into soil sampling and making variable rate recommendations for lime in the summer. Doing that piqued my interest with the computer part of it and the potential for savings through variable rate applications," said Ryan.

Over the past few years of college, Ryan had the opportunity to work in the precision ag department and participate in projects on the university's research farms. Some of his more memorable experiences include driving combines and large equipment down High Street in downtown Columbus. However, some of his more notable contributions include the design programming behind the dual hybrid corn field planted to make a noticeable Brutus Buckeye figure from an aerial view.

Ryan also completed an internship with Archbold Equipment, a Case IH equipment dealer in northwest Ohio, where he worked with farmers to install precision ag equipment for their farms.

"With precision technology right now, there are so many cool things — autonomous tractors, variable rate, multi hybrids, drones — it's all improving the way we do things. From generations ago when they broadcast seeds out to today where we are placing each individual seed and tracking it, all the information, all the data you can collect, the sky is the limit," said Ryan.

He also intends to keep pushing those limits as he continues his studies at Ohio State in pursuit of a master's degree. While Ryan enjoys research and teaching others about precision ag and agriculture in general,

he plans to get back to the family farm someday and utilize what he knows to make his farm as profitable as possible.

"Everyone is trying to pick up more acres, I want to know I'm getting the most out of every acre," said Ryan. "As a young farmer, it's even more important to know your cost of production and break-even points. With less land and increasing population we will not be able to continue to do things 'how we've always done it.' You also have to be innovative and willing to diversify."

With his dad being a grain merchandiser, the Tietjes have utilized on-farm storage to take full advantage of marketing opportunities and have recently explored the possibility of adding a little barley to their operation.

"Young producers may need to look into specialty crops like food grade soybeans to earn a premium or use no-till practices to save fuel cost. Being willing to try something out of the norm and set up trials to see what works for your specific operation can give any farmer an edge," said Ryan.

When he's not farming, Ryan enjoys outdoor sports, camping on the Maumee River, welding and flying his drone. In college, he was also active in the Crops and Soils Club and participated in competitions with the Ag Systems Management Club.

"Ryan is a great honoree for the Beck's Young Farm Leader program



Ryan Tietje is a recent graduate of The Ohio State University where he is involved in precision agriculture research and designed last year's dual hybrid Brutus Buckeye image on the research farms on the edge of Columbus.

and we're excited to see how he uses his passion and education to make advances in the industry," said Todd Hesterman, Ohio Soybean Association president and soybean farmer from Henry County. "His enthusiasm for precision agriculture and desire to carry on the family farm give him the potential to become a leader in agriculture for his generation." ♦



Beck's Young Farm Leader

Presented by the Ohio Soybean Association





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Ohio Soybean
Farmers



OHIO SOYBEAN
COUNCIL

This voucher allows one FREE admission per household to an Ohio soybean farmer or an Ohio Soybean Association member, and \$4 admission to each family member in their party on Ohio Soybean Day at the Fair, Saturday, August 5, 2017.

*All special days and discounts are not valid with other offers. Voucher cannot be reproduced or duplicated.
Only original copy will be accepted.*

Code: OHIO SOYBEAN 8-5-17

Sprayer Nozzle Know-How

Though small, these parts can greatly influence sprayer performance



Herbicides work best at full rates, and going full-rate on weeds can equal less resistance. Luckily, today's sprayers can apply precisely the right amount of herbicide to every inch of your fields.

But they still need one little, essential item: spray nozzles.

"It's a small part that has a very important job," said Bob Wolf, owner of Wolf Consulting and Research.

One size does not fit all

Nozzles come in many types and spray patterns. Your best choice will depend on how you plan to use it.

Consider these factors:

- ◆ Application type (broadcast, band, directed, air-assisted)
- ◆ Chemical mode of action
- ◆ Chemical type (herbicide, fungicide, insecticide, fertilizer)
- ◆ Spray drift risk
- ◆ Sprayer operation parameters (application rate, spray pressure, travel speed)
- ◆ Target crop (field crops, vegetables, vineyard, shrubs and trees, etc.)

Small nozzle, big impact

Those little nozzles control a lot. They regulate the amount of liquid sprayed, which affects application rate and the variability of spray over the width of the boom.

Nozzles also influence droplet size, affecting both target coverage and spray drift risk.

Nozzles that create larger droplets work well with systemic herbicides that move through the plant. Large droplets are less likely to move off-target, which is important for post-emergence herbicide applications that could damage vulnerable plants.

Other nozzles produce smaller droplets, which is good for contact herbicides like fomesafen (Flexstar®) and glufosinate (Liberty®). Small drops enable chemicals to coat plants for optimal efficacy.

"The crop protection product used will dictate the size of droplets needed, which then dictates the nozzle choice," Wolf said.

Back to the basics

To determine the right nozzle size, Wolf advises farmers to use a fundamental formula that allows flexibility.

$$\frac{\text{GPA} \times \text{MPH} \times \text{W}}{5,940} = \text{gallons/minute (flow rate)}$$

"It's a mathematical way to pick the right nozzle size," he said. "Plus, it allows you to account for many other factors that affect spraying, like speed and pressure."

Once you make your calculations, it's time to head to the manufacturer's website. Manufacturers create charts to help you pick the right nozzle size for the right situation.

Follow the label

New technologies, including dicamba-tolerant herbicide systems, have brought nozzle selection to the forefront. Chemical companies list specific nozzles on their labels. Failure to follow these guidelines is illegal.

Wolf, who has been training applicators for more than 30 years, says labels should guide you. He reminds farmers that one spray nozzle type and size does not fit all.

"You're not going to be applying dicamba all day, every day," he said. "You have to have different spray nozzles to adjust to different products."

More than nozzles

Selecting a nozzle is important, but of course, several other factors affect sprayer application. Pay attention to the spray boom height, spray angle and spray nozzle spacing on boom.

"All of these factors are critical," Wolf said. "Poor coverage results in reduced pest control. Too much product results in crop injury, excessive drift and off-target damage."

He suggests taking the time to calibrate your sprayer to make sure conditions are perfect.

"If you cannot calibrate the sprayer to deliver the correct number of gallons per acre, you won't be delivering the product correctly or getting the most for your crop protection dollar," he said. ◆

Roof Revivers Explores Central Ohio for Soy-Based ROOFMAXX™ Production



Roof Revivers, a Columbus-based company that specializes in giving older roofs more life, is coordinating with Ohio Soybean Council and checkoff (OSC) and The Ohio State University to explore the possibility of bringing production of their RoofMaxx™ licensed product to Ohio.

RoofMaxx™ is a soy-based product that penetrates asphalt roofing shingles to restore flexibility and water repelling qualities, effectively extending the life of a roof and cutting down on the need for roof replacements. The preventative maintenance not only saves homeowners money, but is putting a dent in the

amount of roofing materials and waste that end up in landfills each year.

Currently, RoofMaxx™ is produced in Baltimore, based largely on its development at the University of Maryland, but the practicality and potential for cost savings have Roof Revivers owners, Mike and Todd Feazel, working with OSC and Ohio State's department of Food, Agricultural and Biological Engineering (FABE) to look at the feasibility of several proposed methods for local production in Ohio.

"We're looking at moving production to Ohio to lower our cost of manufacturing and shipping, in turn lowering costs to the end user," said Mike Feazel. "We hope it will also have

OSC will assist Roof Revivers in evaluating the best situation for their company.

Shah is an assistant professor at Ohio State FABE department and sustainable agriculture and bio-based industries and hopes to make the production of RoofMaxx™ in Ohio more efficient, cost-effective and environmentally sustainable.

"We want to make sure the move improves transportation cost and environmental footprints as well as growing the local bio-economy with another soy-based product," said Shah.

OSC is confident that the project will showcase the best of Ohio's soy industry, highlight the state's business infrastructure, and if all goes well, bring the production of another soy-based product to central Ohio. ♦



a positive impact for Ohio by way of benefits like job creation."

Current plans outline a two-stage project in which partners at Ohio State, headed up by Dr. Ajay Shah, will evaluate supply and production costs, equipment needs and potential locations; and along with

Partners from OSC and Ohio State are working with Roof Revivers to bring production of their signature product, RoofMaxx™ — a soy-based spray to extend the life of asphalt shingle roofs — to Ohio.

The Ohio Soybean Council & Ohio Soybean Association are hitting the road!

*Ohio State
Fair
July 26 - Aug 6
Ohio Expo Center
Columbus, OH*

*Farm Science
Review
September 19-21
Molly Caren Ag Center
London, OH*

*Stop by and see us at the
2017 Ohio State Fair
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Happy 25th Anniversary NCSRP!

SRII CONTINUES TO INFORM



The Soybean Research & Information Initiative (SRII) website continues to be the main communications medium of the North Central Soybean Research Program (NCSRP) and is increasingly recognized as a premier source of meaningful basic and applied research results and management information for soybean farmers and researchers.

"Making the latest research and information available to our soybean farmers is a great asset," said Keith Kemp, NCSRP director from Ohio who also serves on the Ohio Soybean Council Board of Trustees. "With all the information you have at your fingertips, it's giving you a tremendous edge on soybean production that other grain farmers don't have."

Twenty-two research progress stories were added to the Research Highlights section in 2016. The updates are intended to provide information that is directly useful to farmers in their decision-making process. These progress reports provide soybean producers an overview of the topics and the quality of research being done with their checkoff dollars. The stories always include links to web, print, or video resources for background



webinars on soybean production in the north-central region. Most of the collection is from land-grant university Extension programs and other checkoff-funded research.

Publications added to the library in 2016 included topics such as fungicide and seed treatment efficacy, preemergent herbicide treatments, and numerous scouting brochures.

To stay up-to-date on the latest in NCSRP- and other checkoff-funded research, visit soybeanresearchinfo.com.

Digging deeper

SRII research highlights and semi-annual progress reports are also uploaded directly to the homepage of the National Soybean Checkoff Research Database (www.soybeanresearchdata.com) to provide farmers and researchers in the Midwest and across the US with soybean information.

"The National Soybean Checkoff Research Database was developed as a way to build upon and enhance previous databases of checkoff-funded basic and applied research," said NCSRP executive director Ed Anderson. "It serves as a useful source of historic and current research proposals, budgets, results and

or more detailed information related to soybean production management.

A unique feature of SRII is the Soybean Resource Library, a valuable collection of current publications, field guides, videos and

listings of the researchers conducting the work. This centralized information brings knowledge to farmers, staff and researchers in order to drive the greatest return-on-investment, ensure that research results are being used, and decrease redundancy in the execution of future research projects."

Make sure to check SRII and the National Soybean Checkoff Research Database throughout 2017 for continued updates on the latest in soybean research. ♦

The SRII site provides farmers with a wealth of information on agronomic topics such as diseases, pests, diagnostic tools and the latest NCSRP research updates.





BREEDING FOR YIELD

“This is THE breeding for yield project.”

This is how North Central Soybean Research Program (NCSRP) Executive Director Ed Anderson described a regional soybean breeding program led by Leah McHale of The Ohio State University (OSU).

So what makes the project — “Increasing the rate of genetic gain for yield in soybean breeding programs” — THE breeding for yield project?

According to OSU Associate Professor and Principal Investigator McHale, the goal sets it apart.

“Most breeding projects have the goal to increase yield or increase the defense of yield through disease resistance or something like that,” McHale said. “We’re looking at improving the breeding process and increasing the overall rate of gains for yield potential.”

The importance of increasing soybean yield gains is no secret to farmers. Corn yields seem to have climbed by leaps and bounds whereas soybean yields seemed to shuffle and sputter. Averages show corn increasing by 1-1.2 bushels an acre

“We’re looking at improving the breeding process and increasing the overall rate of gains for yield potential.”

annually while soybeans are increasing by approximately 0.43 bushels an acre a year. McHale doesn’t want farmers to get discouraged by the gap in those numbers.

“It seems like corn is increasing bushels per acre much more rapidly, but

corn as a crop produces more,” McHale explained. “Soybeans aren’t made to produce at that high of levels, so the rates are actually very similar.”

While comparing corn and soybean yield gains may be like comparing apples and oranges, that doesn’t mean there isn’t room for improvement. Field trials for the project are starting this summer, and, inside the lab, scientists have been working on optimizing genotyping methods. Optimization allows scientists to be more efficient when selecting genes.

The study has four main objectives, three of which involve gene selection. The group would like to increase the selection accuracy of genes and decrease the amount of time it takes to select those genes as well as increase the overall genetic diversity of the soybean gene pool. After genes have been selected the group will look at developing advanced methods that will allow researchers to determine what →



success is due to genetics and what may have been influenced by other factors.

The outcome of the project will directly benefit Ohio soybean producers.

“For Ohio farmers, we hope the findings from this research will be utilized not only by public breeders, but also by industry,” said McHale. “The findings will allow us to make more rapid gains in breeding for yields. That’s the hopeful outcome.”

McHale wants to see yields increasing by half a bushel per acre per year, which would have a huge impact on the soybean market both nationally and in Ohio.

According to government statistics, in 2015, 83 million acres of soybeans were harvested nationwide. An extra half bushel per acre would have equaled 41.5 million bushels of soybeans. At \$10 per bushel that equals an extra \$415 million in revenue for U.S. soybean farmers.

In Ohio during the 2015 growing season, 4.75 million acres were planted to soybeans. An extra half bushel per acre would have resulted in an additional 2.4 million bushels of soybeans and nearly \$12 million in additional revenue for Ohio farmers.

Numbers like that help explain why projects like McHale’s are so important.

“Projects like this are what farmers have been asking for,” Anderson said. “The researchers are driving the return-on-investment checkoff-funded organizations always talk about.”

While considered standard for NCSRP-funded research, a unique aspect of this project on a national level is the amount of collaboration among

researchers. Seventeen collaborators from nine Midwestern universities are contributing to the project, which

means the field trials will be placed in a variety of locations — a benefit, according to McHale.

“One benefit is the breadth of location we have with all these different breeders at different sites,” McHale said. “But the main benefit is the breadth of expertise on the team.”

In addition to Ohio, eight other NCSRP states are contributing to the research including Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri and Nebraska. Given their strategic goals to increase and protect soybean yield, the NCSRP has always made significant investments in breeding for increased yield potential.

Previously, contract research dollars were distributed across several independent or loosely coordinated projects. To improve collaboration, leverage expertise and reduce redundancy, NCSRP leaders decided that one coordinated, multi-disciplinary and multi-university yield program would ultimately garner better results.

And based on the feedback from McHale and others, collaboration could be exactly what soybeans need to speed up their yield gains. ♦

Ohio researchers are working with others from around the Midwest to improve soybean yields through better breeding.



POOLING RESOURCES FOR THE GREATER GOOD

When good people come together, great things happen. This isn't the official motto of the North Central Soybean Research Program (NCSRP) but it's certainly representative of the group's contributions to the soybean industry over the last quarter century.

NCSRP is a farmer-led organization that invests soybean checkoff dollars in regional research. In addition to Ohio, eleven other state soybean boards actively participate and fund NCSRP including Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota and Wisconsin. The group meets three times a year to discuss research proposals, the progress of current projects, common issues among the states and the direction of future research.

"Soybean pests don't know where the boundaries of the states are," said Gene Stoel, NCSRP president and farmer from Minnesota. "By working together, we get a broader perspective on what needs to be done. The pest may be a little different in each state, but knowing that gives us a leg up on the research that needs to be done."

The 12 NCSRP-member states grow nearly 85 percent of the soybeans produced in the United States and represent more than 350,000 farmers. The farmers representing these states on the NCSRP board have a shared vision and commitment to regionally coordinated research and communication efforts.

"NCSRP is a great way for us to collaborate with all of our researchers and work together to spend our dollars wisely rather than having each researcher working on their own," said Keith Kemp, NCSRP director for Ohio. "Funneling our projects to a central source and having all researchers collaborate together is a great tool."

While NCSRP has funded hundreds of research projects on dozens of topics,



Stoel has a few projects close to his heart, including the research done on soybean aphids and soybean rust. He credits NCSRP with helping establish the original aphid thresholds and helping farmers understand how to take care of the pest. The collaborative effort also funded research that determined how soybean rust spreads, helping farmers to know if, when and where to apply fungicides. A move that Stoel says "saved farmers a lot of money."

Farmers may not know the next major yield-robber they will face, but they do know when it comes, there is a farmer-led organization that will support the research and outreach efforts needed to help them work through it.

"We've got the people involved in the research who need to be involved," Stoel said. "If they can repeat past successes, we'll be in good hands."

NCSRP directors inspect a plant infected with soybean cyst nematode at the University of Missouri Columbia lab.

In 2017 the NCSRP will celebrate its 25-year anniversary of helping north central farmers invest checkoff dollars in research. From pest management to farmer communication the group has had a major impact on the soybean industry at the state, national and regional level.

When asked why he continues to encourage Ohio support for NCSRP, Kemp said, "It's the best money spent to get money back on your dollars in research." ♦

FOOD +FUEL

WITH SOYBEANS, WE DON'T HAVE TO CHOOSE.

U.S. soybean farmers grow versatile and renewable soybeans to help meet food, feed and fuel demand globally. Soybeans are one of many choices we have to meet a range of needs for protein, as well as fats and oils. That's good news, because when it comes to providing food or renewable alternatives to petroleum, we don't have to choose. Here's a look at how soybeans in the United States are being used.

80%

MEAL The primary component of soybeans is meal.

**20%
OIL**

The other soybean component is oil.

97%

**ANIMAL
FEED**



97% of U.S. soybean meal is used to feed poultry and livestock.

3%

**FOOD
PRODUCTS**



3% of soybean meal is used in food products like protein alternatives and soy milk.

68% FOOD



68% of soybean oil is used for frying and baking food, as a vegetable oil and as an ingredient in foods like salad dressings and margarines.

**25% BIODIESEL
& BIOHEAT®**



25% of soybean oil is used for biodiesel and Bioheat.

**7% INDUSTRIAL
USES**



Less than 7% of soybean oil is converted into industrial uses like paints, plastics and cleaners.

Ohio Farmers Will Be the Face of U.S. Soy at USSEC's Global Trade Exchange



The U.S. Soybean Export Council (USSEC) will host its fifth annual U.S. Soy Global Trade Exchange in Omaha, Nebraska on August 15, 16, and 17, 2017.

The event will be held in conjunction with the 14th annual Midwest Specialty Grain Conference and Trade Show and the 6th annual Trade Team Invitational at the CenturyLink Center and the Hilton Omaha. The conference program will feature industry leaders in international trade, global food industry and consumer trends, soy food and animal nutrition, transportation and logistics, and more.

Networking, or building face-to-face relationships, with current and potential international customers is a key opportunity of the U.S. Soy Global Trade Exchange. This global showcase for the U.S. soybean industry demonstrates to customers from around the world that the United States values relationships and is committed to being a reliable supplier of first choice.

Building demand is vital to combatting low prices, and good relationships are a

critical component of building demand, explains Jim Miller, a fourth-generation farmer from Belden, Nebraska. Miller wears many hats: U.S. Soy farmer, USSEC chairman, and American Soybean Association (ASA) director.

USSEC is a trusted ally, working with states as their global marketing arm to enhance market access for state produced soy and soy products. USSEC is the state's gateway to the international marketplace, providing timely and relevant information through USSEC's proprietary network in 70 countries.

"Trade is something that's on everyone's minds right now," Miller says. "And exporting soybeans is all about relationships. It's exciting for international buyers when they get a chance to meet our farmers, right here in our own backyard."

"Our end goal is to increase demand for soybeans," he continues. "You increase demand by making foreign buyers more comfortable with the United States. Our customers want to know about U.S. Soy's sustainability and who can better speak to our sustainability methods than our farmers, the people who know it best?"

This year, more than 200 international soy buyers and traders are again expected to join more than 500 U.S. agriculture industry attendees in Omaha, one of the leading food and agriculture industry cities in the U.S. Over 750 attendees from more than 55 countries took part in last year's event in Indianapolis, Indiana.

To register for the 2017 U.S. Soy Global Trade Exchange, please visit www.grainexchange.org. ♦

New Pork Processing Facility to Increase Ohio Soybean Meal Consumption

The growing middle class in developing countries, such as China, continues to raise demand for U.S. pork as people add more protein and variety into their diets. And while United States Department of Agriculture reports the demand for pork in the U.S. itself has fallen slightly in the last decade those numbers are expected to rebound in coming years.

With growing demand, comes a need for increased production leading to processing plants and new hog barns popping up in parts of the U.S. Ohio farmers will soon experience the impact for themselves with the opening of a fresh pork processing facility being built by Clemens Food Group in Coldwater, Michigan. The state-of-the-art plant is slated to open this fall and when completed will occupy more than 600,000 square feet with the capabilities to process 10,000 hogs per day — or 2.5 million annually.

Clemens Food Group is a family-owned operation that has been based in Hatfield, PA since 1985. Their integrated pork production operation includes farming, processing, transportation and logistics. Their newest venture's location in Coldwater was chosen in part for its proximity to the group of family farms from Michigan, Indiana and Ohio who

The rising demand for pork worldwide is opening opportunities for U.S. farmers to add contract hog barns to their operations.



will be collaborating to provide high quality hogs for the processing plant.

“As animal agriculture remains the number one consumer of soybeans, new facilities like these are important to continue to grow direct demand for soybeans domestically and increase the indirect consumption through the exporting of pork products,” said Terry McClure, OSC Chairman and soybean farmer from Paulding County.

From 2015–2018 new pork processing facilities in the U.S., including the Coldwater plant, will have created an increase in production of more than eight percent. In turn, more farmers are needed to raise hogs which is being accomplished largely through contract livestock growers.

Ohio State University Extension estimates that 100-150 new finishing barns with capacity for 2400 pigs will be constructed to meet demands. The increase in these facilities benefits the areas' agriculture in many ways. For each building, an estimated 113,000 bushels of soybeans and 574,000 bushels of corn will be consumed annually as feed. Grain farmers may also benefit from an increased availability to a relatively affordable nutrient resource.

Each new 2400-head hog-finishing barn should utilize around 113,000 bushels of soybeans, among other feedstuffs annually for production.

While the Michigan facility will employ more than 800 individuals in the course of processing, contract hog barns are also being seen by some as a way for young farmers to stay on — or return to — the family farm with a consistent revenue source. As contract growers have increased over the years, the length of contracts has risen as well. While it may have been common in the 1990s to sign a seven-year contract, since 2005, growers are more commonly seeing up to 15-year contracts on a newly constructed barn.

The Clemens Food Group distributes pork products locally through Meijer stores under their signature Hatfield brand. Their products are also used by many restaurants, including Wendy's, Olive Garden, Panera Bread and more in addition to providing ingredients for Campbell Soup, Bush's Baked Beans and Prego Spaghetti Sauce among others.

For more pictures, videos and information on continued progress of the facility visit CFGcoldwater.com. ♦

Ohio Farmer Leads National Aquaculture Organization

The U.S. is the second largest consumer of seafood, yet it imports 85% of the seafood it consumes. This offers a tremendous opportunity for U.S. farmers, especially soybean farmers as soy is an excellent feedstock for many species of fish. However, growing an industry comes with challenges.

An Ohio farmer from West Mansfield, Ohio has stepped up to tackle these challenges head on as chairman of the national Soy Aquaculture Alliance (SAA).

“The Soy Aquaculture Alliance acts as a hub for the soy-based aquaculture research cultivating high-value soy solutions for the global aquaculture industry, growing a U.S. aquaculture industry and making U.S. soybeans one of the most utilized ingredients in fish and shrimp farming,” said Bill Bayliss, SAA Chairman who also serves on the Ohio Soybean Council (OSC) Board of Trustees.

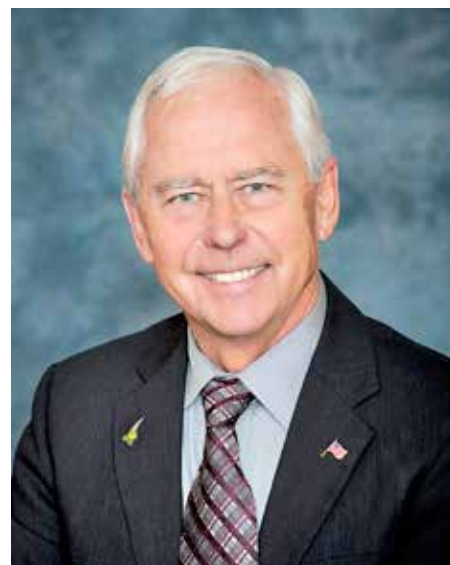
To him, the passion he brings to this position comes from a desire to serve.

“It’s a calling. Providing people with nourishing food, supporting communities, and stewardship of natural resources is what farmers do and I’m happy to be able to be a part of this new budding sector of the industry in the U.S.”

SAA’s board of directors is comprised of members of the soy, aquaculture and seafood industries. Since its formation in 2011, the board has focused on two primary goals: collaboration among members of the core industries it serves; and facilitating essential aquaculture research.

“The opportunity for growth is there, both in the production of the fish and seafood products, as well as the soy and other feedstocks,” said Bayliss. “We are doing some great work to help that growth along so that both farmers and consumers can reap the benefits.”

To learn more about aquaculture, visit the Soy Aquaculture Alliance at www.soyaquaalliance.com.



Bill Bayliss, Ohio Soybean Council board member and soybean farmer from Logan County was named chairman of the national Soy Aquaculture Alliance.

Top 5 Things You Need to Know: U.S. Soy in Aquaculture Research

1 Aquaculture continues to be one of the fastest growing uses for our soybeans. Today, Aquaculture is growing faster than the rate of human population growth!

2 The knowledge of fish and shrimp nutrition has expanded but we still have need for better understanding of nutritional requirements for important production species.

3 The Soy in Aquaculture Research work focuses on research to

increase the use of U.S. Soy in key species of fish and shrimp cultured in the United States and in our important export markets.

4 Newer research tools are allowing us to identify families of fish with higher soy tolerance allowing for the increased use of U.S. Soy in fish diets.

5 Thanks to research work done by the U.S. Soybean Checkoff, in partnership with a government agencies and university researchers,

the Food and Drug Administration’s (FDA) Association of American Feed Control Officials (AAFCO) approved the use of taurine from additional sources. This now allows U.S. aquafeed producers to utilize crystal taurine and reduce the use of fishmeal in the diets and increase the use of soybean meal in diets for domestic aquaculture feeds and for feeds produced in the U.S. for export.

Soybean Checkoff Helps Capture More Value for Farmers by Improving Meal Quality

Demand for soybean oil and meal are the critical factors determining market value for soybeans.

Although the price per pound for soybean oil is typically higher than the price per pound of meal, the comparison doesn't mean oil contributes more value per bushel of soybeans.

"The need for both oil and meal makes processing plants run, depending upon what the market wants at the time," says Bruce Weber, director of soybean product line grain marketing for CHS, Inc. "Meal is more important to the price structure, and the impacts of supply and demand are much closer."

Both components are important, but when it comes to providing value to farmers, meal is the engine that drives profitability.

Looking beyond protein to increase demand

Soybean meal moves through the market as a direct reflection of livestock needs. A healthy animal agriculture sector creates demand for meal. And because of soybean meal's availability, protein content and overall nutritional composition, it's a preferred ingredient for most livestock feed rations.

"Soybean meal is an ideal protein complement to corn," says Chris Hostetler, director of animal science for the National Pork Board. "Soybean meal is relatively low in energy but high in crude protein, especially lysine. Combining corn and soybean meal provides a nutritionally balanced diet for pigs."

Nutritionists formulate feed rations based on nutrient needs, but many overseas buyers still look at price first when considering meal purchases.

Because it's often higher priced than soybean meal from other origins, U.S.-produced meal has been at a



disadvantage. Shifting the value proposition to include more than crude protein could increase demand and benefit U.S. farmers.

U.S. soybean meal's nutritional bundle goes well beyond just crude protein to include amino acids, energy, vitamins and minerals. These constituents not only are part of the U.S. Soy Advantage, but are also crucial to the diets of poultry and livestock. And measuring meal quality by more than just crude protein is changing how meal is valued.

Farmers are not yet paid for their soybeans based on constituent values, so most remain focused on yield. But knowing the attributes end users want from their meal can help farmers make choices that impact future profitability.

Exploring opportunities to boost quality

Nutritionists and buyers alike are drawn to meal that has consistent

Combining corn and soybean meal provides a nutritionally balanced diet for pigs.

quality, so they can be assured of the product they are getting and how their animals will perform. Even though soybean meal is already widely incorporated in animal diets, there is always room for improvement.

Opening new markets for U.S. soy

China remains the No. 1 importer of U.S. soybeans. But as worldwide appetites for protein grow, so do soybean checkoff-supported efforts to open new markets and build similar preferences for U.S. soybeans in other areas, such as India and its neighboring countries.

India is second only to China when it comes to population. It's also a strong

emerging market for U.S. soybeans — and is rapidly growing its soybean use. Half of India's population is younger than 24, and by 2030 its middle class is expected to be larger than the entire U.S. population. It's also the second largest aquaculture producer in the world and third in egg production; in fact, India's feed industry comprises about 90 percent of the soybean meal volume consumed there.

To this end, the U.S. Soybean Export Council (USSEC), supported by the soybean checkoff and the American Soybean Association (ASA), began designing programs to build demand for domestic soy (thus sparing markets for U.S. soybeans in the Asian region) as far back as the 1990s.

"By teaching Indian entrepreneurs the value and utility of soybean meal, we created awareness and increased consumption of U.S. soybeans in India's neighboring countries," recalls Vijay Anand, deputy regional lead – Asia

subcontinent, USSEC. "Today, USSEC programs continue to address market development. As the Indian population becomes younger, wealthier and more urban, we've taken the approach of growing businesses that will use U.S. soybeans in the future."

This includes 244 new poultry and aquaculture businesses in India in the past seven years, which collectively provide 12.21 million metric tons of additional feed milling capacity.

This rising demand for soybean meal, coupled with a drop in India's soybean production, is creating more opportunities for U.S. soybeans. But it's not without constraints, as the Indian government has a protective policy in place to ban the import of genetically engineered (GE) materials.

"This year, five container loads of non-GE U.S. soybeans have been imported into India for the first time, which is a promising start," Anand says. "Testing of U.S. soybeans has convinced the

industry about U.S. soybeans quality and effective trade procedures, showing cracks in India's rigid import and regulatory process."

Indicative of growing interest in this region, USSEC will conduct its first regional trade exchange event to further create and sustain markets for U.S. soybeans in this region.

China may import more U.S. soybeans than any other country, but the soy community is not putting its proverbial eggs in one basket. It's working to grow and support demand in other populous regions, which is why USSEC and the soy checkoff will continue to develop markets and promote U.S. soy in growing regions such as India.

Its neighbors, including Bangladesh, Sri Lanka, Pakistan and Nepal, are among the most populated countries on earth — offering tremendous opportunity for U.S. soybeans and the protein it provides. ♦



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.



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To learn more, visit soyohio.org/membership.



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.



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To learn more, visit soyohio.org/checkoff.



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