

Fall 2013

Michigan SOYBEAN NEWS[®]

Volume 5 - Issue 4



U.S. Soybean Exports at \$21 Billion

NON-PROFIT
US POSTAGE
PAID
PERMIT 244
MIDLAND, MI 48640

MICHIGAN SOYBEAN ASSOCIATION, PO BOX 287, FRANKENMUTH, MI 48734

A publication of the Michigan Soybean Association

Michigan SOYBEAN NEWS

Fall 2013
Volume 5 - Issue 4

Editorial Staff

Gail Frahm

Editor
Executive Director
gfrahm@michigansoybean.org

Kathy Maurer

Financial and International
Marketing Director
kmaurer@michigansoybean.org

Keith Reinholt

Field Operations Director
reinholt@michigansoybean.org

Noelle Byerley

Executive Assistant
nbyerley@michigansoybean.org

Tim Boring

Research Director
tboring@michigansoybean.org

Beth Oliver

Communication Director
boliver@michigansoybean.org

Michigan Soybean Association
PO Box 287

Frankenmuth, MI 48734

Phone: 989.652.3294

Fax: 989.652.3296

soyinfo@michigansoybean.org

Sales

Tim Rogers - Regional

Phone: 517.323.6543

trogers@michfb.com

J.L. Farmakis Inc. - National

Phone: 203.834.8832

bill@jlfarmakis.com

Copyright 2013 by Michigan Soybean
Association; all rights reserved.



USSEC and Soybeans in Ecuador

Pages 4-7

Ecuador imports \$360 million in soy-based products annually.



Managing Soil pH for Optimal Soybean Production

Pages 8-9

Find out how to increase soybean yield.



Today's High Quality Biodiesel: Protect Your Engine — Put Some Money In Your Pocket

Pages 12-14

Why every Michigan farmer should be requesting and using biodiesel blends this fall.



MSA Legislative Update

Page 18

Top issues: Wetland changes and Government Bio-based Product Procurement.

COVER PHOTO FROM: Michigan Soybean Promotion Committee

Circulation: 15,000

Michigan Soybean News is published quarterly.

Comments and suggestions can be submitted to:

Michigan Soybean Association
PO Box 287

Frankenmuth, MI 48734

soyinfo@michigansoybean.org

Disclaimer:

Advertisements within this publication contain the opinions and information of the advertisers and do not necessarily reflect the opinions or views of the Michigan Soybean Association or affiliated groups. The United Soybean Board/soybean checkoff neither recommends nor discourages the implementation of any advice contained herein, and is not liable for the use or misuse of the information provided.

Michigan Soybean Association's Mission Statement

To improve and advocate for the Michigan soybean industry.

From the MSA President...



David Williams

I had the opportunity to attend the Michigan Ag Expo breakfast this year. Among a number of speakers was Governor Rick Snyder. His positive stance on Michigan, and agriculture in particular, is very welcome and exciting to hear. He's so positive about Michigan and where we're headed as a state. He includes the state's \$91 billion per year agriculture industry in "Michigan's Big Three" – along with tourism and manufacturing. He pointed out how agriculture was the

"shining star" that carried us through the darker days of the last decade while other industries were struggling.

Soybeans grown in Michigan make a big contribution to that \$91 billion figure. Soybean product exports top the list at almost \$589 million (2010 data – that number is higher today). Michigan's top soybean export markets are Canada, Japan, Indonesia, China and South Korea. The total production value of Michigan soybeans tops \$1 billion, having an economic impact of nearly \$1.5 billion.

Governor Snyder thinks that made in Michigan is something special and said, "We're a place that makes things, that's how we became a great state. Agriculture plays a critical role in Michigan's future." Made in Michigan affects the people working with you, the people you support and the people you feed. "We have exciting opportunities," he said.

Governor Snyder indicated the importance of developing talent for our industry. Encourage young people to go into agriculture. It's estimated that agriculture accounts for 22% of the jobs in Michigan and, as people retire, we need trained individuals to replace them. We also need additional people to meet the 21st century food demands that will be upon us no later than the year 2050 when it's estimated that the world's population will soar to 9 billion people.

While we're having a positive note in Michigan, we need to ask more of our federal government. The last time I wrote this column, I thought the farm bill would be passed. I was wrong. Farmers make up a small percentage of the population, but we can have a huge impact when we contact our legislators and let them know that we need a farm bill now. The House of Representatives' decision to split farm and nutrition programs into two separate bills divides the traditional coalition of urban and rural lawmakers which have supported farm bills in the past. This is bad policy and could result in neither farm nor nutrition programs passing.

The Senate's 2013 farm bill cuts \$24 billion in agriculture programs which is more than double prior budget cutting measures. Prior budget cutting efforts by the bipartisan Simpson-Bowles commission proposed

Continued on page 16

MICHIGAN SOYBEAN ASSOCIATION BOARD OF DIRECTORS

District 1

Brian McKenzie
17645 McKenzie St.
Cassopolis, MI 49031
(C) 269.587.0062

District 2

Andy Welden, *ASA Director*
1900 E. Hastings Lake Rd.
Jonesville, MI 49250
(C) 517.398.0973

District 3

Matt Stutzman
10721 Treat Hwy.
Jasper, MI 49248
(P) 517.260.1720

District 4

Jay Ferguson, *Vice President*
2505 Wellman Line Rd.
Brown City, MI 48416
(P) 810.346.3050

District 5

Dan Keenan, *Secretary*
19240 Ederer Rd.
Merrill, MI 48637
(P) 989.643.7019

District 6

David Williams, *President*
8604 W. Allan Rd.
Elsie, MI 48831
(P) 989.847.6044

District 7

Earl Collier
2574 — 127th Ave.
Allegan, MI 49010
(P) 269.793.7340

At-Large

Bill Spike, *Treasurer*
8295 Seymour Rd.
Owosso, MI 48867
(C) 989.277.3167

Norm Tanis
7497 Shaw Road
Imlay City, MI 48444
(P) 810.724.8026



USSEC AND SOYBEANS IN ECUADOR

By: Kathy Maurer, Financial and International Marketing Director

The U.S. Soybean Export Council (USSEC) provided scholarships paid for by sponsored projects from the United Soybean Board for Qualified State Soybean Board (QSSB) staff members to travel to Ecuador, South America to see the different projects USSEC is involved with.

Guayaquil, a town which is at sea level, was our first stop for lunch with members of APROBAL Association, the second largest feed association in Ecuador. Their group produces 771,000 – 826,700 short tons of animal feed per year, one-third of the national production in Ecuador.

"I have to thank the American producers for all the support they give us through USSEC," Antonio Saab, the president of APROBAL, said. "They teach us and we have learned from them, and that is very important to us."

The APROBAL Association is made up of 11 different companies who pool their resources to order the full fat soybean meal. "Why is American soybean meal so expensive?" was answered, due to transportation costs. Some of their soybean meal comes from Peru and Brazil. They are willing to pay \$8-\$10 more a ton, per protein point for American soybean meal. Argentina, on average, has eight protein points where the U.S. soybean averages 24-30 points. Michigan averages 33-35 points for Roundup Ready® soybeans and 34-40 points for non-GMO soybeans. This protein point gap justifies paying more for U.S. soybean meal.

Miguel Escobar, USSEC representative explained to the group, "In the U.S. they have had many generations farming the same land. They are good stewards of that land and have management practices which allow for the best crops to be raised. No-till and crop rotation are part of producing the best possible soybeans and other crops."

USSEC provides technical support to all parts of the soybean meal process from pasture to plate. They have nutritional seminars for those who raise animals to better understand the value of proper nutrition or dignified feeding systems. Previous to education, poultry owners would feed their chickens readily available fish meal. It would affect the taste of the eggs and meat. Now with soybean meal, eggs and meat are more nutritious and taste better. This

kind of technical assistance also is in the swine, aquaculture and dairy operations.

The technical support doesn't stop with animal nutrition. Still practiced today in the rural areas, chickens would be purchased then dressed on the spot. Food safety procedures are being taught from slaughter on through to the finished product.

Ecuador's growing middle class is warranting more ready to eat meals. With these processed foods are opportunities for soy isolates, texturized soy protein and other soy products to be added during the food processing operation — another opportunity to use U.S. soybean value-added products.

Next stop, PRODUMAR Polyculture farm. Polyculture is aquaculture which raises shrimp and Tilapia in the same pond. This operation is over 7,600 acres. Thirty



Tilapia being harvested with nets at PRODUMAR Polyculture farm. Birds wait patiently, hoping to snatch a meal.

Photo Credit: Iowa Soybean Association



ANDIPUERTO skid loader moving soybean meal to be bagged.

percent soybean meal is fed to the Tilapia and what the fish don't eat the shrimp will. It takes 27 weeks for the Tilapia to make weight for processing. The pond has nets to catch the fish, but the holes allow the shrimp to pass through. After the fish are harvested, the pond is drained and the shrimp naturally go to the lower end of the pond where they are harvested. The Tilapia is packaged fresh and 100% is sent to the U.S. The shrimp are frozen and 40% is sent to the U.S. From pond to U.S. market takes two days.

On to the port facilities ANDIPUERTO which unloaded 132,000 tons of soybean meal this month alone. The port only handles barges. Container shipments go into other ports. It takes 72 hours to unload a barge. Part of the services provided by ANDIPUERTO is to bag and store the products brought into the port. Storage is in short supply in most operations. When groups such as APROBAL Association purchase a barge of soybean meal, it is off loaded, bagged, then each member, when able, will come and pick up their portion. This is only a dispatch port. The barges need to go to other ports to be filled.

The land is rented from the government, but all the buildings and upkeep are the responsibility of ANDIPUERTO. The buildings were built with the thought of investing in automation in the future. Currently they push the soybean meal around with skid loaders, dump it into the bagging machine, and move it over to storage. They have .5 percent slippage. In the U.S. many facilities are automated and average 1.5% slippage. That's

a 1,320 ton difference per month. Automation may not always increase the bottom line.

On the bus to ALIMENTSA, we saw a new feed plant. They manufacture feed specific to shrimp. Their technical assistance was from USSEC and they praised USSEC for all the educational opportunities.

We then flew to Quito, the capitol of Ecuador, which is 9,350 feet above sea level. We joined Andres Barahona, Marketing specialist with USDA's Foreign Ag Service, for breakfast.

Ecuador imports \$474 million from the U.S. some of which includes: 54% soybean meal, 13% wheat and 5% cotton. Of the \$360 million in soy-based products, 64% is soybean meal and 35% soybean oil. The soybean meal imports have grown this year and they expect to set a 25% growth record.

Ag products exported to the U.S. are about \$1.9 billion; shrimp \$560 million, bananas \$400 million, and flowers/roses \$171 million. Roses are preferred to be raised near the equator as the sun hits them straight on providing a perfectly straight stem. Other



Shrimp feed from ALIMENTSA. On the side of the bags, percentages are marked for the amount of soybean meal in each bag.



BIOALIMENTAR egg processing plant.

important export products from Ecuador are oil, cocoa beans and coffee.

For the calendar year 2012, the largest U.S. soybean meal importers were Mexico, Philippines, Canada, Venezuela, Ecuador, Morocco, Egypt and Dominican Republic.

Next stop, PRONACA a vertically integrated company. With technical assistance from USSEC, they manage the chicken, beef and swine operations from farm to plate. Nutrition and health needs are taught to produce the best end product. As one of the largest feed operations, they use 220,000 tons per year of soybean meal. Dignified slaughter and food safety processing operations allow

for the integration of soy value-added ingredients to the finished products of chicken nuggets and patties along with bacon and lunch meats. As nothing is wasted, the byproducts are used in formulations at their on-site testing facility for dog and cat foods.

On to AFABA Feed Manufacturers Association with more than 300 feed companies in Ecuador representing 43% of the market share. Membership advantage is to import raw materials. Their group represents 66,000 tons per month consumption. Some of their feed formulations are as much as 30% soybean meal. The feed is used in 70% poultry, 20% aquaculture, 8% swine and 2% cattle.

AFABA purchases all their soybean meal from the U.S. — just three years ago it was all purchased from Argentina. The U.S. soybean meal is much better and they are seeing the quality results.

Dinner that evening was with the ministry of agriculture from three of the four provinces of Ecuador. I introduced myself to the ministry from the Amazon territory and was surprised to find out his wife was from Lexington in Sanilac County and he would be visiting Michigan in two weeks.

Final stop, BIOALIMENTAR, the operation started when the grandparents were married. Each received 50 chickens from their family as a wedding gift. Starting out with 100 chickens, two generations and 45 years later, the operation is 5 million chickens which supply eggs to Ecuador. The mother continues to work in the operation. There are multiple areas of BIOALIMENTAR and is one of the five largest feed producers in Ecuador. They provide feed for poultry, swine, dairy cattle, aquaculture and pets. A delicacy in Ecuador is guinea pig, which is treated as livestock as well as pets.

They appreciate the quality of U.S. soybean meal and the technical support they have received from USSEC.

FARMING

There are white, yellow, blue, red, orange and green tractors. The price of gas per gallon is \$1.48 for regular and \$1 for diesel. They are able to plant two sets of crops as the temperature doesn't vary much throughout the year. Daylight is from 6:00 a.m. to 6:00 p.m. with a twenty minute difference during their winter, October - May. Winter is also their rainy season. The average temperature at sea level is 77 degrees and in the mountains it is 66 degrees. Their hills are quite steep to farm. Much is planted by hand. To use a tractor

on the steep terrain, the tractor starts at the top of the hill, digs the equipment into the ground to hold as an anchor, drives down the mountain, then circles around to start at the top again. They have erosion issues as many farmers continue to farm as their ancestors did. In this environment, terracing would be better, but often tradition wins out. Property taxes are \$8 per 70-100 acres per year. For every three acres over 100 acres there is an additional charge of \$8. Small plots, varying in width and depth depending on the terrain, are carved out along the mountain side. Many dairy cattle are grazed and often staked at the edge of the

roads, even in the medians if there is anything green to graze on.

The benefits of these tours are to see the amount of soybean meal and value-added products that are exported to other countries and are directly related to the technical, educational and personal assistance the USSEC staff give to the different components of the food system. USSEC is there from care of the animal to the processing of the final products. Another benefit is the networking with other state and USSEC staff to better understand how we can all work together to export soybean and soybean value-added products which benefit the bottom line of every U.S. soybean farmer.



Photo Credit: Iowa Soybean Association

Cow grazing staked along the road. Notice the steep hillside in the back.

SOYBEAN OFFICE WELCOMES BETH OLIVER AS COMMUNICATION DIRECTOR

By: Gail Frahm, Executive Director

It's official! Beth Oliver of Byron, Michigan recently joined the Michigan Soybean Promotion Committee (MSPC) staff as its fulltime communication director.

Beth's strong agricultural background stems from experience on her family's farm, where they raise hogs, beef cattle and row crops. In addition to participation in livestock 4-H projects, she was actively involved in the Michigan FFA Association, serving as the 2009-2010 Region IV State Vice President and 2010-2013 State Convention Director. She later put the skills she gained in FFA to use as a member of the 2012 MSU Intercollegiate Livestock Judging Team.

A May 2013 graduate from MSU, Beth majored in Agribusiness Management with an Agronomy specialization. While at MSU, she was an employee of the College of Agriculture and Natural Resources Communications.

This summer Beth was the MSPC's SMaRT (Soybean

Management and Research Technology) research technician where she implemented data collection and documentation for the SMaRT trials across the state. She worked closely with SMaRT cooperators, soybean farmers, and extension agents, and assisted with the development of research materials for MSPC in addition to helping man the MSPC's exhibit this year at the Michigan Ag Expo.

As the communication director for MSPC, Beth's primary task is to develop integrated communication programs across multiple channels such as the website, print, email, direct mail, television and radio broadcasts, social media, text messaging, and face-to-face. These will be done to accomplish MSPC's strategic priorities while serving as the primary advisor on issues pertaining to advertising, messaging, producer communication, brand awareness, public relations, and media relations. Beth will likely be out and about at various farmer meetings



Photo Credit: True Vision Photography & Promotions

MSPC's Communication Director, Beth Oliver

throughout the year and visiting with media and others in the industry to further communicate details of the soybean checkoff and its many projects on behalf of Michigan's soybean farmers.

Please help us welcome Beth to the soybean family!

MANAGING SOIL pH FOR OPTIMAL SOYBEAN PRODUCTION

By: Mike Staton, MSU Extension Soybean Educator

Managing soil pH in the optimal range is essential to producing high-yielding and profitable soybeans. The first step to managing soil pH is a good soil testing program. A representative soil sample measures the soil pH and the buffer pH or lime index. The soil pH identifies the need for lime and the buffer pH or lime index is used to determine how much lime to apply. Fall applications of lime are preferred over spring applications. The first reason is that lime generally takes about six months to begin neutralizing the soil. The second reason is that the lime could be applied prior to fall tillage operations and incorporated into the soil.

Soybeans will generally perform well at soil pH levels between 6.0 and 7.0. However, the optimal range is between 6.3 and 6.5 as this range maximizes nutrient availability and biological nitrogen fixation while minimizing soybean cyst nematode (SCN)

population growth. When soil pH levels exceed 6.5, manganese deficiency symptoms can occur in lakebed and outwash soils and SCN populations have been shown to increase (Table 1).

Table 1. Relationship between soil pH and final soybean cyst nematode population density at harvest.

Year	Soil pH Range		
	5.8-6.4	6.5-7.0	7.1-8.0
1997	3950	6950	9750
1998	500	1500	2550
1999	2000	6800	7500
2000	786	766	1574

Source: C. Grau, N. Kurtweil and G. Tylka, "Soil pH Influences Soybean Disease Potential Summary."



When selecting a liming product, consider the magnesium soil test level. Dolomitic lime supplies magnesium to the soil and should be applied whenever any one of the following is true.

- Magnesium soil test level is below 35 ppm on coarse-textured soils and below 50 ppm on fine-textured soils
- Magnesium is less than 3% of the exchangeable bases on an equivalence basis
- Potassium exceeds magnesium as a percent of the exchangeable bases on an equivalence basis

The lime recommendation on the soil test report should be adjusted whenever the lime material has a neutralizing value much different than 90 (less than 80 or more than 100). Use the following formula to make this adjustment:

$$(90 \div \text{neutralizing value of your liming material}) \times \text{lime recommendation listed on the soil test report} = \text{adjusted lime recommendation}$$

The performance of all liming materials is improved when they are incorporated into the soil. Incorporation increases the distribution and soil contact of the lime particles. Surface applications should be limited to long-term no-till sites as lime moves slowly through the soil (less than one inch per year).

The lime recommendation should also be adjusted for the effective tillage depth using the following formula and the information in Table 2.

$$\text{Lime recommendation} \times \frac{\text{the effective tillage depth}}{9} = \text{adjusted lime recommendation}$$

Table 2. Effective tillage depth for various tillage systems.

Tillage Tool	Effective Tillage Depth
Chisel Plow	1/2 to 2/3 the operating depth
Field Cultivator	1/2 to 2/3 the operating depth
No-till or Topdress	4 inches

Variable rate lime application based on grid sampling is an effective way to apply lime. This technology ensures that the lime is applied to only the areas where it is needed. This will help prevent over liming which does not increase yields and can cause manganese deficiency symptoms to show up in soybeans.



From the Soybean Checkoff's President ...

"Change is the law of life. And those who look only to the past or present are certain to miss the future."

John F. Kennedy

Those inspiring words about change by President Kennedy somewhat embody what the staff and directors of the Michigan Soybean Promotion Committee (MSPC) have been working on in 2013. About a year ago a strategic planning meeting was held that has provided a great deal of focus into the future endeavors of the MSPC. From that meeting, four program areas: Production, Communication, Market Development and Freedom to Operate were identified as the primary focus for the future.

As soybean producers, the majority of us easily understand work on **PRODUCTION** and the research and efforts to increase profitability. Last year we placed on staff a new research director, Dr. Tim Boring. Tim will lead us into the future in this program area. He has many ideas for the future such as working collaboratively with groups such as the Corn Marketing Program of Michigan and the Michigan Wheat Growers in a systems approach utilizing rotations and best management practices to enhance profitability. By far, the majority of the budget is spent in this program area, and under Tim's direction, I could not more look forward to the future and the strides he will make.

COMMUNICATION is a very important part of any organization, and to that end, we have been making many changes. A new website is now under construction and will be live by the time you read this article (see the website tickler on page 11). It seems with more and more people having smart phones and internet access, this is the easiest and most effective way to disseminate information to a large group with varying interests. In July, Beth Oliver was added on staff as MSPC's communication director. Just out of Michigan State University, Beth brings website and communication experience. Her work with the Michigan FFA in planning and organizing conventions and meetings makes her an ideal addition to work on enhancing our communication capabilities. I hope you will take time to review and use the website that has been developed (www.michigansoybean.org). It should become a useful tool with loads of information available pertaining to soybean production in Michigan.

MARKET DEVELOPMENT includes items such as biodiesel, non-GMO beans, aquaculture, industrial soybean uses and most anything else that would increase the use of soybeans in Michigan. Although investments in some items in market development are hard to quantify, it is important to continue the effort of finding new



Herb Miller
MSPC President

uses and expanding current markets to maintain and grow profitability in the industry. We continue to work with Michigan Department of Agriculture and Rural Development (MDARD) on developing markets for Michigan specific to soybean exports to Japan, China and other soybean importing nations who see value in Michigan soybeans.

FREEDOM TO OPERATE is new to the MSPC and was taken on by Keith Reinholt. He identifies it as follows — "Freedom to Operate (FtO) is NOT freedom

MSPC STRATEGIC PILLARS



to farm as one wishes, but it IS to assure one is as free to operate as another – a level playing field. If we have FtO, a particular burden cannot be placed upon one that is not placed upon all.” Keith has spent a large amount of time in meetings with groups such as Michigan Farm Bureau (MFB), Michigan Agri-Business Association (MABA) and MDARD identifying problems and restrictions in different parts of the state that would fall under this area. His efforts will help direct this area in the future as we seek to not necessarily provide solutions but instead to call attention to hardships that some face while others do not. The work generated from the Freedom to Operate program area goes hand-in-hand with Market Development. One of the concerns from end users – domestic or foreign – is if the product they are considering is sustainable and will be available long-term. If we can be proactive and have the answers to such questions before they are asked, it will make negotiations for sales and services much easier.

I would like to encourage soybean growers to become involved in the MSPC as directors. The satisfaction and knowledge gained by leading an industry that you are part of, while working with like-minded farmers, far outweigh the time spent at meetings each year. We are considering investing checkoff dollars into a program with other states to help identify and groom future industry leaders. If you are interested and would like to help guide the industry in the future please, contact the MSPC’s executive director, Gail Frahm, at the soybean office in Frankenmuth, 989.652.3294, and let her know.

Best wishes and have a safe harvest,
Herb Miller
 MSPC president and soybean farmer

We have a new website!



Michigan Soybean Promotion Committee is pleased to announce the publication of our newly redesigned website!

SAME location...



...a whole NEW look!

Visit us online for news, contact information, and resources regarding Michigan soybean production and uses.

www.michigansoybean.org

Effective. Efficient. Farmer-Driven.

TODAY'S HIGH QUALITY BIODIESEL: PROTECT YOUR ENGINE — PUT SOME MONEY IN YOUR POCKET

*Why Every Michigan Farmer Should Be Requesting
— and Using — Biodiesel Blends This Fall*

By: Steve Howell, President, MARC-IV Consulting, Inc.

Having been involved in the biodiesel field for over 20 years as a leading technical expert, when I got the call from Michigan Soybean Checkoff's staff to pen an article that would help explain to Michigan farmers why they should be using biodiesel blends the answer seemed obvious. We have all heard the big picture reasons why biodiesel makes sense. It burns cleaner than petrodiesel and makes for cleaner air to breathe. It's renewable and lowers carbon emissions by over 50% which is badly needed to fight climate change. It's made from U.S. sources and we don't have to see our children and grandchildren go to war in foreign countries to protect our access to homegrown biodiesel. It provides a value-added outlet for U.S. produced soybean oil which helps to make soybean farming more profitable. More biodiesel demand creates the need for local biodiesel production plants and manufacturing jobs — mainly in rural areas which need it the most.

All great things, right? Absolutely right. But the benefits don't stop there. What some farmers might not realize is that today's biodiesel not only provides all those big picture benefits, it can also help protect your equipment, make it run smoother, and just maybe, put some money in your pocket at the same time. How, you ask? Why should you put a biodiesel blend in your brand new combine this fall? As a technical guy, and a pragmatist, I believe there are three reasons why every farmer should be using a biodiesel blend this fall.

FIRST . . . the years of your investment in biodiesel research and development through the soybean checkoff have paid off in creating one of the highest quality diesel fuels that is available

today, period. While the biodiesel of 5-10 years ago was good, today's biodiesel has been significantly improved. Research to eliminate the relatively few issues observed in the field with cold flow and stability has resulted in changes in the specifications that make biodiesel the most highly specified diesel fuel on the market. The biodiesel specification has almost twice as many parameters as conventional diesel fuel, including a stability parameter that petrodiesel doesn't even have. Bet you didn't know that. Fuel quality has been significantly improved through the BQ-9000 fuel quality program, and independent testing by the National Renewable Energy Laboratory indicates fuel from a BQ-9000 supplier is on spec virtually every time. At the end of 2012, over 80% of all biodiesel was produced by a BQ-9000 company. And over 1 billion gallons of pure biodiesel (B100) was sold into the market each of the last two years with no significant major issues, even in states with cold weather. Bet you didn't know that. Research which has improved the specifications, increased attention to fuel quality, and increased familiarity with blending biodiesel by the downstream market has created a fuel that everyone can feel comfortable putting in your equipment — even in equipment that costs half a million dollars or more.

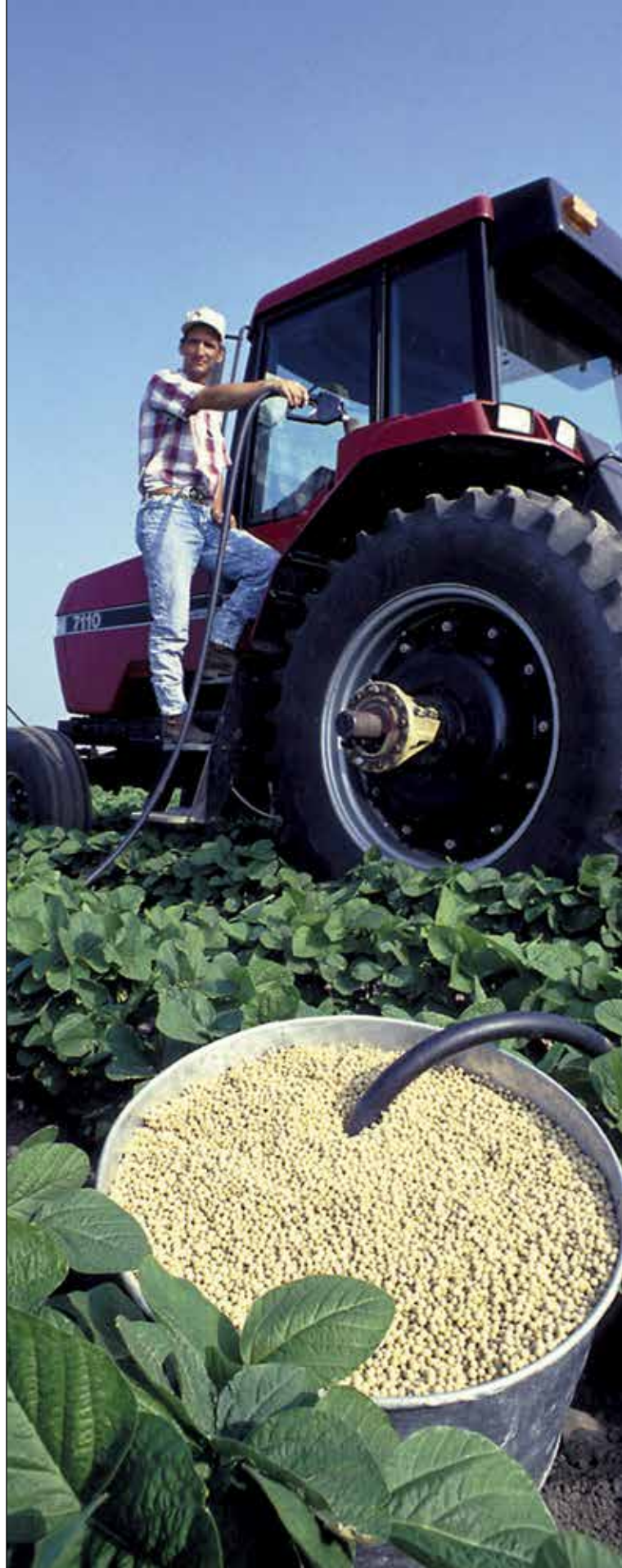
SECOND . . . one that has been overlooked to a certain extent is the premium properties biodiesel blends bring to the table in terms of increased lubricity and increased cetane without a significant loss in power or fuel economy. Interestingly enough, this came out loud and clear when I was training the mechanics in New York City (NYC) this past summer. The city of New York, under Mayor Bloomberg's leadership, is

transitioning their city fleet of garbage trucks and other equipment to B20 this summer. You would be surprised how many garbage trucks it takes to pick up all the refuse from the people living in the skyscrapers of NYC. It takes almost 1000 mechanics to just fix the vehicles owned and operated by NYC! We trained about 200 NYC mechanics in May. A few of them were interested in some of the big picture reasons about why biodiesel was good and why their fleet was switching over to B20. But mostly they all were interested in how biodiesel was going to affect their equipment.

They were impressed that the specifications had been improved and that the BQ-9000 program was a virtual assurance of getting good quality fuel. They were more impressed that 2% biodiesel solves the lubricity problem with Ultra Low Sulfur Diesel fuel they had heard so much about. They were impressed that the high cetane not only helps reduce emissions, but is also helps engines run smoother and quieter than lower cetane petrodiesel. Some of the mechanics had used biodiesel blends in their own vehicles and could vouch for the reduction in noise they saw in their own vehicles.

They had read the papers about biofuels and fuel economy reductions and were pleased to find out they didn't have significant fuel economy or power reductions with B20 and lower blends. They were also impressed that the cleaning effect of biodiesel blends could help keep their diesel systems clean, and they weren't fazed by the need to potentially change a filter or two on their dispenser or vehicle when first switching over to B20 blends until the biodiesel blend cleaned out all the sediments left by years of petrodiesel use. And it didn't hurt at all that the pickup truck land speed record was recently set on a Ford F250 with a stock diesel engine running on B20 at over 180 mph! The premium attributes of biodiesel blends — while not significantly sacrificing power or fuel economy — is a solid reason for anyone to want to use a biodiesel blend.

THIRD . . . using a biodiesel blend this fall will likely cost you the same amount per gallon or may actually be cheaper than using petrodiesel alone. Wait, did you read that right? Biodiesel blends may be the same price or cheaper than petrodiesel? Yep, you read it right. How? The simple answer is that the recent Federal Renewable Fuel Standard-2 (RFS2) has created added value for "Advanced RFS2 Fuels." Advanced fuels under RFS2 are those fuels that have at least a 50% reduction in carbon emissions compared to fossil fuels. The U.S. EPA has run the numbers, and biodiesel from the common oils/fats in the USA provides at least



a 50% carbon reduction. U.S. biodiesel is therefore an Advanced RFS2 Fuel. Essentially, under RFS2 large petroleum refiners have to blend a certain amount of advanced fuels into all the fuel they sell, or they need to buy a credit from someone else who has used the fuel. These advanced fuel credits (technically call RIN's) have value and are traded like any other commodity and they can serve to level the playing field for the consumer for RFS2 fuels. This has certainly been the case for biodiesel, as the price of biodiesel blends to the consumer over the past two years has hovered around that of petrodiesel alone; in some cases it has been cheaper.

So there you have it. Three reasons — in addition to all the big picture reasons we already know about — why every farmer should be using a biodiesel blend this fall. You can be confident that the quality of today's biodiesel is excellent. Biodiesel blends help protect your engine through premium cetane and lubricity properties, while maintaining fuel economy and power. And under the RFS2 program, biodiesel blends are being priced similar to petrodiesel, maybe even cheaper. So . . . tell your fuel dealer you want to use a biodiesel blend this fall. Tell your neighbors to do the same. If enough of you ask, you just might convince your dealer to get you the fuel that will not only help our country, but your own bottom line. If you don't believe me ask some of Michigan's soybeans farmers who have used biodiesel over the years. For more information contact Charles Eickholt, Chesaning by phone 989.845.2814 or email eickholtcj1@speednetllc.com or Jim Domagalski, Columbus by phone 586.727.9639 or email jdomagalski.usb@gmail.com.

Steve Howell is the President of MARC-IV Consulting, Inc. He has served as chairman of the ASTM Task Force on Biodiesel Fuels for the past 20 years, and recently received the lifetime achievement award of being selected as a "Fellow" of both ASTM International and AOCS (American Oil Chemists Society).

ASK FOR IT. USE IT. SOY BIODIESEL

BIODIESEL

FROM THE PLANT TO YOUR PICKUP

Soy biodiesel, brought to you with the help of soybean farmers and their checkoff, isn't just another biofuel. It's fuel made better. Because soy biodiesel is made from a premium feedstock grown and refined right here in the United States, it is able to deliver a renewable, homegrown alternative to traditional diesel fuel while not sacrificing on performance. In fact, a B2 blend of soy biodiesel can actually improve fuel lubricity by up to 66 percent and extend engine life by preventing premature wear and tear.



ASK FOR IT. USE IT.



MAKE MORE MONEY. PLANT SEED CONSULTANTS!

Place your SCI Corn
and Soybean order by
October 1, 2013 and receive our
largest order incentives and
biggest cash discounts of the year!

**PLACE YOUR SEED
ORDER TODAY!**

PROVEN PERFORMANCE

The only Eastern Corn Belt based Seed Company with 4 National and 20 State Winners in the NCGA Yield Contest since 2008.

REGIONAL GENETICS

Corn and soybean genetics developed, tested and bred exclusively for the Eastern Corn Belt's unique growing conditions and soil types.

REGIONAL TESTING

Extensive corn and soybean replicated testing program in the Eastern Corn Belt tested at 106 testing locations.

REASONABLE PRICING

A fair, honest and reasonable price the first time.

SOYBEAN UNIT PACKAGING

The only seed company selling soybeans in 150,000 seeds/unit.



"Our Seed Consultants' Seedsman takes the time to understand our soils, our conservation and our management practices. SCI provides us with the best regionally tested corn and soybean varieties for our farm."

— Beam Springs, Inc. of Xenia, Ohio



Simply, the Best Value in the Seed Industry™
SEED CONSULTANTS, INC.
Call Today! **800-708-2676** www.seedconsultants.com

®,™ trademarks of Seed Consultants, Inc. © 2013 Seed Consultants, Inc.

a cut of \$10 billion and the "Gang of Six" proposed \$11 billion. The Senate bill cracks down on abuse and helps to reduce the deficit by billions of dollars. Let your legislators know that agriculture is doing its fair share to help the nation's financial situation and that you expect their support.

This issue of MSN is scheduled to mail out the beginning of September. The current farm bill (which is an extension of the 2008 farm bill) expires on September 30th. If nothing has been done in Washington, you still have time to make your voice heard by contacting your representative before we have another crisis.

Thanks for your membership and thanks for providing food, fuel and fiber for the world.

Safe harvest,
David Williams
MSA President



By: Noelle Byerley, Executive Assistant

The 2014 Young Leader Program is designed to awaken the leader in each participant, strengthening and building upon natural tools to the betterment of soybean growers domestically and internationally.

Through in-depth and hands-on training, Young Leaders will:

- Strengthen their leadership and communication skills
- Build relationships with other growers from across the country and Canada
- Expand their agricultural knowledge

Graduates of the ASA/DuPont Young Leader Program frequently assume leadership positions in soybean industry organizations while applying the training principles to achieve greater success in their business and other volunteer endeavors.

WHO ARE YOUNG LEADERS?

A Young Leader is a soybean grower 21 years of age or older who is interested in developing their leadership skills. Spouses who attend are also active participants in the program.

The two-phase training program is as follows:

Phase I: November 19-22, 2013
DuPont Pioneer Headquarters
Johnston, Iowa

Phase II: February 25 – March 1, 2014
San Antonio, Texas (held in conjunction with the Commodity Classic)

For more information and to apply, visit www.soygrowers.com/DYL. Application deadline is October 1, 2013.



frontier



It has Arrived...

Satellite Broadband service where no service has gone before. Now available wherever you are.
Instant weather and real time market information.



Call 1.866.552.0034 or visit frontier.com/satellite

© Frontier Communications 2013

frontier
Communications

You can't get BS from a buffalo.™

Our financing really delivers...

RESULTS



MORE THAN LENDING—

In 2012 alone, GreenStone helped more than 4,000 customers lower their loan interest rate, saving them nearly \$12 million annually. And we did it all without the hassles of refinancing.

Experience the benefits of financing the needs of your operation with GreenStone.

800-444-FARM



GreenStone
FARM CREDIT SERVICES

www.greenstonefcs.com

Want to reach over
15,000 members of the
soybean industry?

Call our office at
989.652.3294 to
find out how.

Winter issue will mail
November 27, 2013
(ad deadline is October 28, 2013)



Legislative Update

Under the Capitol

By: Julian Vail, LLC

WETLAND CHANGES APPROVED FOR MICHIGAN

In 1984, Michigan was the first state in the country to earn designated federal authority to administer section 404 of the Clean Water Act, also known in Michigan as the Wetlands Protection Act. In preparation for that, Michigan lawmakers passed a state wetlands statute in 1979 to establish a permitting process. Today, Michigan is one of only two states with local control over its wetlands, and more than 100,000 state permits have been issued in the past 28 years.

A 2008 audit of Michigan's program by Environmental Protection Agency (EPA) identified some inconsistencies in the way Michigan administers its program, most notably the farming and drain exemptions under the wetlands and inland lake and streams programs. The state must address the issue or lose its delegated authority.

The Legislature convened a 22-member Wetland Advisory Council, charged with proposing program reforms to address the federal audit and improve the efficiency of the wetlands permitting process.

Legislation introduced by Senator Mike Green, Senate Bill 163, will implement the changes needed to keep the program. In the final legislative days, prior to summer break, stakeholders worked out the differences in the legislation and SB 163 passed both the House and the Senate. Governor Snyder signed SB 163, now Public Act 098 of 2013, on July 2.

Important pieces of SB 163 include keeping the programming in Michigan and not with the EPA, agricultural exemptions consistent with federal law, and it also states that a drainage structure is not a wetland. The bill created an easier to understand, practice-based permitting structure for agricultural activities in new wetlands, including the allowance

of blueberry production, it clarifies that Michigan's delegated responsibility to regulate waters only applies to "Waters of the United States" and "Navigable Waters" under law, court decision, or promulgated rule, not guidance documents, and that any further regulation must come from the Michigan Legislature. You can read the full details of the wetland legislation (Public Act 098) at [http://www.legislature.mi.gov/\(S\(kxqr5p45fh1alxihuncix0fx\)\)/mileg.aspx?page=getObject&objectName=2013-SB-0163](http://www.legislature.mi.gov/(S(kxqr5p45fh1alxihuncix0fx))/mileg.aspx?page=getObject&objectName=2013-SB-0163)

MICHIGAN SOYBEAN ASSOCIATION (MSA) LEGISLATION TO PROMOTE USE OF SOYBEANS

Michigan Soybean Association has requested legislation to encourage the State of Michigan to utilize biobased products, if available, in their procurement process. Such preference to biobased products, soybean products included, will increase demand and ultimately increase jobs in Michigan.

Senator Bruce Caswell held several meetings with MSA staff and policy representatives and the Department of Technology, Management & Budget Office to discuss MSA's request of legislation and to work out language to accomplish the request. Senate Bill 431 was introduced by Senator Bruce Caswell on June 13, 2013 and referred to the Senate Committee on Appropriations. After several months of research and discussion, SB 431 will be amended with agreed upon language to accomplish a preferred biobased procurement process with the State of Michigan. You can monitor SB 431 at [http://www.legislature.mi.gov/\(S\(kxqr5p45fh1alxihuncix0fx\)\)/mileg.aspx?page=getObject&objectname=2013-SB-0431&query=on](http://www.legislature.mi.gov/(S(kxqr5p45fh1alxihuncix0fx))/mileg.aspx?page=getObject&objectname=2013-SB-0431&query=on)

Industry Opportunity

Great Lakes, High Lean and Huron Pork are seeking added contract grow/finish relationships in MI (1000-5000 head sites). We work with over 100 family farms across the state and are looking to expand. We have experience with building specs and plans, cash flow projection and guidance with GAAMPs and CNMPs. We are a stable MI-based company which provide monthly payments and have good working relationships with MI lenders. We are strong supporters of MPPA and the MI Pork Industry. Any inquiries are welcome, we look forward to working with you.



Joel Phelps www.sietsemafarms.com
11304 Edgewater Drive, Suite A, Allendale, MI 49401
jphelps@sietsemafarms.com 616.895.7493

MICHIGAN CROP IMPROVEMENT ASSOCIATION



*Providing foundation seed
field inspection and seed testing services*

MCIA at P.O. Box 21008, Lansing, MI 48909
Phone: 517-332-3546. e-mail: info@michcrop.com

MICHIGAN SOYBEAN ASSOCIATION RENEWING MEMBERS

Raymon T. Birchmeier, New Lothrop
Walter Bruno, Columbus
James Caldwell, Litchfield
Delmer Cilley, Dundee
Rhonda Cole, Sandusky
Carl Degeus, St. Charles
Pat Feldpausch, Fowler
Scott Jirgens, Kalamazoo
Ron Johnson, Birch Run

Tom Koppel, Carsonville
Ralph Leach, Saginaw
Randy Markley, Byron
David Motz, St. Johns
Doug Myers, Marshall
Mary Lou & Fred Smith, Petersburg
Jake Wamhoff, East Lansing
Stoutenberg Farms, Sandusky

WARNING



NEIGHBORHOOD WATCH

Palmar Amaranth, Mares-tail, Lambsquarter

Are you having problems with these weeds? If not, you will.

Rotate

to **LIBERTY LINK** 

the neighbor friendly program

Yield a question?

MSU Trial	DF LibertyLink	Best ROUNDUP READY®
St. Joseph	109 bu/a	84 bu/a
Lenawee	56 bu/a	52.6 bu/a
Sanilac	87 bu/a	82 bu/a



D.F. SEEDS | dfseeds.com
517.623.6161

*Liberty Link is not a replacement for Roundup soybeans just a rotation to save Roundup soybeans

Roundup Ready® is a trademark of Monsanto Technology, LLC. LibertyLink® is a trademark of Bayer.

MSPC Scholarships Awarded at MSU

By: Noelle Byerley, Executive Assistant

The Michigan Soybean Promotion Committee (MSPC) works closely with Michigan State University (MSU) to help increase student interest in soyfoods and soy health careers. Because many health benefits exist when cooking with soy, MSPC supports MSU's Food Science and Human Nutrition (FSHN) department, as these students will become educators of the health benefits of soyfoods. MSPC is proud to announce the four FSHN students, all from Michigan, who have been selected to receive the MSPC Scholarship in Food Science and Human Nutrition for the 2013-2014 academic years at MSU. Each student is studying to earn a Bachelor of Science in either Dietetics or Nutritional Sciences.

"Soy can be an important part of a healthy diet," explained Dr. Frederick Derksen, FSHN chairperson at MSU. "Our students learn about this throughout

their curriculum, and the MSPC scholarship recipients are a case in point."

Students receiving the MSPC scholarships for the 2013-2014 academic years include:

AMY BLIZ FROM BATTLE CREEK:

Amy is a senior at MSU enrolled in Dietetics. She is a vegetarian and loves food, especially cooking with soy. Amy plans to earn a master's degree in nutrition. After graduation, Amy hopes to work with Hunger and Environmental Nutrition, a dietetic practice group of the Academy of Nutrition and Dietetics. "This scholarship means a lot to me and I really appreciate it - more than you will ever know."

CASSAUNDR A FITCH FROM LATHRUP

VILLAGE: Cassandra, not pictured, is a senior at MSU enrolled in Dietetics. Soy has been one of Cassandra's staple foods and topical treatments for many years. Cassandra is continuing to learn and research about how nutrition

and health affects the skin. Her career goal is to run a private practice which treats skin internally as well as externally. "Soy benefits the body in many ways. I fully believe (you are what you eat) and will continue my research regarding skin, health, and nutrition."

CLAIRE HAYES FROM BLOOMFIELD

HILLS: Claire is a senior at MSU enrolled in Nutritional Sciences. In addition to Nutritional Sciences, Claire is pursuing a minor in Spanish Language and a specialization in Health Promotion. Claire feels that her studies at MSU will help reach a broad scope of people in many diverse settings and especially hopes to make an impact in the future generations of children. "Soy has made a profound impact on my life and I will continue to encourage others to utilize it in the future."

YINGLI HE FROM PORTAGE:

Yingli is a junior at MSU enrolled in Nutritional Sciences. Yingli volunteers in Dr. Venu Gangur's



Amy Bliz, Battle Creek



Claire Hayes, Bloomfield Hills



Yingli He, Portage

food allergy and immunology lab and is ultimately pursuing a career in Pharmacy. Yingli grew up in a place where soybeans are a common ingredient for making tofu, soymilk, soy sauce, and other products. Her mother made soymilk when she was little and her family still does during the holidays. "I will continue to share my experience in soybean and the important health benefits of soybean products with others."

Amy, Cassaundra, and Claire

are each granted \$2,000 as seniors, and Yingli is granted \$1,500 at a junior level from the time of her applying. The recipients must be undergraduate full-time students (12 credit hours or more) in their junior or senior year and possess a minimum 3.0 cumulative grade point average based on a 4.0 scale. They must also be enrolled in the Dietetics or Nutritional Sciences programs. Eligible MSU students in the FSHN department are informed of the scholarship via MSU email to

apply online.

"MSU students gain an excellent foundation that will lead them to a successful career in nutrition or health education," said MSPC Vice President Ben Chaffin. "The MSPC encourages our future dietitians or health educators to help teach consumers about the benefits of eating soy."



It Is Still Breakfast Time!

By: Noelle Byerley, Executive Assistant

There is still time to visit a Breakfast on the Farm event in 2013, but time is running out!

The Michigan Soybean Checkoff is represented at each of the 2013 Breakfast on the Farms. Breakfast on the Farm events give the public opportunities to learn how farmers are committed to producing safe and affordable food, protecting the environment, and caring for their animals. It's a fun day for the whole family!

MSU works closely with county Farm Bureaus and farmer-hosts to recruit volunteers and promote the breakfasts. Visitors participate in self-guided tours,

enjoy a delicious breakfast, and meet local farmers. The soybean checkoff will sponsor and attend the events to provide information on the health benefits of cooking with soy and the environmental benefits of soy-based products.

According to MSU, the Breakfast on the Farm event on June 15, 2013 at Reid Dairy Farm, LLC in Jeddo had a record-breaking 3,100 visitors and families able to tour the farm, eat a delicious Michigan breakfast, and learn about modern dairy production. A couple highlights of the day included a calf being born during the event and solar panels attached to a barn roof to create electricity.

Mark your calendars for the remaining Breakfast on the Farm events:

September 7 – hosted by Black Locust Farms LLC in Stanton (Montcalm County)

September 21 – hosted by Ferry Farms LLC in Litchfield (Hillsdale County)

There is no cost to attend the event or take the tour, but tickets are required for the free breakfast. All of the events run from 9 a.m to 1 p.m. with breakfast ending at noon. For more information about Breakfast on the Farm and a list of ticket locations, visit www.breakfastonthefarm.com.



MSPC's booth at a Breakfast on the Farm.

IMPORTANCE OF AN MSA MEMBERSHIP

Paying the soybean checkoff does not make you a Michigan Soybean Association member. Checkoff dollars cannot be used for lobbying.

How much of the farm bill is for the food stamp program?

People making decisions in Washington, D.C. and Lansing are getting further and further away from the farm. In the past, families had someone who was a farmer they could visit, but now generations are far removed from the farm.

With college students making comments such as, "We don't need

farmers because the grocery stores do a good job of putting food on the shelves," or "I'm a vegetarian and I can eat chicken wings because they grow back," there is a lot of education that needs to occur to our politicians and the public.

Protect your farm and way of life, join the Michigan Soybean Association today!

ARE THESE ISSUES IMPORTANT TO YOU?

- Protecting your children's future and their freedom to farm.
- Having responsible expectations for farms based on science and not misinformed public opinion.
- Being a good neighbor and expecting the same from the encroaching suburbs.
- Having reliable transportation systems and utilities for your operation.

Protecting your freedom to operate is what MSA does!

"I've met several legislators that have never set foot on a farm. We as farmers need to be at the capitol representing our land."

Jay Ferguson,
MSA Director

PENDING AGRICULTURAL POLITICAL ISSUES

WASHINGTON, D.C.

- Farm Bill
- Dredging the Mississippi River for Continued Export Opportunities
- Aging U.S. Locks
- Biotech Trait Approvals and Coexistence
- EPA Regulatory Issues
- Energy and Climate Change
- International Trade
- GPS Interference

LANSING

- Government Biobased Product Procurement
- Ballast Water Encumbering Michigan's Ability to Export
- Water Withdrawal
- MISS Dig
- Wetlands
- Sustainability
- Railroads, Bridges, Broadband, and Utilities

JOIN TODAY!

MSA/ASA MEMBERSHIP APPLICATION:



YES! I would like to belong to MSA and ASA for (circle one):

1-year: \$75

3-year*: \$190

Lifetime*: \$750



First Name: _____ Last Name: _____

Address: _____ City/State/Zip: _____

Phone: _____ Cell Phone: _____ Date of Birth: _____

Credit Card Type: _____ Expiration Date: _____ Credit Card #: _____

Signature: _____ Email: _____

Number of Soybean Acres: _____ Occupation (circle one): Farmer Retired Other

*3-year and Lifetime memberships can choose between receiving either (circle one):

2-\$25 Soy Biodiesel Bucks certificates

or

2-\$25 Soybean Meal Bucks certificates

AND

\$50 certificate good for either Great Lakes Hybrids Roundup Ready® or Genuity™ Roundup Ready 2 Yield® soybean seed and a \$50 soybean seed certificate good for Renk Seed

Mail application with payment to:

Michigan Soybean Association, PO Box 287, Frankenmuth, MI 48734

Benefits included in your membership:

- Email notification to contact your representative on pending issues
- FREE quarterly *Michigan Soybean News* magazine

Additional benefits:

- Novozymes will provide 1 voucher good for the treatment of 100 units of soybean seed with Optimize® or TagTeam® LCO for all new or renewing 3-year or Lifetime memberships
- Through Auto-Owners Insurance/Cedar River Insurance Agency is an offer of premium discounts up to 10% on select policies
- Scholarship opportunities for your children and grandchildren
- Preferred pricing on the purchase or lease of most new Chrysler, Dodge, or Jeep vehicles
- Cabela's gift card purchase discount
- Discounted registration to the Commodity Classic

The MOST IMPORTANT benefit of all:

- **Having a voice in Washington, D.C. and Lansing**

Dues are not tax deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. 18% of member dues are allocated to lobbying activities and are not deductible.

SOY APPOINTMENT MADE TO FARM PRODUCE INSURANCE AUTHORITY

By: Gail Frahm, Executive Director

Per the details of the Farm Produce Insurance Act (FPIA), the Michigan Soybean Promotion Committee (MSPC), as the state's largest organization exclusively representing the interests of Michigan's soybean producers, is entitled to have a representative on the FPIA board. For the past nine years, Lyle LeCronier of Freeland was that governor-appointed director on the board and the MSPC sincerely thanks him for his years of dedicated service.

Beginning on July 1, 2013, a new face will be represented on the board on behalf of Michigan's soybean farmers, and that is one of

MSPC's current directors, Benjamin Chaffin of Ithaca. Ben is owner of Chaffin Farms and completed both his bachelors in agri-business management and masters in ag economics from Michigan State University. He works on the family farm with is dad and uncle where they raise sugar beets, corn, corn silage, edible beans, organic corn, organic string beans, and peas in addition to soybeans. Ben will complete his second term on the MSPC board the end of September and indicated he is interested in expanding his opportunities and is looking forward to the FPIA board position.

The Farm Produce Insurance Act, Act 198 of 2003, was put in place to provide insurance to farm produce producers against losses from the failure of grain dealers; to establish a farm produce insurance authority; to prescribe the powers and duties of the authority and its board; to establish a farm produce insurance fund; to provide for assessments on certain producers of farm products; to impose a fee for regulation of grain dealers and enforcement activities; to prescribe certain powers and duties of certain state agencies and officers; to authorize the promulgation of rules; and to repeal acts and parts of acts.

2014 Great Lakes Crop Summit

The Michigan Soybean Promotion Committee, the Corn Marketing Program of Michigan and the Michigan Wheat Program are partnering to present the first annual Great Lakes Crop Summit, an event that brings together regional and national researchers and industry leaders.

Plan on attending this inaugural event to learn more about research funded by checkoff programs to hear about industry directions from experts and connect with quality producers from around the state.

For more information, visit www.michigansoybean.org.



January 22-23, 2014 • FireKeepers Casino and Hotel • Battle Creek, MI

WELDEN WITNESSES EXCITING ROLE FOR SOY IN CENTRAL AMERICA

By: Karen Edwards, KCE Group

To Michigan soybean grower Andy Welden, the demand for U.S. soy in Central America was demonstrated by the long line of Nicaraguan children he saw as they eagerly waited to enjoy a popular soy-based drink.

Welden of Jonesville is the Michigan Soybean Promotion Committee (MSPC) District 2 director. He also serves as vice chair of the American Soybean Association's World Initiative for Human Health (WISHH) Program Committee. In July, Welden joined other U.S. soybean farmers on a trade development mission trip to see WISHH and the World Soy Foundation activities in the Central American countries of Guatemala and Nicaragua.

He witnessed the role of U.S. soy in a variety of products, ranging from the Delisoya® drinks sought by the children to rice dishes combined with textured soy protein to meat extenders in hot dogs. "There is room for a lot more protein in their diets, and therefore, potential for U.S. soy market growth."

Nicaragua and Guatemala already import more than 90% of their soy from the United States. Guatemala was the 6th largest buyer of U.S. soybean meal in 2012, with \$127 million in purchases, according to ASA Soy Stats®. Trade is strengthened by the Central American Free Trade Agreement (CAFTA) that went into effect in 2007 between the United States and Nicaragua, Honduras, El Salvador, Guatemala and the Dominican Republic.

Welden also saw signs of a growing middle income class. With a combined population of more than 20 million, Guatemala and Nicaragua are home to twice as many people as Michigan.

WISHH is a trade-development organization. Since U.S. soybean farmers founded WISHH in 2000, it has worked in 24 countries to improve diets, as well as encouraged growth of food industries. The WISHH program is managed from ASA's world headquarters in St. Louis. For more information, visit www.wishh.org.

WORLD SOY FOUNDATION HUMANITARIAN EFFORTS REDUCE MALNUTRITION THROUGH THE POWER OF SOY



World Soy Foundation has helped Central American children have the proper nutrition to grow and learn.

The mission also allowed Welden to see the work of the World Soy Foundation in Central America. Welden attended a program where the First Lady of Guatemala spoke about the value of soy dairy for children. The World Soy Foundation has worked with Rotary Clubs and others to install Soy Cow processing machines as well as distribute soybeans to children's homes and schools for use in the Soy Cows.

In Nicaragua, Welden attended a soy nutrition fair at the Fabretto Children's Foundation where soy is used in meals and the children are educated about its benefits. "These students are learning to like soy products, and they will continue to like them later in life," Welden says.

In the neighboring country of Honduras, MSPC supported the World Soy Foundation to send a shipping container of Michigan soybeans to a soymilk processing factory. The processor will make 2,000 liters (16,000 glasses) of soymilk per week for approximately 3,200 children. In addition, the World Soy Foundation will host a nutrition fair to educate the next generation of children and their parents about the benefit of soy in their diets.

The World Soy Foundation is headquartered at the American Soybean Association. More information is available at www.worldsoyfoundation.org or on Facebook at www.facebook.com/TheWSF and Twitter at www.twitter.com/thewsf.

Soybean Checkoff Supports Michigan Livestock Youth

By: Beth Oliver, Communication Director

The Michigan Soybean Promotion Committee (MSPC) partnered with Zeeland Farm Services, Inc. to purchase the fifth-place overall market hog at the 2013 Michigan Livestock Expo (MLE) "Sale-ation."

The 269-pound champion crossbred gilt and spotlight market hog was exhibited by Lauren Wildt of Homer, Mich. Lauren, the daughter of Doug and Shelly

Wildt, is a 2013 graduate of Jackson Christian High School. She plans to attend Jackson Community College for her general education classes before transferring to Michigan State University, where she intends to double major in Animal Science and Agribusiness Management. "I'd be happy doing anything in the agricultural industry, whether it be scouting fields or anything to do with animal ag," Lauren said, "My



Photo Credit: Michigan Farm Bureau

MSPC and Zeeland Farm Services, Inc. purchased Lauren Wildt's 269-pound showcase market hog at the 2013 Michigan Livestock Expo "Sale-ation" auction, July 16 at Michigan State University's livestock pavilion.

Pictured (from left) are Lauren; Dan Bailey of Zeeland Farm Services, Inc.; Gail Frahm of MSPC; and MDARD Director Jamie Clover Adams.

participation in livestock shows like MLE has given me a passion for this industry and has shown me what I want the rest of my life to look like.”

Like many youth livestock exhibitors, Lauren plans to invest the profits from her sale entry back into her livestock projects and to further her education. In compliance with MLE rules, spotlight hog exhibitors may keep \$2,000 from the sale of their animal, while the remainder is applied to the Michigan Youth Livestock Scholarship Fund (MYSLF) to benefit college-bound livestock exhibitors.

Beyond the economic incentives, livestock shows are an enjoyable family activity for the Wildts. Along with their parents, Lauren and her younger sister Morgan travel extensively during the show season in order to exhibit throughout the states of Michigan and Ohio. That’s no small feat for the fourth-generation farm family; in addition to their market hog projects, the family’s farm includes a dairy and 4,000 acres of crops, comprised of corn, soybeans and wheat.

According to the 2012 USDA National Agricultural Statistics Service report, ninety-eight percent of the soybean meal produced annually in Michigan is consumed in livestock feed, with hogs dominating that usage at nearly forty percent.

As the livestock industry is our largest consumer of soybean meal, and farm youth are the future of agriculture, Michigan’s soybean farmers want to support both groups that are so important to our industry, said MSPC Executive Director Gail Frahm.

“In fact, over 430,000 tons of soybean meal are consumed by Michigan’s livestock annually.” Gail represented the MSPC at the Sale-abration and preceding reception, which hosted industry leaders and representatives of all facets of Michigan agriculture and included a soy dessert.

For more information on the Michigan Livestock Expo and MSPC’s involvement, visit the “Sponsors” page at www.milivestock.com.

<p>Michigan Soybean Promotion Committee Board of Directors</p> <p>HERB MILLER <i>President</i> Niles, District 1 269.683.7888</p> <p>BENJAMIN CHAFFIN <i>Vice-President</i> Ithaca, District 7 989.763.4307</p> <p>GEORGE ZMITKO <i>Treasurer</i> Owosso, District 6 989.723.1886</p> <p>DENNIS GARDNER <i>Secretary</i> Croswell, District 4 810.387.4481</p> <p><i>The mission of the Michigan Soybean Promotion Committee is to manage checkoff resources to increase return on investment for Michigan soybean farmers while enhancing sustainable soybean production.</i></p>	<p>Michigan Soybean Promotion Committee Staff</p> <p>EXECUTIVE DIRECTOR Gail Frahm</p> <p>FIELD OPERATIONS DIRECTOR Keith Reinholt</p> <p>FINANCIAL AND INTERNATIONAL MARKETING DIRECTOR Kathy Maurer</p> <p>EXECUTIVE ASSISTANT Noelle Byerley</p> <p>RESEARCH DIRECTOR Tim Boring</p> <p>COMMUNICATION DIRECTOR Beth Oliver</p> <p>United Soybean Board ALAN MOORE Bannister, 989.862.4686</p> <p>JIM WILSON Yale, 810.387.2811</p> <p>MARY LOU SMITH Petersburg, 734.279.1016</p>	<p>North Central Soybean Research Program ED CAGNEY Scotts, 269.327.5157</p> <p>National Biodiesel Board CHARLES EICKHOLT Chesaning, 989.845.2814</p> <p>U.S. Soybean Export Council JAMES DOMAGALSKI Columbus, 586.727.9639</p> <p>Soy Aquaculture Alliance RUSS ALLEN Okemos, 517.881.3391</p> <p>ANDY WELDEN Jonesville, 517.398.0973</p>
---	---	---

SOYBEAN PROMOTION COMMITTEE

EXHIBITED AT 2013 AG EXPO

By: Beth Oliver, Communication Director

Despite heat indices in the low hundreds, Michigan Soybean Promotion Committee staff were excited to bring a new display to the 2013 Ag Expo at Michigan State University.

The three-day farm show, held July 16-18, hosted over 250 vendors and approximately 12,600 visitors on the 40-acre show ground. Attendees had the opportunity to take in educational sessions and displays highlighting all facets of the agricultural industry, as well as the latest and greatest farm equipment.

In recent years, MSPC has exhibited in one of the two large commercial tents, located on the north side of the Ag Expo

grounds. This year, however, staff transitioned to a more interactive display focused on soybean production and relocated to the crop and soil science area located on the west end of the grounds.

"It's a logical move for us," says Tim Boring, MSPC research director, "It makes sense to be located by the seed companies and crop and soil researchers, and allows us to interact more freely with the farmers we represent."

This year's display highlighted Michigan soybean research projects funded by MSPC, as well as soy-based products like penetrating oils, cleaning solutions and soap. Additionally, one corner of the tent was devoted to a car seat containing Lear SoyFoam™.

"Soy-based products provide renewable alternatives to plastics and petroleum-based chemicals," says Gail Frahm, MSPC executive director, "We encourage consumers to explore these 'green' options and support soybean farmers."

In addition to informational materials, visitors received samples of soynuts, cookbooks, and crayons made from soybean oil. Soybean growers were also given pocket-sized field and aphid guides to assist with scouting. Moreover, they had the opportunity to visit with Mike Staton, MSU Extension soybean educator, and MSPC staff while exploring MSU's soybean research equipment, funded by the Checkoff. Meanwhile, children and adults alike enjoyed playing in tractor tires filled with soybean meal, conventional- and food-grade soybeans.



MSU Extension Educator Mike Staton discusses 2013 research projects with an Ag Expo visitor.



A young Ag Expo visitor plays in tractor tires filled with soybean meal at the MSPC exhibit.

MSU Plant Pathologist Dr. Martin Chilvers represented the Soybean Checkoff in the Crop and Soil Science Corner educational session tent with his talk entitled, "Check Soybean Disease Management off Your List This Growing Season." His presentation provided visitors with tips for preventing soybean disease, while referencing his checkoff-funded research.

Plan to visit MSPC at the 2014 Michigan Ag Expo, slated for July 22-24 on the campus of Michigan State University. For more information about the event, visit www.agexpo.msu.edu.

2013 Soybean Harvest Equipment Field Day

Wednesday, September 25, 12:00 p.m. - 3:30 p.m.

Although minimizing harvest loss is one of the most effective ways to increase farm income, poor equipment management stands in the way, often causing yield losses in the field that exceed 10%.

The 2013 Soybean Harvest Field Day will explore facets of proper equipment management, giving you the information needed to achieve a goal of 3% harvest loss or less.

MSU Extension agents and equipment company representatives will be on hand to discuss:

- Field loss measurements
- General harvest techniques pertaining to field and plant conditions
- Recommendations for fine-tuning combines while using conventional auger heads, draper heads and air-assisted reels
- On-site field rolling trials offering comparisons between rolled and non-rolled conditions

Join us at Schipper Farms, located at 1900 13th St., Hopkins, MI 49328.

Follow U.S. 131 to Exit 55 and proceed just west of the overpass to 12th Street, then travel north on 12th Street for about a mile to the yield sign (13th Street). Proceed north on 13th Street for 0.9 of a mile.

Event is free of charge. A complimentary lunch and educational materials will be provided. Preregistration is requested by noon on Friday, September 20 by calling 269.673.0370 ext. 27

Rain date: Wednesday, October 2



MICHIGAN STATE UNIVERSITY | Extension



Soybean Checkoff
www.michigansoybean.org





Soylock Holmes Presents The FREE Soybean Education Kit

By: Noelle Byerley, Special Projects Coordinator

Kids are back to school and, once again, the Michigan Soybean Promotion Committee is offering a **FREE** "Soybeans Go To School" kit to all Michigan teachers. The kit is recommended but not limited to fourth grade. The Michigan Soybean Promotion Committee reached over 8,490 students in 386 classrooms for the 2012-2013 school year with the "Soybeans Go To School" kit program in which Soylock Holmes solves the mystery of soybeans.

Mrs. Karen Ennesser's 2012 4th grade class from Kincheloe Elementary in Dowagiac took advantage of the six week lesson plans provided by the soybean office. "We really appreciated the kit. We had a fun time," stated Mrs. Ennesser.

From Plymouth Elementary, Ms. Kelly Krause also taught the lessons to her 4th graders, "I used this unit to supplement my plant and animal survival unit. We grew soybeans to study the ways in which a plant might develop in different types of environments."

The elementary classes were able to learn about:

- The life-cycle of the soybean plant and actually grow a soybean.
- How soybeans touch our lives everyday in the foods we eat and the different products we use.
- The history of the soybean and the effect on different cultures.
- About different researchers such as George Washington Carver and Percy Lavon Julian with the many discoveries they had regarding soybeans.
- The innovations of Henry Ford and the fact that, to this day, Ford vehicles still use soy.
- And, the list goes on and on.



This soybean education kit is compliments of Michigan's soybean farmers through their investment in the soybean checkoff. Product donations are provided by: Star of the West-Reese, Michigan Farm Bureau, and Snyder's of Hanover. Thanks to this generous product support, we have reached over 139,000 students in 4,100 classrooms since 1998.

As we gear up for the 2013-2014 school year, look for our lessons and order forms online. To review lesson plans or to place an order, visit our website at www.michigansoybean.org.



By: Noelle Byerley,
Special Projects
Coordinator

SOYBEAN TRIVIA ... Michigan is the 2nd most agriculturally diverse state next to California, producing approximately 34 different commodities. Michigan ranks 12th in soybean production out of the nation's 31 soybean-producing states. Nearly 2 million acres are planted to soybeans annually in Michigan. Soybeans are 2nd only to corn in value of crop production with a total economic impact of nearly \$1.5 billion on our state!

Use the code to find the secret message.

** ⊠ ○ Ω ☘ £ ↗ **
 ∞ ◇ € £ ☾ ☺
 ,
 ◇ ∞ ☾ ☞ ∞ Ü £ ↗ **
 !
 ☘ ☾ ⊠ ↗ ⊠ ◇ ○

KEY

A=	£
B=	Ω
C=	☾
E=	☘
G=	Ü
H=	☞
I=	∞
M=	◇
N=	↗
O=	⊠
P=	€
S=	**
T=	☺
Y=	○

Snack Mix with Soynuts

- 1 cup roasted, salted **soynuts**
- 1 bag (7.75 ounces) *Chex Mix Traditional Snack*® or any favorite snack/cereal/pretzel mix

Pour soynuts into bag and shake well. Keep tightly covered. Makes about 5 cups snack mix.



Yield: 5 cups. Per 1 cup serving: 295 calories, 10.5 g fat (2 g sat fat), 12 g protein (8 g soy protein), 38 g carbohydrate, 524 mg sodium, 0 mg cholesterol, 5 g dietary fiber.

Source: Put A Little Soy In Your Life!

Secret Soy Message:
SOYBEANS IMPACT
MICHIGAN'S ECONOMY!

BEANS

THAT ARE MADE

TO FIT YOUR FIELDS

TO A **T**



Unleash T Series to unlock potential.

Pioneer® brand T Series can help you hit your yield goals with soybeans designed for your acres. Packed with the latest defensive and agronomic traits to keep you ahead of the game, the 2014 lineup also includes products with the Genuity® Roundup Ready 2 Yield® trait. Talk to your Pioneer sales professional about the best fit for your fields. Pioneer.com/tseries

T Series Soybeans

GENUITY ROUNDUP READY 2 YIELD SOYBEANS Genuity® and Roundup Ready® are registered trademarks used under license from Monsanto Company. Roundup Ready 2 Yield® is a registered trademark of Monsanto Technology LLC used under license. Pioneer Premium Seed Treatment for soybeans is applied at a DuPont Pioneer production facility or by an independent sales representative of Pioneer. Not all sales representatives offer treatment services, and costs and other charges may vary. See your Pioneer sales representative for details. Seed treatment formulation exclusive to DuPont Pioneer and its affiliates. The DuPont Oval Logo is a registered trademark of DuPont. PIONEER® brand products are provided subject to the terms and conditions of purchase which are part of the labeling and purchase documents. ®,™,SM Trademarks and service marks of Pioneer. © 2013 PHIL. DUPPSY13029VAR2_083013_MSN