



THE NORTH DAKOTA
Soybean
GROWER MAGAZINE

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INSIDE
Managing Risk
Critical in 2015

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On the Cover: While this was shot during June soybean planting in 2014, there is the prospect of more timely planting in 2015.





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A NEW SEASON BEGINS

Spring is upon us once again. The optimism of a fresh start and the warming weather put a bounce in our step and a smile on our faces. We are sure that this is the year we will finally get the planting done on time and follow it with a perfectly timed rain. We know that, with our expertise and a little luck, we can be well on our way to a profitable year. For me, this spring will be a little different than in the past; it will be bittersweet.

I was elected to the North Dakota Soybean Growers Association (NDSGA) Board of Directors in February of 2009. I attended my first meeting in April of that year as a quiet, shy young man with no wrinkles and a full head of hair. I felt that I knew a lot about soybeans, but I didn't know much about what the association did or what its purpose was. Even though I was on the board, I still didn't understand the difference between the Growers and the Council. My plan was to blend into the background while serving my two terms, and then, I would be on my merry way. I didn't know that I was embarking on an opportunity that would change me forever.

The mission statement of the NDSGA is to "create partnerships to proactively improve the profitability and representation of all North Dakota soybean growers and to develop quality community leaders." As a board, we spend most of our time on the first half of that statement because it is that part which we fully understand and because it is relatively easy to tell when we are making progress. We often neglect the second half because it is, essentially, impossible to measure. Even though we don't focus much attention on it, I feel that the development of leaders is, indeed, our association's greatest strength.

In my time on the board, I have watched a number of fellow board members start with the same mindset I had. With each one of us, a funny thing has happened. We have found something within this association about which to be passionate. For some, our passion is making the association run smoothly. For others, it is selling memberships to their fellow farmers or working on farm-policy issues that are near and dear to their hearts. Once somebody finds a niche, the leader within begins to appear. To me, it is amazing what can be done when you are surrounded by growers who have found their passion. It can be extremely energizing to be around a group of great young minds.

This letter is the last one you will see from me in this magazine. My time on the board has come to end, and with great regret, I have to say goodbye to this board I have come to love. I know that the association is in great hands and will continue to thrive as this new season begins. It has been an honor and a privilege to work with Nancy, Scott, and all my fellow board members, past and present. I will truly miss all the time I have been able to spend with some of North Dakota's best and brightest farmers. I have met numerous people and made multiple friendships that will last a lifetime. Most importantly; I have found the leader within me. We all have it in us. Have you found it yet?

Happy Planting!



Jason Mewes,
Past President
North Dakota Soybean
Growers Association



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ASA Presents Harvey Morken with Lifetime Achievement Award

The American Soybean Association (ASA) presented Harvey Morken of Casselton, N.D., with the Lifetime Achievement Award-Membership Focus at its annual banquet during the 2015 Commodity Classic in Phoenix, Ariz.

The North Dakota Soybean Growers Association (NDSGA) was recognized as one of 16 states that met membership goals; 179 members were added in the past year, with 73 by Morken. The NDSGA now has 858 members, enough to receive a second national director on the ASA Board for 2015. Valley City farmer Monte Peterson is the new ASA director, and he is working with Ed Erickson, Jr. to represent North Dakota on the ASA Board. The membership total also gives North Dakota five delegates for ASA resolutions voting session, up from the four the state had last year.

Morken is a dedicated membership recruiter who strives to learn more about important issues. He engages farmers in conversation, underscoring the importance of having a state and national soybean association working on policy issues



doesn't want to do it; by being a member, he is supporting the board of directors to go and do the advocacy work for him. Morken says that a lot of growers will become members when they're asked while some people will not. He says that all the grower associations are important and need to be supported. "They're trying to make life better for us (growers), so why wouldn't you help someone along that's trying to make your life better?"

on their behalf.

Morken served on the NDSGA Board of Directors for seven years, and admits he was not comfortable and stumbled for a couple years while trying to find his niche. "Then, when I realized how important membership was to the association, I decided to try that, and I'm very comfortable doing it," says Morken. "It's almost disturbing to me when I see that we have, give or take, 7,000 soybean growers in North Dakota, and we're just barely over 850 members. Where is everyone?"

Morken thinks that the policy work the Soybean Growers Association does is important, and he

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We have an appreciative perspective as the 64th Legislative session draws to a close. You “hired” very capable legislators to represent you this session, we are grateful to you and to them. We also want to thank their families and employers for loaning them to us for these many months.

We are most appreciative of those that journeyed here with a problem-solving approach and skill set. They are the folks that lead resolution efforts to complex issues, some

which have perplexed over time. The theme of the session has been our “Multi-Billion Dollar Diet,” given the recently revised State revenue projections for the coming biennium. The session’s final outcomes are not known, but I know we are very grateful to those that made the extra effort to find the best possible outcomes for all.

I will extend our appreciation to all of you that hold elected County and Township leadership positions also. Funding and service challenges



abound in our rural areas and will continue to seek effective and efficient tools to aid in your efforts locally. Supplemental rural road and bridge funding is not what we dreamed of, but will meet our immediate needs.

There are a few legislators that do not fully comprehend the total value of Agricultural research and its bonus return-on-investments for all of North Dakota’s citizens. We need your help to rectify this situation. Please share your strong belief in the importance of needs based Ag Research funding and its associated infrastructure requirements with elected officials in your district on a regular and reoccurring basis! Our combined actions are the key to long-term successes.

Also, thank you to those

of you that have graciously provided your gifts of time and talent to volunteer boards all across our communities. We are especially grateful for those that serve on the Soybean Growers Board of Directors. The same is true for other commodity boards as well, thank you too. We have had the pleasure of meeting and working alongside many of you this session through our Ag Coalition legislative endeavors.

Spring has sprung, the geese are moving and farmers are planting. Please, farm and travel safe. Carve out some special family time this summer and make time to renew an old friendship too. Enjoy our warm season with friends and neighbors.

Come and play golf with us in Jamestown on July 29th or Fargo on Aug 25th.

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New Executive Board Seated

The North Dakota Soybean Growers Association (NDSGA) held officer elections during its March Board of Directors meeting. New NDSGA officers were President Craig Olson of Colfax, Vice President Ryan Richard of Horace, and Treasurer Eric Broten of Dazey. Secretary Luke Kuster of Grand Forks was re-elected. Joe Ericson of Wimbledon was appointed to an at-large position on the board, and Aaron Brakke of Oxbow was re-appointed as the board's industry representative.

Olson has served on the board four years, so he's observed how his predecessor, Jason Mewes, led the association. Olson gives Mewes a lot of credit for the NDSGA's growth during that time. As for deciding to assume the presidency, Olson says that the opportunity was there and that he felt it was a good time for him to step up and help the board continue its successful growth. "Our biggest challenge is to continue to increase membership," says Olson. "To get the members is sometimes a challenge. People don't realize what we do, and trying to get our message out to all the farmers is sometimes hard to do. So, that's our biggest challenge."

It costs \$75 for a one-



New North Dakota Soybean Growers Association officers are Eric Broten, Dazey, treasurer; Ryan Richard, Horace, vice president; Craig Olson, Colfax, president and Luke Kuster, Grand Forks, secretary.

year membership and \$200 for a three-year membership. Even without the incentives provided by sponsors, Olson figures it's a bargain. "The time that we spend in Bismarck to try to get funding to help fix roads and bridges, or research, is a big investment."

One thing most farmers don't have a clear understanding about is the difference between the grower association and the checkoff organization. Olson explains it this way. "The Soybean Council, with our checkoff dollars, does research, education, promotion and marketing. What the checkoff dollar cannot do is a lot of the policy work done in North Dakota; in our local communities

and even Washington, D.C. Our membership-driven group goes to these places for you to help make soybeans profitable."

Looking ahead, Olson says that it may be four or five years away, but the association has to think about what they want to see in the next farm bill. "Some of our views in North Dakota and South Dakota are different than the rest of the states, so that's why it comes back to having a strong membership base."

During the association's annual meeting in February, the following producers were re-elected to serve on the Board of Directors: Craig Olson, District 1, and Ryan Richard, District 3. Other directors are Kasey Lien of Milnor, District 2; Brent



Craig Olson leads resolution discussion during a caucus at Commodity Classic.

Kohls of Mayville, District 5; David Hartz of Cavalier, District 7; and Dennis Renner of Mandan, District 8. Ed Erickson, Jr. of Milnor and Monte Peterson of Valley City will continue to serve as American Soybean Association representatives. Jarred Billadeau of Ryder is the DuPont Young Leader on the Board of Directors.



DEAR VALUED SOYBEAN PRODUCERS:

As you gear up for the spring planting season, let's take a moment to celebrate all that you accomplished in the 2014 production year:

- Number of Soybean Acres Planted: A record 5.9 million!
- Number of Soybean Acres Harvested: A record 5.87 million!
- Number Four in the Nation for Planted Soybean Acres: North Dakota, another record!
- Number One Soybean-Producing County in the Nation: Cass County, N.D.!
- Average Yield Per Acre: 34.5 bushels, up from 30 bushels/acre in 2013
- Number of Bushels Produced: A record 202.5 million! (up nearly 43% from 2013)

We enter the 2015 growing season with a sense of excitement over the recent announcement by Ag Processors, Inc. that they are looking to construct a new soybean processing facility somewhere in the Dakotas as this will provide an improved market for you!

Your partners at the North Dakota Soybean Council will continue to work hard on your behalf by investing checkoff dollars in production research to find solutions to your greatest production challenges; international marketing to create demand and expand our footprint overseas; producer education to keep you on top of the latest industry developments; consumer awareness to bust the myths that exist about food production; and educating our international customers about the significance of essential amino acids as a true measure of soybean quality to level the playing field for North Dakota beans.

We wish you a very safe, productive and successful planting season!



Diana Beitelspacher
Chief Executive Officer
North Dakota
Soybean Council





North Dakota Soybean Council Visits NDSU's Winter Soybean Nurseries in Chile

The North Dakota Soybean Council (NDSC) has been a funding partner for NDSU's soybean-breeding program since 1986. This year, NDSC has allocated approximately \$345,000 for the NDSU soybean-breeding program, which is under the direction of Dr. Ted Helms, soybean breeder.

To see these research dollars at work, NDSC's

Research Committee held a fact-finding mission at NDSU's winter nursery in Santiago, Chile, on January 3-10, 2015. The delegation included NDSC board and research committee members Tyler Speich, Milnor; Charles Linderman, Carrington; Rick Albrecht, Wimbledon; Brent Kohls, Mayville; Joe Ericson, Wimbledon; Scott Gauslow, Colfax; Art

Wosick, Minto; and Mike Appert, Hazelton. Five representatives from the Minnesota Soybean Research and Promotion Council were invited to participate, along with Dr. Ted Helms and Dr. Jim Orf, University of Minnesota soybean breeder. Dr. Gary Secor, NDSU potato breeder and professor; Dr. Gonzalo Rojas-Cifuentes, assistant director of NDSU's

foundation seedstocks; and Viviana Rivera-Varas, a research assistant for NDSU's Department of Plant Pathology, accompanied the delegation as the group's country experts and interpreters.

NDSU's soybean-breeding program develops conventional and glyphosate-resistant soybean varieties for the general-use and



Dr. Ted Helms, NDSU soybean breeder, provides North Dakota Soybean Council board members with an overview of NDSU's glyphosate-resistant breeding program near Rancagua, Chile.



North Dakota Soybean Council board members travel to Chile January 3-10, 2015, to see research dollars working at NDSU's winter nurseries. From left to right: Art Wosick, Minto; Charles Linderman, Carrington; Tyler Speich, Milnor; Scott Gauslow, Colfax; Mike Appert, Hazelton; and Rick Albrecht, Wimbledon.



specialty-export markets. Dr. Helms also tests private-company varieties to assist growers with selecting the best variety for their farm. He has been using winter nurseries in Chile since 1987.

“Having a winter nursery is standard practice for soybean breeders and helps reduce the number of years the breeding process takes from 10 years to 7 years,” says Dr. Helms. “This allows farmers to take advantage of the better, high-yielding, improved, pest-resistant soybean varieties more quickly.”

NDSU has two winter nurseries in Chile. NDSU’s winter nursery that is used to develop glyphosate-resistant

experimental lines is located near Rancagua. Thanks to NDSU’s glyphosate-resistance breeding program, a new and improved glyphosate-resistant variety could be released in 2017, with a commercial quantity of seed available for farmers in 2018.

“We anticipate that farmers will be able to save their own seed of glyphosate-resistance soybean varieties developed by NDSU,” says Dr. Helms. “Planting NDSU-developed glyphosate-resistance types will save growers money by reducing seed costs.”

A second winter nursery is hosted at the Chilean Institute of



The Research Committee of the North Dakota Soybean Council (NDSC) gains a better understanding of NDSU’s soybean-breeding program by visiting glyphosate-resistant soybean plots located near Rancagua, Chile. Back row (from left to right): Tyler Speich, NDSC Research Committee chairman, Milnor; Rick Albrecht, Wimbledon; and Joe Ericson, Wimbledon. Bottom row (from left to right): Brent Kohls, Mayville; Kendall Nichols, NDSC director of research programs; and Charles Linderman, Carrington.



Dr. Ted Helms, NDSU soybean breeder, (far right, black shirt) discusses his conventional soybean-breeding program at NDSU’s winter nursery in Santiago, Chile.



Agricultural Research (INIA) at La Platina in Santiago. The facility continues to play a vital role with the research and development of new genetic varieties of conventional soybeans.

“This is the first time NDSC has traveled to Chile to see Dr. Helms’ soybean-breeding program, and it gave our board good insight on how Ted’s soybean program works,” says Tyler Speich, NDSC chairman and a farmer from Milnor, N.D. “Checkoff dollars invested in soybean breeding research at NDSU provide a significant return on investment to North Dakota growers because of the successful role of the Chile winter nurseries.”

While in Chile, the delegation also visited Dr. Orf’s University of Minnesota soybean-breeding facility at La Platina in Santiago, learning about his work with glyphosate-resistant, food-grade and high-oleic soybeans. The North Dakota and Minnesota soybean delegation toured the winter nurseries of DuPont Pioneer and Monsanto, both of which are near Santiago.

“The public breeding programs of North

Dakota State University and the University of Minnesota under the leadership of Dr. Helms and Dr. Orf, respectively, 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 growers years earlier by utilizing the winter nurseries in Chile.”

While in the southern part of Chile, the delegation had the opportunity to tour Skretting Global, a fishmeal plant; a salmon fish farm owned by AquaChile; and one of AquaChile’s salmon processing plants. AquaChile, Inc. is the largest Chilean-owned salmon-farming company in the country. Aquaculture is a major economic sector in Chile, and Atlantic salmon aquaculture is the largest sector. Aquaculture is also one of the fastest-growing sectors of global animal agriculture. Protein-rich soybean meal is a sustainable replacement for the fishmeal that is traditionally used for aquaculture feed rations.



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Leading the Biodiesel Charge in North Dakota

The North Dakota Soybean Council (NDSC) hosted a group of North Dakota representatives of the diesel industry at the National Biodiesel Board's (NBB) Conference and Expo in Ft. Worth, Texas, in January. Each year, attendees from all segments of the biodiesel industry gather for up-to-date information about technical advancements and industry issues in order to re-energize efforts to promote the biodiesel industry. The North Dakota contingency included two fuel distributors; a diesel-mechanic instructor; a maintenance manager; Diana Beitelspacher, CEO of NDSC; and Ryan Richard, vice president of the North Dakota Soybean Growers Association.

The Renewable Fuel Standard (RFS) took center stage at the conference. During the opening general session, attendees heard impassioned remarks from Joe Jobe, NBB CEO, who urged federal policy makers to stand up to opponents of renewable fuels and to finalize the 2014 and 2015 volume requirements under the



North Dakota Soybean Council CEO Diana Beitelspacher gives a report on the North Dakota Soybean Council's biodiesel efforts.

RFS. Jobe proclaimed that the goal for 2015 was to get the RFS back on track.

One of Ryan Richard's primary goals was to learn more about the RFS developments. Richard wants fellow soybean farmers to know that "the RFS is a good tool for the industry to keep renewable fuels moving forward." Another one of Richard's goals was to obtain additional ideas so that North Dakota could utilize more biodiesel

Educational sessions provided a diverse selection of topics about biodiesel issues, such as myth busting, policy issues, market opportunities and infrastructure. "A common myth is that soybeans are grown for

biodiesel," says Diana Beitelspacher, NDSC CEO. "Soybeans are grown primarily for high protein meal for livestock and human consumption. By increasing the demand and value of soybean oil used in biodiesel production, the cost of healthy proteins used for feed and food is significantly reduced."

Terry Marohl, associate professor at North Dakota State College of Science in Wahpeton, was hoping to learn how the biodiesel industry is involved with diesel technology. By attending the conference, he discovered that "many of the industries we are engaged with are involved intimately with the biodiesel industry."

Bringing a group of

people with different diesel expertise together helped everyone see biodiesel from different points of view and provided opportunities for people to work together in order to promote biodiesel in North Dakota. Missy Reck of Northdale Oil appreciated the opportunity to go on this trip. "It expanded our network of resources, so we can sell biodiesel."

When attendees were asked what they would tell North Dakota farmers about using biodiesel, Ken Astrup from Dakota Plains Cooperative in Valley City said, "Give it a try. It's good for the environment, and it's a good way to utilize the products farmers raise." Terry Marohl offered, "Biodiesel has come a long way since it first started. A lot has been done to take care of the challenges that were present early on." Reck's biggest take away from the conference was "the common sense of biodiesel. Why would you not use a renewable fuel that is produced in this country?"



Essential Amino Acids and Competition in Soybeans

PART 1 OF A 3-PART SERIES

Concerns about soybean protein quality have become important issues for producers and merchandisers in the northern Midwest region. This has become more apparent with the growth of soybean production in this region in recent years along with the more intense international and inter-regional competition for this crop. Soybeans grown in the upper Midwest typically have lower levels of protein when compared to soybeans from other regions. Map 1 illustrates the geographic variability for soybean protein levels. The growing season's length is thought to be one of the factors that determines the amount of protein that soybeans are able to produce. This protein level is why some purchasers prefer to source soybeans from locations with longer growing seasons.

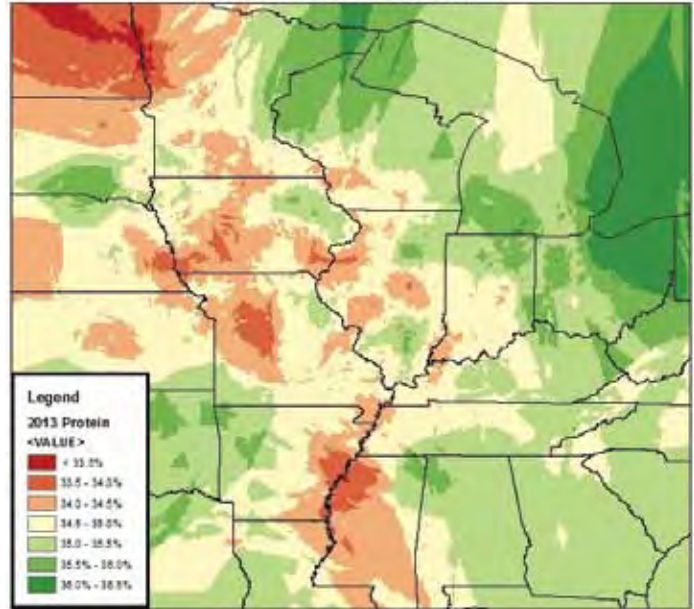
"Traditionally, soybean buyers prefer higher protein levels," says Dr. William Wilson, a distinguished professor in NDSU's Department of Agribusiness. "This is easily measured in the

market system, and implicitly, some buyers pay premiums for soybeans meeting their requirements. Soybeans that do not meet this specification may not receive this premium, or they may be subjected to discounts."

Ag Professional (2015) indicated that producers could see an increase between \$7.70 and \$12.96 per acre for soybeans with higher protein levels. Further, some buyers have even refused shipments of soybeans grown in the upper Midwest, and some buyers explicitly exclude shipments from the Pacific Northwest Ports (PNW), presumably due to these quality differentials. "This creates a problem for producers in the upper Midwest, considering a large portion of production is shipped to the PNW," says Wilson. "This puts growers in this region at a disadvantage when competing with those in regions where protein values are higher."

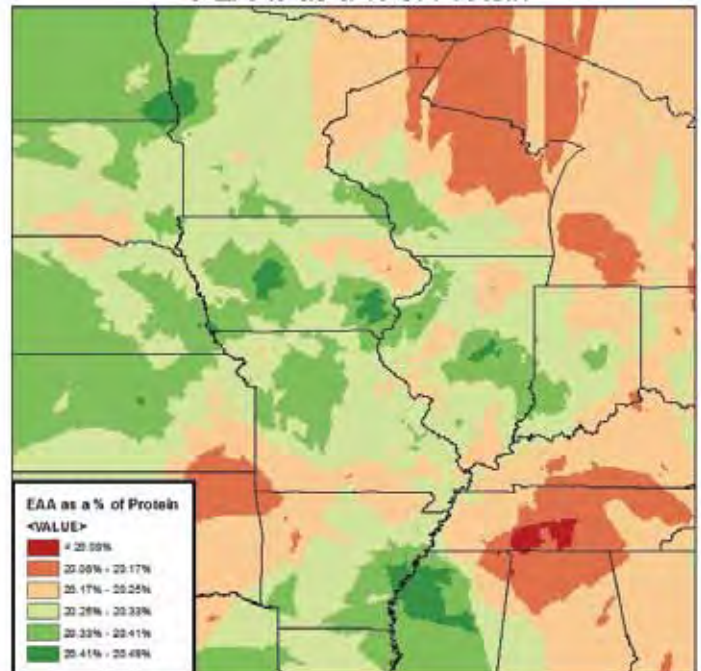
However, protein measurements do not tell the entire story about soybean quality. Soybeans are typically

2013 Protein Values



Map 1

5 EAAs as a % of Protein



Map 2



measured by the crude protein (CP) content that is determined by the amount of nitrogen content within the soy meal. End users desire higher protein values due to the nutritional values when used as soybean meal for feed.

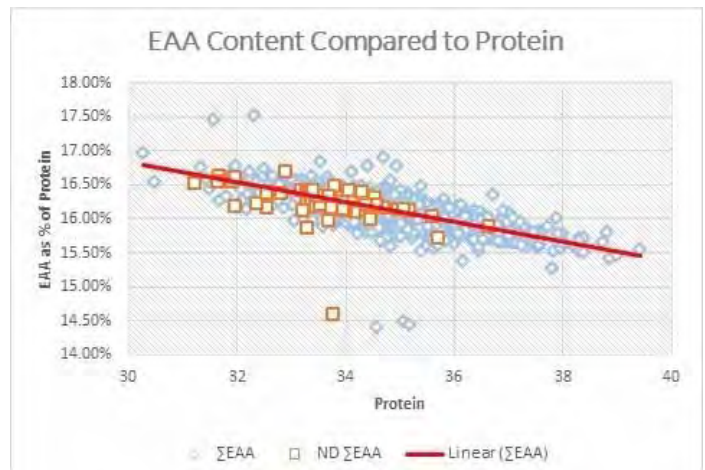
“Sophistication in livestock production has been aided by feeding formulation in which livestock producers aim to maximize growth based on feed inputs. However, feeding formulations are not based on protein values. Rather, producers aim to maximize nutritional value based on amino acids that make up proteins. There are over 18 different amino acids found in proteins, however, only a handful of amino acids are essential in aiding growth in livestock,” says Wilson. The five amino acids that are essential for feeding formulations are cysteine, lysine, methionine, threonine and tryptophan. These amino acids are known as the essential amino acids (EAA).

“The problem is that the marketing system readily measures protein levels, but not the elements of the EAAs. Measuring soybean protein quality using EAA may lead to new assumptions of soybeans grown in the northern Midwest.

Studies of soybeans, gathered from around the growing regions across the country, measure all amino acids, protein and oil-values samples. The aim of these studies is to determine the amino-acid content of soybeans and any spatial patterns that may emerge,” says Wilson.

Measuring amino acid is simply a matter of adding all five essential amino-acid values together. Sampling results indicate that, as protein values increase, the percentage of EAA decreases. This trend suggests that, even though protein values may be higher, their concentration of EAA is diminished as protein values increase. Graph 1 shows the diminishing EAA content as protein increases. This conclusion has benefits for North Dakota farmers; even though protein values are lower, the protein that is measured may be more valuable in terms of EAA content.

“Measuring soybean-quality value based on EAA would create opportunities for producers and merchandisers from the northern Midwest. It also requires new marketing strategies and means to ensure that specifications of EAA are met. EAA protein quality in the region may suggest a



Graph 1

better way to improve the value of soybeans, but EAA is still subject to variability. Not every shipment of soybeans will meet EAA requirements desired by purchasers. To ensure that specifications are met, testing is crucial to avoid misrepresentation of quality and to limit risk, both for producers and purchasers. Testing systems increase transaction costs, and risks from not meeting specifications are incurred. Further, contracts must be structured to these specific, required levels so that producers and purchasers are protected from costs and risks they may now find themselves exposed to. Further research into EAA to address these issues will help buyers and sellers marketer their soybeans,” says Wilson. An alternative is to use a new metric referred as the Critical Amino Acid Values

(CAAV) which will be described in the June 2015 issue of the *North Dakota Soybean Grower Magazine*.

“Soybeans that have lower protein qualities result in explicit or implicit discounts, and decreased opportunities. Many growers and sellers in the northern Midwest are well aware of this. Understanding end-user preferences of EAA quality indicates what characteristics producers should be concerned about. In this case, measuring EAA content aligns growers and end users of their product, both in production and incentives. This leads to great opportunity for merchandisers. Further research into the marketing mechanisms should indicate specifics on how to implicate testing and contracting opportunities,” says Wilson.



Soybean Producers Elect Four New Directors to North Dakota Soybean Council

The North Dakota Soybean Council (NDSC) welcomes four new board members to their 12 member board. Joe Morken, Casselton; Levi Taylor, Ypsilanti; Matt Danuser, Marion; and Derik Pulvermacher, Crosby were elected by North Dakota soybean farmers to serve a three-year term on NDSC.

Joe Morken of Casselton, N.D. represents Cass County. Morken has been farming soybeans with his parents and wife, Robin, for 15 years. He comes from a third generation small grain and sugarbeet farm. Morken attended North Dakota State College of Science and has served as treasurer of the Cass County Ag Improvement Association. Morken and his wife have two young sons.

Morken became interested in serving on NDSC after attending the Northern Soybean Expo. "From Expo, I learned the importance of the North Dakota Soybean Council and the North Dakota Soybean Growers Association to North Dakota soybeans," says



From left to right: Joe Morken, Levi Taylor, Matt Danuser and Derik Pulvermacher.

Morken. "I look forward to contributing to the NDSC."

Levi Taylor of Ypsilanti, N.D. represents Stutsman County. Taylor has been farming corn and soybeans with his father-in-law and brother-in-law for five years. He graduated from Jamestown College with a bachelor's degree in health and fitness administration. Taylor was the N.D. Farm Bureau Young Farmers and Ranchers chairman in 2014; and is a director on the Ypsilanti Equity

Elevator. He is married to Brianna and has two small children.

"I hope to learn everything there is to learn about soybeans... from the agronomic side to export markets and who's buying the beans that we grow in North Dakota and across the country," says Taylor.

Marion, N.D. farmer Matt Danuser represents Lamoure and Dickey counties. With his father, Danuser has been growing soybeans and corn for 11 years. He graduated from NDSU

and currently also works as a crop consultant. Danuser is a member of the Richland County Corn Council, Agricultural Consultants Association of N.D., and Rural Leadership of North Dakota Alumni Association.

Danuser is excited to bring his experience from 20 years of crop consulting to the NDSC, specifically on the research committee. "This is a chance for me to give back what I've received from agriculture in the state," says



Danuser. “I’ve always been interested in agriculture, and promoting agriculture, and I look forward to having the opportunity to help find research that’ll make a difference to the grower.”

Derik Pulvermacher of Crosby, N.D., represents 13 counties in northwestern North Dakota. Pulvermacher has been raising soybeans for two years with his father-in-law and brother. He also grows durum, spring wheat, canola, lentils and barley. A graduate of NDSU, Pulvermacher worked as an agronomist in the Red River Valley and northwest North Dakota before farming. He has served as the Divide County representative for the North Dakota Oilseed Council and is a member of the North Dakota Farmers Union. He and his wife, Samantha, have three young children.

“I decided I want to be on the board to try to bring some representation and education back with me, because where I’m from, soybeans are a very new concept,” says Pulvermacher. “I’d like to bring insight to NDSC from the viewpoint of my side of the state.”

North Dakota Soybean Council Elects Executive Officers

Executive board officers were elected during the North Dakota Soybean Council’s (NDSC) board meeting on March 31. Tyler Speich of Milnor, N.D. was elected chairman of the board. Speich represents soybean farmers in Ransom and Sargent Counties. Along with his father and brother, Tyler raises soybean, corn, alfalfa, wheat, and sunflowers. The Speichs also operate a cow/calf operation.

“It’s an exciting time for soybeans in our state, with a record harvest of 5.87 million acres last year,” says

Speich. “It’s an honor to represent North Dakota soybean farmers on NDSC as chairman. I look forward to working with my fellow board members and staff to ensure our industry remains strong and is well positioned for continued growth in the future.”

The board elected Mike Appert of Hazelton, N.D. as vice chairman. He represents soybean farmers in 21 counties in southwest North Dakota. Appert raises soybeans, corn, sunflowers and pinto beans using no-till as

his primary farming practice.

Rick Albrecht of Wimbledon, N.D. was elected secretary. He serves soybean farmers in Barnes County. Along with his brother and sons, Albrecht raises soybeans, corn, wheat, pinto beans and barley on his family farm.

Northwood, N.D. soybean producer Troy Uglen was elected treasurer. Uglen represents Grand Forks and Traill counties. He grows soybeans, corn, wheat, dry peas, black turtle beans and spearmint.



From left to right: Chairman Tyler Speich, Vice Chairman Mike Appert, Treasurer Troy Uglen and Secretary Rick Albrecht.

Mewes Leaves His Mark

North Dakota Soybean Growers Association (NDSGA) past president Jason Mewes set the bar high for himself and for the association during his four years as president. During his 4 one-year terms, membership in the association doubled; Nancy Johnson was hired as the full-time executive director; and the North Dakota Soybean Grower magazine was launched. "I'm proud of the work we did during my time on the board," says Mewes. "It really has nothing to do with me; it's just a combination of having good people and then having the extra interest in soybeans during our time on the board that really helped drive things."

Soybean acres have doubled in North Dakota over the last 10 years or so, and that's been reflected in the NDSGA's membership. Mewes says reaching the 850-member mark gives North Dakota a second American Soybean Association (ASA) director, and he thinks Monte Peterson will do a great job as a complement to Ed Erickson, Jr. on the ASA board. While North Dakota has become the No. 4 soybean-acreage state, Mewes says the association has moved up in the membership ranks, but not that high. "We



have to keep working on getting membership numbers up," says Mewes. "It gives us more seats at ASA's table, which gives us more influence."

The Colgate, N.D., farmer also calls the North Dakota Soybean Grower magazine the "lifeline" of the association over the last four years since publication started. "Prior to that, a lot of meetings were spent trying to come up with fundraising ideas, and now, with the magazine in place and the support of the North Dakota Soybean Council and advertisers," Mewes

says, "it's really been a great thing for our association. I look forward to seeing the magazine grow in the future."

Other state soybean grower associations are also noticing the membership growth. "For so long, North Dakota was always an afterthought on the national level. Now that soybeans are gaining prominence in the state, we're trying to gain prominence as an association," says Mewes. "As you do that, you end up butting heads with people that have been in

leadership for a long time. It's our job as an association to fight for North Dakota and do what's best for our growers, and that's what we're trying to do."

This year, the North Dakota Soybean Growers Association made a concerted effort to get some resolutions that were important to North Dakota through the national body. At the Commodity Classic in Phoenix this year, it really hit home to Mewes that the issues North Dakota growers face are dramatically different from what everyone else sees. For instance, the NDSGA put forward a resolution that the ASA does not support; that resolution unlinks crop insurance premium subsidies from conservation compliance.

Mewes says that South Dakota fights some of the same battles that North Dakota does with wetland determinations and water in general, but Minnesota is a little bit on the other side. "Minnesota has had their water under control for decades, so they don't really understand the issues we're facing," according to Mewes. "We ran into some resistance on the Minnesota side trying to gain support."

The main reason soybean growers should join the NDSGA is to

support the industry that is important to them. The association focuses on policies and issues that are specific to soybeans. That's why North Dakota soybean growers should have a voice and be at the NDSGA's table.

The move to a full-time executive director was a big step forward for the association. To move forward with the NDSGA's goals, Mewes explained that the board decided that it needed someone to spend more than part time on the job. "We've had Nancy on staff now for a little over two years, and we're to the point now where business has

grown, and we're thinking we might need to hire an assistant for her," says Mewes. "So, it's kind of exciting to watch the growth of the association."

Mewes thinks that the NDSGA's new leadership will do a great job. "The whole board, in general, is made up of a great group of guys that really has the best interests of North Dakota's farmers at heart." Mewes expects a kind of empty feeling for a while, with fewer phone calls and emails, but he says that it will be good for him to get back to focusing on his farm. "I made friends that I'll have forever. Of the 15 guys

who were on the board, I think I'll stay in touch with every one of them," says Mewes. "It's just a bond you form by spending those hours and those days together with people, and you really come to realize that, even though we come from all over the state, our interests are the same; we're basically the same at heart, and it's really fun to bond with guys like that."

Mewes believes that anyone can serve on the board of an association, such as the NDSGA, and be a leader. "The key is to find something you're passionate about, and

once you find what you're passionate about, the leader within you starts to come out. And it's kind of fun to see that with the guys on the board. Each one of them will find an issue or an area that they're excited about and go to work on that, and they do good work."

Mewes' only advice to the association's new leaders is to keep growing and to not be afraid to try new things: "Never be afraid to fail, and the key is to keep a good relationship with our staff and also with the Soybean Council because that partnership is vitally important to us."



Managing Risk Critical in 2015

“I’m worried that, if we see a substantial increase in soybean acres, even with a normal growing season, we could see a lot of soybeans in the bin at this time next year,” says Dr. Frayne Olson, crops marketing economist with the North Dakota State University Extension Service. “I’m suggesting to still look at planting soybeans, but make sure that you’re forward contracted rather than waiting until after the fact.”

For the last couple of years, corn has been the market leader due to extremely tight supplies. A lot of other commodities, including soybeans, have taken some of their price direction from what’s happened with corn, according to Olson. Corn is now in kind of a “comfort zone,” with adequate supplies, so the price volatility for corn will be pretty minimal. “Historically what’s happened on the soybean side, even though we have good carryover stocks both here and in the world, the price volatility

in soybeans will continue,” says Olson. “Some of the other crops will take a lot of their cues from what happens in the soybean market and that underlying price volatility which makes marketing very difficult.”

In that type of market environment, farmers can get frustrated if they sell and all of a sudden prices go up, and if they don’t sell and prices go down. In recent years, farmers who did not forward contract were rewarded as prices continued to escalate during the marketing year. Every spring, the market

anticipates planted acres, and a trend-line yield is plugged in; the trend line is an average yield that is adjusted for the technological advances with genetics and farming practices. “As we move through the summer,” says Olson, “if we get above trend-line yields, our production will be higher than we expect and take prices down, and vice versa if we get below trend-line yields, then we’ll take prices higher.”

In the last several years, early expectations for yields have been a little higher than what was

actually produced, with the exception of last year. The average U.S. soybean yield in 2014 was a record 47.8 bushels per acre, 3.8 bushels above the previous year, which prompted a rapid decline in soybean prices during the middle of the summer. “During those previous years when our yields were a little below average, by not doing anything (marketing) early on, by waiting until you know how many bushels you’ve got at harvest, and selling afterward, has really been the best deal,” according to Olson. “Well, I think we learned in 2014 that, once

Dr. Frayne Olson urges growers to fall back to some core, underlying basics for marketing their crops this year.



in a while, we do have above-average yields, and now we're getting beat up for not doing that forward pricing."

This year, Olson says that growers need to fall back to some core, underlying basics for marketing. "Number one is trying to make incremental sales; you don't have to hit the home-run ball," Olson recommends. "You have to spend a little bit of time on a regular basis following what's happening in the markets. You don't have to sit in front of the computer screen watching every tick in the market, but you do have to read a lot and listen to the radio and find out what is going on in today's markets." Based on that information and given the fact that we've got these big carryover stocks, Olson says that small rallies in the market will be pricing points because it would take a major event to get prices to take off and have the great big rally we've seen in the last several years.

If farmers see a pop in the market, Olson recommends they take advantage of it by at least pricing something. "If the rally continues, more can be priced later on. I know, psychologically, that's very hard to do, but we have to take advantage of those runs because those small pops in the market are going to collapse fairly

"Understand the marketing tools, how they work and when to choose the appropriate tools."

quickly once the market realizes it may have overdone the rally."

U.S. soybean ending stocks in the fall of 2014 were at a very tight 92 million bushels. The latest estimates from the USDA put that number closer to 400 million bushels by the fall of 2015. At its Ag Outlook Forum in February, the USDA projected that those ending stocks would increase again next year, even if soybean acres declined by 200,000 from last year. Some market analysis, using about a two-million-acre increase in planted area, points to a carryover of some 600 million bushels. That increase would occur even though the USDA has forecast both soybean crush and exports at record-high levels.

Olson is concerned that, if we have normal growing conditions this summer, there is some real downside risk for soybean prices. "And that's all we can do at this time is expect normal or average growing conditions."

What tools to use to hedge that marketing risk depends on the individual farmer and how heavily forward priced he or she is. "Let's say,

hypothetically, that you follow my recommendations and forward price very heavily, and it turns out that we get a very short crop and prices go berserk again," says Olson. "Within the tools we have in our marketing tool box, there are ways we can still take advantage of that. So, part of this is understanding the tools and how they work but, more importantly, understanding when to choose those appropriate tools."

One thing new in the marketing vocabulary this year is the value of the dollar, which increased from approximately 80 basis points last July to over 100 in March. Therefore, the U.S. economy has picked up and is doing much better relative to all of our competition in the world market. "As a result," says Olson, "when we have a high dollar value, it makes selling our products in the international market very difficult; it makes our products more expensive than our competitors'."

The impact of the strong dollar varies by commodity, with wheat being very sensitive to the

value of the dollar because the U.S. relies on exports and there are a lot of different competitors in the world market. Plus, a lot of wheat buyers are price-conscious. The exchange rate has a smaller influence on soybeans, according to Olson. "The primary reason is that the value of the U.S. dollar and the Chinese yuan are very closely linked. So, as the dollar goes up, the Chinese currency goes up, and the cost of buying U.S. soybeans really doesn't change much."

However, the Brazilian real's 17 percent decline during the first quarter of 2015, to an 11-year low, has made Brazilian soybeans that much cheaper in the world market. "Granted, we have lower prices now, and we should be able to export more," says Olson. "But the amount of new business we can gather by lower prices is pretty limited. And when you look at world soybean ending stocks at the end of next year, we've never seen these numbers before. This is going to be a staggering amount of soybeans in inventory."

That scenario is assuming that the U.S. has a normal year combined with an increase in soybean acres. "If either of those two variables change, then things can change fairly quickly," according to Olson.



Rail Performance Monitored for 2014 Harvest

While transportation concerns throughout much of 2014 were evident during the country, a particular region—North Dakota, South Dakota, Minnesota and Nebraska—experienced particular hardships during the past year due to more limited access to alternative transportation providers and modes. Most of these areas solely rely on freight rail. As a result, the supply/demand transportation imbalance had a more punitive effect on agriculture and individual farmers in these regions than other areas of the country.

Given the acute rail-service challenges throughout much of 2014 and given the projected record 2014 harvest, widespread concern regarding rail performance was expressed by grain handlers and farmers in the weeks and months preceding the 2014 harvest.

The Soy Transportation Coalition (STC) worked with the University of Minnesota on a research project titled “2014 Harvest: Attaching a



Garden Hose to a Fire Hydrant.”

The research project sought to monitor and document rail service for the 2014 harvest in areas of North Dakota, South Dakota, Minnesota and Nebraska. The project identified and estimated the impact of rail service on the profitability of each state’s agricultural industry and individual farmers.

A component of the research was a bi-weekly survey of 42 grain-receiving locations in these states. The surveys began in early November and extended through March of 2015. Completed anonymously, the survey was comprised of the following questions:

1. If you load shuttle trains, what is the

current number of cycles/turns per month?

2. Is your cycle time/turns faster or slower than one year ago?
3. How many days past due is your oldest open order for railcars?
4. How many railcar orders are past due (or passed order date)?
5. What percent of your permanent storage capacity remains open?
6. If your permanent storage is full, are you creating ground piles or using bunkers, bags and/or other forms of temporary storage?
7. Due to a lack of storage, have you closed your truck dumps to farmers?
8. If so, how long have

your dumps been closed?

9. Is there more or less pressure on storage capacity since the last survey?
10. Have you experienced rail service delays and diminishing storage capacity?
11. If experiencing rail service delays and diminishing storage capacity, estimate the impact on your local basis for each grain handled at your facility.
12. What are spot prices on rail freight that you can purchase today?
“We continue to be pleased that rail service for the 2014 harvest has, overall, been very commendable,” explains Mike Steenhoek, STC executive director. “One of the lessons from comparing rail service last year to this year is how railroads—despite the significant expense of upgrading their networks and performance—have proven to be adept at responding to market demands. We applaud this effort and hope to see it continue into the future.”
In the most recent



survey period of February 13-27, 96 percent of the participating grain-handling facilities reported that cycle times for railroads are faster than a year ago, an increase from 67 percent in the first survey. Eighty-eight percent recorded no rail orders as past due, an increase from 33 percent in the first survey, 48 percent in the second survey, 54 percent in the third survey, 61 percent from the fourth survey, 69 percent from the fifth survey and 76 percent from the sixth survey. Only 11 percent responded that they experienced rail-service delays and diminished storage capacity over the most recent survey period, the lowest number recorded throughout the survey's history.

The overall favorable performance of the railroads in the analyzed area of the country can be attributed to the following factors:

- An elongated harvest season. Given how the 2014 harvest occurred over a more elongated time period, railroads were better able to adjust to the volumes produced by the farmers. Historically, when the harvest occurs over a more condensed period of time, railroads are

more challenged to accommodate the service demand.

- Railroads responded to demand. In one of most recent survey periods, a participant stated, "Canadian Pacific (CP) is turning like we've never seen before. Loads are pulled more promptly. BNSF Railway is about the same; they have improved on pulling loaded trains quicker." Another survey respondent said, "Actually very pleased with both Class I railroads (BNSF and CP)."
- Farmers storing grain. According to one of the survey respondents, "With the drop in grain prices over the past five weeks, farmers are disengaged in marketing any additional bushels." This action has reduced, to a degree, the demand for rail service.
- Favorable weather. While there has been some significant snowfall and cold temperatures over the past couple months, the weather, overall, has been favorable for transporting soybeans and grain in the surveyed areas. The STC analysis continued to survey grain-receiving locations through March of 2015

in order to monitor how railroads continue to serve agriculture if and when severe winter weather occurs.

- More modest harvest volumes than anticipated. While the 2014 harvest will be regarded as significant and perhaps historic, a number of the surveyed areas have reported more modest volumes than earlier

anticipated. Survey respondents mentioned "poorer crops" in certain areas and the harvest not "as expected."

The eighth bi-weekly survey was disseminated on February 27. The results were available during the week of March 16. The full results of the bi-weekly survey can be accessed at www.soytransportation.org.



At its March 2015 board meeting, the North Dakota Soybean Council (NDSC) bid farewell to veteran board members (from left to right): Harvey Pyle, Fargo; Dusty Lodoen, Westhope; David Gasal, Jamestown; and Lucas Rode, Adrian (not pictured). NDSC thanks these four men for their many years of dedication and service to North Dakota's soybean industry. An appreciation cake was presented by Diana Beitelspacher (middle) on behalf of NDSC.



NDSC Sponsors Essential Amino Acid Trade Missions

CHINA

A tri-state delegation from North Dakota, Minnesota and South Dakota visited six major soybean importers in southern China in January. The delegation was led by consultant Peter Mishek and included Ed Erickson Jr., Milnor, North Dakota Soybean Council (NDSC) farmer representative.

China has the world's largest and most modern crushing industry and imports close to 30 million metric tons of U.S. soybeans per year -- or 25 percent of all soybeans produced in the USA.

"China's feed industry is the largest in the world," says Erickson. "Its crush industry operates at about 55 percent of capacity, and is located near the coast, so it is well positioned to fill soybean meal demand in nearby markets like Korea, Japan and Vietnam. About one-third of the soybean meal that China exported last year was made from U.S. soybeans."

The industry expansion has slowed because the Chinese government has been making access to credit more difficult.



Ed Erickson, Jr., Milnor, right, meets with Chinese industry representatives in January.

While China's crushing sector is usually more below the crush margin than above, the government helps to support it because vegetable oil is a strategic commodity. Even with a slowdown in expansion, China's soy imports have plenty of room to grow given the current crush capacity. China continues to lead the world in soy consumption and imports.

The group visited swine breeding farms, crushers, feed mills, and trading companies, meeting with commodity buyers/traders, nutritionists and company management. They presented information from the annual Soybean Quality Survey, discussing variability in nutritional values and the

importance of essential amino acids compared to crude protein. The grower leaders talked about their operations, family farming, sustainability and food safety as part of the ongoing effort to build relationships and create a preference for U.S. soy.

MALAYSIA

NDSC Past Chairman Scott Gauslow, Colfax, and consultant Peter Mishek, along with soybean farmer delegates from Minnesota and South Dakota were in Malaysia during March to promote the value of North Dakota soybeans and critical amino acids values (CAAV).

"The purpose of our mission was to help change the dynamics of the way soybeans and

soybean meal are purchased and to elevate the image of North Dakota and northern grown soybeans and soybean meal," says Gauslow. "While in Malaysia, our delegation met with pork, poultry, fish and mussel growers, along with feed millers."

NDSC travels to markets like China and Malaysia to promote North Dakota soybeans and help expand market share. NDSC continues its commitment to educate global soybean buyers about the value of amino acids that naturally occur in northern-grown soybeans.

To learn more about essential amino acids and soybeans, see page 14.



NDSC Past Chairman Scott Gauslow, second from left, traveled to Malaysia in March to promote North Dakota soybeans.



Third Annual Soybean Trading Seminar Held

During March, the North Dakota Soybean Council (NDSC) and NDSU sponsored a Soybean Trading Seminar in Fargo. The two-day seminar, led by Dr. Bill Wilson and Dr. Frayne Olson of NDSU's Agribusiness and Applied Economics Department, was offered free to 30 North Dakota soybean producers who learned more about trading in

today's fast-paced markets. Participants spent the two days using state-of-the-art equipment in NDSU's Commodity Trading Room at Barry Hall and learned how trading impacts the farm's bottom line. The agenda included trading technologies, basis, options, geograin, hedging, contract types, producer marketing plans

and strategies.

"These are two days of intense learning, but it's worth every minute," says Stephanie Sinner, NDSC director of marketing. "It's important that we can offer courses like this to our producers, so they can stay ahead of the game by understanding all their options and how to manage their risk when it comes to getting their soybeans to market."

Most participants learned about this course via email or Facebook. You can find NDSC on Facebook at [facebook.com/NDSoybeanCouncil](https://www.facebook.com/NDSoybeanCouncil). If you would like to be added to our email list and be the first to learn about these opportunities, please send your email address to swolf@ndsoybean.org.





Soybean growers spent two days in March in NDSU's Commodity Trading Room at Barry Hall sharpening their trading and marketing skills.





For the 2014 holiday season, the North Dakota Soybean Council (NDSC) donated over 200 SOYSILK® Plush Pals (Tofu Bears and Bunnies) to babies and children in Fargo, Bismarck and Grand Forks hospitals. SOYSILK® brand fiber is a cutting-edge fiber made from the waste produced during the manufacture of tofu. Along with Santa Claus, NDSC visited Sanford Health and Essentia Health in Fargo on December 18th for personal donations of SOYSILK® Plush Pals to children and babies. Thank you to Kendall Nichols, NDSC director of research programs, and Heather Milbrath, NDSC communications and marketing intern, for playing the part of Santa Claus and the elf during the visits at Fargo hospitals.

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 [Youtube.com/NDSoybeanCouncil](https://www.youtube.com/NDSoybeanCouncil)



On January 13-15, 2015, soybean producers received intensive soybean-management education at the Getting it Right meetings in Streeter, Underwood, Minot and Newburg. At the meetings, North Dakota State University Extension Service faculty and staff discussed soybean research and 2015 production issues. These meetings were co-sponsored by the North Dakota Soybean Council.



CommonGround N.D. Update

The goal of Common Ground North Dakota is to create a dialogue between the women who produce food in North Dakota and the non-ag women who purchase food. Videos are the most humanizing medium, and YouTube is the second-largest search engine behind Google. As a result, offering videos as part of CommonGround's outreach effort builds new personal connections across the state.

Two videos featuring a pair of CommonGround North Dakota volunteers recently won ADDY awards from The American Advertising Federation of North Dakota. Ronda Throener of Cogswell and Sarah Wilson of Jamestown accepted the ADDY awards at an event in Fargo in February. The videos competed against non-ag advertising in more than 100 categories.

Since November, more than 40,000 people in North Dakota have viewed or shared the video combination. Ronda's video highlights how she and her husband started their farm as well as her role that ranges from feeding and vaccinating cattle to caring for their four



Ronda Throener, Cogswell, and Sarah Wilson, Jamestown, accepted ADDY awards, on February 27 for CommonGround N.D. videos in which they were featured.

children. Sarah's video focuses on balancing her roles as a mother of three young children and a farming partner with her husband, Jeremy. To watch the videos, visit the CommonGround North Dakota Facebook page at www.facebook.com/CommonGroundNorthDakota/videos.

The National CommonGround 2015 Conference was held during January in Austin, Texas, and five farm women volunteers from North Dakota participated. North Dakota's own CommonGround program held a new-

volunteer training seminar on March 25 at the North Dakota Soybean Council's Fargo office for veteran and new farm women volunteers who were interested in becoming involved with CommonGround N.D. During both training opportunities, the women, who grow today's food, learned how to start conversations with the consumers who buy food. These conversations are based on their

personal experience as farmers, and also on science and research. CommonGround's goal is to help consumers understand that their food is not grown by a factory but produced on family farms. If you're interested in volunteering or know someone who might be, contact CommonGround North Dakota's coordinator, Katie Pinke, at katpinke@gmail.com.



Top row, from left to right, Teresa Dvorak, Manning; Katie Pinke, CommonGround North Dakota coordinator; Katie Heger, Underwood; and Polly Wyrick-Ulrich, Ashley. Bottom row, from left to right, Vanessa Kummer, Colfax; Suzanne Wolf, NDSC communications director; and Tracie Weigel, Wishek attend National CommonGround Conference in January.



Record Crowd Attends 2015 Expo

The 2015 Northern Soybean Expo was held on Feb. 17, 2015, at the Fargo Holiday Inn. The event brought in a record attendance and was hosted by the North Dakota Soybean Council. Educational and informative presentations were highlighted throughout the day, including several guest speakers: Todd Buchholz, an economist,

who offered strategies to help farmers compete more effectively in a global economy; Dr. Patrick Moore, an ecologist, who covered his environmental philosophy based on science and logic versus sensationalism, misinformation and fear; and Jerry Gulke, a market strategist, who discussed the market outlook for soybeans and other commodities. Mark

your calendars for next year's Northern Soybean

Expo on Feb. 2, 2016, at the Fargo Holiday Inn.



Over 300 attendees came to the Expo to learn and network.

During the Expo buffet breakfast on February 17, soybean production researchers from the Carrington Research Extension Center were available to discuss and answer producers' questions about soybean research and 2015 production issues.



Economist Todd Buchholz



KVLV Ag Director Mick Kjar interviews ecologist Dr. Patrick Moore



Market strategist Jerry Gulke



Northern Food Grade Soybean Association Focuses on Education

Two years ago, the Northern Food Grade Soybean Association (NFGSA) started educational outreach in order to increase its presence among soybean producers looking for a premium and to help combat weed-resistance issues. The effort has included print and radio advertising, a video, a media tour and an increase in North Dakota trade show appearances. In 2014, an estimated 500,000 acres of food-grade soybeans were grown in the Red River Valley.

This year, NFGSA is working to finalize the funding to complete a five-part webinar series targeted toward



Aaron Skyberg

continuing education credits (CEUs) for Certified Crop Advisers (CCAs) and Certified Professional Agronomists (CPAGs). The webinars will also be available for all North Dakota soybean growers and co-funded by the North Dakota Soybean Council.

NFGSA's goals for developing the webinar

series are twofold: to increase food grade soybean production knowledge as well as to showcase the added domestic, export and end-use value offered by North Dakota soybeans.

The NFGSA's webinar education effort will give North Dakota farmers a competitive advantage to meet the needs of end users—both domestic and international—who are implementing sustainable sourcing programs. Webinar categories include weed control; soil, disease and insect management; genetics; identity-preserved/purity; and food value and economic benefits. The weed control webinar, for example, will

discuss the needs for food grade soybeans; options for herbicides and pre- and post-applications; weed resistance; herbicide chemistry and rotational crop restrictions. The soil, disease and insect management webinar will discuss crop rotation, field preparation and stand establishment as well as soybean disease and insect management, soil types and nutrient management for soybean production. Each webinar will be given by industry-leading experts and researchers.

“We are looking forward to partnering with industry experts on these various topics to promote the benefits and further educate ag professionals on food-grade soybeans,” says Aaron Skyberg of SK Food International, a member company of the NFGSA and U.S. Soybean Export Council director.

To learn more about NFGSA, its member companies and its educational efforts, visit www.nfgsa.org or connect via Facebook at www.facebook.com/foodgradesoybeans.



In February, March and April, the North Dakota Soybean Council educated over 4,000 fourth graders in Bismarck, Fargo, Jamestown and Lisbon about the importance of soybeans to the state, including how soybeans are grown and the array of products made from this “miracle bean.” The Living Ag Classroom events are collaborative efforts by many North Dakota agriculture and commodity groups to teach fourth-grade students how their food gets from the farmer’s field to the grocery store’s shelves.



Soybean Oil For Heart Health

Is eating fat-laden foods really back? That's what media headlines have been promising in response to some recent studies showing no connection between saturated fat and heart disease.

Headlines don't always reflect what the research really shows. It is much too soon to say that

saturated fat isn't harmful. It's true that this fat is not the villain we once thought. At the same time, it's not a hero either.

What the new studies show is that there is more than one way to eat badly. Eating saturated fat isn't very good for you, but neither is replacing it with refined carbs, the kind that lack fiber and

phytochemicals. The research shows that these foods are just as bad, if not worse, for you than foods packed with saturated fats.

What should we be eating instead of saturated fat? One option is to eat more unrefined plant foods with intact fiber. Another possibility is to choose healthy fats.

Until recently, nutrition experts thought that healthy fats meant eating more foods, such as olive oil, that provided monounsaturated fats. The research has failed to show a protective effect when consuming more olive oil in place of saturated fats.

In contrast, studies continue to show that consuming more polyunsaturated fat, such as the kind found in soy oil, in place of saturated fat substantially reduces heart-disease risk. Soy oil actually has the edge over other oils, such as corn and safflower oils, that are high in polyunsaturated fat. Soy oil is unique because it's among the few foods to provide both types of polyunsaturated fats: omega-6 and omega-3. Overall, the evidence supports soybean oil as the oil of choice to promote healthy eating.

The next time you purchase cooking oil choose soybean oil. Remember that most bottles labeled vegetable oil are soybean oil. Use soybean oil for your cooking needs as well as when you need a liquid oil for salad dressing or to drizzle over vegetables.



DuPont Young Leaders

The 31st class of ASA DuPont Young Leaders completed its training this February in Phoenix, Ariz., in conjunction with the annual Commodity Classic Convention and Trade Show.

“The DuPont Young Leader Program fills a critical role in the soybean industry by identifying new and emerging leaders, and then training them to be strong voices and advocates for agriculture,” says ASA President Wade Cowan. “We’re grateful to DuPont Pioneer for their commitment to this



The DuPont Young Leader class of 2015 included Jarred Billadeau of Ryder.

program and for helping secure the future of the

soybean industry. After spending time with this year’s class, I can assure you the soybean industry is in good hands.”

While in Phoenix, the Young Leaders participated in leadership and marketing training,

issues updates and discussion. The Young Leaders were recognized at ASA’s annual awards banquet.

The 2015 class of ASA DuPont Young Leaders included Jarred Billadeau, Ryder, N.D.



DuPont Young Leader Jarred Billadeau of Ryder, center, received recognition from ASA President Wade Cowan, left and Russ Sanders, director of food and industry markets, DuPont Pioneer at Commodity Classic.

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Several Factors Affect Soybean Plant Establishment

The prospect of an early spring increases the importance of tillage systems as one of the key factors for soybean plant establishment. North Dakota State University Area Extension Agronomist Greg Endres encourages growers to take advantage of the opportunity to plant soybeans in standing residue or in a no-till system. “This winter and last winter, it’s been very obvious how much soil erosion we have,” Endres says. “It’s also obvious, especially this winter, how many of last year’s soybean fields were tilled, and those are especially good candidates for soil erosion.”

Endres lists several concerns if fields were tilled last fall, including the cost of going across that field and the moisture loss due to the inability to capture snow. “So many people are worried about having a dry season, and when we start in the previous fall with setting things up to be dry because of tillage, there’s more concern.”

Endres says that his research team at the NDSU Carrington Research Extension Center (CREC) has done a fair amount of work compiling soybean performance under a

reduced-till system of some sort, from direct planting into small grain residue, to strip till, to a true no-till system. “Across the board, we see a yield increase versus conventional till,” says Endres. “We have 37 trials which show an average of a 4-percent yield increase with reduced tillage over conventional tillage. We like the idea of a low-residue crop, such as soybeans, that matches nicely with the higher-residue crops such as corn or wheat.”

According to Endres, another factor that might be enticing to people is planting soybeans early. “We might be finished planting wheat and corn by the end of April, which will likely give farmers the chance to plant soybeans early,” says Endres. “The data we’ve compiled shows a very positive response to early planted soybeans even if the soils are cold.” The rule of thumb is 50 degrees for germination to begin, but Endres says that he’s planted beans in soils that were cooler than that and has very consistently seen yield increases compared to waiting until mid-May.

Endres admits that there are risks associated with planting soybeans early, such as crop

insurance risks and the risk of a hard frost in mid-May after the soybeans have emerged. Regardless, he sees a possible opportunity to plant earlier than normal this year, and the data indicate that there could be some yield benefits.

“With data from five trials that we’ve compiled, where we’ve planted in the latter part of April or first part of May, the average yield advantage was 12 percent over the later-planted soybeans,” according to Endres. “Even last year, beans planted May 5 had a 2.7 bushel-per-acre yield advantage over soybeans planted May 23. The first year of the early planted trial was in 2011; three trials were conducted in 2012; and one was done in

2014. “Here at the (Carrington) center, it’s been fairly typical; we’ve seen about a 3-bushel advantage in 2011, 2012 and 2013.”

Endres always plants his soybean trials when soil conditions are fit, not necessarily when soil temperatures are at 50 degrees. “We aren’t mudding things in,” says Endres.

Other plant establishment considerations include seed fungicide, which Endres thinks is a good investment, especially in a year like this one when we could be planting earlier and exposing the seed to more dangers in the soil. “We have 28 trials where we looked at seed fungicide versus untreated, and on



average, we see a 5-percent yield increase with the seed fungicide,” said Endres. “If you know you’re going to be planting into June, when soils are warm and moisture conditions are good, it’s not very likely we’d see a yield response with seed fungicide.” In most cases, a 5-percent yield gain would more than pay for the cost of the standard seed fungicide treatment.

Some other things the Carrington Research Extension Center staff has looked at include planting rates and row spacing. “We continue to recommend 150,000 plants per acre, established early season, to maximize yield,” says Endres. “We want the canopy to close as quickly as possible, and having an adequate stand, as well as narrow rows, will help get the canopy

closed. With that closed canopy, we have the benefits of capturing more sunlight earlier in the season, conserving moisture and more competition with weeds.”

One reason some farmers favor wider soybean rows is due to concerns about white mold, which Endres disputes. He says that CREC Plant Pathologist Dr. Michael Wunsch doesn’t always see an increase in white mold risk with narrower rows. “He’ll usually see a higher incidence of white mold (with wider rows), but that hasn’t translated into always being less yield,” according to Endres. “In fact, more commonly, we’re still seeing higher yield with the narrower rows, even with the white mold present.” There are a number of factors involved, one of which Endres says is that, with

wide rows, the plants are closer together; there is transfer of white mold from plant-to-plant when they’re close together. There are a number of factors, according to Endres. “A lot of it depends on canopy closure and when the disease incidence occurs. So, we feel that, over the long run, growers are losing more yield by planting wide rows than by planting narrow rows.”

If there is an early spring, Endres also recommends taking advantage of any extra time and using soil-applied herbicides for up-front weed control. “We know it’ll increase yield potential, and if you have glyphosate-resistant weeds, such as kochia, we’re not going to be able to control them if they get more than 3 to 4 inches tall,” says Endres. “We just do not have the

post-emergence herbicides that will do an acceptable job on tall kochia that’s resistant to glyphosate or (on) other tall weeds. We’ve got to control weeds when they’re small.”

Asked where farmers might be able to cut some input costs without affecting yield, Endres mentioned fertilizer management. “I often hear people talking about applying additional nutrients other than those we know the plant needs, some micronutrients in particular,” says Endres. “We just have a difficult time seeing consistent yield responses and those that are economic.”

Endres also recommends inoculating soybean seed for any growers who don’t have a prior history of growing beans or if it’s been more than three years since soybeans have been grown. This might be the year to apply phosphorous if the soil test levels are low or very low, and Endres says that research at Carrington has not shown a yield response to some of the micronutrients that might be in the fertilizer that growers are applying.

Soybeans planted on marginal ground with a coarse soil texture and low organic matter, as well as areas that had heavy rains last fall or this spring, may need some sulfur this spring.

Factor	Option A	A Yield > B (%)	Option B	NDSU trials (conducted during 1999-2013)
Tillage system	reduced till	7	conventional till	19
Previous crop	wheat	5	soybean	6
Planting date	< early May	12	mid May	5
Planting rate (pls/A)	150-175,000	5	100-130,000	31
Row spacing (inches)	14-21	3	28-30	22
Seed fungicide	yes	5	no	28
Seed inoculation with soybean history	yes	0	no	7
P application at planting time	broadcast	1	band (away from seed)	6
Timing of initial weed control	at planting	5	early POST (2- to 4-inch weeds)	8

SCN TEST

Researchers at the University of Illinois have developed a new system to test for soybean cyst nematode that is about 20 times faster and that costs about a third of price for the conventional testing. Researchers say that this system will enable an average company that is testing about 3,000 samples a year to sample 30,000 or more.

ASA SUPPORTS COMMON SENSE BILL

The American Soybean Association joined 20 other agricultural organizations in a letter supporting legislation to eliminate a regulation that requires agriculture-industry professionals to obtain a hazardous-material endorsement before transporting diesel fuel for agricultural operations.

North Dakota's Heidi Heitkamp is among the sponsors of the bill in the U.S. Senate. The legislation exempts farmers and agribusiness participants from the requirement to obtain a hazardous-material endorsement to operate a service vehicle carrying diesel fuel in quantities of 1,000 gallons or less if the tank containing the diesel fuel is clearly marked. Under current regulations, any driver transporting more than

119 gallons of diesel fuel is required to obtain a hazardous-materials endorsement on his/her Class A Commercial Drivers License (CDL).

Exempted parties would include all custom harvesters, agriculture retailers, agriculture business employees, agriculture cooperative employees or agriculture producers who hold a Class A CDL.

ASA DEFENDS 2014 FARM BILL

The American Soybean Association, National Corn Growers Association, National Association of Wheat Growers and National Sorghum Producers issued a joint statement regarding the 2014 Farm Bill at the Commodity Classic in Phoenix, Ariz.:

"On behalf of our farmer members, we are united in our support for the comprehensive farm bill passed by Congress just over one year ago. We are keenly aware of the cuts just made to mandatory spending across many titles and strongly oppose any changes or cuts to farm bill programs, many of which are just now being implemented.

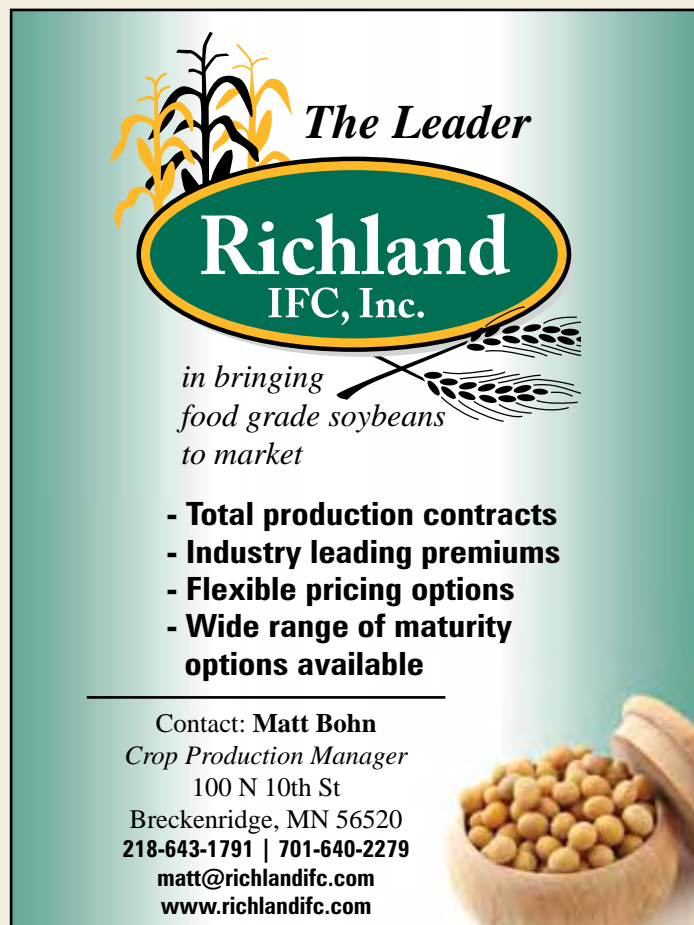
"Commodity Classic attendees are anxious about the 32 percent drop in farm income projected for this year, compared to

2014. On a wide range of issues, from the farm safety net to the Renewable Fuel Standard to biotech approvals, certainty is what America's farmers need most from their elected officials at this time, and we worked hard to improve farm programs in the 2014 farm bill to reduce the burden on taxpayers while ensuring farmers get support when they need it the most."

LEADERSHIP AT ITS BEST

Farmers from 11 states graduated from the 2014-15 ASA Leadership

at Its Best (LIAB) program this March in Washington, D.C. Sponsored by Syngenta, the LIAB program develops leadership, communication and advocacy skills for farmers who have already shown the potential to be strong leaders through the positions they hold on their state soybean association boards. This select group of farmer-leaders participated in the first part of the LIAB training this past summer in Greensboro, N.C. Their March training focused on how to be an advocate in Washington, D.C., for



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issues that are important to the soybean farmers they represent. The participants concluded their visit to the Capitol with a day of Hill visits with their state associations.

ASA appreciates Syngenta's continued support of this valuable educational opportunity and congratulates this year's Leadership at Its Best class for successful completion of the program. Graduates included David Hartz of Cavalier, N.D.

ASA SETS POLICY IN PHOENIX

During the Commodity Classic, the 133 delegates of the American Soybean Association (ASA) voted to approve a new set of policy resolutions to guide the organization's

work in Washington, D.C., and nationwide for the coming year. This year's resolutions process included language defending biodiesel's role in the Renewable Fuel Standard (RFS), protecting the privacy of farmers' data generated by precision agriculture systems and reinforcing the crucial role of crop insurance as a risk-management tool for farmers.

Regarding biodiesel, the ASA reiterated its support of biodiesel in the RFS and again called on the Environmental Protection Agency to release the renewable volume obligation (RVO) levels for 2014, 2015 and 2016. Additionally, ASA took the EPA to task for its decision to facilitate imports of Argentine



NDSGA board members discuss policy during a caucus meeting at Commodity Classic.

biodiesel by passing a resolution supporting domestic biodiesel production over that from foreign competition.

The EPA drew further focus from the ASA's resolution clarifying and underscoring the association's opposition to the controversial Waters of the United States rule under the Clean Water Act.

Additional resolutions included ASA's firm support of granting trade promotion authority (TPA) to the White House; calling on Congress to pass legislation to extend Section 179 expensing and to address future trade-impacting work stoppages like the recent one affecting ports along the west coast; expediting approvals for new biotech traits by USDA-Animal and Plant Health Inspection Service and wetland determinations by USDA-National Resources Conservation Service; increasing federal highway truck weight limits to 97,000 pounds over 6 axles; continuing the association's work on GMO labeling legislation and encouraging the Federal Aviation Administration to finalize the regulations that govern the use of unmanned aerial vehicles for agricultural applications.



North Dakotans Monte Peterson, Valley City; David Hartz, Cavalier; and Nancy Johnson of Hillsboro met with Sen. Heidi Heitkamp during a recent American Soybean Association meeting in Washington, D.C. The team visited the entire North Dakota Congressional delegation.

Join Us For the Third Annual “See for Yourself” Program

July 14-17, 2015



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 3rd Annual See For Yourself Program with the North Dakota Soybean Council and have your questions answered!

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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 in fish diets, and tour shipping ports where North Dakota soybeans leave for Asia. Experience first-hand the systems in which the North Dakota Soybean Council farmer leaders invest to ensure market stability for your soybeans.



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RYAN RICHARD
HORACE, N.D.

Tell us about your farm. I'm a sixth-generation farmer, farming with my parents and my brother. We raise corn, soybeans and sugar beets, and we have a dry-lot cow-calf operation.

My wife Jessica and I have four kids: Evan, Brody, Cole and Kaylee.

How many years have you been on the North Dakota Soybean Growers Association Board of Directors? I have been on the board since I was a DuPont Young Leader in 2011.

Why did you decide to get involved with the NDSGA? I got on the board to give back to the industry. Now that I've been on the board, I realize that there is a real need to put faces to growers and have a presence with lawmakers.

With which other

organizations have you been active? I'm on the Minn-Dak truck haulers committee.

What do you like about soybeans? They are a good part of the rotation. They are an easier crop to grow and manage than some. Soybeans suit a lot of different soil types and there are so many uses.

What piece of equipment or technology would you not want to be without? Precision planting equipment on my planter.

What changes do you expect to see on the farm in the next five to 10 years? I see my parents retiring and

I see a lot of struggles ahead with input costs remaining high. I see increased yield and crop quality like high oleics that will be good for us.

What hobbies do you have? I like to snowmobile in the mountains, anything in the water, hunting and golf.

What's your favorite meal? Prime rib.

If you could win a vacation anywhere, where would you go? Hawaii.

What's the best part of your job? The best and worst part are the same. All of the adversity keeps you on your toes and keeps your mind sharp.



RICK ALBRECHT
WIMBLEDON, N.D.

Tell us about your farm. We have a small grain-soybean and corn-operation with some pinto beans. I started in 1985 and took over from my father who had farmed the operation since 1940. Right now, I have my two boys involved in farming with me along with a brother, and it's been going well.

Why did you get involved with the North Dakota Soybean Council? I wanted

to see what our checkoff was used for. So far, I have been on the Council board two years, and I feel the checkoff is really benefiting the farmers. I am really interested in the research side of the North Dakota Soybean Council.

What are the other organizations with which you have been active? I've been on the county FSA (Farm Service Agency) board, Pierce Township board, my local church board and the Barnes County Marketing Club. I am also a member of the North Dakota Soybean Growers Association.

Why are soybeans a part of your crop mix? Soybeans after corn is a good fit for our rotation. The use of Roundup Ready soybeans has cleaned up a lot of our fields that had hard-to-control weed

problems. Soybeans are a really good fit for our operation.

If you could add any new equipment or technology to your farm, what would it be? Satellite phones because we are isolated in our area with cellular dead spots with our cell phones and service. When we're in the tractor all day, it seems like we get into areas that seclude us from the rest of the country due to a lack of cellular service. I think it's a disadvantage for us to be out there, and we can't make the call to market our grain when we need to act.

What's the one piece of farm equipment or technology you wouldn't want to be without? Swath control and auto steer, which have really helped our operation to save spray and fertilizer, enabling us to use variable-rate

technology.

What changes do you expect to see on your farm in the next 5 to 10 years? Due to lower commodity prices, I think we're going to have to become way more efficient in the next 5-10 years.

Do you have any hobbies? I like to golf and go to Bison games.

What's your favorite food? A good steak.

If you could win a vacation, where would you want to go? To be honest, I'd like to cruise through the Panama Canal.

What do you like best about farming? Every aspect of it. The change of seasons and every day is a different problem solved, and I really enjoy that. Also, I really enjoy finance and marketing. Most people don't like bookwork, and I really enjoy it.

Weed Warning! Palmer Amaranth is a Prolific Seed Producer

At the annual Extension Fall Conference last year, North Dakota State University (NDSU) launched a weed management working group to create awareness. Tom Peters, the Extension agronomist for sugarbeet and weed science at NDSU and the University of Minnesota, says the No. 1 weed awareness concern that we have in North Dakota is Palmer amaranth, a relative of redroot pigweed, which is very common, and waterhemp, which is becoming more common from central Minnesota into southeastern North Dakota.

Peters explains that Palmer amaranth is different from the other pigweed species because of the prolific amount of seed that it produces. “Redroot pigweed will produce about 75,000 seeds. Waterhemp will produce 150,000 seeds,” says Peters. “There are reports from the South, where Palmer amaranth is fairly common, that it’ll produce 500,000 seeds”

Like waterhemp, Palmer amaranth germinates and emerges over a broad period of time; seeds do not go into dormancy during the



Palmer amaranth

summer heat. Therefore, as long as there is soil moisture, they will keep right on germinating and emerging after growers have completed their weed control programs. Palmer amaranth also grows extremely rapidly. “Again in the South where it’s more common,” says Peters, “there are people that say that it grows two inches a day. That’s unheard of; we don’t see that in our area.”

Another reason to create awareness is because Palmer amaranth has already developed resistance to a number of herbicide families. So not only is it a formidable foe, there are

no good tools to manage this weed right now.

Peters says he doesn’t think that North Dakota currently has Palmer amaranth. During the Fall Conference, it was decided that Palmer amaranth is one of the emerging threats for North Dakota agriculture. Peters and Stutsman County Extension Agent Alicia Harstad are co-leading the weed management working group. The primary goal is to make people aware of this weed so that, when they see something that’s different, such as a fast-growing weed or a weed that doesn’t respond to herbicide, they will

contact an Extension specialist, crop consultant or ag retailer.

A sub-group of that working group is creating an action plan. “If Palmer Amaranth is found, we want to be able to implement a plan immediately,” says Peters. “We don’t want to wait until this weed spreads into a couple of counties. We want to be able to address Palmer amaranth when it’s in one township.” Peters says that Palmer amaranth will eventually get here. Creating awareness will give scientists the best chance to identify solutions, whether they are herbicide solutions, tillage or cultural practices.

Peters says that growers who have experienced Palmer Amaranth have found that it is a game changer; it is changing the way they farm. “Since Palmer amaranth is resistant to a lot of the post-emergence herbicides, farmers are going back to soil-applied, pre-emergence herbicides to control Palmer amaranth and waterhemp,” says Peters. “We also see farmers returning to row-crop cultivators and even hand weeding. So for me, this

the way it was when I grew up in the 1970s where you would use a multi-pronged approach.”

Other herbicide-resistant weeds, such as kochia, are just as important and are also part of the campaign.

Peters emphasizes Palmer amaranth because it is the poster child for what the weed management working group is trying to accomplish. “Once we have farmers’ attention, we can implement some

of the same principles for other tough weeds, such as kochia, common ragweed, or giant ragweed.”

Peters says that one impact of today’s larger farms is the need to plant more acres quickly, so

sometimes, farmers make a choice to continue planting instead of stopping to use soil-applied herbicides. An early spring can give growers a little more time to cover their acres and to implement other herbicide strategies. “But an early spring isn’t the only reason to apply soil-applied herbicides,” says Peters. “I think that’s just the way it’s going to be in the future.”

Peters says that it will take a team approach of ag retailers, crop consultants, and seed and chemical company representatives who are on board and supporting this outreach campaign. Chelsea Penuel, the noxious weed specialist with the North Dakota Department of Agriculture, is also involved.

Peters, who spent 24 years with Monsanto prior to his current position, says that he’s learned that a very small percentage of farmers spend a lot of time walking their fields today. So part of the effort is to get in front of the right audience. Peters wants to learn more about how farmers make decisions, how they decide which programs to implement and who influences those decisions. “This is going to start with a few farmers that say ‘we’ve got to do things differently.’”



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Tee up some fun!



2nd Annual Jamestown NDSGA Open Golf Tournament

Join the NDSGA for a day of fun on **July 29, 2015** at the Jamestown Country Club. Our 18-hole scramble format, with an optional skins game, includes lunch followed by a social, dinner and prizes.

Register yourself or a whole team by July 1 by going to the Events tab at NDSoyGrowers.com. For more information, contact Nancy Johnson at (701) 640-5215 or nancy.johnson@ndsoygrowers.com.

