

THE NORTH DAKOTA Soybean GROWER MAGAZINE


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INSIDE

Taking What the
Markets Will Give.

PAGE 16



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O n the cover

Another successful soybean harvest has been completed near Dazey, N.D.

—Photo courtesy Wanbaugh Studios



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Where He Was Meant to Be

At an early age, Kasey Lien knew that farming was what he wanted to do. Growing up the youngest of four on the family farm west of Milnor, North Dakota, it just seemed that farming was where his interest was. By his freshman year in high school, he was convinced of his chosen profession.

After graduating from North Dakota State College of Science in Wahpeton with a degree in farm management in 2008, Lien took over the family farm when his dad retired, fulfilling Kasey's desire to work the land. Today, Lien operates the fourth-generation family farm with his uncle and cousin, living with his wife Kali and their two young children, Hunter and Briley, on land that has been in Kali's family for years.

Lien grows a combination of soybeans, corn and wheat. He plants soybeans because the price and market opportunities have been good and because soybeans work well with his rotation. Like most North Dakota soybean farmers,

he'd welcome higher prices for all his crops, including soybeans. The soybean market has struggled for a number of months, largely due to strong supplies.

North Dakota has experienced a rapid growth in soybean acreage during the past two decades. Lien is still positive for the future, but acknowledges that prices could hold back growth.

"I still see the industry growing," Lien adds. "I'm not sure how much, but there is always room for growth. It will really depend on the prices because price and economics will most likely dictate how the industry grows."

Lien does more than watch what is happening in the soybean industry. He's in his fourth year as a director for the North Dakota Soybean Growers Association (NDSGA).

"A farmer I knew was leaving the board, and he asked me if I was interested. I was, and it's been a real learning experience," Lien says. "Learning what happens on

the legislative side of things was my main focus. There are a lot of things you don't know about until you get involved. It's eye opening."

Lien lives in a region of North Dakota where prairie potholes are common. He says that's representative of one of the main issues facing farmers, water. Drainage and water quality are concerns for soybean farmers and for the NDSGA.

In addition to water issues, herbicide-resistant weeds, such as waterhemp, are an increasing challenge for soybean farmers across the state. For the near term, Lien is concerned with volatile markets, especially around harvest time.

"It seems like it takes a long time for the prices to climb up, but it only takes one negative thing to happen, and they go back down," he says. "Overall, I think prices will work their way back up."

Despite volatile markets, seeing a good crop developing in the field is a powerful motivation.

"The best part of farming is seeing the crop grow, making it to harvest and then getting a good crop," Lien says. "That's when you know your hard work has been worth it."

— Story and photo by Dan Lemke

5 TRILLION NEW FARMHANDS

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Fall is officially here.

For some farmers, harvest is nearing the end, and for others like me, soybean harvest has ended and we are moving into the final weeks of this payoff season. Overall, the small grain harvest was a good one for producers, and it's looking like soybeans has followed the same trend. As we are busy harvesting this fall, I would like to say that the North Dakota Soybean Growers Association will be just as busy staying ahead of the issues that arise.

The association board and staff have spent most of the summer working with other agricultural groups, Congressman Cramer's office and wildlife groups to devise a solution for how to fix the staffing issues at the Natural Resources Conservation Service (NRCS). We did not want to see employees from wildlife groups staffing the local NRCS offices. Our solution will

have agriculture and wildlife groups at the table. With efforts from many groups as well as federal and state agencies, these extra staff members will now be hired and directed through our Soil Conservation Districts.

Transportation will always be a hurdle for farmers. The association will continue our efforts to improve rural roads and bridges. We are pushing for a national increased gross vehicle weight. By increasing the number of axels and the amount per truck, we can efficiently haul more product with fewer trips.

I would like to wish everyone a safe and successful harvest. I would like to stress the importance of family and friends. Just as important as it is to reap a bountiful crop, family, in my mind, still comes first. Thanks to all family members who may not be in the field but are still important during harvest.



Craig Olson, President North Dakota Soybean Growers Association



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: _____

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

Name on Card (Please print): _____
Signature: _____

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

Mail application with payment to:
North Dakota Soybean Growers Association
1555 43rd Street S., Suite 103
Fargo, ND 58103

Membership Helps Soybean Farmers Support Themselves

Agriculture can use all the advocates that it can get contends Dennis Renner. The Mandan, North Dakota

farmer, who is also a director on the North Dakota Soybean Growers Association (NDSGA) board, isn't speaking idly. As an active farmer for more than 40 years, Renner has been involved with promoting and speaking on behalf of agriculture for years.

"I think that it's important to belong to organizations that lobby and get our message to legislators, especially as things become more urbanized," Renner says. "We need the efforts of all farm organizations to work on agricultural issues as they come up."

Renner farms with his son, Lance, growing spring wheat, malting barley, oil sunflowers, corn and soybeans on their diversified operation south of Mandan. They also have a 75-head cow-calf herd. Renner has been actively involved with farming for about 40 years, after spending 20 years in ag banking. That longevity and experience give him a wealth of industry expertise from which to draw.

Renner first became involved with the soybean industry as a North Dakota Soybean Council (NDSC) director in 2002. He served two terms on the NDSC before joining the NDSGA board. Today, he is an active member of the board who is well aware of the challenges facing North Dakota soybean farmers and the agriculture industry as a whole.

"Our current prices are a big issue," Renner says. "I'm afraid we could be on the verge of another farm crisis. Right now, our prices just won't cut it."

With the growth in farm productivity and larger farm equipment, the maintenance and upkeep of rural roads is another vital issue for soybean farmers. Renner continues, "With the change in our crop mix, there's more pressure on our roads and bridges. We have a greater volume of grain to handle."

Renner encourages farmers to join the NDSGA because member-

ship offers many benefits including soybean-industry information, vouchers for soybean seed and inoculants, preferred pricing for vehicles, discounts on gift cards and services, and more. Those benefits can help growers to offset some of their production costs, which can be especially important during times of challenging economics. NDSGA membership also brings something even more valuable to soybean farmers.

"The biggest thing is having a voice," Renner says.

Even though farmers pay into the soybean checkoff, Renner reminds farmers that "checkoff funds can't be used for lobbying, so we have to

become members to make our voices heard."

Despite entertaining thoughts about retiring from farming, Renner isn't shy about belonging to organizations that share agriculture's message and take that cause to lawmakers in Bismarck. In addition to his NDSGA membership, Renner supports the North Dakota Stockmen's Association, the North Dakota Corn Growers Association and the North Dakota Grain Growers Association.

To learn more about becoming an NDSGA member and the benefits that membership provides, visit the North Dakota Soybean Growers website at www.ndsoygrowers.com.

— Story by Dan Lemke

“I think it's important to belong to organizations that lobby and get our message to legislators.”



Dennis Renner

Harvesting a Weed Strategy

Fall is a fitting time to harvest more than crops. It provides the perfect opportunity to glean important information

for the war against problem weeds. That knowledge is becoming increasingly necessary because, in many cases, the weeds are winning.

“I get calls nearly every day from farmers who had fields that ‘got away’ from them,” says Dr. Richard Zollinger, North Dakota State University professor and extension weed-control specialist.

Waterhemp, kochia and ragweed are the primary troublemakers in North Dakota. Zollinger says most farmers who used a pre-emergent herbicide were happy with their weed control. Farmers who didn’t are in bad shape.

“We have three weeds that are not being contained,” Zollinger says. “Waterhemp is like cancer; it just keeps growing and moving. Seeds can move by water, so they can be dispersed over thousands of acres. Infestations started in the southeastern part of the state. Now, they’re close to the Canadian border. Kochia is a tumbleweed, so it blows wherever it wants, and ragweed is so powerful, there aren’t a lot of tools to control it.”

Zollinger says fall harvest is a good time to make note of where weeds are a problem in soybean fields. Mapping those areas can be valuable to implement a successful weed-control plan.

“I recommend monitoring fields and mapping them to know where hotspots are, so farmers can make good management decisions,”

Zollinger adds.

For the best results and to combat herbicide-resistant weeds, farmers are encouraged to make a plan that takes a long-term view of weed control.

“For the past two decades or so, weed control has been easy for farmers, and there wasn’t a lot of planning needed,” adds Dr. Tom Peters, NDSU extension agronomist. “With the advent of resistant weeds, planning has become really important.”

Peters says that fall is a great time to walk fields and to take notes about where weeds are. It’s also vital to properly identify weeds. He recommends making maps, taking pictures and logging information because “field records are just as important as yield records.”

Having that information can be helpful to craft a strategy not only for the next growing season, but also for several years down the road.

“Farmers farm fields, raising multiple crops over the years. Think of that field more holistically and less about the specific field in that specific year with that specific crop,” Dr. Peters says.

Peters recommends taking a systems approach for a weed-control strategy based on several factors:

- Make sure that the herbicides are effective on the identified weeds and fit your weed-management strategy.
- Utilize herbicides with multiple sites of action not only for the crop in question, but also with consideration about crops in your future sequence.
- Pay attention to any crop-

rotation restrictions that may impede what products can be used.

- Identify anecdotal data about herbicides, such as difficulty in removing residue from sprayers.
- Factor in the cost for available herbicide options.

Peters says that farmers don’t need to make the plan on their own. Work with crop consultants, retailers or county extension agents to put together a multi-year strategy. Then, scout, keep records and be willing to adjust.

“Part of the strategy is to be willing to adjust the strategy,” says Dr. Peters. “Actual results are a reason to adjust. Make changes based on data you’ve collected.”

A wide range of weed information and resources are available from NDSU at www.ndsu.edu/weeds.

—Story by Dan Lemke,
photos courtesy Bob Hartzler

Late Season Waterhemp Matters

- One small, female waterhemp per 15 row feet = 1,162 plants per acre at 21,000 seeds per plant, there are 24.4 million seeds per acre
- If 60% enter the seedbank and 6% emerge = 878,000 plants per acre = 20 plants per square foot
- If a herbicide program provides 95% control = 1 waterhemp plant per square foot



Small Waterhemp that is 6 to 12 inches above the canopy = 21,000 seeds per plant



Large Waterhemp that is 2 to 3 feet above the canopy = 124,000 seeds per plant

Source: Iowa State University

“With the advent of resistant weeds, planning has become really important.”



Dear valued soybean producers,

Whether you raise soybeans or sell seed, the key to success is the same: create and expand markets for your products. That's why the North Dakota Soybean Council (NDSC) invests checkoff dollars to keep you well positioned in the global market place. With 70 percent of North Dakota soybeans exported overseas, it is critical that we continue to highlight the quality, reliability and sustainability of our soy crops to our international customers.

To this end, the NDSC regularly hosts overseas visitors at North Dakota farms so that the delegates see firsthand how our soybeans are grown and the crop quality. This partnership allows the delegates to develop one-to-one relationships with the producers who raise the crop. The NDSC also invests in the following organizations and programs that are dedicated to fostering the international marketing efforts.

U.S. Soybean Export Council

The American Soybean Association and the United Soybean Board formed the U.S. Soybean Export Council (USSEC). USSEC's mission is to optimize the utilization and value of U.S. soy in international markets by meeting the needs of stakeholders and global customers.

World Initiative for Soy in Human Health (WISHH)

WISHH, a program of the American Soybean Association, is focused on trade and long-term market development for U.S. soybean farmers. WISHH develops viable agricultural value chains in emerging markets through the transfer of technology and subsequent behavior change, resulting in building the long-term demand for U.S. soy.

Midwest Shippers Association (MSA)

MSA is a regional trade-association cooperative that promotes marketing and facilitates the shipping and

delivery of specialty grains to consumers and the food industry worldwide.

Northern Crops Institute (NCI)

NCI is an international meeting and learning center that unites customers, commodity traders, technical experts and professors for discussion and education. NCI supports regional agriculture and value-added processing by conducting educational and technical programs that expand and maintain domestic and international markets for northern-grown crops.

Essential Amino Acids Project

This project (funded by the North Dakota, South Dakota and Minnesota state soybean boards) is designed to educate buyers in the soybean market to recognize critical amino-acid values rather than crude protein as the true indicator of the soybean feeding value. The goal is to no longer discount northern-grown soybeans due to the lower crude protein.

Grays Harbor International Marketing Project

This project (funded by the Iowa, Kansas, Minnesota, Nebraska, North Dakota and South Dakota state soybean boards) is designed to increase product and logistical awareness and, ultimately, the sales of U.S. soybeans and soybean meal from the Pacific Northwest (PNW) ports into southeast and east Asia. Bringing buyers from these markets to visit farms in the U.S. Midwest and the export facilities (particularly Grays Harbor in the PNW) is also a focus.

These checkoff investments will help to ensure that the beans you grow always have an end user.

I wish you a safe and profitable harvest!



Diana Beitelspacher,
Chief Executive Officer
North Dakota
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Phone:
1-888-469-6409



NDSC Seeks Leaders to Represent North Dakota Soybean Farmers

In early 2016, the North Dakota Soybean Council (NDSC) will be seeking four soybean farmers to serve on the NDSC Board of Directors and to represent fellow soybean farmers and the industry.

How do the Elections Work?

The process is conducted by mail ballot. Soybean farmers who reside in counties that are up for election in 2016 will receive instructions regarding NDSC's election process via mail after January 1.

Roles and Responsibilities of the NDSC County Representatives

- Representatives serve as a liaison between county soybean farmers and the NDSC Board of Directors.
- If possible, they attend educational and

leadership opportunities that are sponsored by NDSC and that are held in their county.

Roles and Responsibilities of NDSC District Representatives

- Elected county representatives move on to a district election, where a district representative is elected to serve on the NDSC Board of Directors. Responsibilities for NDSC board members include, but are not limited to:
 - Attending at least four board meetings a year that are held in Fargo.
 - If assigned to participate on a board committee, attending all scheduled committee meetings.
 - If appointed by the board to represent NDSC on outside boards or committees, attending all scheduled meetings at the NDSC's expense.

- Attending/participating in educational and leadership opportunities sponsored by the NDSC.

Areas of Focus for the Soybean Industry

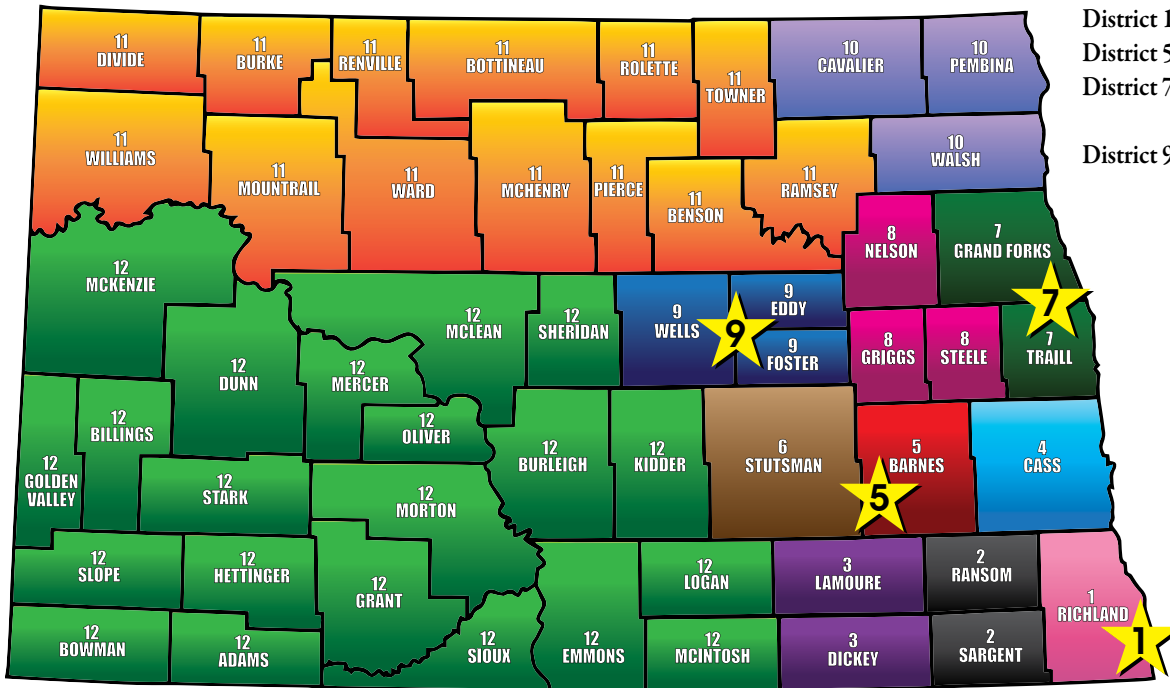
As an elected representative to NDSC, you will help guide the North Dakota soybean industry in the areas of domestic and international marketing, research, transportation, producer education, communications and consumer awareness.

If you have questions regarding the election process, please feel to contact the NDSC office at 1-888-469-6409 or by email at dbeitelspacher@ndsoybean.org.

—Story by staff

Elections will be held for the following districts:

Districts with a star will have elections in 2016.



- District 1: Richland County
- District 5: Barnes County
- District 7: Traill and Grand Forks Counties
- District 9: Wells, Foster and Eddy Counties



MARK YOUR CALENDAR

2016 Northern Soybean Expo

February 2, 2016 • Fargo Holiday Inn

7:30 a.m. – 8:45 a.m. Registration and Buffet Breakfast with Soybean Researchers

9:00 a.m. – 9:30 a.m. Live Taping of U.S. Farm Report

Panel of the nation's leading and in-demand market analysts moderated by John Phipps



10:30 a.m. – 10:45 a.m. Opening Remarks

Tyler Speich, Chairman, North Dakota Soybean Council
Craig Olson, President, North Dakota Soybean Growers Association

11:45 a.m. – 12:45 p.m. Lunch

1:00 p.m. – 2:30 p.m. Dr. Barry Asmus



Dr. Barry Asmus is a Senior Economist with the National Center for Policy Analysis. Dr. Asmus has been named by USA Today as one of the five most requested speakers in the United States. He has testified before the House Ways and Means Committee regarding our income-tax system and encouraged government leaders to pass free-market, low-tax, protected property rights and free-trade policies. Dr. Asmus is the author of nine books. He is a professor of economics and was twice voted University Professor of the Year. He co-anchored a syndicated radio program called Perspectives on the Economy. Dr. Asmus is an advocate of free-market economics. He is a recognized thinker who delivers his ideas in an enthusiastic and energy-filled presentation.

2:45 p.m. – 4:00 p.m. Dr. Bill Wilson



Dr. Bill Wilson was named Distinguished University Professor in 2007 and is a professor in the Department of Agribusiness and Applied Economics at NDSU. He has been working in areas related to grain marketing, transportation, and logistics. His academic teaching covers these topics at the undergraduate and graduate levels. His research program is focused on grain marketing, transportation, international trade, and marketing and logistics. In these capacities, he has received numerous awards, has served as a guest lecturer around the world, has served on the board of directors for the Minneapolis Grain Exchange, and has provided advice to numerous international companies and countries on related issues.

4:00 p.m. Closing Remarks

Emcee for the Day: John Phipps, U.S. Farm Report



Funded by the North Dakota soybean checkoff.



Regional Collaboration is the Focus of the Summer NCSRP Meeting

When the North Central Soybean Research Program (NCSRP) board convened for the summer on July 28-29 in Indianapolis, the members had one thing on their mind, collaboration.

The NCSRP board consists of 12 farmer leaders from the member states of Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin. The group gets together three times a year to discuss how the NCSRP can fund, with the help of soybean checkoff dollars, research that will have an impact on the North Central region.

The regional scope of the group means that partnering researchers will have to look outside the box, and outside of their state's boundaries, for research projects.

"Increasingly, soybean farmers who serve on state, regional and national boards direct soybean checkoff funds to the highest-pri-

ority research that are collaborative in order to bring the greatest return on investment," said Ed Anderson, NCSRP executive director and Iowa Soybean Association senior director of supply and production systems. "University researchers in the North Central region understand this strategy and are responding with multi-state and multi-disciplinary programmatic proposals to aggressively address issues and opportunities like accelerating soybean-yield potential and the management of soybean diseases and insect pests."

A great example of collaboration is a project being championed by host state Indiana. Eleven states have come together to participate in a row-spacing trial that is sponsored by the United Soybean Board. Once all the states have completed the trials, the data will be aggregated and will allow farmers to make crop-management decisions based on much more science than if only

one state did the trials.

"NCSRP has chosen to focus on collaborative research to help increase the return on investment our farmers are making with their soybean checkoff dollars," said Trevor Glick, NCSRP president and director for Indiana. "Working together also allows us to have a clear understanding of where we are now and where research needs to go in the future."

Working together has never been more important to NCSRP directors or to soybean farmers as a whole. With tightening margins across the agriculture industry, reducing duplication and increasing efficiencies are vital to advancing science and, ultimately, improving profitability.

For more information about NCSRP, visit www.ncsrp.com or www.soybeanresearchinfo.com.

—Story and photo by Allie Arp

Photo above: The NCSRP board poses at the Indianapolis Motor Speedway. The group visited as part of a networking event during its summer meeting. On the far right is North Dakota Soybean Council (NDSC) Secretary and Research Committee Chair Rick Albrecht of Wimbledon. He sits on the NCSRP on behalf of NDSC.



Asian Soybean Buyers Visit North Dakota

A delegation of Asian soybean buyers from Indonesia, the Philippines, Singapore, Vietnam, Japan

and Sri Lanka was hosted by the North Dakota Soybean Council (NDSC) August 21, 2015. During the daylong visit, the guests toured area soybean farms, Colfax Farmers Elevator, Maple River Grain and Agronomy Elevator in Casselton, and NDSU's Commodity Trade Room.

The purpose of the visit was to build relationships between North Dakota soybean producers and international customers, and to provide education about the

quality of North Dakota soybeans and the purchasing opportunities for livestock feed. The delegation members represented the animal-feed industry in their respective countries. Peter Mishek of Mishek, Inc. and Associates recruited the participants and accompanied the international delegation to North Dakota. NDSC sponsored and organized the agenda for the August 21 visit.

"Time spent person-to-person with our customers is an essential

piece of what we do to promote North Dakota soybeans," says NDSC Director of Marketing Stephanie Sinner. "We really appreciate our soybean farmers taking time out of their busy schedules to visit with our trade delegation and talk about their farming operations. For many of our guests from overseas, this is their first time on a farm, so getting to know our farmers one-to-one is invaluable for our industry."

In the 2014-15 marketing year,

Photo above: The delegation stopped in Colfax, visiting Vanessa (middle, black shirt) and Paul Kummer's farm.

North Dakota soybean exports were valued at \$1.8 billion, based on an average market price received of \$9.49 per bushel. During 2014 in North Dakota, 202.5 million bushels of soybeans were produced. The vast majority of soybeans grown in North Dakota are shipped by rail to the Pacific Northwest and are destined for southeast Asia.

—Story and photos by staff



NDSC Board Director Joe Morken (middle, blue shirt) spoke to the delegation at his farm in Casselton on August 21.



NDSC Marketing Director Stephanie Sinner answers questions from members of the international delegation.



North Dakota Soybean Council Strengthens Ties with the Chinese Soybean Industry Association

North Dakota Soybean Council (NDSC) board members and staff met with 15 farmers of the

Chinese Soybean Industry Association (CSIA) on August 24-26, 2015, as part of the CSIA's United States visit which was sponsored by NDSC and facilitated by the United States Soybean Export Council (USSEC).

The main focus of the CSIA was to spend time learning about farmer-owned cooperative management at the Quentin Burdick Center for Cooperative Economics at NDSU. The participants were farmers and provincial leaders from China and

had many questions about how U.S. farmer-owned cooperatives operate.

"One of the Chinese government's goals is to form cooperatives to increase the size and efficiency of current farm operations and to move more people from the countryside and subsistence agriculture to urban employment and lifestyles," says Diana Beitelspacher, NDSC CEO. "Greater employment in the cities is expected to lead to increased incomes and consumption of animal protein and vegetable oil. A goal of the

North Dakota visit was to provide information about the structure of farmer-owned cooperatives in our state. Supporting China's interest in cooperative development will likely result in increased soy consumption in the future."

NDSC hosted the Chinese group for a full day of farm visits to promote understanding about the U.S. soybean industry. The Chinese delegation traveled to Traill County; the delegates visited Brent and Jennifer Kohls at Newman Farm near Clifford along with

Jason and Jodi Mewes' family farm in Colgate.

"It was a great privilege to help the group gain a better understanding of the business side of American farming and host the delegation from China, the number one importer of North Dakota and U.S. soybeans," says Brent Kohls, a board member of the North Dakota Soybean Growers Association.

—Story and photos by staff



Jason Mewes addresses the Chinese guests at his Colgate farm.



Brent Kohls of Traill County hosts members of the Chinese Soybean Industry Association at Newman Farm, near Clifford, on August 26.



Grain-Bin Safety: Always a Top Priority

It's no surprise that the farm can be a dangerous place. Handling large machinery and fast-moving equipment

can lead to accidents without the proper safety precautions, but one serious threat to farmers often appears unsuspecting, a grain bin.

In 4 seconds, an adult can sink just above knee deep in the suction of flowing grain, and in just 20 seconds, the person can be completely engulfed by the grain. In a report issued by Purdue University, 51 workers were engulfed by grain that was stored in bins during 2010. Of those individuals trapped, 26 died,

the highest number on record.

After he lost his friend and fire-department partner to the silent threat of grain engulfment, Rich Schock of Kindred, North Dakota, was prodded into action to educate the public and help prevent farmer and grain worker tragedies.

Schock, who heads one of the only volunteer technical teams in North Dakota who are trained according to the Occupational Safety and Health Administration (OSHA) standards for confined-space rescues, had his life changed when his pager went off one day shortly after Christmas

7 years ago.

"When I read the address on my pager, my heart pretty much stopped. I was the first fire truck on site, and we were unable to locate him in the grain bin," said Schock. "We were dealing with an elevated set of grain bins that were 30 feet off the ground in slippery conditions. After an hour of shoveling, we uncovered the top of his head. He had been fully engulfed."

Today, Schock travels around the state with his team, the Sheyenne Valley Technical Rescue Team, educating the public about grain-bin safety awareness in honor of his

partner, Lynn Lee. Their volunteer organization is funded through donations from participating fire departments.

During one of his safety demonstrations in Kindred, the team sunk a volunteer into the soybeans and then successfully removed her from the grain, using techniques utilized during real situations.

"We had the gal who volunteered covered knee deep into the grain and had her try to get out, but she couldn't. You're unable to self-rescue once it gets up to your knees," explained Schock. "If you do get caught trapped yourself, the biggest



Rich Schock, captain of the Sheyenne Valley Technical Rescue Team, right, and Adam Carpenter of the Horace Fire Department, left, complete the assembly of the grain bin rescue tube during a demonstration in Leonard on September 13.



The Sheyenne Valley Technical Rescue Team provides a grain bin rescue demonstration in Kindred on August 1.



thing is to try and remain calm. The more you move, the tighter the grain gets around you. If you can, protect your face and chest because, with every breath you take out, the grain gets tighter and tighter around you.”

During his presentations, Schock describes the grain to behave like quicksand. Some possible risks of being engulfed include crushing injuries, blood clots and suffocation. He also warns that these incidents have been on the rise in recent years for both experienced and inexperienced workers.

“I don’t think people are taking into consideration that the grain bins are getting bigger and bigger, and there is an increased amount of grain being stored as more crops are planted and harvested,” said Craig Berg, a training coordinator at Outstate Data, a family owned and operated company that invented and sells the grain-bin rescue tubes.

Made from lightweight aluminum, the tubes are utilized by private farmers, commercial grain elevators, and fire fighters and emergency personnel such as the Sheyenne Valley Technical Rescue

Team. Using the device is similar to building a culvert. Five panels are assembled around the victim who is covered in grain, eliminating the pressure put on the person, and then, the grain is bucketed from inside the tube. At a total weight of only 90 pounds, the versatile panels can fit through most grain bin openings, allowing them to be operated in many dangerous situations.

Berg, who operates the 5-year-old company with his stepfather and mother, sells the devices and trains his customers to properly use the rescue tubes. “In just three-and-a-half years, the grain-rescue tubes have saved 10 lives. They are used in 22 different states, from the Canadian border to Texas,” says Berg.

While the statistics are glum and the danger is becoming even greater with the increased acres handled, new inventions and increased education have brought about an optimistic survival rate and a positive outlook for the future of grain workers.

—Story by Ethan Mickelson,
photos courtesy Rich Schock

Quick tips for Grain-bin Safety

- In order to eliminate incidents, eliminate the reason for entering a bin.
- If possible, work from outside the bin.
- If entering is necessary, never enter alone.
- Turn off and lock out all the powered equipment associated with the bin, including augers used to help move the grain.
- Wear a body harness with a lifeline, and secure it outside the bin.
- Always have an attendant at the bin opening.
- Use an oxygen meter to test the air quality and oxygen availability before entering bins.
- Invite responders to your site to go over the risks involved for you and your workers’ safety.
- Have an emergency plan in case there is an accident.
- If trapped, remain calm, and get help as soon as possible.

A combine harvester is shown in the middle of harvesting a soybean field. The field is filled with golden-brown soybean plants, and the harvester is moving through them, leaving a trail of harvested grain. The sky is clear and blue.

Taking What the Markets Will Give

Throughout most of North Dakota, favorable weather during the spring and summer created excellent

conditions for growing soybeans. Unfortunately, the same can't be said for marketing soybeans.

Cash prices in early September dove below the \$8 per bushel mark in anticipation of the coming harvest. With a sizable U.S. soybean crop expected, those prices aren't likely to make big recoveries in the near future. The U.S. Department of Agriculture's National Agriculture Statistics Service (USDA-NASS) estimates the total U.S. soybean acreage at a record 85 million acres. Despite more than 2

million acres in the central United States that weren't planted because of wet conditions, another large soybean crop is expected.

"It's 'Economics 101,'" says North Dakota State University (NDSU) Crops Economist and Marketing Specialist Dr. Frayne Olson. "We're coming off back-to-back record years for soybean production, and 2015 looks fantastic. Combine that with record crops in Brazil and Argentina, and it shows that farmers can supply the world with a lot of soybeans."

Olson says that U.S. soybean markets are almost evenly split between domestic crushing and international exports. Crushing margins

and domestic livestock demand have both been strong. Exports have grown, but it's a buyer's market because of competition from South

“We can't store all of our grain forever waiting for prices to get better; we have to sell sometime. The question is, what do I store, and what do I sell?”



NDSU Extension Service crops economist/marketing specialist Frayne Olson says global supplies are holding soybean prices down.

America. Olson says that the large world supply of soybeans and a strong U.S. dollar combine to hold prices down.

“Right now, we’re oversupplying what is needed, and the market is trying to figure out how low it has to go to get more sales,” Olson adds.

Think Like a Buyer

Olson believes that most old-crop soybeans in North Dakota have been sold and moved to make room for the 2015 crop. Unfortunately, he adds, most farmers haven’t been as aggressive in forward selling the 2015 crop.

Last winter and spring, soybeans offered better market potential than most other crops. The USDA-NASS says that North Dakota farmers planted 5.77 million acres of soybeans with an estimated yield of 196 million bushels. Those bushels will need to be marketed at a time when global supplies are strong and prices are low.

“I encourage farmers to think like a buyer,” Olson says. “Most buyers are cautious. They’re not aggressive on price because they don’t need to be right now. It’s not totally doom and gloom, but I think farmers have to be realistic,” he adds.

It’s times like these that the growth of on-farm grain storage can benefit farmers.

Holding On

North Dakota has about 880 million bushels of on-farm storage and another 400 million bushels of commercial grain storage. Growth has occurred because of a changing crop mix throughout the state, and the additional capacity allows farmers to take advantage of pricing opportunities.

Eric Broten of Dazey, North Dakota, is one farmer who recently increased his storage. Several years ago, he built a new facility that gives him the capacity to hold onto nearly an entire year’s worth of crops. The facility also provides some needed flexibility.

“Having that storage gives us a lot of opportunities,” Broten says, “but you still need a plan. You still have to have an idea of what you want to do with that grain.”

“If farmers store their crops, they can market and take advantage of any price movement,” agrees Stuart Letcher, executive vice president of the North Dakota Grain Dealers Association. “Grain elevators do the same thing.”

Individual cash-flow needs can

dictate sales, but the storage growth lets farmers determine which crops are most advantageous to sell. What’s happening in other grain markets, such as corn and wheat, may dictate which crops farmers store and which ones they sell.

“We can’t store all of our grain forever waiting for prices to get better; we have to sell sometime,” Olson contends. “The question is what do I store, and what do I sell? Sell what has lift and store what has potential.”

Letting Go

While crop prices sputter, the temptation for many farmers is to put grain in the bin and leave it there until things improve. Olson says that farmers need to be realistic about their expectations for price recovery. He doesn’t expect any price run-ups or collapses in the coming months, but he does believe that farmers will have the chance to take some profit.

“There may be some pricing opportunities, and farmers should be prepared to take advantage of them,” Olson says. “It may not be at the prices they want, but it may be the best we can get.”

Experts say that the market conditions aren’t likely to change

quickly. Even though global demand is strong and new soy markets are emerging, it’s not enough to overcome the large global supply of soybeans.

The next set of uncertainties that could impact the soybean price is the real size of the South American soybean crop. Most analysts expect increased soybean acreage in Brazil and steady numbers from Argentina. Weather conditions could greatly impact the South American crop, which could spur price rallies. Many weather experts are predicting an El Nino weather pattern which would impact South American production.

Regardless of factors outside the farmer’s control, it is important for farmers take what the markets will give them.

“In the environment we’re in right now, the odds of hitting a homerun are low,” Olson admits. “But I would suggest farmers make sequestered sales. Sell something, and keep chewing away at it anytime there’s profit to be had.”

—Story by Dan Lembke,
photos by Wanbaugh Studios



On-farm storage gives farmers options for marketing their grain when opportunities arise.

BA\$ I\$ BA\$ I¢\$

Most farmers fondly remember 2012. Drought fears in much of the United States and a strong global

soybean demand drove prices beyond the \$18 per bushel mark. Because North Dakota avoided wide-ranging drought damage, many farmers in the state were able to capitalize on the elusive combination of good yields and a

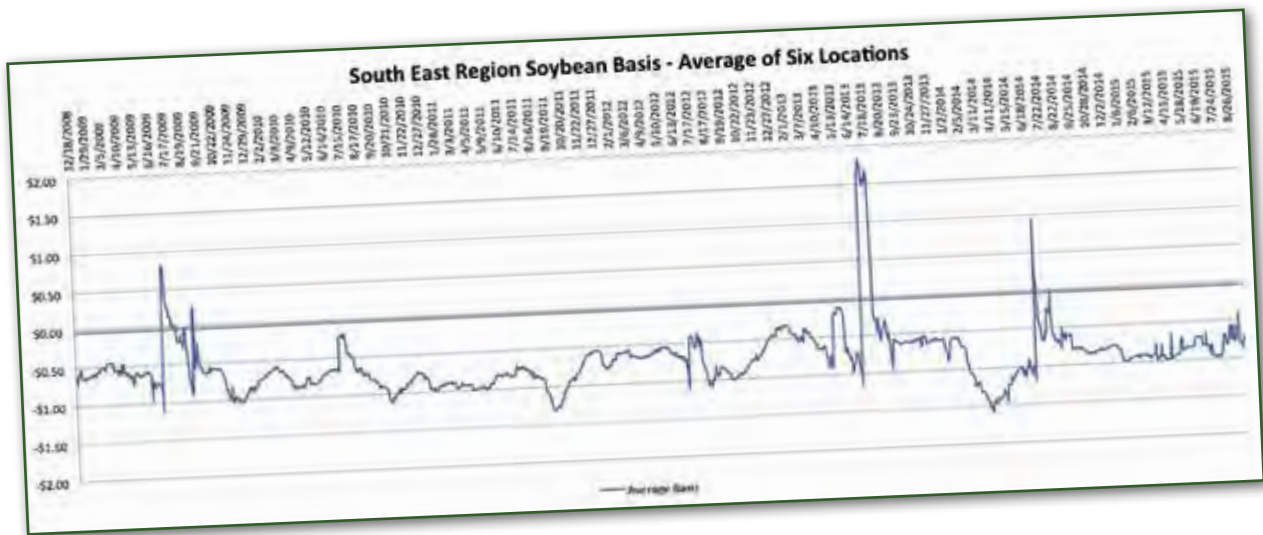
strong price. Those days seem like a distant memory as current soybean prices flounder.

One culprit that many farmers point to for negatively impacting their bottom line is a wide basis.

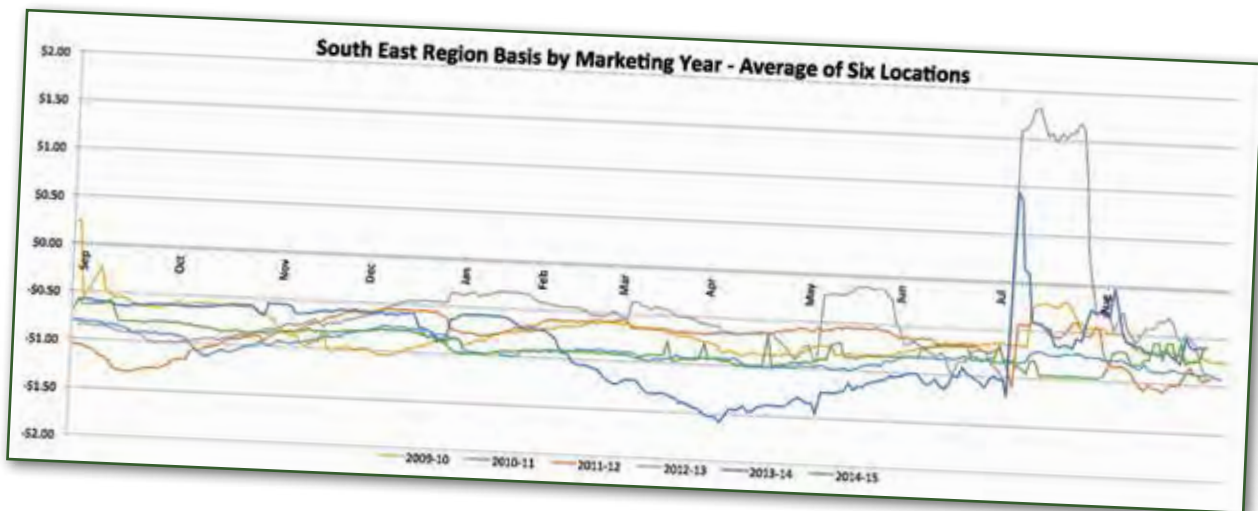
The basis is the local cash price minus the nearby futures price. In 2012, that gap closed to a few cents. In many areas of North Dakota, that basis is now well over a dollar per bushel. While that disparity is frustrating and an obvious concern

for farmers, North Dakota State University (NDSU) Extension Crops Economist and Marketing Specialist Dr. Frayne Olson says that the wider gap is actually in line with historic averages.

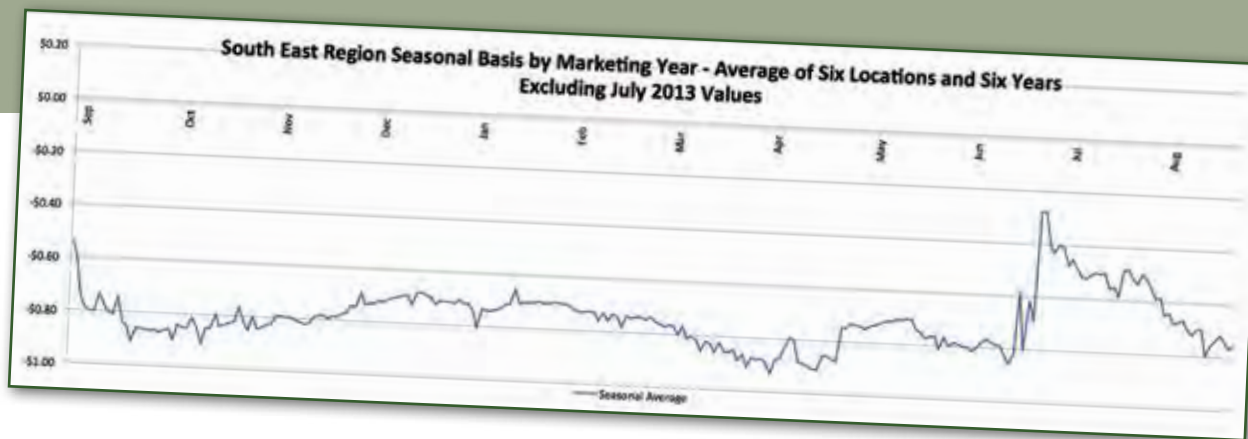
“In 2012, cash prices were almost



Graph One shows the average of six local elevators from the South East North Dakota USDA – National Agriculture Statistic Service Crop Reporting District. This graph contains the daily average historical basis levels from December 18, 2008 through September 4, 2015. This graph shows how variable soybean basis values have been over the past several years.



Graph Two is the average of the same six local elevators, from the SE USDA-NASS District, but reported by “marketing year” rather than a continuous time line. The marketing year for soybeans begins September 1 and ends August 31 each year. This graph shows that even though each year is different, the soybean basis has a general seasonal pattern.



Graph Three is the average of the six local elevators and the average of each of the six marketing years in the analysis. This graph shows the general seasonal basis pattern and that current basis levels are not that unusual. (Note: Basis values for July 2013 were not included in this graph.)

identical to futures prices because supply was tight,” Olson says. “Buyers had to increase their price to pull beans in. Domestic and international buyers were competing aggressively for beans grown here, so the difference between the futures price and cash price was very close.”

Because global soybean supplies

are strong and another strong crop is forecast for 2015, buyers don’t need to be as aggressive.

“Today, our base price has dropped because soybeans aren’t in short supply. Importers still need to buy, but they don’t have to be aggressive, and the cash market doesn’t have to be as aggressive in bidding to get beans,” Olson says.

Farmers remember the narrowed basis of 2012, which Olson says skews the historical perspective. Tracking records for the past decade and beyond shows that what is happening to the basis now is actually closer to normal. Olson says that, in the southeast region of the state for example, the basis has averaged 80 cents per bushel over the past 6 years. In other regions, “if you go back far enough, \$1.10 was pretty normal.”

Freight rates are also part of the equation, and they can impact the local cash basis. However, they’re

only part of the mix.

While a widened basis is more normal than most farmers want, Olson says that farmers are seeing wider swings in the basis. However, the wide basis that farmers are experiencing now is all too common.

“Human nature is that we have a short memory,” Olson adds. While it’s easy to remember the good times, “2012 was an anomaly.”

—By Dan Lemke, charts provided by Frayne Olson, NDSU

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Participants in a March Soybean Risk Management & Trading Seminar learned about the importance of basis in marketing their soybeans. The next Seminar will be held during March, 2016. Look for more information in coming issues of this magazine.



Funded by the North Dakota soybean checkoff.

Banquet in a Field

Serves Food and Farm Education to Consumers

More than 120 people came together on August 4, 2015, near Harwood for CommonGround North Dakota's

second annual Banquet in a Field. The event, hosted at Peterson Farms Seed, connected Fargo-area influencers with the farmers who raise and produce food. Guests were invited to ask food and agricultural questions as they toured 11 different crop plots. The guests enjoyed a five-course meal featuring 11 crops and three meats, all products from

North Dakota farms and ranches. "We were thrilled to participate by hosting this great farm-to-plate event. We planted 11 crops, all used in the fantastic meal," says Julie Peterson, owner and vice president of Peterson Farms Seed. "Eating a delicious appetizer and then being able to associate it with the plant from which it was grown is a



NDSU's BBQ Boot Camp grilled the mouthwatering beef tenderloin.



NDSC Board Member Joe Morken of Casselton and his wife, Robin, visited with guests while promoting soybeans as well as answering food and farming questions on August 4.



The evening's servers were North Dakota FFA State Officers along with FFA members from Kindred, Carrington, Tappen, Wishek and Wyndmere.

unique learning experience.”

Dinner and appetizers, prepared by Tony and Sarah Nasello of Sarello's Culinary Events and Meeting Center, included North Dakota-grown soybeans, potatoes, flax, canola, sugar beets, pinto beans, corn, sunflowers, durum, spring wheat and barley along with pork, lamb and beef. North Dakota Future Farmers of America (FFA) State Officers, along with FFA members from Carrington, Kindred, Tappen, Wishek and Wyndmere, served dinner.

“Connecting foodies, bloggers, media and influencers from the Fargo community to North Dakota agriculture builds invaluable relationships. CommonGround North Dakota had 21 volunteers from across the state working together to make it possible,” says Katie Pinke, CommonGround North Dakota's volunteer coordinator.

Banquet in a Field is supported by a broad-based coalition of organizations, including the North Dakota Soybean Council (NDSC), Napoleon Livestock, the North Dakota Beef Commission, the

North Dakota Corn Growers Association, the North Dakota FFA Foundation, the North Dakota Lamb and Wool Producers Association, the North Dakota Pork Council, the North Dakota



Carl and Julie Peterson, owners of Peterson Farms Seed, were the evening's hosts.

Soybean Growers Association, the North Dakota Wheat Commission, Northharvest Bean Growers Association, Peterson Farms Seed, Sarello's Culinary Events and Meeting Center, and AgCountry.

“NDSC was very proud to help organize, sponsor and participate with this event again this year,” says Suzanne Wolf, NDSC

—Continued on page 22



The goal of the evening was to share conversations about North Dakota food and agriculture.



The delicious meal was prepared by Tony and Sarah Nasello of Sarello's Culinary Events and Meeting Center.

—Continued from page 21
communications director. “Since food-purchasing decisions are personal and emotional, it’s understandable for more consumers today to ask questions and seek out more information on their food supply. Sometimes, however, they receive incorrect information. NDSC understands the impor-

tance of and need for CommonGround North Dakota and events like Banquet in a Field.”
CommonGround is a national movement of farm women who want to share information about farming and the food they grow. Consumers in the cities and suburbs are more disconnected from farm life than ever before,

and that disconnect has led to misconceptions about modern farming and the people behind it. CommonGround is a group of North Dakota farm women working to help dispel myths and to build trust in farm families.
To stay connected with or volunteer for CommonGround North Dakota and to see more pho-

Take a peek at the short video highlighting the evening and feel part of the beautiful Banquet in a Field event on August 4. YouTube: <http://bit.ly/ndbanquet>

“The farmers... they’re really the rock stars... they bring it to the table... they feed the world. Isn’t that awesome?”

tos from Banquet in a Field, visit the organization’s Facebook page: www.facebook.com/CommonGroundNorthDakota.

—Story by Beth Davis, photos by Betsy Armour, Erin Ehnlé and Creative Treatment



Guests were shuttled to the field via tractor-drawn people movers.



Before dinner, guests had the opportunity to walk through the planted plots while enjoying appetizers featuring each crop and to engage in conversations with the farmers who grow the crops.



The NDSC Names Molly Fern as the Director of Finance

The North Dakota Soybean Council (NDSC) has named Molly Fern as the director of finance. Fern is responsible for managing NDSC's financials, administering the federal checkoff program and procuring services.

"Molly has made many valuable contributions that have helped move the NDSC forward over the years," says Diana Beitelspacher, CEO of the North Dakota Soybean Council. "She also serves as a wonderful ambassador for NDSC and our industry. We are very fortunate to have Molly on our team."

Fern has worked for NDSC since 2006. Prior to joining the North Dakota Soybean Council, Fern worked for Target Corporation. She earned her Bachelor of Science degree in business management from the University of Mary. Fern and her husband, Bryan, live in Fargo with their two young sons.

—Story by staff,
photo by Wanbaugh Studios



Intern Joins North Dakota Soybean Council

Ethan Mickelson has joined the North Dakota Soybean Council (NDSC) as a marketing and communications intern. Mickelson began his internship in August.

"We are excited to have Ethan on our team and appreciate the contributions he is bringing to the Council," says NDSC CEO Diana Beitelspacher. "Teaming up with the State of North Dakota made this internship possible and creates a win-win scenario for us and for Ethan. We have the benefit of his skills and talents while he gains valuable and practical agricultural and state-agency work experience."

Mickelson is a sophomore at North Dakota State University; he is majoring in Strategic Communications, with an emphasis in Public Relations. He grew up on a small-grains farm in Rolla, North Dakota, and graduated from Mt. Pleasant High School in 2014. Mickelson was active in Boy Scouts of America throughout school and possesses foreign-language proficiency in both Russian and Spanish. His work

experience includes writing for North Dakota Living Magazine and the Turtle Mountain Star Newspaper. In high school, he was a disc jockey for KEYA Public Radio, and he also has photography experience. Mickelson has been working on the family farm all his life, helping with planting, harvesting, machinery operation and maintenance, bookkeeping and various multimedia farm-promotion projects.

"Working at the North Dakota Soybean Council is the perfect complement to my studies in Public Relations at NDSU and my farming background," says Mickelson. "I've been around producers all my life, so I am thrilled to be able to work with and meet more of them from around the state. The people I have met from the board and staff have more than reaffirmed my passion for communications and agriculture, and I can't wait to gain even more experience in the future."

—Story and photo by staff

Donated Food Grade Soybeans Feed Children in Central America

Across the fields of soybeans being harvested this fall, you might think about the soybeans' end uses. Different varieties bring an array of soybean uses. The Northern Food Grade Soybean Association (NFGSA), a nonprofit organization of nine regional soybean-processing companies, knows the soy milk, Natto and tofu food-grade varieties go directly to feed people, domestically and internationally. On August 26, 2015, NFGSA members donated two 20-metric-ton (MT) containers of food-grade soybeans that went directly to feed children in Honduras and Guatemala.

The participating NFGSA member companies include Brushvale Seed, Richland IFC, SB&B Foods, SK Food International and SunOpta.

"In partnership with other Northern Food Grade Soybean Association member companies and the growers with whom we work to produce food-grade soybeans, we know this donation goes

directly to help feed hungry children in Guatemala and Honduras. The value of soybeans to them enriches their nutrition and livelihood," says Tara Froemming of SK Food International who helped coordinate the donation and loading event that local media attended.

The NFGSA worked directly with the World Soy Foundation, which has partnered with Food for the Poor for 4 years to bring much needed nutrition to children in Central America. The donation of two 20-MT soybean containers was shipped to Guatemala and Honduras for use by SoyCows to feed thousands of children.

A SoyCow is a processing system that can grind and cook whole soybeans into soymilk to make beverages, soya "cheese" (tofu), yogurt and other soyfoods. The SoyCow machine suits low-cost labor countries and creates jobs for 3-6 unskilled workers. The SoyCow can process about 4 pounds of raw soybeans into 4 gallons of nutri-

tious soymilk in about 20 minutes. The insoluble parts of the bean can be used to enhance the nutrition of local foods, such as breads, soy patties, stews and other blends. Programs that produce a surplus of soy products made with a SoyCow machine can create additional income with products sold at a local market.

One in four children in Honduras is chronically malnourished; that rate rises to one in two children in Guatemala. The NFGSA-donated soybeans will be processed into soy beverages and foods in both countries and will be served at orphanages, childcare centers, clinics and elsewhere to help provide valuable protein to children in need.

The World Soy Foundation is a 501(c)(3) charitable organization that reduces malnutrition through the power of soy. Food for the Poor is the third-largest international relief and development organization in the U.S. and feeds millions



Children in Honduras and Guatemala will be given valuable protein with soy beverages and food.

of hungry people in 17 countries of the Caribbean and Latin America. Both organizations connect with NFGSA's mission to promote and support the health and growth of northern food-grade soybean production by providing leadership and value to its members and the marketplace.

Food-grade soybean acreage accounts for approximately 10 percent of soybean production in North Dakota and about 500,000 acres in the Red River Valley. If you are interested in learning more about growing food-grade soybeans in 2016, connect with NFGSA members at www.nfgsa.org or on Facebook at facebook.com/foodgradesoybeans.

—Story by Katie Pinke, photos by Tara Froemming and the American Soybean Association



Donation of food-grade soybeans for Central America.



Funded by the North Dakota soybean checkoff.

NDSC Sponsors U.S. Soy Global Trade Exchange

The North Dakota Soybean Council (NDSC) was a sponsor of and exhibitor at the 2015 U.S. Soy Global Trade Exchange and Midwest Specialty Grains Conference

and Tradeshow in Minneapolis, Minnesota, September 9-11, 2015. The conference hosted just over 700 attendees with more than 339 delegates from 55 countries outside

the United States. The conference program focused on vital conversations about the global soy supply and demand, along with discussions about transportation, global trends for the food industry, international protein demand, the world economy and international trade, emerging growth markets, sustainability, feed value, biotechnology and food labeling, among others. The event was also an opportunity to meet and network with international

soy-industry trade delegations.

“This conference allows us to all meet in one centralized location and (to) continue our conversations and relationship building,” says Stephanie Sinner, NDSC’s director of marketing. “It was great this year to have farmer-leaders from North Dakota attend and make connections on behalf of our state’s soybean producers.”

—Story and photo by staff

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A delegation of soybean farmer-leaders from North Dakota traveled to Minneapolis to participate in this year’s conference and tradeshow. From left to right in the photo: NDSC Communications Director Suzanne Wolf; NDSC Director Joe Morken, Casselton; NDSC Director Charles Linderman, Carrington; North Dakota Soybean Growers Association (NDSGA) Director Joe Ericson, Wimbledon; NDSGA Executive Director Nancy Johnson; United Soybean Board (USB) Director Joel Thorsrud, Hillsboro; USB Director Jay Myers, Colfax; and NDSC Marketing Director Stephanie Sinner.



She Should Have Known Better

As an RN who has worked in critical-care and quality departments for more than 25 years, Lynnette

Anderson says she should have realized that the annoying ache in her left arm was more than a symptom of a weekend's worth of fall chores at their soybean farm near Page, North Dakota.

"I just chalked it up to all the gardening, washing windows and other fall chores we had been doing around the farm all weekend," Anderson said. "I didn't have any other symptoms, risk factors or a family history, nothing that would make me think it could be my heart."

Anderson's husband, Rick, pushed her to go to the emergency room. He remembered seeing a

commercial that outlined how women's heart-attack symptoms were different from men's, but Lynnette stood firm: "I just didn't think it could be me," she said.

Anderson scheduled a last-minute appointment on the following Monday morning with her primary-care physician who administered an ECG and discovered that the nagging pain in her arm was a heart attack. She was taken by ambulance to the hospital and whisked into the cardiac cath lab, where doctors repaired a 99 percent blockage with two stents.

Heart disease is the number

one killer of women, causing one in three women's deaths each year and killing approximately one woman every minute. However, most women don't recognize their risk. To make matters worse, the symptoms of a heart attack can be different in women and are often misunderstood, even by individuals in the healthcare field.

On the other side of her heart attack, Anderson says hindsight has taught her some valuable lessons. "As women, we have a tendency to take care of others first, and taking care of ourselves is a lot further down the list," Anderson said. "It is so important to just go in and get yourself checked. If I could pass on one bit of advice, it's to not be stubborn like me and listen to your family and friends."

The American Heart Association outlines simple steps to "Go Red" in North Dakota and to help fight heart disease in women:

- **Get Your Numbers:** Ask your doctor to check your blood pressure, cholesterol and glucose.
- **Own Your Lifestyle:** Stop smoking, lose weight, be physically active and eat healthy. Did you know that consuming 25 grams of soy protein a day, as part of a

diet that is low in saturated fat and cholesterol, may reduce the risk of heart disease? In 1999, the U.S. Food and Drug Administration (FDA) announced that incorporating soy protein into the daily diet helps fight coronary heart disease.

- **Raise Your Voice:** Advocate for more women-related research and education.
- **Educate Your Family:** Make healthy food choices for you and your family. Teach your kids the importance of staying active.
- **Support:** Show your support of the Go Red for Women movement in North Dakota by attending the Go Red for Women Ladies' Night Out event on November 21 in Bismarck. For more information about women and heart disease, Go Red for Women and the American Heart Association, visit www.GoRedBismarck.org.

—Story and photo by Chrissy Meyer



The Anderson family, from left to right: Rick Anderson, Lynnette Anderson, Stephanie Severson, Martin Severson and Alyssa Anderson.



Healthy Options for Kids this Fall

Fall is a favorite time of the year. The cool, crisp air and beautiful fall colors are signs that it is time to pull out those cozy sweaters again, to start making soups and stews, and to turn the oven on for baking. Have you also started thinking about how to continue eating healthy now that all the summer produce is just a great food memory?

Whether you have your own kids or you now have

grandchildren, good nutrition is still critical. Childhood obesity and diabetes continue to increase and are huge issues across the U.S. Some health professionals even think these issues are at a crisis stage. What can you do?

Take a look at what foods are available in your refrigerator or in your pantry for kids: are the options healthy or loaded with fat, sugar and calories? Kids love to be in the kitchen creating masterpieces,

and when they are involved with making food, they are more likely to eat it.

Don't forget that research shows that, if young girls consume 1-2 servings of soyfood/day, it could reduce the risk of breast cancer up to 50% later in life. It is easy to find ways to include soyfoods every day into meals and snacks. Frozen edamame in the freezer, soynuts in the pantry and chocolate soymilk in the refrigerator are easy and

convenient ways to keep soy protein on hand for quick after-school snacks. Protein makes you feel full and satisfied longer so you consume less calories.

Try this easy recipe to start including soy protein in meals every day!

—Story and photo by Linda Funk

Calico Beans

- 1 (16 oz.) can baked beans
- 1 (15 oz.) can black soybeans, rinsed and drained
- 1 (15 oz.) can tan soybeans, rinsed and drained
- 1 (12 oz.) package frozen, shelled edamame
- 1 cup maple syrup or barbecue sauce
- 1/4 cup cooked turkey bacon, broken into small pieces

Combine baked beans, black soybeans, tan soybeans, edamame, syrup or barbecue sauce, and turkey bacon pieces in a 4- to 5 1/2-quart slow cooker. Cover and cook on LOW for 6 to 8 hours (HIGH 3 to 4 hours).

If necessary, stir in 1/2 cup water for the desired consistency.

If using an oven, preheat the oven to 250 F. Combine the ingredients, and put them into an oven-safe pan. Stir every 20 minutes, and continue to cook until heated through and the ingredients are blended well.



Handle with Care

Fall is a flurry of farm activity involving long hours of combining, tillage, fertilizer applications and

winter preparations. What shouldn't be forgotten in the blur of harvest is the care necessary to keep soybeans and other grain in optimal condition while they are stored.

According to the U.S. Department of Agriculture, North Dakota has about 880 million bushels of on-farm grain-storage capacity, meaning billions of dollars' worth of grain are stored in the countryside and are under farmer control.

"Farmers think a lot about equipment, fertilizer needs and planting the right seed. Then, they watch the crops grow all spring and summer. Once they get it harvested, they put the grain in the bin and maybe check it every couple of months," says Dr. Ken Hellevang, an agricultural engineer with North Dakota State University (NDSU) Extension Service. "That grain is our profit. We need to keep an eye on it because things can and do go wrong."

"Monitoring grain is just about a full-time job," says Dazey, North Dakota, farmer Eric Broten. "When you think about what you're putting in those bins and the value that it has, you can't let it come out of condition."

Broten grows soybeans, corn, wheat and barley. Each crop has its own storage needs. Broten says that the barley is stored until malting houses need it while the seed soybeans he raises are kept in bins until the seed company is ready to clean, process and sell them. Corn and wheat may be held until the market is favorable or cash-flow needs dictate sales. On his farm, fewer soybeans go into bins than

any other crop because they have the highest value per bushel.

Grain prices, individual farm-marketing plans and cash flow needs typically dictate which crops will be stored and for how long. With low commodity prices, farmers may hang onto their grain for months waiting for rallies.

Moisture

For optimal storage, grain needs to be kept at the proper moisture. Hellevang says that there is a difference between market moisture and storage moisture. For soybeans, market moisture is 13 percent. If farmers intend to hold soybeans in storage through the warmer months, the moisture needs to be closer to 11 percent.

"Northern-tier states have had issues with wet beans," Hellevang adds. "If we get a late fall, we're usually okay, but years with early frost and fall rains can give us wet beans. The good thing with soybeans is their moisture does change fairly rapidly. As long as we have a window to harvest them when they're dry, we usually don't need to do a lot of artificial drying."

Temperature

The goal in the fall is to lower grain temperatures as outside temperatures permit. Hellevang recommends running fans when the grain is 10 to 15 degrees warmer than the outside temperature so that the grain cools.

Once winter arrives, Hellevang advocates holding grain temperatures near or just below 30 degrees. "There's no benefit to taking tem-

peratures colder; in fact, that can cause condensation issues later."

If grain is being held through spring, running fans in late winter will help cool it. Maintaining the grain temperature between 30 and 40 degrees is the target. Reaching that goal is possible even with warm, outside air because grain is a good insulator.

"Cool is beneficial for us when storing," says Hellevang. "Temperatures below 50 degrees greatly reduce insects and enhance our allowable storage. (That temperature) also stops respiration and inhibits mold growth."

Monitor

Once grain is cooled and stored, regular monitoring is still required. Monitoring systems, including

temperature sensors inside the bin, give an indication about the grain condition. Automated monitoring systems can simplify the process for farmers by turning on fans when the right conditions exist. While those tools are helpful, farmers still need to keep a watchful eye on their bins.

"We still need to use our eyes to look for condensation, crusting on the grain surface and use meters to make sure the grain is at optimal moisture," Hellevang adds.

The NDSU expert recommends checking the grain every two weeks until it's cooled for winter, then every three to four weeks during winter. Once the weather begins to warm, bi-weekly checks are recommended to catch any changes before they become problems.

For more information and additional grain-handling resources, visit www.ndsu.edu/graindrying.

—Story and photo by Dan Lemke



NDSU Extension Agricultural Engineer Dr. Kenneth Hellevang focuses much of his effort on helping farmers care for their stored grain.



Keeping Remote Sites Secure

Many grain-storage systems are located on uninhabited sites away from home farms and the watchful eyes of farmers. This placement can be advantageous due to the proximity to highways or even to keep fan noise from being a disruption, but it also can be a target for thieves and vandals.

“We were concerned with that,” admits Eric Broten of Dazey, North Dakota. Broten recently built a grain-handling system at a remote location. “Our biggest worry was vandalism, so we do have security in place to discourage that.”

NDSU Extension Service Agricultural Engineer Dr. Ken Hellevang agrees that more sites are being built away from home farms, precipitating the need for some basic security measures, such as locking out electrical systems, having good lighting or even using technology such as remote sensors and camera systems.

“Thefts may not be as much of an issue with \$4 corn and \$8 beans, but it’s still important to protect it,” Hellevang adds.

Numerous commercial providers offer remote-monitoring systems to protect grain, equipment, buildings and even livestock.

—Story by Dan Lemke,
photo by Wanbaugh Studios



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WARMING THE MARKET FOR BIOHEAT

It's not just for vehicles anymore. Biodiesel, made largely from soybean oil and used primarily as a

transportation fuel, is getting a very warm reception as home-heating oil.

Bioheat is a blend of biodiesel mixed with conventional heating oil. Used largely in the northeastern United States where heating oil is a prominent fuel, Bioheat offers a cleaner alternative for the oil-heat industry.

"Home heating oil is about a 6-billion-gallon industry," says Paul Nazzaro, president of the Nazzaro Group and a petroleum-industry liaison to the National Biodiesel Board. "It was suffering from quality perceptions, so we integrated the biodiesel with the heating oil to improve the quality of the heating oil. It's revolutionized the heating-oil industry."

John Huber, president of the National Oilheat Research Alliance, says that heating-oil companies, many of which are family-owned businesses such as farms, compete with monopolies and utilities.

Blending biodiesel with heating oil offers a cleaner alternative.

"We aren't really producing particulates, which is a really good thing," Huber says. "We look very comparable to natural gas by blending just a little bit of biodiesel."

Bioheat began as a 5 percent biodiesel blend, but new ASTM standards allow for blends that are up to 20 percent biodiesel.

Nazzaro estimates that, once Bioheat moves up to the 20 percent blend, it would mean a market for between 300,000 and 1.2 billion gallons of biodiesel each year. Currently, the annual biodiesel production in the United States is about 1.8 billion gallons.

The timing for Bioheat fits well with biodiesel use for transportation in the Midwest. Bioheat demand is greatest during the winter months when most biodiesel blends for transportation fuels are being reduced. An increased use

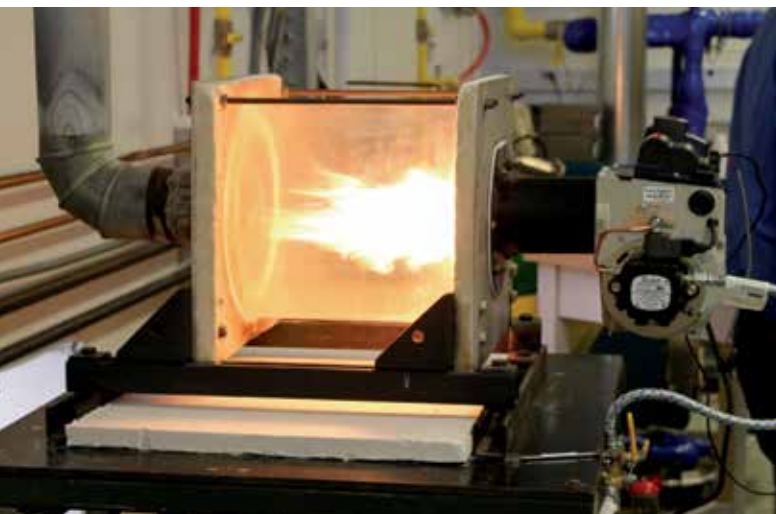
of Bioheat would create additional biodiesel demand, keeping Midwestern refineries producing year-round.

In August, 10 oil-heat industry representatives from the northeastern United States came to Minnesota for a Bioheat forum to draw attention to the opportunity. It's an opportunity that could benefit soybean farmers because research has shown that biodiesel adds 73 cents to the value of every bushel of soybeans grown in the United States.

—Story by Dan Lemke



Adding biodiesel to heating oil is benefiting soybean farmers, the environment and the home heating oil industry.



Biodiesel was rigorously tested to evaluate its effectiveness in oil burning furnaces.

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Twelfth Annual Golf Tournament

Thank you for making the Twelfth Annual Golf Tournament successful! The tournament is a way for the North Dakota Soybean Growers Association to say thank you to members and supporters. Your membership dues and sponsorship of NDSGA events help provide the funds necessary to continue policy advocacy work in Bismarck and Washington, D.C. We're proud of our past successes and are continually working to make things better for soybean growers throughout North Dakota.

For more photos from the tournament, visit facebook.com/NorthDakotaSoybeanGrowersAssociation

Congratulations to our tournament winners:

First Place:
Bob Green, Scott Mitchell, Jay Mitchell, Joel Mitchell

Second Place:
Jeremy Sinner, Korey Lorenz, Brent Buhr, Ryan Toop

Third Place:
Mural Pollert, Matt Schwarz, Jeff Williams and Brett Williams

Congratulations to our contest winners:

Longest Putt #6: Jeremy Frieze
 Longest Putt #18: Steve Ratchenski
 Longest Drive #9: Paul Christianson
 Longest Drive #16: Kasey Karlstad
 Closest to Pin #4: Brent Kohls
 Closest to Pin #11: Casey Garman

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Pride of Dakota
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SK Food International
SunOpta
Vogel Law Firm

Two NDSGA tournaments have been scheduled for 2016. The tournament in Jamestown is scheduled for July 26, 2016 and the tournament in Fargo is scheduled for August 23, 2016.

—Staff photos



Bean Briefs

Pollinator Health Proposal

Soybean farmers are concerned that the Environmental Protection Agency's (EPA) proposal to improve pollinator health could have significant, adverse consequences for growers with little guarantee for improvements.

The American Soybean Association (ASA) submitted comments to the EPA and underscored ASA's concerns with the proposal as a member of the Pesticide Policy Coalition (PPC). While ASA supports programs to improve pollinator health, concerns include EPA's "one size fits all" approach that limits the flexibility that agricultural producers need for some pest-control situations and state-managed pollinator protection plans' need to be developed with significant grower involvement.

The PPC's submitted comments also state that the EPA has not followed its procedures and policies to guarantee that regulatory actions will be based on chemical-specific risk-benefit analysis, which could result in inappropriate or unnecessary restrictions for pest-control tools that are available to growers.

"Our perception is that in its rush to 'do something' (for example, propose label changes before the 2016 growing season), even though numerous chemical or crop specific considerations will remain unresolved for some time, EPA has caused considerable concern for many growers," the letter states.

The groups suggest that the proposal could be improved with a step-wise approach to any program for label changes, including public meetings with agricultural and other stakeholders, to more fully develop any implementation strategy.

USDA Selects ASA's WISHH to Develop West African Poultry and Feed Market

The U.S. Department of Agriculture (USDA) has chosen the American Soybean Association's (ASA) World Initiative for Soy in Human Health (WISHH) Program and key partners to implement a major poultry-development project in the west-African country of Ghana. U.S. soybean growers, along with Ghana's poultry and feed industry as well as its protein-seeking consumers, all stand to benefit.

The USDA Foreign Agricultural Service's Food for Progress Program helps developing countries and emerging democracies modernize and strengthen their agricultural sectors. As a result, the program improves agricultural productivity and expands the trade for agricultural products.

"ASA is pleased to partner with USDA in agricultural development that supports expanded and mutually beneficial trading relationships," said ASA President Wade Cowan. "Nowhere is there greater need or bigger potential return on investment in agricultural development than in Sub-Saharan Africa. WISHH is a trailblazer for trade."

The United States is among Ghana's principal trading

partners, with two-way trade between the countries reaching \$1.45 billion in 2014, according to the U.S. State Department. Ghana is home to 26.4 million people and is a west-African hub for business growth.

The Ghanaian government seeks to revamp the poultry industry which has slumped in the last 30 years.

"The project will contribute to increasing the supply of both meat and eggs to address ever-growing demand in Ghana," said William Brown, Ph.D., country director of the Adventist Development and Relief Agency (ADRA-Ghana), an initiative partner. "The project could trigger the growth of poultry, maize and soy industries, which will provide employment and increased income. This will culminate in poverty reduction."

The multi-faceted project will promote the use of improved poultry feeds and will procure feed ingredients, including 15,000 metric tons of U.S. soybean meal. It will train Ghanaian poultry producers, improve feed-milling practices and products, and enhance the storage and handling of feedstuffs.

According to the USDA and other economic analysis, developing countries dominate world-demand growth

for agricultural products. The USDA projects that developing countries' demand for agricultural products will increase faster than the countries' can produce crops. As a result, these countries will account for a projected 92 percent of the total increase in world oilseed and meat imports from 2013-2022.

Since U.S. soybean farmers founded WISHH in 2000, the organization has worked in 24 countries to develop long-term markets for U.S. soybean farmers while fueling economic growth and value-chain development. The WISHH program is managed from ASA's world headquarters in St. Louis.

Erickson Completes Advanced Leadership Training

Milnor, North Dakota farmer Ed Erickson, Jr., (third from left) was among six American Soybean Association (ASA) directors who completed the first ASA Advanced Leadership at Its Best program. This program is sponsored by Syngenta and allows farmers who already hold leadership positions at the national level to enhance their skills through training on select topics.

— Staff reports



Ed Erickson, Jr., (third from left) was one of several national soybean leaders to receive advanced leadership training.



Second Annual Jamestown Golf Tournament

Thank you for making the Second Annual Jamestown Golf Tournament successful! The tournament is a way for the North Dakota Soybean Growers Association to say thank you to members and supporters. Your membership dues and sponsorship of NDSGA events help provide the funds necessary to continue policy-advocacy work in Bismarck and Washington, D.C. We're proud of our past successes and are continually working to make things better for soybean growers throughout North Dakota.

For more photos of the tournament, check out facebook.com/NorthDakotaSoybeanGrowersAssociation

Congratulations to our tournament winners:

First Place:
Mike Appert, Richard Grossman, Lance Jungula and Chris Bosch

Second Place:
Scott Sinner, George Sinner, Adam Noll and Todd Sinner

Third Place:
Randy Blaskowski, Nick Blaskowski, Miles Torgerson and Tom Kenna

Congratulations to our contest winners:

Longest Drive #2: Lance Jangula
Longest Drive #10: Todd Sinner
Longest Putt #9: Luke Rode
Longest Putt #17: Richard Grossman
Closest to Pin #4: Scott Schrader
Closest to Pin #12: Chris Bosch

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Getting to Know the Grower

Tell us about your farm.

I operate a corn, soybean farm northeast of Hillsboro. I am the fourth generation. I get by with seasonal help at harvest.

How would you describe this year's growing season?

So far, this growing season has been dry, wet, then dry again, with some welcome rain in mid-August. Overall at this time, the potential looks good for a decent crop.

How did you get involved with the North Dakota Soybean Growers Association?

I got involved with the soybean growers through my efforts working on various ag issues in Bismarck.

If you could change something about the current operating climate

for North Dakota farmers, what would it be?

I would like to see regulators from outside our state get involved with and gain an understanding of the issues we face before they attempt to impose their will on us. Regulatory issues will be the number one issue for the foreseeable future.

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

Without a doubt, technology, followed by the drastic decline in the number of people actually engaged in production agriculture.

What do you like to do outside farming?

Serving on boards. It is a great way to meet quality people and make a difference. It provides the opportunity to do meaningful things beyond your own situation.

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

New Zealand seems intriguing.

What do you like best about the fall season?

I like fall because you get to harvest the fruits of your labor, for better or worse.

If you could help non-farmers understand one key issue from a farmer's perspective, what issue would you choose?

Farms are where the environment and reality meet. We have a business to run, which is for profit. I didn't take a vow of poverty to do this. But additionally, no self-respecting producer wants to jeopardize the productivity of his ground for himself or future generations.



Mike Beltz
Hillsboro, N.D.

What do you like best about farming?

I like the challenge of it all, which can also be the worst part. It is a dynamic endeavor; the only constant is change.

— By Dan Lemke



Levi Taylor
Ypsilanti, N.D.

Tell us about your farm.

We are a fourth-generation, family run grain farm, operated solely by my father-in-law, brother-in-law and myself. We grow corn and soybeans.

Why did becoming a North Dakota Soybean Council director interest you?

I thought it would be a good opportunity and experience to learn more. I think there is a tremendous amount of knowledge to be gained from the different backgrounds and locations that all the board members come from. I also hope to make a difference in my area by visiting with farmers to find out how things are going and if there is anything I can do to help.

What are the other organizations with which you have been active?

My wife and I are very involved with the school where our little girl is in kindergarten. I am also on the local Stutsman County, North

Dakota, Farm Bureau Board, and I serve on the Young Farmers and Ranchers Committee at the state level of the Farm Bureau, representing District 5.

If you could change something about the current operating climate, what would it be?

The battle we're seeing with GMOs. People are very conscious about where their food comes from, but at the same time, we are fighting with certain organizations, groups and individuals who have been misled or are just not informed. They jump to conclusions and end up having this misconception of how we farm and how we raise food and fiber for our world.

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

Advancements in precision agriculture have made farming more data driven, and created new and better ways to track information. It's at a whole other level today, where you can have a combine and tractor going at the same time, and with two clicks of a mouse or a tap on a smartphone, you can find out fuel levels of equipment or see what types of problems they're having.

What do you like to do outside of farming?

I enjoy spending time with family as well as fishing, relaxing at the lake and woodworking.



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

Somewhere in Europe, like Rome to see the ruins.

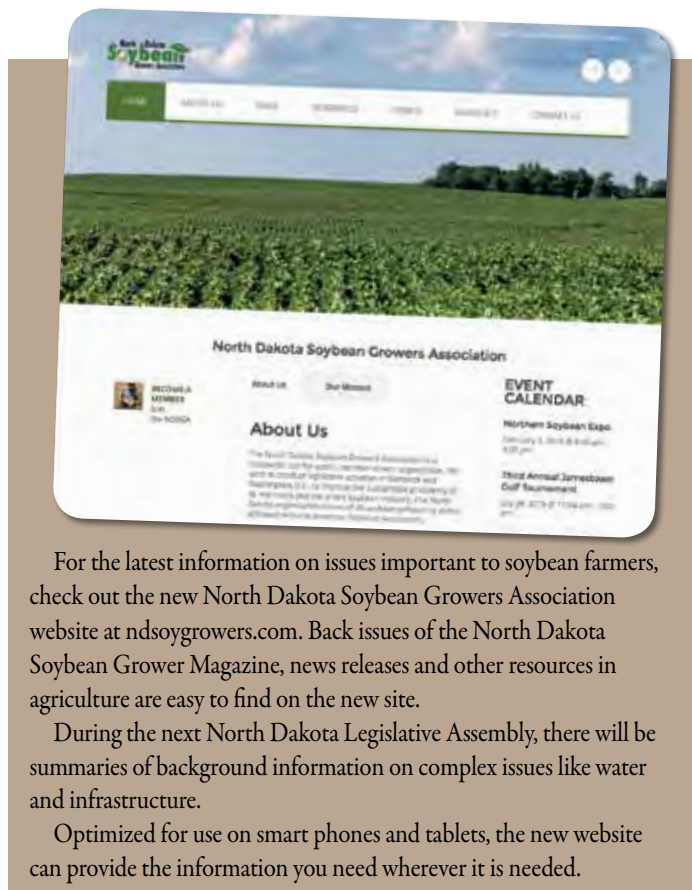
It's a beautiful North Dakota summer night, and you're sitting down to dinner. What's on the menu?

The main course would be a ribeye steak grilled medium with all the fixings. On the side would be sweet corn, freshly baked garlic bread, Caesar salad and a tall Budweiser.

What do you like best about farming?

The whole experience from when you work the ground in the spring, plant seeds, and watch them grow and grow and mature for harvest. It's rewarding to take ownership in the fact that I planted that field, and now, we grew something pretty amazing. It doesn't matter what size a farm you have, you can know you put all that hard work and sweat into getting the crop in, and with the good Lord's blessing, you'll be able to reap the benefits later on.

— *By Ethan Mikelson*



For the latest information on issues important to soybean farmers, check out the new North Dakota Soybean Growers Association website at ndsoygrowers.com. Back issues of the North Dakota Soybean Grower Magazine, news releases and other resources in agriculture are easy to find on the new site.

During the next North Dakota Legislative Assembly, there will be summaries of background information on complex issues like water and infrastructure.

Optimized for use on smart phones and tablets, the new website can provide the information you need wherever it is needed.

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