

THE NORTH DAKOTA Soybean GROWER MAGAZINE

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INSIDE
International Exports PAGE 16



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On the cover

North Dakota soybeans are well traveled. Over 90 percent of soybeans raised in the state are sent to other states for processing or shipped overseas. There are many factors that influence trade. This issue of the North Dakota Soybean Grower takes a closer look at factors influencing trade and efforts farmers are making to keep the flow of soybeans moving.

—Photo by Wanbaugh Studios



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North Dakota Soybean Growers Association Legislative

Director Scott Rising and I have been following North Dakota's interim legislative committees since the regular session ended last April. Because it was recommended that leaders keep the number of meetings as small as practical to save state funds, most committee chairs have met infrequently. I have mostly covered committees on which I formerly served, so Agriculture, Natural Resources and Energy Development and Transmission have taken most of my time while the Taxation and Budget committees, as well as many others, have also been on the go.

At the Northern Corn and Soybean Expo in February, Rising showed a few slides to explain some key precepts for effectively educating policy makers as well as advocating successfully. One slide highlighted proactive activities, including being present and involved to educate, building coalitions and advocating for policies which are helpful to agriculture. Whether playing offense or defense on an issue, Rising stressed that we have to be there to be aware of what is occurring so that we can understand, react and track issues to the end.

Here are some summaries about the activities that have been taking place for several key committees during the past eight months.

The tax committee has reviewed current statutory provisions and taken testimony on the property-tax system from cities, counties and others. It appears that the changes from the last session have not increased the attendance for the local political subdivisions' budget meetings. Rising mentions that there has been no testimony from

legislators to indicate increased phone calls or emails about property taxes. A new "Dynamic Fiscal Awareness" software package has been acquired and housed at the Bank of North Dakota in order to analyze the value of current and proposed economic-development incentives.

The Government Finance committee is studying the volatility of revenue collections, which is mostly due to worldwide swings for agricultural and energy commodity prices.

The Transportation committee is looking at how to increase funding for roads, highways and bridges. North Dakota has been falling behind in this area, and Rising has suggested that the committee consider setting a percentage level for road and bridge depreciation costs that it is willing to accept and then to look at all funding options in order to arrive at that percentage.

The Water Topics Overview group has been tasked with studying industrial uses of water in the oil fields. There are issues here, such as a growing water need for the next couple of decades as well as production-water storage. The group is also looking at the Garrison Diversion Project Overview and more.

The Agriculture committee has met twice. It is studying grain testing, although no definitive action has been taken. The Department of Health (DOH) Environmental Health Section testified about the state's Nutrient Management Plan. The DOH Environmental Health Section testified before the subcommittee that the department will reach out to educate and to ensure that the state has water that is safe

for people, agriculture and animals. There has also been a thorough vetting of how the State Soil Conservation committee is organized and what it does. It appears that, while some committee members would like information about how other states are organized, the overwhelming testimony from participants in the system is that what we have works well and could hardly be cut further.

The Natural Resources committee has also met twice and is ensuring that, if the country ever decides that North Dakota should be a repository for High-Level Radioactive Waste, we have our ducks in a row to respond. The committee is also studying the environmental effects of wind power with no appreciable action on that topic at this point.



Veteran lawmaker and educator Phil Murphy is the NDSGA liaison between legislators and farmers.

The Energy Development and Transmission committee has met frequently to receive testimony from cities in the Oil Patch in order to determine their accomplishments and needs going forward.

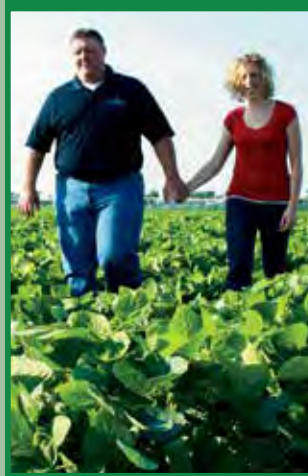
Thank you for reading.

—Story by Phil Murphy

DO YOU HAVE WHAT IT TAKES?



NORTH DAKOTA SOYBEAN COUNCIL (NDSC) SEEKS SOYBEAN FARMERS INTERESTED IN UNITED SOYBEAN BOARD NOMINATION



NDSC is looking for soybean farmers interested in filling one of North Dakota's three director positions with the United Soybean Board (USB).

All checkoff-paying soybean producers in North Dakota are eligible. To be considered for a national leadership position, complete the required nomination form and "Agreement to Serve" statement, and submit both to the NDSC office **by or before 4:00 p.m. on Tuesday, April 3, 2018.**

Positions are open to all individuals without regard to race, color, national origin, gender, religion, age, disability, sexual orientation, marital or family status, political beliefs, parental status or protected genetic information.

The farmer-directors of USB oversee the investments of the soy checkoff to maximize profit opportunities for all U.S. soybean farmers. For more information about USB, visit their website at unitedsoybean.org.

To download the nomination form and "Agreement to Serve," visit:

bit.ly/USBnd18

Questions? Call:

(701) 566-9300



Whose Agricultural Future is it?



Craig Olson, President North Dakota Soybean Growers Association

I ask the question “Whose agricultural future is it?” not so much as it relates to the decisions you make and the outcomes you achieve on your farm, but I ask it in the vein of what are you doing to help shape agriculture’s future? This role is the most important one that we have as producers in our state.

How can you help agriculture? How can you become active with making a bright future for our family in agriculture? We need to ask ourselves these questions. It is about us, all together, working to help mold agriculture into the future we want.

Serving on the North Dakota Soybean Growers Association (NDGSA) board has really opened my eyes. I’ve been able to see many obstacles and numerous positive stories, not only on my farm and community, but across the country. At the end of the day, it really comes down to one thing: how can we strive to keep the agriculture community successful and continue to spread the positive word about farming?

I know and understand that not everyone is able to commit time away from their farm and family. However, you and your future are missing out on a lot if you do not become engaged. To some people, that engagement might mean finding a way to help in your community, without which there would be no rural North Dakota.

If you feel that you cannot personally become involved with our ag community, please consider joining the NDSGA. Your membership is our voice, not only in the state, but also nationally. We are here to listen to concerns and accomplishments and then to team up in order to share that information with producers across the country for the sole purpose of helping to shape our future.

Until I had the chance to become involved with the NDSGA, I did not realize the importance of our checkoff dollars or see the importance of joining an association. Your checkoff dollars are used for research, promotion and education. Meanwhile, the NDSGA helps devel-

op policies that affect your daily operations. As farmers, we need to support both the checkoff and policy efforts if we want to see agriculture continue to move forward.

My term with NDSGA is ending, and I would like to thank everyone who interacted with us to help make positive strides for North Dakota agriculture. If you believe in your future, you should belong in your future. Your membership and input will help our industry grow, not only in the state, but also worldwide.

Thank you for letting me serve you, but most of all, thank you for your service to the future of agriculture.

Best of wishes.



Membership Application

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment.

Name: _____
 Spouse: _____
 Date of Birth: _____
 Farm/Company Name: _____
 Address: _____
 City, State, Zip: _____
 County: _____
 Phone: _____
 Cell: _____
 Email Address: _____

Do you raise:
 Cattle Hogs Poultry Dairy

How did you hear about NDSGA? (Please circle one)
 Recruited in person; Recruited by phone, Magazine;
 Internet; Mailing; Radio; Event; Other

3-Year Membership \$200 1-Year Membership \$75
 Check enclosed (please make checks payable to NDSGA)
 Credit Card: Visa / MasterCard / Discover / American Express

Card Number: _____
 Expiration Date: ____/____ CVC: ____
 Name on Card (Please print): _____
 Signature: _____

Occupation (Please check all that apply)
 Farmer Retired Agribusiness
 Finance Elevator Other

Do you currently grow soybeans?
 Yes _____ No _____
 Soybean Acres: _____ Total Acres Farmed: _____

Mail application with payment to:
 North Dakota Soybean Growers Association
 4852 Rocking Horse Circle South
 Fargo, ND 58104



A Front Row Seat to Exports

If farmers anywhere should pay attention to trade and export issues, it's growers in North Dakota.

About 90 percent of the soybeans grown in North Dakota leave the state, with two-thirds of the annual production exported as whole soybeans directly through ports in the Pacific Northwest. The other soybeans that leave North Dakota are processed into meal in neighboring states or are exported either by rail to Mexico or through the Gulf of Mexico to myriad destinations around the world.

North Dakota is the ninth-largest soybean producer in the United States but is the second-largest exporter of whole soybeans. With a 2017 production of nearly 240 million bushels which are valued at about \$2.4 billion, trade is a very big deal for North Dakota.

Pisek farmer Darren Kadlec is very aware of the trade's impor-

ance to farms, including his own, in North Dakota. Kadlec raises spring wheat; corn; dry, edible beans; and soybeans. He's also beginning his second year as a United Soybean Board (USB) director. Kadlec was recently appointed to the U.S. Soybean Export Council's (USSEC) board. The USSEC provides trade servicing and technical direction in dozens of countries to increase the demand for U.S. soybean exports.

"Exports are where the action is for North Dakota soybean farmers," Kadlec says. "Serving in this area is one of the most important things I can do."

Customer Needs

In late 2017, Kadlec was in China as part of a U.S. delega-

tion that met with government officials as well as Chinese soybean processors and importers. The original purpose for bringing the farmers to China was to deal with some certification issues that led to

some delayed soybean shipments. Shipping issues were far from the only issue the farmers addressed.

Soybean quality was also a discussion topic for the Chinese customers and U.S. suppliers. U.S. soybeans, particularly northern-grown soybeans, are typically lower in protein than South American soybeans. Currently, crude protein



Pisek farmer Darren Kadlec says helping to promote exports is one of the most important things he can do.

is used to measure the soybean's value. Many export contracts to China now include requirements that the soybeans must contain 34 percent or more protein, which can be a challenge for North Dakota farmers.

"When we were there, protein was a major issue," Kadlec says. "Chinese buyers were paying a premium for Brazilian soybeans during the heart of our shipping season. That's partly a protein issue in the U.S. and partly a hangover from Brazil's huge crop."

Days after returning from the mission to China, word came that China would require bulk and containerized, raw soybean shipments from the United States to contain less than 1 percent foreign matter. Previously, U.S. commodity soybean shipments were allowed up to 2 percent. U.S. soybean shipments must meet the



Kadlec (back row, left) recently met with Chinese soybean buyers and processors as part of an effort to build customer relations and spur trade.

same standard as exports from Brazil and Argentina and must contain 1 percent or less foreign matter. Research has shown that shipments coming from the Pacific Northwest average less than 1 per-

cent foreign material, but farmers are urged to maintain that level by keeping soybeans free from foreign matter, especially weed seeds.

Quality Matters

Because soybean quality is important to U.S. soy customers, Kadlec says that it should also be an issue for the farmers who grow the soybeans.

"For North Dakota soybean farmers, trade is number one. If we don't have customers, we plant fewer soybean acres, and our profitability could be impacted," Kadlec says.

Fighting Back

While the soybean market bases soybean value on crude protein, North Dakota farmers and others are actively promoting the presence and balance of essential amino acids as a more accurate soybean-quality measure. Research shows that soybeans grown in northern regions have a better amino acid profile than those grown in southern areas with warmer growing conditions.

North Dakota farmers and others are spreading the amino-acid message to overseas customers.

"We have to sell our story. Our soybeans are great soybeans with very consistent quality," Kadlec insists. "We have good infrastructure. We can consistently get soybeans to our customers in a timely manner. Our beans make excellent meal; they produce clean oil and offer a superior essential amino acid profile."

Essential amino acid efforts include working with nutritionists who develop livestock-feed rations based on amino acid content and not crude protein. Kadlec says that there's an environmental impact, too, because better utilization of feed ingredients means that there are fewer problematic nutrients in the subsequent animal manure.

Kadlec expects future USB investments to include funds for research about soybean-quality improvements because farmers like him recognize how improving quality could be a key for maximizing soy exports.

"We've got our work cut out for us," Kadlec says.

—Story by Daniel Lemke, photos courtesy of USSEC and Wanbaugh Studios

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Dear Fellow North Dakota Soybean Producers,

International market development is crucial for the future of North Dakota and U.S. soybean farmers. In 2017, over 71 percent of North Dakota's soybean crop was exported; therefore, overseas markets play a big role in soybean farmers' profitability.

The North Dakota Soybean Council's (NDSC) International Market Development program enables your checkoff funds to build markets for soybeans and soybean meal in foreign countries. The NDSC develops relationships with buyers from around the world, often consulting with North Dakota farmers to cultivate essential personal relationships.

The NDSC partners with the United States Soybean Export Council, other state soybean boards, the World Initiative for Soy

in Human Health, the Northern Soybean Marketing program, the North Dakota Trade Office, the Midwest Shippers Association, the Northern Food Grade Soybean Association and exporters. The collaboration among these organizations helps build customer preference for North Dakota and U.S. soy products.

What are the effects of the soybean-checkoff program on U.S. and world soybean markets; and has the soy-checkoff program benefited soybean producers?

According to a Texas A&M University study, here's your answer. The soybean checkoff has benefited farmers:

- The checkoff has returned \$5.20 in additional profit to U.S. soybean farmers for every dollar invested.

- Five percent of all U.S. soybean farmers' revenues are due to the checkoff's research and marketing efforts.
- The soy checkoff has increased the size of the U.S. soybean industry.
- The checkoff has lifted the markets for U.S. soybeans, meal and oil as well as the U.S. soybean farmers' returns.
- The checkoff has also increased U.S. soy exports and reduced the South American soybean industry's competitive threat. As a result, U.S. soybean farmers currently enjoy a larger share of the global soy market.

Created and led by soybean farmers, the soybean checkoff harnesses the power of all farmers and leverages that with the industry to create profit opportunities for all soybean farmers. It's a competitive advantage for us and our industry.

Your dedication to produce a quality crop, combined with the



**Joe Morken,
Chairman
North Dakota
Soybean Council**

Email:
jmorken@ndsoybean.org

Website:
www.ndsoybean.org

industry's market-development efforts, has resulted in a strong and growing demand and preference for U.S. soy around the world.

NDSC Congratulates Scholarship Recipients

Annually, the North Dakota Soybean Council (NDSC) sponsors two scholarships for undergraduate students and two scholarships for graduate students at North Dakota State University (NDSU). The NDSC's Undergraduate Scholarship is awarded

to sophomores or juniors in crop and weed sciences, soil science, food science, animal science, agribusiness or agricultural economics who have demonstrated a tie to soybeans, are a U.S. citizen and have a minimum 3.0 GPA. The NDSC's Graduate Student

Scholarships are awarded to graduate students who are involved with research that benefits the soybean industry.

This year, Hanna Rehder, Moorhead, Minnesota, and Michael Lindquist, Hastings, Minnesota, were awarded the

NDSC's Undergraduate Scholarships. Jordan Stanley, Fargo, North Dakota, and Erin Endres, Carrington, North Dakota, were awarded the NDSC's Graduate Student Scholarships.

—Story and photos by staff



Erin Endres



Michael Lindquist



Hanna Rehder



Jordan Stanley



NDSC Director of Market Development and Interim Executive Director Stephanie Sinner (far left) visited Sanford Health and Essentia Health in Fargo to donate, on behalf of the NDSC, Babysoy bodysuits for newborns.

this holiday season,” says Joe Morken, the NDSC chairman from Casselton. “It was the perfect opportunity for the North Dakota Soybean Council to spread holiday cheer, share our industry and promote one of the many uses of soy.”

Soybean fiber is a soft, light and smooth protein fiber. It is smoother than cashmere and has the same moisture absorption as cotton, but with a better moisture transmission, making it more comfortable on the skin. It is hydroscopic, air pervious, soft, smooth and dry, and it has superior warmth retention that’s comparable to wool.

—Story by staff, photos by staff and North Dakota hospitals

North Dakota Soybean Council Donates BABYSOY BODYSUITS to Newborns for the Holidays

For the 2017 holiday season, the North Dakota Soybean Council (NDSC) donated over 500 Babysoy Bodysuits (onesies) to parents of newborn babies across the state. Bodysuit donations were made to Sanford Medical Center, Bismarck; St. Alexis Medical Center, Bismarck; Jamestown Regional Medical Center; Altru Hospital, Grand Forks; Trinity Health, Minot;

Sanford Medical Center, Fargo; and Essentia Health, Fargo.

Made from Azlon from soybeans, or what is commonly referred to as “soybean protein fiber,” these colorful and adorable bodysuits are soft and earth friendly. Soybean-protein fiber is a sustainable and botanical textile fiber that is made from renewable and biodegradable natural resources: the leftover soybean pulp from

tofu and soymilk production.

“The North Dakota Soybean Council was happy to donate Babysoy onesies to newborns



Will and Monica Meadows with their newborn son, Troy, from New Rockford, North Dakota, receive a Babysoy onesie at Jamestown Regional Medical Center.



North Dakota Soybean Council Director Levi Taylor (in blue) of Ypsilanti delivers Babysoy bodysuits to the Jamestown Medical Center. The bodysuits were for babies born during the holidays and were given on behalf of the NDSC.



North Dakota Soybean Growers Association Legislative Director Scott Rising, on behalf of the NDSC, drops off a box of Babysoy bodysuits at St. Alexis Medical Center in Bismarck.

Joint Expo Begins With A Bang!



The first Northern Corn and Soybean Expo set the bar high for future events. The February 13 Expo

brought more than 850 farmers, vendors and speakers to the Fargodome for the first joint meeting of North Dakota's soybean and corn farmers.

"We are very pleased with the event and the farmer turnout," says

Matt Gast, a Valley City farmer, North Dakota Soybean Council secretary and co-chair of the Expo planning committee. "It was a great event."

Farmers packed the general-session meeting room to hear a

wide-ranging presentation from futurist Jay Lehr and to get a market view from Mike Pearson. Both speakers provided entertaining and informational presentations that prompted numerous questions from the audience.



Tradeshow visitors.



Expo Co-Chairs Matt Gast, left, Valley City and Ryan Wanzek, right, Jamestown, chat with Rose Dunn from Agweek TV.



A capacity crowd filled the Fargodome foyer for lunch and conversation.



Farmers filled conference rooms for the breakout sessions ranging from soil health to corn and soybean diseases.

Breakout sessions were standing-room only as farmers packed the meeting rooms to learn more about topics that ranged from soybean-disease identification and trade policies to soybeans' essential amino acids and soil health. The interest in soil-health information was so high that a second session

had to be moved to the main meeting area in order to accommodate all the growers.

The tradeshow area also saw steady traffic as farmers visited with vendors.

The 2018 Northern Corn and Soybean Expo was the culmination of efforts from the North Dakota



Former Market to Market Host Mike Pearson emceed Expo and provided insight on what's driving agriculture in the year ahead.

Soybean Council, the North Dakota Soybean Growers Association, the North Dakota Corn Council and the North Dakota Corn Growers Association.

"We were greatly surprised and pleased by the farmer participation," says North Dakota Soybean Council Chair Joe Morken of

Casselton. "In all of our planning meetings, we were anticipating that a fair number of farmers would attend, but this was a great turnout."

—Story by Daniel Lemke, photos by Daniel Lemke, Betsy Armour and The Creative Treatment.



Interest in the soil health breakout was so high a second session was moved to the main stage.



President Craig Olson presided over the NDSGA annual meeting.



Understanding Market Linkages

Whether it's international trade demand, weather fears in South America or domestic crushing

North Dakota soybean farmers using state-of-the-art equipment at Commodity Trading Room at Barry Hall at NDSU.

capacity, many factors influence the price that North Dakota farmers get for their soybeans. Some market movement is seasonal while other price fluctuations occur due to outside events. With commodity prices at depressed levels, understanding how various factors affect markets can help farmers to respond when they're presented with opportunities.

Nearly two dozen farmers refined their marketing skills at an advanced soybean trading and risk-management seminar at the North Dakota State University (NDSU) Commodity Trading Room. The event is one of several marketing and trading seminars that the North Dakota Soybean Council sponsors each year.

"The purpose is to help them (farmers) understand linkages,"

says Frayne Olson, an NDSU crop economist and marketing specialist. "As they recognize those linkages, it gives them more things to consider."

Olson says that it's vital for farmers to keep their marketing skills tuned because there are numerous factors which affect prices. It's important that farmers follow the right ones.

"Price volatility is much higher in soybeans than it is in corn and wheat," Olson says. "With profits harder to come by, the margin for error is much smaller, and the dynamics of grain marketing are constantly changing."

Outside Influence

Because two-thirds of North Dakota soybeans are exported, the global demand for soybeans

weighs on prices. Olson says that the current export pace is slower than the past couple years because there's a large global soybean

supply, so buyers can be picky since they're in the driver's seat. Olson says that exports are following a seasonal pattern as the end of the



Dr. Frayne Olson



U.S. export season nears. Once the South American crop is harvested, U.S. exports typically drop.

A large amount of price volatility is centered on concern about the South American crop's size. Brazil is on pace for another massive soybean crop which is estimated at about 4.2 billion bushels. Argentina, meanwhile, has had some weather concerns. Brazil primarily exports whole beans while Argentina is the world's largest soybean-meal exporter. Production issues in Argentina will likely affect the soybean-meal market more than they will influence whole beans.

"If Argentina has issues, we may pick up more exports, but for local prices, Brazil is more important than Argentina because they export primarily meal," Olson says.

Issues to Watch

Soybean and soybean-meal protein issues are becoming increasingly problematic for U.S. soybean producers. U.S. soybeans typically have lower crude protein than South American soybeans. NDSU Distinguished Professor William Wilson says that many export contracts to China now include requirements that the soybeans must contain 34 percent protein or more, with a minimum of 33.5 percent protein. North Dakota soybeans average 34 percent protein. Wilson says that the protein problem has been brewing for a long time and has now become a national issue.

For several years, North Dakota soybean farmers have been actively working with international buyers to combat the crude-protein deficiency by promoting the superior essential amino acid (EAA) content of the soybeans grown in

northern climates. Amino acids are what animal nutritionists use to formulate livestock-feed rations. Because northern-grown beans naturally have a better balance of desirable amino acids, farmers and researchers contend that the critical amino-acid value is a better way to evaluate soybean quality.

"North Dakota farmers have a good-quality soybean from the EAA perspective, but the problem is the market still trades on crude protein," Wilson says. "Until we can convince the trade to measure EAA, they will continue to use crude protein which is a very inaccurate measure of true value."

China has also imposed a restriction on U.S. soybean shipments so that they must contain 1 percent or less foreign matter, to which the U.S. Department of Agriculture has agreed. Wilson says that the agreement gives China the right to delay unloading shipments, or the country can ask for a reinspection.

"The killer is that is imposed on U.S. soybeans and not Brazilian beans," Wilson says.

Geopolitical factors around the world bear watching, Olson says. China is the number-one soybean importer, but Mexico is second. Mexico is also a top importer of U.S. pork, wheat, dairy, barley and more. Renegotiating the North American Free Trade Agreement could have a major influence on the markets. Olson says that, if U.S. tensions with North Korea escalate, there could be some trade disruptions or challenges with getting crops shipped to Asian markets, which would have an effect on prices.

—Story and photos by
Daniel Lemke



In times of low commodity prices, knowing how to react to price opportunities can be key to profitability.



Dr. Bill Wilson

EAA Team Touts U.S. Soybean *Quality* to Southeast Asian Feed Users



In January, an essential amino acids (EAA) team traveled to Malaysia

and Indonesia in order to discuss the quality of the 2017 soybean crop. The team met with feed manufacturers, livestock integrators, traders, nutritionists and other agricultural players to discuss the true quality of the most recent crop.

Despite slightly lower crude protein, analysis indicated that, nutritionally, the 2017 crop was the best in the last three years. It was abundant (120 million tons) and cheaper to use, and the protein quality, which is the sum of the limiting essential amino acids, is clearly better overall than the last two years and definitely more potent than high-crude protein soybeans grown closer to the equator.

The EAA team was led by Peter Mishek of Mishek, Inc. and Associates as well as Dr. Seth Naeve, an Extension agronomist from the University of Minnesota. Farmers Mike Langseth of Barney, North Dakota, Matt Bainbridge of South Dakota and Patrick O'Leary of

Minnesota were producer representatives on the mission. A local support team was also on hand: AGP Indonesian representative Fadjar Setiawan and nutritionist Dr. Budi Tangendjaja of the USSEC. Each farmer discussed his operations and his 2017 growing season, and also offered his thoughts about future crop prospects affecting the soybeans' price and supply. The farmers also explained the soybean checkoff's role with supporting research and international market development.

The team's purpose was to support U.S., and specifically North Dakota, Minnesota and South Dakota, soybeans and soybean exports to Malaysia and Indonesia by providing education to end users, who are primarily animal nutritionists and buyers, about the value of the enriched essential amino acids found in lower-protein soybean and soy meal sources. The goal is for the end users to request that processors

source soybeans from these states based on the soybean's superior nutritional value, rather than a crude protein. The team also initiated an amino-acid measurement program in the field by using NIRS technology in Kuala Lumpur, Malaysia, and Kediri, Indonesia.

The team conducted several educational seminars about the quality of the 2017 U.S. soybean crop. At these seminars, the farmers and experts educated the end users and answered questions about U.S. soybean production as well as this year's environmental impacts on soybean-quality parameters. The team discussed the need for a simple metric, the Critical Amino Acid Value (CAAV), in addition to crude protein in order to more accurately describe the value of soybeans and soybean meal. The team also highlighted the nature and direction of variation for essential amino acids in the soybeans and soybean meal based on protein content. This discussion was highlighted by reviewing recent University of Minnesota study data regarding amino-acid changes in relation to protein changes. The group promoted the energy benefits of the soybeans' high sucrose composition and discussed sucrose-concentration changes by region. Upper Midwest soybeans are higher in sucrose than soybeans from more southerly regions. The team also discussed Near Infrared Spectroscopy (NIRS) technology with participants in Malaysia, including a demonstration of the technology as well as its integration with the EAA project.

Workshop participants were very receptive to the message, and team members were asked excellent questions about crude protein; limiting essential amino acids; the sucrose in soybeans from North Dakota, South Dakota, and Minnesota; and

the cost and ease of using the NIRS technology.

The team began two pilot projects to judge the costs and value of measuring essential amino acids during the purchase process. Along with PERTEN, a NIRS-instrument manufacturer, the EAA project set up one NIRS machine in Malaysia for feed manufacturing and livestock companies that wished to test meal selection based on the critical amino-acid levels and crude protein as opposed to crude protein alone. A similar setup is planned in Indonesia and is expected to be operational in March. The EAA team also visited prospective buyers, including PT Wonokoyo Feedmills, PT Sierad Feedmills and PT Sinar Indochem Feedmills.

Further projects are planned in the region to prove the value of measuring essential amino acids using the CAAV as both a purchasing metric and a protein-quality indicator that directly indicates the northern-region soybeans' great nutritional value.

—Story and photos by
Peter Mishek, Mishek, Inc.



A Near Infrared Spectroscopy demonstration was part of the mission.

NORTH DAKOTA SOYBEAN GROWER ELECTED VICE CHAIRMAN OF U.S. SOYBEAN EXPORT COUNCIL



Monte Peterson, a soybean grower from Valley City, North Dakota, was elected vice chairman

of the U.S. Soybean Export Council (USSEC) at the organization's board and annual meeting, held on February 26, 2018 in Anaheim, California.

USSEC's board is comprised of 15 members representing various stakeholders from the U.S. Soy industry. Four members are from the American Soybean Association (ASA), four members are from the United Soybean Board (USB), and seven seats represent trade, allied industry, and state organizations.

Peterson has been on the American Soybean Association (ASA) Board of Directors since 2014. He's served on the Membership and Corporate Relations, Finance and Administrative Services and Strategic Planning, Trade Policy and International Affairs and Agricultural Advisory to U.S. CFTC committees.

Peterson served on the North Dakota Soybean Council (NDSC) from 2006-2013, and served as

chairman and research chairman. He is currently on the North Dakota Soybean Growers legislative committee and NDSC marketing committee. Peterson spent four years as director of the North Central Soybean Research Program.

He is a fourth generation grower who began farming in 1980. Peterson grows soybeans and corn on 5,000 acres. He has an associate degree in business administration from North Dakota State College of Science. In 2009, Peterson was named North Dakota Outstanding Agriculturalist for Barnes County.

The complete USSEC board, which was seated on February 26, is listed below:

Allied Sub-Class

- Sharon Covert, Grower Leader, Illinois Soybean Association
- Dawn Scheier, Grower Leader, South Dakota Soybean Research & Promotion Council—newly elected

Exporter Sub-Class

- Chris Arnold, The Scoular Co.
- Brandon Bickham, The DeLong Company
- Matt Hopkins, ADM—newly elected
- Aaron Skyberg, Healthy Food Ingredients (SK Food Interna-

- tional, Inc.)—reelected
- Jim Traub, Clarkson Grain Co.

ASA Appointments

- Stan Born, Grower Leader, Illinois—newly appointed
- Brian Kemp, Grower Leader, Iowa—newly appointed
- Monte Peterson, Grower Leader, North Dakota
- Kevin Scott, Grower Leader, South Dakota—reappointed

USB Appointments

- Todd Gibson, Grower Leader, Missouri
- Derek Haigwood, Grower Leader, Arkansas—reappointed
- Darren Kadlec, Grower Leader, North Dakota—newly appointed
- Doug Winter, Grower Leader, Illinois

Additionally, elections were held for the USSEC executive committee, which is now comprised of:

- Chairman – Derek Haigwood
- Vice Chairman – Monte Peterson
- Treasurer – Jim Traub
- Secretary – Sharon Covert

—Story and photos courtesy of USSEC



Monte Peterson, left, and USSEC CEO Jim Sutter.



From Humble Beginnings

China's position as the world's top soybean importer is well documented. The world's most-populous

nation is expected to import 97 million metric tons, or more than 3.56 billion bushels, of soybeans during the 2017-2018 marketing year. That amount is nearly seven times more than the European Union, which is the second-largest soy importer.

It wasn't always that way. When the American Soybean Association (ASA) opened an office in Beijing in 1982, China was a net soybean exporter. U.S. soybean-industry representatives carefully worked for nearly two decades before China bought its first ship-

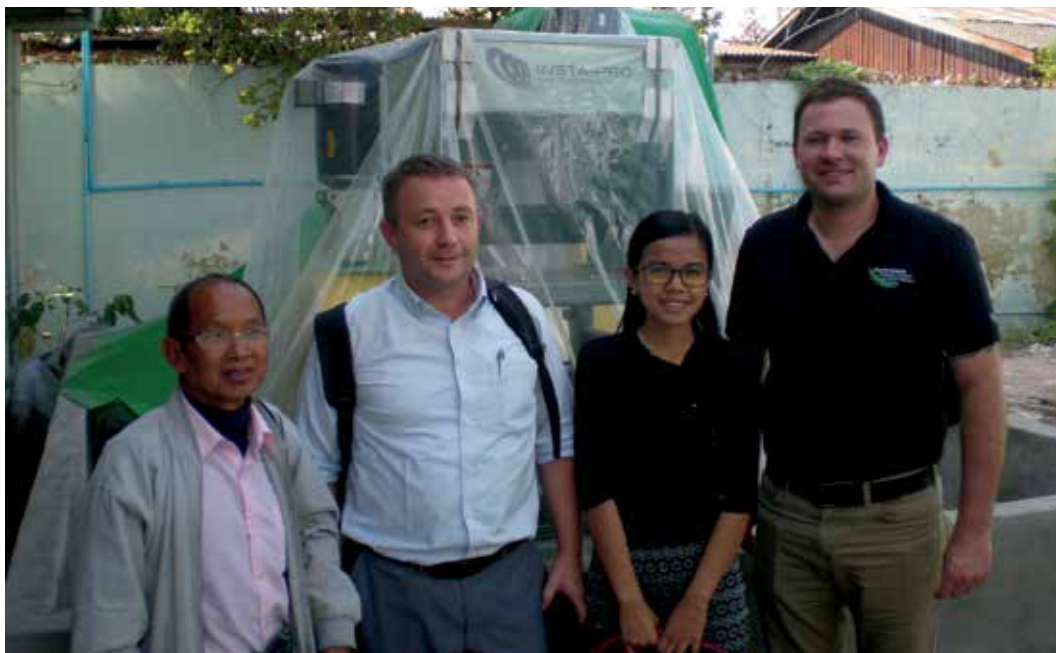
ments of U.S. soybeans. Building relationships and educating Chinese buyers about the quality and consistency of U.S. soybeans have paid off in the long run because more than half of the soybeans grown in the U.S. are bound for China.

Doing the Legwork

Valley City, North Dakota, farmer Matt Gast was recently in Myanmar and Cambodia as part of a mission to help develop soybean markets in countries with emerging economies. Myanmar and Cambodia may never buy as many soybeans as China but being proactive in developing soy markets around the world has proven to be a successful approach.

"Cambodia and Myanmar have been identified as places of interest because of the things they're doing and the potential they have," Gast says.

Myanmar has a population of over 55 million people while Cambodia is home to over 16 million. Cambodia has experienced strong economic growth over the last decade; U.S. government reports show that the country's gross domestic product grew at an average annual rate of about 7 percent since 2011. The tourism, garment, construction and real estate, and agriculture sectors accounted for the bulk of growth. Myanmar, meanwhile, remains one of the poorest countries in Asia; approximately 26 percent



Valley City farmer Matt Gast (far right) was part of a WISHH mission to Myanmar and Cambodia.

of the country's 51 million people live in poverty.

Growth Through Nutrition

Gast was part of a World Initiative for Soy in Human Health (WISHH) mission to Myanmar and Cambodia. WISHH is a program, which is operated by ASA, to promote exports of U.S. soy protein for human diets in developing countries. Soybean checkoff boards and other state soybean-grower organizations founded WISHH in 2000.

WISHH is a market-development program for U.S. soy. The program targets human nutrition in developing countries. WISHH has worked with private voluntary organizations and commercial companies in 23 different developing countries in Africa, Asia and Central America, training people how to use soy for economic and nutritional advantages. Many of these groups are using U.S. high-protein soy to improve diets and health as well as to encourage growth for the food industries in those developing countries.

Gast and the WISHH delegation met with companies that are involved with food-grade soybeans to produce traditional foods, such as tofu, as well as meeting with feed millers.

"We met with potential customers over there to show them the quality and consistency of our soybeans. That matters, especially for food-grade processors," Gast says.

Gast says that food-grade processors deal with so much soybean-size variability from local markets that they have to hand sort beans so that similar-sized beans can be processed together in order to generate a consistent product.

"Our soybeans may be more expensive," Gast says, "but with all the things they (the processors) go through to make their products, U.S. soybeans would be better for their profitability. But we have to

get them past the fact that they don't want to spend more for the soybeans even if it would benefit them economically."

Thanks to support from the U.S. Department of Agriculture's (USDA) Quality Samples Program, the WISHH program facilitated a shipment of 14 metric tons of U.S. food-grade soybeans for full-scale trials in soy milk and tofu. Following a competitive bidding process that was open to all U.S. food-grade exporters, in February, three Northern Food Grade Soybean Association (NFGSA) members shipped seven varieties of high-quality soybeans for the trials which were conducted by soy milk and tofu companies that WISHH has worked with in the two countries. The North Dakota Soybean Council (NDSC) has supported WISHH's activities, resulting in the companies' interest in U.S. soybeans for the premium products which they are developing. The NDSC is also providing funds to send Northern Crops Institute Food Scientist Zack Liu to train staff at the companies that are conducting the trials.

"Everything that we hear is that the processors in Myanmar and Cambodia like our soybeans, but they're still worried about the cost, even if we can show them that they're more profitable using our high-quality beans," Gast adds. "The usage potential is there, so we have to demonstrate the benefits they will get from the nutritional value."

Long-Term View

The economies of both Myanmar and Cambodia are improving. As incomes rise, consumers typically want to eat better, including adding more protein to their diets. That area is where Gast sees potential.

Currently, Cambodia only produces about 5 percent of its domestic aquaculture needs. The rest of the fish and seafood that are necessary to feed the population is

imported. Because soybean meal makes excellent fish food, potential growth with fish production could mean good things for Midwestern soybean growers.

"This is a market that has some potential, but it is a long-term project. It's going to take many years of relationship building to sustain and grow the market," Gast says.

Once WISHH successfully develops appetite and demand for soy products in developing countries, the responsibility for growing and servicing the market is transitioned to the U.S. Soybean Export Council (USSEC). Pakistan recently transitioned from a WISHH-supported country to a more-advanced U.S. soy customer which is supported by the USSEC.

The USSEC provides trade servicing, technical assistance and market development expertise in six regions around the world, including

Asia, Africa, Europe and the Americas. The goal of both WISHH and the USSEC is to create demand for U.S. soy products.

"We want what's best for soybean farmers in North Dakota, but as a soybean farmer, if more soybeans get exported out of the U.S. it benefits everybody," Gast says. "They don't have to come from North Dakota specifically for us to benefit."

Gast says that, with emerging countries such as Cambodia and Myanmar, there are market opportunities for soy foods such as tofu, as well as for feeding fish, livestock and more. Increasing the market share may depend on the ability to demonstrate the benefits of using higher-quality soybeans.

"Every area of soybean use over there has the capacity to improve," Gast says.

—Story by Daniel Lemke,
photos courtesy of WISHH



Soy is a staple ingredient for food items in both Myanmar and Cambodia.

Paving the Way for Trade

American soybean farmers should not put all of their beans in one basket. International trade is

vital for all U.S. soybean farmers, especially North Dakota growers, so efforts to build the market share around the globe are critical. This development includes working with existing customers and helping to support potential new buyers.

China is the world's undisputed soybean-import giant. Between 63 and 65 percent of the world's soybean exports go to China. Because soybean-industry leaders have been cultivating that market for decades, U.S. farmers are very astute about the importance of exports to China. At the same time, soybean-industry leaders know there are other markets that are worthy of development because those markets hold great potential for more U.S. soy purchases and utilization.

Emerging Potential

The Asian subcontinent is an area of interest for U.S. soybean farmers because of the large

populations and the growing economies in several nations. U.S. soybean growers, including Valley City, North Dakota, farmer Monte Peterson, recently visited the region to learn more about market needs and the potential to grow U.S.-soy consumption.

Peterson was one of the first U.S. soybean farmers to visit Pakistan. He also traveled to Sri Lanka and Bangladesh as part of a U.S. Soybean Export Council (USSEC) delegation.

"Our purpose for going there was to get a handle on the market potential in that area of the world," Peterson says. "The Asia subcontinent has a substantial population base. The combined populations of India, Sri Lanka, Bangladesh and Pakistan exceed that of China."

Pakistan is the world's sixth-most populous country; it has more than 207 million residents. The popu-

lation is very young, with about one-third of Pakistan's people under age 15. Meanwhile, Bangladesh has a growing middle class and aspires to be a middle-income country by 2021. Those two countries' combined populations surpass the U.S. population.

As incomes rise, the desire for a better diet that is filled with more protein fuels a growing soybean demand. Poultry and aquaculture production is growing to keep up with the increased appetite for meat and fish.

Although nations in the region don't have long histories of importing U.S. soybeans, trade is occurring with the potential for more. Pakistan, for example, imported over 23 million bushels of U.S. soybeans during the 2016-2017 marketing year which ended in August. About 32 percent of Pakistan's total soy imports came from the U.S.

Peterson says that customers in Pakistan have a growing preference for U.S. soy. There is a rapid expansion of both poultry production and soy processing, which will likely lead to more soybean imports from the U.S.

Because poultry and aquaculture are the largest soy users in the region, feed mills and soybean-processing facilities are becoming more sophisticated, and more facilities are being built to meet the demand.

"These countries have growing economies," Peterson says. "They may be developing more slowly than in some other regions, but they are accelerating rapidly and hold great potential."

Market Servicing

The USSEC works to create a preference for U.S. soybeans and soybean products through a global network of international offices and strong support in the U.S. The



Valley City farmer Monte Peterson (front row, center) was among the first group of U.S. farmers to visit Pakistan.



The USSEC mission also included meetings in Sri Lanka.

USSEC advocates the use of soy for feed, aquaculture, and human consumption; promotes the benefits of soy use through education; and connects with industry leaders.

Peterson serves on the USSEC board through his role as an American Soybean Association (ASA) director. He and other farmers recognize the need to meet the needs of current soy customers while cultivating important new

clients. The global consumption of soy products continues to grow, but global production has outpaced demand. That scenario underscores the need to find new outlets for soy.

“We grew world inventories of soy, but we also saw world demand grow. We need to continue to build demand in countries we’re already servicing, but also develop relationships in new, up and coming economies,” Peterson says.

The USSEC has representatives in many regions of the world, including the Asian subcontinent. These experts mainly work in animal nutrition and oilseed processing. Having experts on the ground, helping to improve animal feeds and processing capacity, helps to foster the demand for more U.S. soy.

“The ultimate goal is to create more value for the soybeans that we grow,” Peterson says. “We always need to explore new markets.”

All U.S. farmers benefit from strong export markets, but it’s especially important for North Dakota growers who send more than two-thirds of their annual production outside the country. Growing additional markets in Asia could be especially helpful for the state’s farmers.

“As a North Dakota farmer, we are able to ship good-quality, valuable soybeans through the Pacific Northwest. Asia subcontinent is a logical place for us to concentrate market-development efforts.”

—Story by Daniel Lemke, photos courtesy of USSEC

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Fulfilling soybean market potential takes the efforts of farmer leaders like Peterson (far right).



North Dakota Soybean Farmers Complete Mission to Chile and Colombia

Soybean farmers were given the opportunity to see international markets and customers firsthand.

On February 3-11, Minnesota and North Dakota soybean farmers attended a week-long mission to Chile and Colombia. Hosted by the Minnesota Soybean Research and Promotion Council (MSR&PC), participants met large buyers of U.S. soybeans, learned about emerging markets and saw where soybean-checkoff dollars are invested overseas.

“As soybean farmers, we often wonder where do our soybeans go after we deliver them to the elevator,” says Matt Danuser, a North Dakota Soybean Council (NDSC) director from Marion. “The trip opened my eyes and allowed me to meet those who rely on our quality soybeans and how my checkoff dollars are used to promote our product in other countries.”

The group began in Chile,

learning about research that is being done on new varieties, diseases and pests at the University of Minnesota and North Dakota State University’s research plot outside Santiago. This study is funded, in part, by the soybean checkoff.

“The public breeding programs of North Dakota State University and the University of Minnesota are very important to northern soybean producers,” says NDSC Director of Research Programs Kendall Nichols. “The breeding programs supply disease resistant, high-yielding varieties to North Dakota and Minnesota soybean producers years earlier by utilizing the winter nurseries in Chile.”

The farmers also had the opportunity to see an emerging market for U.S. soybeans: aquaculture. Chile is the number two producer

of salmon, behind Norway. In 2017, there were 5,000 tons of soy-protein concentrate (SPC) imported from the U.S., making Chile the world’s fourth-largest importer of U.S.-origin SPC.

“Every market for soybeans is important in today’s farm economy,” says NDSC Treasurer Austin Langley of Warwick, North Dakota. “Seafood consumption continues to grow: both in the United States and worldwide. Soymeal for salmon is an emerging market and an opportunity to use more of our soybeans.”

While in Chile, the group toured the two-year-old Cargill Salmon Innovation Center, the most advanced center in the world. Currently, the facility researches salmon disease and nutrition. The farmers saw a salmon hatchery, farm and processing plant.

The NDSC delegation visits soybean-checkoff funded research plots in Chile. From left to right: Kendall Nichols, Austin Langley, Mike Langseth and Matt Danuser.



NDSC Director of Research Programs Kendall Nichols answers questions about soybean-checkoff funded breeding program in Chile.



A gorgeous, lush conventional soybean plot at a winter nursery in Santiago, Chile.

Participants then traveled to Colombia, a country with a livestock industry that heavily depends on U.S. soybeans.

“Our group met with Colombia’s number-one and number-three feed importer. It was great to learn how much of their soybean meal comes from the U.S.,” says Mike Langseth, NDSC director from Barney. “The Free Trade Agreement (FTA) between the U.S. and Colombia is a benefit when deciding who they will buy from.”

Implemented in 2012, the FTA allows Colombia to import soybeans from the U.S. with a zero-percent tax. Importing from a

U.S. competitor, such as Argentina, comes with a 41-percent tax burden.

The visit to Colombia focused heavily on the livestock and feed market because Colombia is increasing its pork production and consumption.

“It was fantastic to hear that Colombia continues to promote pork and increase their supply, which will increase their need for feed,” Danuser says. “We are ready to supply them with quality U.S. soybeans.”

Carlos Maya, executive director of Pork Colombia, the country’s checkoff association, told the group



Minnesota and North Dakota participants spent some time visiting the Colanta pork-processing plant outside Medellín, Colombia.

that Colombia is expected to increase its production by 30 percent.

“Colombia is a rapidly-growing market for U.S.-origin soybeans, soybean meal, soybean oil, pork, beef and poultry products,” says Langseth. “It’s a trade success story.”

In 2017, Colombia was the fourth-largest importer of U.S.-origin soybean meal and the fifth-largest importer of U.S.-origin soybean oil. The country imported a total of 151,000 tons of U.S.-origin soybeans.

“It always amazes me how versatile soy can be,” Langley says. “From livestock consumption and human consumption to aquaculture feed and the many bi-products of our soy. Being in Chile and Colombia shows us (farmers) how the soybean checkoff is investing in research and nurturing our markets.”

—Story and photos by Kristeena Patsche, MSR&PC



The NDSC delegation tours a salmon hatchery, farm and processing plant in Chile. A majority of Chile’s agriculture industry is aquaculture. Ranking number two behind Norway, the aquaculture market, specifically salmon, is a new opportunity for soybean farmers.



The Minnesota-North Dakota soybean-farmer delegation spent some time at the Cargill Salmon Innovation Center near Puerto Monte, Chile. The facility, the most advanced such center in the world, researches salmon disease and nutrition.



NCSRP Celebrates

25 Years

Farmers, researchers and state staff from all across the Midwest gathered December 4, 2017 to celebrate

25 years of collaborating to improve farmers' profitability through the North Central Soybean Research Program (NCSRP).

"It seems like just yesterday that we formed NCSRP," said Dave Schmidt, the NCSRP's first president and a farmer from Iowa City, Iowa. "The states weren't talking to each other about research; researchers weren't talking to each other about projects; and that's how NCSRP came about, with a common goal and passion for basic research."

The NCSRP is a farmer-led organization that invests soybean checkoff dollars in regional research. Twelve state soybean boards actively participate and fund the NCSRP: North Dakota, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, 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.

Over the last 25 years, the board has funded more than 45 million dollars in soybean research, an investment which researchers around the region have noticed.

"I think, on behalf of the university researchers across the north-central region, we can't thank you enough for everything you've

done," said Dr. Anne Dorrance, The Ohio State University. "Thank you for your support all these years; without it, we would not have been able to double soybean yields in the last 20 years. Thank you for all you've 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 who represent these states on the NCSRP board have a shared vision and commitment to regionally coordinated research and communication efforts. From pest management to farmer communication, the group has had a major influence on the soybean industry at the state, regional and national levels.

While it may have had a historical effect on the soybean industry, the NCSRP directors don't plan to rest on its past accomplishments.

"It's pretty amazing what this organization has accomplished in its 25 years of existence," said Gene Stoel, the NCSRP's current president and a farmer from Lake Wilson, Minnesota. "We have to celebrate our successes. Just getting a group of people like this together will bring us more ideas of what we need to do next. We know what we need to get done, and we know what we need to research."

Twenty-five years of innovation

and collaboration for the betterment of soybean farmers. With the support of all 12 states, the next 25 years are going to be even better.

"NCSRP has identified critical issues for all soybean farmers and funded the needed research over the past 25 years," say North Dakota Soybean Council Director

of Research Kendall Nichols. "The research is and has enabled North Dakota farmers increase yield and profits."

For more information on NCSRP, visit ncsrp.com.

—Story by Allison Arp, Iowa Soybean Association, photo by Minnesota Soybean Research & Promotion Council



North Dakota Soybean Council (NDSC) Director Matt Danuser, right, of Marion has represented NDSC on the NCSRP board for the past two years. Also pictured is NDSC Director Mike Langseth, Barney, left.



Soybeans came full circle for Colfax, North Dakota farmer

Jay Myers. Last fall, Myers was one of the first farmers to use a new soy-based rubber product on his combine when he gathered his 2017 soybean harvest.

The patented technology was developed by Wahpeton-based WCCO Belting, and it is the first in its sustainable product line called TerraTech. WCCO has spent several years working to make rubber belting with soybean oil, including its Raptor draper belts. The patented rubber technology will soon be available for tube conveyors, baling equipment and draper combine headers.

"I used a set of their draper belts on a 40-foot Case IH header this fall," Myers says. "I ran it on about 1,500 acres, and it worked very well. It seemed to work like any other rubber."

Meeting or exceeding current standards with greener materials was one of WCCO Belting's goals when it set out to develop products made with more sustainable ingredients. For several years, the company has worked to replace the petroleum in its products with greener options such as soybean oil.

"It's not a requirement, but it

certainly was the right direction for us to pursue more sustainable product options that offer the same quality and performance that our customers expect," says Karley Serati, WCCO Belting's marketing services and CRM manager.

Proof of Concept

Knowing that tire manufacturers were experimenting with soybean oil for their production, several years ago, WCCO began working with its rubber compound vendor to investigate the possibility of incorporating soy into its belt-manufacturing process. The new materials had to stand up to the technical specifications that the company and its customers required.

Investigating the soy-based rubber was boosted by a prototype-development grant from the North Dakota Ag Products Utilization Commission in 2013. By 2014, WCCO had determined that soy-oil rubber was a viable alternative for its belting, but more testing was needed.

Myers, who serves as a United Soybean Board (USB) director, worked with WCCO Belting to secure USB funding to further test the durability of the soy-based products. The USB is a board of

selected farmers from across the nation who oversee the investment of soybean checkoff funds. Myers was part of a USB team that worked to add value to soybean oil. Incorporating soybean oil for innovative new uses, such as rubber belting, fits the team's mission.

"What has been exciting for me is being involved on the checkoff side," Myers says. "It's been nice to see this product come through the testing and reach the market."

After multiple years of testing, the first product in the TerraTech product line, soy-based rubber belting, will become commercially available in 2018.

Delivering Innovation

WCCO Belting's soy-based products were engineered to perform as well, if not better, than those made with the petroleum-based rubber. Serati says that the current petroleum compound served as the benchmark for comparing the soy-based compound's performance.

"We're not going to give our customers less than what they already have. The customers that tested our products confirmed their quality and performance," Serati says. "Our goal was to create products that performed the same but offered a more sustainable option."

Serati says that Raptor draper belts are the company's number one product. WCCO Belting supplies them to most of the world's major original equipment manufacturers. The draper head, tube conveyor and baler belts are the first in WCCO's product line to incorporate soy materials, but they won't be the last.

"WCCO strives to be a value innovator. We take pride in our innovation and ability to challenge the status quo," Serati contends. "It will be a transition to make all of our products with the soy-rubber tech-

nology, but it is our long-term goal to use more sustainable materials."

Farmer Benefits

The fact that agricultural materials grown by North Dakota farmers are being used in products available to North Dakota farmers helps set WCCO's new products apart.

"There are a lot of 'oh cool!' moments when farmers find out we make belting made with soy," Serati says. "They love it, and it's a fun loop that they can buy a product that uses what they harvest."

The soy-based belts offer an additional use for soybean products. Serati says that an average draper belt which is 41 inches wide and 34 feet long will use .75 bushels of soybeans. An average-sized, tube conveyor belt that is 15 inches wide by 100 feet long will use about 1.25 bushels of soybeans. Baler belts that are 7 inches wide by 35 feet long will use about .25 bushels of soybeans.

"We're excited about the TerraTech product line and the soy oil technology because it will benefit our customers and sustainability," Serati adds. "What more could you ask for?"

For Myers, seeing a soy-based product reach commercialization is rewarding, but he knows that there are still more opportunities to develop.

"In the future, I think there will be even more opportunities for soybean uses, including things like synthetic motor oil and lubricants," Myers says. "It's an ongoing thing to look for new uses. Oil used to be just a byproduct of meal processing. But every year, the value of oil is getting higher and higher."

To learn more about WCCO Belting and its belting products, visit www.wccobelt.com.

—Story by Daniel Lemke, photos courtesy of Jay Myers

North Dakota Soybean Council Driven to Promote Biodiesel

DRIVEN: The theme of this year's National Biodiesel Conference & Expo describes how

many people feel about biodiesel. Because the North Dakota Soybean Council (NDSC) is driven to increase the availability and utilization of biodiesel in the state, the NDSC invited a group of fuel distributors to learn more about the biodiesel industry at the annual conference in Ft. Worth, Texas.

Daniel Mock, NDSC director, and Stephanie Sinner, NDSC director of market development and interim executive director, attended the conference not only to learn about biodiesel, but also how they can work with North Dakota fuel suppliers to make biodiesel easier for North Dakotans to use. For example, Daniel is driven to improve the availability of biodiesel in North Dakota: "As a soybean

farmer, I want to be able to use my own product." In order to utilize his product, Daniel needs more fuel suppliers to become familiar with and carry biodiesel.

To achieve that goal, NDSC guests included Bud Kear of Missouri Valley Petroleum in Mandan, Gary Webb and Amber Backen of Creative Energy in Jamestown, and Jeff Olson of Olson Oil in Hoople. The group began the conference by having an informative meeting with fuel suppliers, farmers and other end users from Minnesota, where biodiesel is required in every gallon of diesel fuel sold. The North Dakota contingency then took part in a lively roundtable discussion about the opportunities and challenges of biodiesel in its state. All were

supportive of biodiesel and agreed that educating fuel suppliers and customers is the key.

Olson found the conference to be very helpful and was eager to "relay this information to my customers and teach them about biofuels." The conference offered interesting educational sessions on a variety of topics, such as federal policy, market opportunities and research. Hoon Ge from MEG Corp highlighted the improvements with quality standards that have reduced biodiesel-related problems over the last decade and addressed the various misconceptions about biodiesel head-on. Kear was grateful for the opportunity to attend, stating

"Thank you for the opportunity to learn about biodiesel and meet this group. I had great time." Webb was impressed with the research and improvements that have taken place in the industry and advised North Dakotans to "Give the biofuels thing a chance. It got a bad rap early on, but it's totally changed; the standards are so much higher."

The National Biodiesel Board (NBB) celebrated its 25th anniversary at the conference in Texas. Soybean farmers are at the heart of the biodiesel industry. They founded the NBB, hold many leadership positions and continue to invest in the industry. Slightly more than half of all U.S. biodiesel is made from soybean oil with the other half coming from other renewable sources.

Backen was excited to talk to farmers in her area about biodiesel: "It's renewable. It supports our farmers in our state." In fact, the biodiesel industry adds 63 cents to the price of each bushel of soybeans, providing a positive impact for U.S. soybean farmers. In 2018, biodiesel growth will be driven by the commitment, resilience and passion of biodiesel advocates, such as North Dakota's soybean farmers.

—*Story and photos courtesy of Lisa Pedderson, MEG Corp. Fuel Consulting*



North Dakota Soybean Council Director Daniel Mock of Braddock viewed the latest diesel vehicles at the conference.



North Dakota conference attendees met with MEG Corp and national biodiesel-industry experts to discuss the state of biodiesel in North Dakota and to look for opportunities to work together in order to increase biodiesel use in the state.



Biodiesel It's Your Product

Another winter has been put in the record books, and planting season is here again. As you prepare

to get into the fields, consider utilizing a biodiesel blend. Aside from biodiesel being good for your equipment by adding tremendous lubricity to today's ultra-low sulfur diesel, keeping injectors and fuel systems clean, and reducing harmful emissions, studies show that biodiesel adds \$0.63 of value to each bushel of soybeans. More than half of all U.S. biodiesel is made from soybean oil, and that news is good for North Dakota soybean farmers. While the price of soybeans has dropped in recent years, consider that soybeans and wheat, which have similar yields, used to sell at the same price. Because the biodiesel industry has grown, the price for soybeans is now almost double the price of wheat.

Biodiesel has been slow to gain popularity in North Dakota. In neighboring Minnesota, diesel has been required to contain 10 percent biodiesel from April through September since 2014; that requirement will increase to 20 percent this spring. The biodiesel requirement reverts to 5 percent in the winter months because biodiesel blends up to B5 do not change the diesel fuel's properties. There's no reason that North Dakota farmers shouldn't be using biodiesel, too. Just ask Perry Ostmo, a North Dakota Soybean Council board member and a farmer from Sharon, "As a soybean farmer, I believe it's important for us to promote soybeans." Ostmo uses B20, but he sug-

gests that farmers start with B5 and go up from there. Ryan Richard, a North Dakota Soybean Growers Association board member and a farmer from Horace, uses B10 because that blend is available locally. Richard uses biodiesel because "it's renewable and uses our products."

Some farmers have said that they tried biodiesel 10 years ago and had problems. There were some quality issues in the early days. In fact, the National Renewable Energy Lab's (NREL) random testing of B100 samples in 2006 resulted in only 40 percent of the samples passing critical quality standards. The industry then improved the quality standards; implemented a BQ-9000 Quality Program and,

with competition, eliminated biodiesel producers that were making bad biodiesel. In 2013, NREL conducted the random sampling again; 95 percent of the samples met the standards. As with any new industry, adjustments and improvements are made to meet customer expectations. Richard remembers having one problem in the early days, but stuck with biodiesel and has not encountered any additional issues. When asked why he started with B20, Ostmo responded, "I was confident with the quality." In the two seasons he used it, he did not experience any difficulties.

Biodiesel is not as widely available in North Dakota as people who want to use it would prefer. The

North Dakota Soybean Council is funding education and promotion projects which are targeted toward fuel suppliers with the purpose of increasing awareness about and confidence in biodiesel. Farmers also need to ask for biodiesel. Richard says, "Be persistent." Fuel suppliers aren't pushing biodiesel, but they can get it. Ostmo shared, "Your local fuel supplier will get biodiesel blends if you ask for it. Transports have compartments, so you don't have to take the whole load." If you have questions, need help finding a biodiesel supplier or need help with a fuel-related problem, please call the diesel helpline at 1-800-929-3437. A fuel-quality technician will assist you.

—Story by Lisa Pedderson,
MEG Corp Fuel Consulting,
photo by Daniel Lemke



MEG Corp's Lisa Pedderson talks diesel tank cleaning with participants at the Northern Corn and Soybean Expo.



Quality Child Care for Healthy Kids

How does quality child care affect the economic health of our state? It's a connection that

not many people make, but when families have access to affordable, high-quality childcare, it has a direct impact on the North Dakota economy in multiple ways. Quality child care helps parents earn, helps children learn, is essential for children's safety and healthy development and leads to a more skilled workforce.

Therefore, the American Heart Association, in collaboration with several organizations across the state, is working to support a strong start for North Dakota children with quality child-care standards and training.

"Providing the building blocks for a solid developmental foundation makes sense and cents for North Dakota," says Joan Enderle, early childhood and education policy director for the American Heart Association in North Dakota. "Not only are today's children tomorrow's workforce, but our current workforce relies on quality childcare to watch over children to remain employed."

In North Dakota, three of every four kids

under the age of six have all their available parents in the labor force. It's common for young children in North Dakota to spend 65 percent of their waking hours with a caregiver other than a parent.

A 2014 White House report found that access to high-quality care for young children allows parents to work, which then increases the parents' earning potential over time and enables them to provide for their families. "It just makes sense. When parents don't have to worry about the well-being of their children while they're at work, they're able to be more productive and better employees overall," says Enderle.

The economic benefits for quality childcare extend far beyond the here and now of a productive workforce. Research also shows that children who attend high-quality pre-K programs do better in school, and these kids are more likely to grow up as healthy adults, have higher earnings, are less likely to commit crime later in life and are less likely to receive public assistance as adults, delivering a 13 percent return on investment,

annually, in the long run. Young children who are active and eat healthy learn better.

The American Heart Association is working to clarify the standards for nutrition, physical activity and screen time within current North Dakota child-care licensing administrative rules in order to provide a stronger start for North Dakota children. "A child's brain develops so quickly in the first few years of life, making that time when skills, knowledge and habits are developed absolutely critical to a healthy future," says Enderle.

For more information, visit www.heart.org/healthykids. You can also receive project updates and get involved by texting "NDKIDS" to the number 46839.

—Story by Chrissy Meyer, American Heart Association, photo by Wanbaugh Studios

Building Blocks of a Healthy Child Care

Healthy Foods and Drinks

- Meals and snacks full of vegetables, fruits and whole grains are consistent with the USDA's Child and Adult Food Program (CACFP) standards.
- Healthy beverages

Active Play

- Physical activity, including tummy time for infants and at least 60 minutes a day for preschoolers, is essential for kids to reach their developmental milestones.

Screen-Time Limits

- The American Academy of Pediatrics recommends limiting screen use to 1 hour per day of high-quality programs for children ages 2-5 years and avoiding screen media, other than video chatting, for children younger than 18 months.



Taylor children playing at their family farm in Ypsilanti, North Dakota.



Celebrate *April* is Soyfoods Month

Have you ever wondered what plant-based milk is best? There are lots of choices: soy, almond, rice, coconut and more! The results are clear. Soymilk is the winner.

A new study from McGill University, looked at four of the most commonly consumed non-dairy milks—almond milk, soy milk, rice milk and coconut milk—to see if their health benefits stack up. “Though they are popularly advertised as healthy and wholesome, little research has been done in understanding the nutritional implications of consuming these milk beverages in short term and long term,” the team wrote in the study’s report. The nutritional value of each non-dairy milk was weighed against the nutritional value of regular cow’s milk, and according to researchers, soy milk is “a clear winner.” The study concluded that soymilk, which “has been a substitute for cow’s milk for 4 decades,

has the most balanced nutritional profile, and also has “health benefits linked to the anti-carcinogenic properties of phytonutrients present known as isoflavones.”

Choose plain, vanilla or chocolate soymilk, depending how you are using it. Vanilla gives a sweeter taste; plain is straightforward; and chocolate is obvious as a flavor. Every brand will have a slightly different flavor profile, so try a couple to see what flavor is best. Vanilla is great on cereal or when a sweeter flavor is needed. Plain soymilk is used like cow’s milk. The only application that does not work well with soymilk is instant pudding mixes. Chocolate soymilk is fabulous hot or cold, and is truly a great treat! Celebrate April is Soyfoods Month with a glass of soymilk, and feel confident about its health benefits.

—*Story, recipes and photos by Linda Funk, The Soyfoods Council*

Buttermilk Ranch Dressing and Dip



Ingredients

- 1 cup plain soymilk
- 1 tablespoon white vinegar
- ½ cup soft, silken tofu
- ½ cup plain Greek yogurt
- 1 packet ranch dressing mix (3 tablespoons)

Directions

In a small mixing bowl, combine the soymilk and vinegar. Allow to rest for 15 minutes. (This will make soy buttermilk).

In a food processor, add the soymilk/vinegar mixture. Add the remaining ingredients; purée the mixture until it’s smooth.

Refrigerate for at least 30 minutes. Serve with vegetables or over salad. Store in an air-tight container in the refrigerator for up to 1 week.

Yield: 1¾ cups

Serving Size: 2 tablespoons

By Celia Bravard & Lauren Grant

Cream of Asparagus Soup with Soymilk

Ingredients

- 2 pounds asparagus, tips reserved
- 4 tablespoons soybean oil
- 1 large, diced onion
- ½ cup diced celery
- 5 tablespoons flour
- 4 cups vegetable or chicken stock
- 1 cup plain soymilk
- Salt, pepper, nutmeg and cayenne pepper to taste

Directions

In a pot of boiling salted water, blanch the asparagus tips until tender—no more than a minute or two—and shock in ice water. Reserve the tips to garnish the soup.

In a large saucepot, add the oil, and heat. Add the onion,

and stir over medium heat until translucent. Add the flour, stirring constantly to incorporate. Slowly whisk in the stock, whisking thoroughly until smooth.

Once all the vegetable stock is incorporated, add the asparagus stalks. Simmer for 30-40 minutes.

In a blender, add the soup in small batches, and purée. Using a fine strainer, strain the soup to remove any vegetable pulp. Return the soup to the saucepan; bring it to a boil; and then, simmer.

Add the soymilk, and stir. Add salt, pepper, nutmeg and cayenne pepper to taste. Divide the soup equally into bowls. Garnish with



the reserved asparagus tips. Serve immediately.

Yield: 6 servings

Are Your Beans CLEAN ENOUGH?

Foreign matter matters, especially to the United States' largest soybean customer, which makes it an

issue for North Dakota farmers.

In late December, China updated its rules and now requires bulk and containerized, unprocessed soybean shipments from the United States to contain less than 1 percent foreign matter. China is the largest export market for U.S. commodity soybeans which, for many years, had been allowed to contain up to 2 percent foreign matter by weight, including weed seeds, pods and broken plant pieces.

The new requirement means that U.S. soybean shipments must conform to the same standard as exports from Brazil and Argentina and must contain 1 percent or less foreign matter. The U.S. Department of Agriculture (USDA) agreed to the new requirements for China-bound shipments.

"The underlying issue is weed seeds," says Valley City, North Dakota, farmer Monte Peterson who serves as the American Soybean Association (ASA) representative on the U.S. Soybean Export Council (USSEC).

Peterson says that Johnsongrass, Palmer amaranth, ragweed and cocklebur are the weed seeds of greatest concern for Chinese buyers.

Biosafety Concerns

Foreign material in U.S. soybean shipments has been an issue with Chinese buyers for years. In September, Chinese officials notified the USDA Animal and Plant Health Inspection Service (APHIS) about foreign material that exceeded China's standards as well as weed seeds of quarantine

concern in U.S. soybean shipments to China.

The USDA worked with China's General Administration of Quality Supervision, Inspection and Quarantine on a system to address the concerns while providing an uninterrupted flow of U.S. soybeans. The new procedure involves APHIS notifying China when a soybean shipment exceeds 1 percent foreign material by placing an additional declaration on the phytosanitary certificate.

Chinese officials have assured the United States that this notification will allow all U.S. soybean exports to China, including ones with more than 1 percent foreign material, to continue without interruption. This process will be allowed until the United States is able to fully implement a series of science-based measures from the farm to the export terminal during the 2018 crop year in order to reduce the volume

of foreign material and weed seeds in the soybean shipments. Peterson says that shipments are continuing to go to China, but the certification process is not as fluid as it could be.

Peterson says that he has seen, firsthand, ships being sent back from the receiving port to be fumigated. He's also witnessed soybean shipments being unloaded and manually cleaned to remove cocklebur seeds. The buyers bear the delays and extra costs.

"We have an issue here," Peterson says. "Customers get frustrated and will only take that so long before they seek other sources for soybeans."

On the Farm

Peterson says that shipments emanating from the Pacific Northwest have a solid track record for quality and low foreign matter, but North Dakota farmers need to do everything they can to keep their soybeans clean. Proper combine

settings can reduce the number of pods and stems in the hopper, and cleaning soybeans when unloading them from a storage bin can remove additional materials.

"It's difficult to overstate the level of importance we have with this issue," Peterson says. "Our customers want a better product, and we have to be able to provide it."

Because weed seeds are a concern for Chinese buyers, weed management has an increased level of importance. Doing everything possible to prevent weeds from going to seed in the field is even more important now that buyers are paying attention to the seed levels in the shipments.

"It's tough to compete with South American soybeans on price, and it's tough to compete with them on crude protein levels. How we can compete is in logistics and in growing quality soybeans that have good storability," Peterson says. "Our customers are paying attention to foreign material; because of that, we need to pay attention, too."

Peterson says that there is no substitute for producing good-quality soybeans which contain little foreign matter and have no weed-seed contamination.

—Story by Daniel Lemke,
photo by Wanbaugh Studios



Exporting clean soybeans to foreign customers begins with harvest.



WE ARE U.S. SOYBEAN FARMERS



SUSTAINABILITY NEVER GOES OUT OF SEASON

PEST MANAGEMENT

Customers prefer U.S. soy because it's sustainable. But demands for sustainability continue rising. Carefully managing crop protection technologies increases their long-term effectiveness and decreases your need for additional pest control. Adopting this practice is another step forward in improving your sustainable footprint. Show your commitment to sustainability with a free truck magnet available at unitedsoybean.org/sustainability



Tools for the Trade

Most North Dakota soybean farmers are keenly aware of

the role that trade plays in their profitability. About 90 percent of the state's soybeans leave North Dakota, with 71 percent of the annual production heading overseas through ports in the Pacific Northwest. With that much activity tied to exports, when discussions about international trade and trade agreements take place, farmers pay attention.

According to the office of the U.S. Trade Representative, the United States conducts trade with 75 countries around the world but only has free-trade agreements with 20 nations. Most agreements are unilateral ones between the two countries while others, such as the Dominican Republic-Central America-United States Free Trade Agreement and the North American Free Trade Agreement (NAFTA) among the U.S., Mexico and Canada, are comprehensive trade deals that involve multiple parties.

Even with the trade agreements, soybean-industry expert John Baize says the U.S. had a \$504 billion merchandise trade deficit in 2016. "That was down from a high of \$761 billion in 2006, but up from \$387 billion in 2009," Baize says.

Despite the nation's overall trade deficit, Baize says that the U.S. has a \$20 billion ag-trade surplus. Soybeans are among the main U.S. agriculture exports because over 60 percent of the U.S. production leaves the country as whole beans, meal or oil, according to Baize.

Reaching Agreements

Hanna Abou-El-Seoud, a trade expert with Gordley Associates which represents the American Soybean Association (ASA), says that the United States has relatively few trade agreements compared to some other countries. For example, the U.S. has 20 agreements while Mexico has 48 trade pacts.

The role of a free-trade agreement is to set the ground rules for conducting trade between countries. Such agreements reduce trade barriers, such as import quotas and tariffs, and seek to increase the trade of goods and services between nations. In most cases, countries are trying to achieve the most-favorable agreement possible. Agreements aren't required to conduct trade, but trade is significantly improved when there are agreements in place.

"With any good trade agreement, both countries are looking at their sensitive industries and where they're competitive to seek gains in those areas," Abou-El-Seoud says. "When they enter into a trade agreement, each country has to sign off, so it's hard to find examples where countries have signed off on a bad deal."

Some trade deals, such as an agreement between the U.S. and Jordan, simply establish basic trade relations. Others, such as NAFTA, are much more comprehensive.

NAFTA went into effect January 1, 1994, and covers nearly everything from automobiles and medical devices to agricultural products. NAFTA limits tariffs, streamlines sanitary and phytosanitary restrictions, and erases many trade barriers, Abou-El-Seoud says. Many people involved with agriculture support NAFTA while other sectors, including auto manufacturing, are more dubious of its value.

ASA President John Heisdorffer says, "NAFTA is favorable for agriculture, but not every industry benefits equally. From sector to sector, the number of wins per country may differ. For soy, our exports to Mexico were four times higher and twice as high to Canada after NAFTA."

The Trump administration threatened to pull out of NAFTA but is now seeking to renegotiate the pact which was originally passed more than two decades ago. The

ASA and other farm groups recognize the importance of NAFTA because it has significantly benefitted soybean producers.

"ASA supports the administration's efforts to modernize and update NAFTA because we understand that a number of factors have changed since NAFTA's inception, like e-commerce and advanced sanitary and phytosanitary standards," Heisdorffer says.

"When you're talking about \$3 billion in soybean exports a year, any threats to withdraw from agreements and walk away from markets makes farmers extremely nervous," says ASA Chairman and Illinois farmer Ron Moore. "We remain supportive of efforts to modernize NAFTA and further expand access for U.S. soy in Mexico and Canada, and we look forward to working with the administration to realize these goals."

Trade Challenges

While NAFTA is garnering the most attention, other trade issues remain. Baize says that the U.S. has often used trade agreements as an economic-development tool for developing countries. In many cases, those countries were given preferential access to U.S. markets without the U.S. getting reciprocal treatment. That factor is among the reasons, he says, that the Trump administration is taking a hard look at trade agreements.

"On that issue, the president has some valid points because we've seldom asked for reciprocal agreements," Baize says. "That's why the Trump administration wants to renegotiate NAFTA, the Korean Free Trade Agreement and other agreements it believes are unfairly stacked against the U.S."

Countries sometimes engage in unfair trading practices. Just last fall, the U.S. Department of Commerce issued a preliminary determination about an antidumping trade case that was filed against biodiesel



John Baize is an expert on global soybean markets and trends.

imports from Argentina and Indonesia. The determination found that biodiesel imports from those countries were being sold in the United States below fair value. As a result, preliminary duties will be imposed on imports from these countries.

The National Biodiesel Board's Fair Trade Coalition filed petitions to address a flood of subsidized and dumped imports from Argentina and Indonesia that has resulted in market-share losses and depressed prices for domestic biodiesel producers. Biodiesel imports from Argentina and Indonesia surged by 464 percent from 2014 to 2016, taking 18 percent of the market share from U.S. manufacturers.

Because of the ruling, importers of Argentinian and Indonesian biodiesel will be required to pay cash deposits on the biodiesel that is imported from those countries. The deposits will be a range from

54 to 70 percent for biodiesel from Argentina and 50 percent for biodiesel from Indonesia.

Abou-El-Seoud says that, in NAFTA and other trade agreements, there are mechanisms to help settle disputes and to make sure that the countries are holding up their end of the bargain.

"Similar to the World Trade Organization, countries can bring suit if they believe another country isn't complying with the trade agreement," Abou-El-Seoud says. "This happens regularly, but that doesn't mean the trade agreement isn't working."

Abou-El-Seoud says that the office of the U.S. Trade Representative continually assesses the trade puzzle, trying to get wins for agriculture and other vital U.S. economic sectors while giving up as little as possible.

—*Story and photo by Daniel Lemke*

North Dakota Soybean Growers Association Retirees Recognized



Colfax, North Dakota farmer Craig Olson (left) was recognized for his years of service to the North Dakota Soybean Growers Association (NDSGA) at their 2018 annual meeting. Olson served three years as NDSGA president and has reached the end of his terms and is retiring from the board. Olson was presented an award honoring his service from NDSGA Executive Director Nancy Johnson.

Ryan Richard (left) of Horace, North Dakota was congratulated for his service to the North Dakota Soybean Growers Association (NDSGA). Richard is one of three soybean farmers who have reached the end of their terms on the NDSGA board. Richard served several years as NDSGA vice president. He was given the honor by NDSGA president Craig Olson.



Mayville, North Dakota farmer Brent Kohls (left) has completed his final term on the North Dakota Soybean Growers Association board of directors. Kohls was recognized for his service at the NDSGA annual meeting held during the Northern Corn and Soybean Expo in February. Presenting Kohls with an award is NDSGA president Craig Olson.



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Join Us For the 6th Annual Soybean “See for Yourself” Program July 10-13, 2018



Are you interested in learning more about how your checkoff money is used for North Dakota's soybean industry? Where do your soybeans go after you leave them at your local elevator? Participate in the 6th Annual **See For Yourself Program** with the North Dakota Soybean Council and have your questions answered!

Apply today for one of the 20 farmer seats open for the 2018 program to Portland, Oregon and the Pacific

Northwest to learn more about the journey our North Dakota soybeans take to the end customer. Learn about checkoff investments in rail and water transportation, soy biodiesel, new uses of soy, and tour shipping ports where North Dakota soybeans leave for world markets. Experience first-hand the systems in which the North Dakota Soybean Council farmer leaders invest to ensure market stability for your soybeans.

- See For Yourself: July 10-13, 2018 - Portland, Oregon and surrounding area
- Open to North Dakota soybean producers
- **Participants are reimbursed for airfare, lodging, meals and most expenses**
- Must be 21 years of age at date of application
- Application must be submitted by 4:00 p.m. April 16, 2018 to be considered



Apply online at bit.ly/NDSFY2018

**Questions, please contact Stephanie Sinner at
(701) 566-9300 or ssinner@ndsoybean.org**

Getting to Know the Expert

Where did you grow up?

I grew up on my family farm near Crystal, North Dakota. It's about 30 miles from Canada and 30 miles from Minnesota. We raised sugarbeets, certified seed potatoes and wheat, and edible beans. From time to time, we had soybeans, canola and sunflowers. Growing up on the farm gave me a love of agriculture and respect for the land.

Tell us about your education.

I received a B.S. and M.S. in natural resources management from NDSU. I minored in soil science as well as crop and weed sciences. I am slowly working on my Ph.D. in soil sciences. My dissertation project evaluates the best soybean-fertilizer practices in north-central and northwestern North Dakota. I have one more year of research.

What is your area of focus?

My title is area specialist/soil health. My position was mainly created to help producers reduce salinity. I work with cover crops, fertility, oil-related soil issues, grazing, tillage and more. I work on almost anything under the sun relating to soil.

What interested you in this area?

Growing up, I was always interested in sciences such as biology, chemistry, physics and geology. The cards were not in my hand to go home and farm. Soil science is one of those disciplines where I get to play with a variety of sciences daily. I doubt that there is another discipline which does that. Soil science just fits because I am involved with ag and the sciences.

Has soil health changed?

I don't know if soil health has changed much. It's not like a weed problem that can be fixed overnight. Soils will take three or more years of continuous management to see an improvement. Looking across the state, I know that farmers have been adopting practices to improve their soil. It'll take some time, but we're moving in the right direction.

Is soil health important?

It's the basis of all agriculture and is our most valuable asset. Bad soil means bad crops. When the soil is healthy, crops yield well, and the environment functions better, creating a better livelihood for everyone.

What do you like to do away from work?

Clay and Jordy are my sons. They are twins and just turned two; I haven't



Chris Augustin, North Dakota State University (NDSU) Area Extension Specialist/Soil Health, Minot, North Dakota

slept in two years. They are a blast! I am truly addicted to catching walleye. During college, I spent my summers as a full-time fishing guide on Devils Lake. I can't wait for my boys to get a little older so that my wife, Michelle, and I can take them on the water.

—Story by Daniel Lemke, photo courtesy of NDSU

Getting to Know the Grower

Tell us about your farm.

We are a fourth-generation farm. It started with my grandpa; then my father, Tom; and then my brother and I joined in 1985. My brother moved off the farm in 2003 because of his health. In 2012, my son, Mason, started working on the farm, too. As for crops, we are primarily growing corn and soybeans. This year, we are going to do sunflowers. Alfalfa for a cash crop this year maybe, too, on marginal acres.

How and why did you get involved with the North Dakota Soybean Council (NDSC)?

I was asked to fill an open position in 2017. After thinking about everything I am involved with, the local fire department and other boards I am on, I decided to give it a shot, and I am really happy I did!

How has your involvement been beneficial to you?

I think being on the research committee helps to see what research is worthwhile and what isn't the best use of funding. It has been great to see the payback and return of the NDSC research projects.

What do you like best about farming?

The seasons, looking forward to a new beginning and a new completion just about every season.

Did you always know farming was something you wanted to do?

Not always, I went to college for electronics but went to the farm just after college, took the first winter to work at a ski resort in Colorado. After, my brother and father asked me to stay on and continue farming with them.

What's most exciting about the upcoming growing season?

I'd say our ground condition looks pretty optimistic. We are at the possible end for a 25-year wet cycle and gaining more and more acres annually. Also, hoping for some timely rains to help acres produce.

Why are soybeans a part of your crop mix?

They are fun to raise! Profitability is the number one thing, of course.

What do you like to do outside farming?

I love motorcycling, traveling (and) camping.

If you could go anywhere in the world, where would it be?

Probably, Australia. I like the way the way they talk down there!

What would you change about the current operating climate?

Make it easier for young farmers to get into the field and farming. The price of land is just so high; it is difficult to acquire land. I would love to see more farmer ownership of land.

What has changed most about farming since you've been involved?

I'd say technology and precision farm technology, also cropping methods like no till, strip till and cover crops.

What changes do you expect to see on your farm in the next 5 to 10 years?

I would say integrating more technology. Some things though I just



Dan Spiekermeier Sheldon, North Dakota

can't expect to see what will show up in the future.

If you could add equipment or technology to your farm, what would it be?

Probably a brand-new corn and soybean planter with all the precision technology a guy could get.

What's one piece of farm equipment or technology you wouldn't want to be without?

GPS auto-tracking: Just the one thing that makes you feel a little bit more comfortable all day long while you are working.

—Story by staff, photo by Wanbaugh Studios

ASA Opposes Federal Budget Cuts

The American Soybean Association (ASA) has voiced opposition to the proposed cuts in President Donald Trump's FY2019 budget. ASA's opposition include proposed reductions for the federal crop-insurance program through a cap on the adjusted gross income (AGI), a reduction for premium subsidies, and the elimination of the Foreign Market Development (FMD) program and the Market Access Program (MAP). ASA President John Heisdorffer, a farmer from Keota, Iowa, warned Congress that the cuts would do significant harm to the nation's soybean farmers:

"The proposed cuts in crop insurance and farm programs make this budget a non-starter. We've opposed cuts to crop insurance from Republican and Democratic administrations alike. This budget revisits those cuts to an even greater degree, cutting crop insurance by approximately 30 percent. It would also eliminate the MAP and FMD export promotion programs, which we rely on to expand our reach into new and existing export markets around the world.

"As the farm economy continues to struggle in its recovery, farmers cannot afford these backbreaking cuts. And while we understand that the White House budget is considered by many to be an illustrative policy document, we are concerned that this approach only emboldens those in Congress who would see these programs significantly reduced or entirely eliminated."

ASA Applauds the President's Commitment to Infrastructure Improvements

The American Soybean Association (ASA) applauded the priority placed on improving the nation's infrastructure in President Donald Trump's State of the Union address.

ASA President John Heisdorffer said that the president's commitment to work with Congress in order to fashion an initiative that will generate \$1.5 trillion in infrastructure investments to upgrade roads, bridges, highways, railways, waterways and broadband addresses a priority that is long overdue.

"America's transportation network is U.S. agriculture's competitive advantage for reaching world markets at less cost than other exporting countries," Heisdorffer said. "Brazil and other soybean exporters have been making significant investments in bolstering their railroads and river systems in recent years while our aging infrastructure continues to deteriorate, causing delays and higher freight costs."

The U.S. exports an estimated 60 percent of its annual soybean production, an amount which is expected to total four billion bushels in 2018. Together with the Soybean Transportation Council and other industry stakeholders, the ASA has been an outspoken supporter for modernizing locks and dams on the Upper Mississippi River System for over 20 years. Upgrading the system would improve efficiency and global competitiveness by significantly reducing freight costs and delivery times.

ASA Hires Ryan Findlay as CEO

The American Soybean Association (ASA) has chosen Ryan Findlay to serve as its new chief executive officer. Findlay replaces Stephen Censky who left the ASA in October 2017 after being confirmed as the Deputy Secretary of Agriculture by the U.S. Senate.

"ASA is extremely pleased to have found someone of Ryan's caliber and experience to lead us into our next chapter as a first-class U.S. commodity organization," said ASA President John Heisdorffer, a soybean producer from Keota, Iowa. "Ryan's background growing up on a farm and working for the Michigan Farm Bureau and for Syngenta give him the right combination of life and work experience that will serve ASA well in the coming years."

Findlay is a native of Caro, Michigan, where his family still farms row crops. Findlay worked for the global agricultural company Syngenta, focusing on freedom-to-operate issues that affect farmers.

"Top 10 Most Wanted List" of Infrastructure Priorities

The Soy Transportation Coalition (STC) has released a list of infrastructure priorities, urging policy makers to include and understand their effects on rural America. The Soy Transportation Coalition is comprised of 13 state soybean boards, including the North Dakota Soybean Council; the American Soybean Association; and the United Soybean Board. The STC works to help the soybean industry benefit from a transportation system that delivers cost-effective, reliable and competitive service.

The list includes improvements for roads, bridges, railways, waterway systems and more.

Top 10 Most Wanted List

- Maintain and rehabilitate locks and dams to significantly reduce the potential for unexpected, widespread and prolonged failure. Available funding to construct new locks and dams should first be directed to locks and dams 20-25 on the Mississippi River.

- Dredge the lower Mississippi River between Baton Rouge, Louisiana, and the Gulf of Mexico to 50 feet.
- Ensure that the Columbia River shipping channel from Portland, Oregon, to the Pacific Ocean is maintained at no less than 43 feet.
- Permit six-axle; 91,000-pound semis to operate on the interstate highway system.
- Increase the federal tax on gasoline and diesel fuel by 10 cents a gallon, and index the tax to inflation. Ensure that rural areas receive proportionate, sufficient funding from the fuel-tax increase.
- Provide greater predictability and reliability for funding the locks and dams along the inland waterway system.
- Provide block grants to states in order to replace the top 20 most-critical rural bridges.
- Provide grants for states to implement rural bridge-load testing projects in order to more accurately diagnose which bridges are sufficient and which bridges are deficient.
- Ensure full utilization of the Harbor Maintenance Trust Fund for port-improvement initiatives.
- Extend the permanent or multi-year tax credit for short-line railroads.

Johnson Honored for Service

North Dakota Soybean Growers Association (NDSGA) Executive Director Nancy Johnson was recognized for five years of service to the NDSGA. Johnson was hired to lead the organization in 2013.



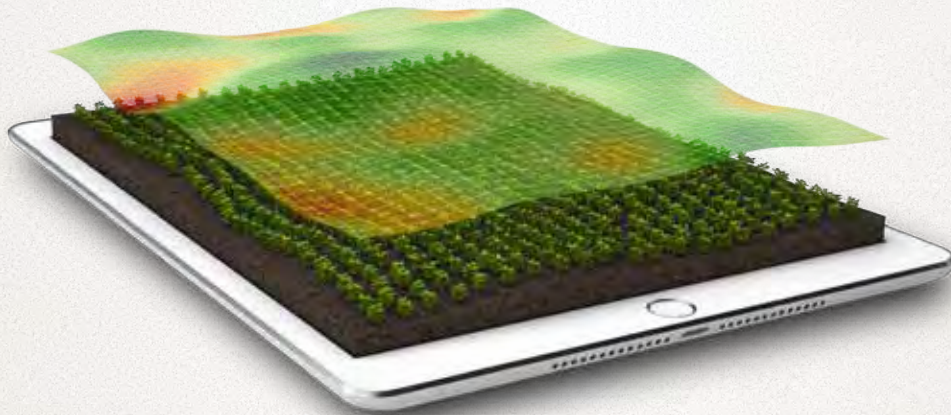
"Nancy has done a great job leading the organization in her five years as executive director," says NDSGA President Craig Olson. "We can't thank her enough for her work."

Johnson was honored for her contributions at the NDSGA's annual meeting which was held during the 2018 Northern Corn and Soybean Expo.

—Story and photo by staff



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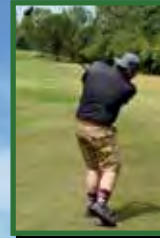
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