

THE NORTH DAKOTA **Soybean** VOLUME 1 • ISSUE 3 DECEMBER 2012 GROWER MAGAZINE

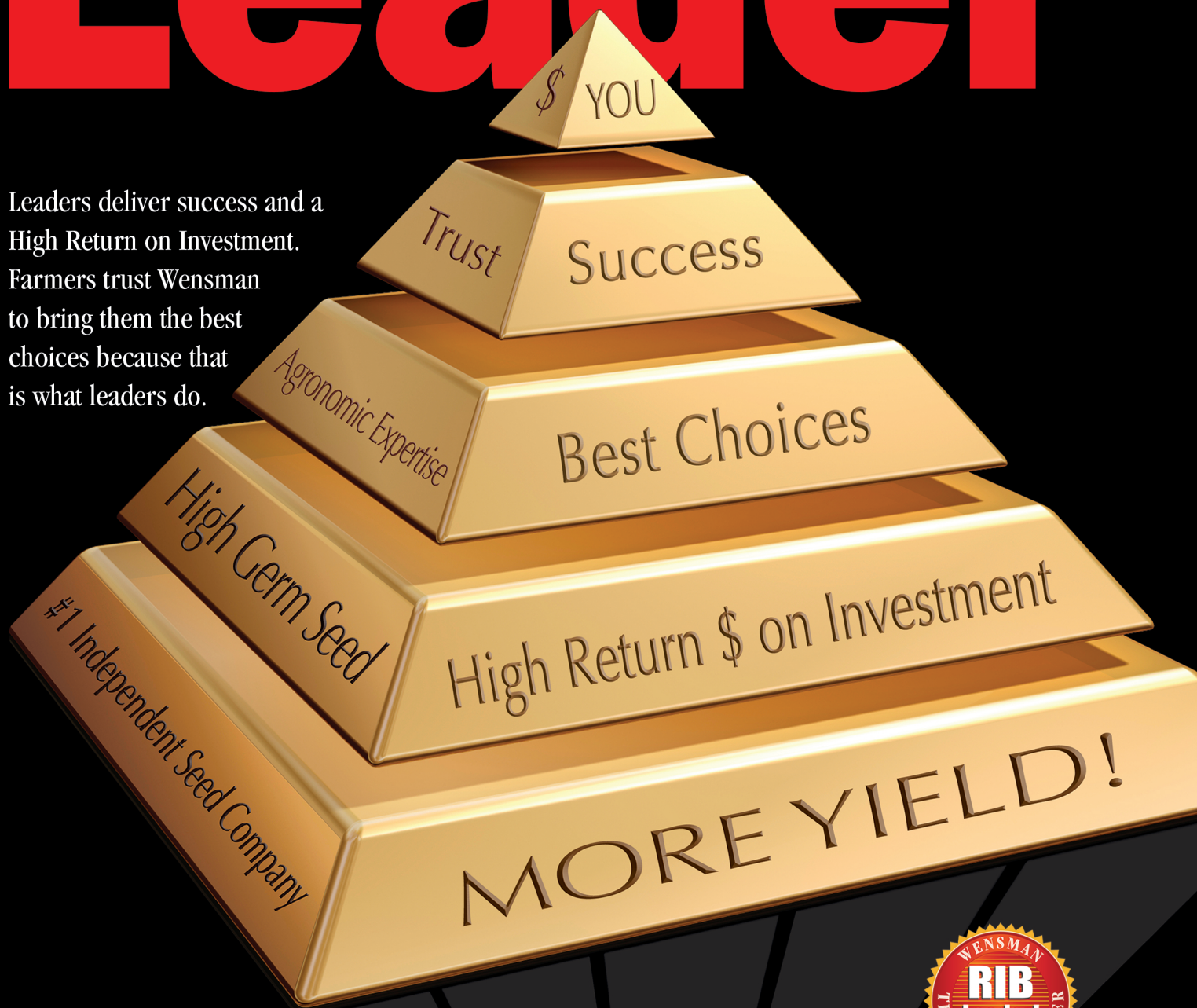


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Soybeans Surprise
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1555 43rd St. South, Suite 103 • Fargo, ND 58103
(701) 640-5215

Jason Mewes, President • Colgate, ND
District 4 • jkm89@hotmail.com

Brent Kohls, Vice President • Mayville, ND
District 5 • bjkohls@yahoo.com

Luke Kuster, Secretary • Grand Forks, ND
District 6 • pepe81182@hotmail.com

Harvey Morken, Treasurer • Casselton, ND
District 3 • morken53@gmail.com

Scott Hendrickson, Past President • Walcott, ND
District 1 • riceriverfarm@wtc-mail.net

Craig Olson • Colfax, ND
District 1 • craig.m.olson@rrt.net

Kasey Lien • Milnor, ND
District 2 • klien04@hotmail.com

Ryan Richard • Horace, ND
District 3 • richee2@hotmail.com

Shane Heck • Cavalier, ND
District 7 • slheck@live.com

Dennis Renner • Mandan, ND
District 8 • dennisrenner@msn.com

Crystal Martodam • Mylo, ND
District 8 • crystal.martodam@ndsu.edu

Bob Runk • Casselton, ND
At Large • kcnur@aol.com

Ed Erickson, Jr. • Milnor, ND
ASA Representative • edson@drtel.net

Eric Broten • Dazey, ND
Young Leader • eric.broten@yahoo.com

Jay Myers • Colfax, ND
Industry Representative • jmyers@rrt.net

NORTH DAKOTA SOYBEAN COUNCIL

Diana Beitelspacher, Chief Executive Officer
dbeitelspacher@ndsoybean.org

Suzanne Wolf, Communications Director
swolf@ndsoybean.org

1555 43rd St. South, Suite 103 • Fargo, ND 58103
(888) 469-6409 • (701) 239-7194

Monte Peterson, Chairman • Valley City, ND
District 5 • mpfarms@wildblue.net

Scott Gauslow, Vice Chairman • Colfax, ND
District 1 • sgauslow@yahoo.com

Tyler Speich, Secretary • Milnor, ND
District 2 • tyler.speich@plantpioneer.com

Jared Hagert • Emerado, ND
District 7 • jchagert@msn.com

Lucas Rode • Adrian, ND
District 6 • lucasrode@yahoo.com

Harvey Pyle • Fargo, ND
District 4 • hap@cablone.net

David Gasal • Jamestown, ND
District 6 • dggfarm@hotmail.com

Mike Satrom • Galesburg, ND
District 8 • msatrom@icct.com

Charles Linderman • Carrington, ND
District 9 • chlind@daktel.com

Art Wosick • Minto, ND
District 10 • artwosick@hotmail.com

Dusty Lodoen • Westhope, ND
District 11 • dustylodoen@gmail.com

Mike Appert • Hazelton, ND
District 12 • mappert@bektel.com

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Crop Production Manager

100 N 10th St

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matt@richlandifc.com | www.richlandifc.com



NORTH DAKOTA SOYBEAN GROWERS ASSOCIATION

OWNERSHIP. Defined by the Merriam-Webster Dictionary as having power or mastery over something.

As a farmer, we can own many items: a car, a truck, a combine, a quarter section of land and the list goes on and on. These items are often necessities for our operations and we would be in a heap of trouble without them. We buy them to assure that they are there whenever we need them. We know that once we assume ownership of them, they are ours and we must take responsibility for them. It is pretty easy to keep track and verify ownership of physical objects, but what about the things we cannot see and cannot touch? Who owns them? Who controls them? Why do they get to control them? Who gave them that right? How do we change it? Many intangible items can be owned and controlled, but what about the most important -- your future? Who owns your future?

We are about to begin a very critical time in North Dakota. This January, legislators from all across the state will come together in Bismarck. They will be charged with setting the course for our state for the next two years and beyond. These people are some of the state's finest and brightest and they will do what they think is best for the future. They will be subject to extensive pressure from various groups pushing all sorts of agendas. You can be assured that environmental and animal welfare groups will make their voices heard loud and clear. These groups will make every effort they can to take ownership of the agenda and our futures. We cannot let that happen.

I assure you that the North Dakota Soybean Growers Association will be there to fight for the interests of all soybean growers in this state. We will be working hard to ensure that rural roads and water infrastructure are addressed. We will also be focusing on reforming the property tax laws and ensuring that ag land is treated equitably. We will most certainly fight anything that will be harmful to our growers.

We will do our best to make your voice heard, but we need your help. There are three key ways that you can help us reach our goals. First, our strength comes from numbers. We need your memberships to keep our association strong and moving forward. We are a member-funded organization and we do not directly receive any portion of your check-off dollars. Second, we need your input. Your opinions and knowledge are vitally important to the success of our group. We value all thoughts and ideas relating to the future of farming. Finally, the most important thing you can do to help us reach our goals is become involved. You matter. Your representatives need to hear from you. It can be something as simple as an email or a phone call. The legislators will listen to your thoughts and ideas.

North Dakota is very blessed to have a strong and diversified economy. It is vital that we do not let anyone forget that this is still an ag state, not just an oil state. The future is very bright for us and we should all be proud of how far we have come. We must never forget that we are under tremendous scrutiny and pressure from groups that would like to determine how we farm and live. They will try hard to take control of our futures. We cannot let them. The future is ours. WE MUST OWN IT!



Jason Mewes,
President
North Dakota Soybean
Growers Association



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Soybeans Surprise

USDA forecasts a record soybean crop in North Dakota in 2012, a big surprise after a warm, dry growing season.

Winfield Solutions regional agronomist Jason Hanson thinks one reason for the surprisingly good yields is because we didn't have as many issues with iron chlorosis and issues with wet weather that have hurt us the last couple years. "The Devils Lake area lived off subsoil moisture the whole year. We did have a lot of salt areas that did show up as being pretty tough this year, but where there wasn't, the beans yielded very well."

There was no white mold, and not too many issues with root diseases," says Hanson. "About the only other pest problem was spider mites, and we didn't have a big soybean aphid situation."

Hanson says most of the reason for the good yields had to do with the weather. "90 percent of everything is environmental, but the one thing that's probably, from a genetic standpoint, is that predominantly, this market is now dominated by Roundup Ready 2 Yield soybeans. You're starting to see more beans per pod."

Hanson doesn't count pods or beans per pod because beans can make him look so foolish, one



THE SOYBEAN YIELDS WERE GENERALLY BETTER THAN EXPECTED. WINFIELD REGIONAL AGRONOMIST JASON HANSON CREDITS SEED GENETICS.

way or the other. "And this was a year where you would've guessed 40, 45 bushel and you'd have been plugging out 55, 60."

Hanson says the surprising yields are even more perplexing in the Crookston, Fisher, and Hallock areas in the northern Red River Valley where they were exceedingly dry. "How did that crop turn out? It was way better than people expected."

Hanson says most of these Roundup Ready 2's are floating toward the top of yield trials. Referring to the last major drought year of 1988, he says "if we'd have had 1988 genetics this year, we would not have had this kind of yield. "Corn yields in 1988 were junk! This year, where

were corn yields at? They were bad but they were way better than that."

North Dakota State University Extension agronomist Hans Kandel thinks there are many factors involved in getting soybean yields. First, planting took place rapidly and in a timely fashion. Despite initial reports of poor stands, soybeans have a great ability to compensate and fill in empty spaces.

The drier than normal season provided a more uniform stand throughout the field without plant death due to saturated conditions. Kandel says having yields over the entire field versus no yield in low-lying areas resulted in a good to above-average yield per acre.

There was some iron deficiency chlorosis early in the season but with high temperatures, the crop in many cases was able to grow out of it and green up.

Due to the nice, warm season and no saturated conditions, Kandel thinks it's likely that the root system developed well and as the season got progressively drier the roots were able to extract the last drop of moisture from the soil profile.

One final factor behind the surprisingly good yields, according to Kandel, is the fact that warm conditions moved the crop along in development and most crops were mature before a frost, so all the beans were made before potential frost damage.

Peterson Farms Seed agronomist Adam Spelhaug thinks getting in the field early and getting a nice stand with no early stress was a big part of it. "A lot of guys were done with their beans before they started corn in 2011."

There were spots that had some timely rain. Even a couple tenths at the right time really did it, thinks Spelhaug, because we were set up for a big crop by getting in early. "Even in the really dry spots like northern Cass County the yields

were still at APH levels, which, for the year, they were really happy with."

Spelhaug's planting date studies indicate that beans that get in in the first week of May are usually his best beans. This year, Spelhaug says a lot of the soybeans were planted in the first 10 days of May, where the last three, four years the majority was probably planted from the 15th to the 30th.

"And then they weren't saturated in June so I think we rooted down, giving us a bigger root

mass that kind of carried us through the rest of the year," said Spelhaug.

DuPont Pioneer agronomist Zach Fore says this year was a reverse of the last couple years when we had some soybean crops that looked pretty good but produced disappointing yields. Fore did expect smaller beans, and yields, as a result of the dry year in 2012, but it didn't happen.

"We got yields that were five to ten bushels better than what we expected," says Fore. His preliminary, non-scientific conclusions are that early moisture, which got beans off to a good start, and progressively drier weather as the year went on, resulted in good rooting. "That's why we didn't see as much drought stress as we might in a year when commonly we can get very wet early and then get very dry late and I think that was the case the previous two years, but not this year."

While that doesn't explain the high yields, Fore says it explains why they weren't as low as we might have expected. "But I think it does help explain why the seed size was good, but I think probably the biggest thing was not seed size but pod number. I suspect if we'd have done pod counts we'd find that we had

better pod counts, and that goes back to those flowers not aborting."

Asked to explain the higher flower and pod retention, Fore said it has more to do with the environment than with genetics. "We're on the northern end of the corn and soybean belt, and we think it was hot this year, but it's not hot when you compare it to southern Illinois, or Missouri, or Arkansas. So, what I learned is these crops can tolerate heat quite well and it might be that in these cooler years that we don't have as good of pod retention, flower retention, these soybeans will actually abort fewer flowers when we have more heat."

Fore says the kind of heat that produces stress is 100s plus, or the 90s for many days in a row like they have down South, and they can grow some really, really good soybeans, as we know with Kip Cullers growing those 150 bushel yields in Arkansas.

Other factors contributing to higher soybean yields include adequate subsoil moisture, and reduced root diseases, the result of the drier year. Not the kind of diseases where we see dead plants, but pressures that reduce the effectiveness of nitrogen fixation and water uptake.



HANS KANDEL, NDSU EXTENSION AGRONOMIST, CREDITS A GOOD ROOT SYSTEM FOR THE GOOD SOYBEAN YIELDS.

A Pioneer in North Dakota Soybean Production

When it comes to growing soybeans in the western part of North Dakota, Dennis Renner is a pioneer of sorts. It all started in the mid-90s when the Mandan, North Dakota farmer began toying with the idea of planting soybeans on his farm. "There weren't very many people growing them out here," Renner recalls. At that time, Renner remembers only one farmer north of Mandan growing soybeans under irrigation. Long-time friend, and current North Dakota Agriculture Commissioner, Doug Goehring, was growing soybeans in Menoken and encouraged Renner to try them. His conversations with Goehring and the development of Roundup Ready soybeans were the big push for Renner to include soybeans in his crop rotation. Fourteen years later, he is still growing them.

Renner has continued to include soybeans as a regular part of his crop rotation since that first experience in 1998. The fourth-generation farmer plants half of his acres to cereal grains and the rest to soybeans, corn and sunflowers. Why? Renner cites multiple reasons. "I

like the fact that it spreads the work load out and I've always been satisfied with the returns on the beans," Renner said. Renner is pleased with the soybean yields, but says he does not want all his eggs in one basket, so he keeps cereal grains, corn and sunflowers in his crop rotation.

In the 14 years Renner has been growing soybeans, he estimates his soybeans yield an average of 25 bushels per acre, and he is pleased with that. "Some years, more. Our area is known for its droughts too so then it's not so good," said Renner. The biggest nemesis Renner faces growing soybeans is timely moisture. "We don't seem to have problems with the diseases or the weed pressure."

Since Renner began the movement of growing soybeans in the west, he says it has been exciting to see the number of soybean acres increase on his side of the state. As far as the continued movement of soybeans in the western part of the state, Renner doesn't suspect too many soybean acres west of him. "Morton County is about as far west as I know they are at." He thinks there are a couple of reasons



DENNIS RENNER

for that. "Moisture is a limiting factor in soybean production and you've got to have a way to get them off. You don't want to invest a lot of money in flex-heads to harvest a few acres of beans."

Renner's involvement with the North Dakota Soybean Council began in 2002. Upon completion of his six year term with the Council, Renner joined the North Dakota Soybean Growers Association. Renner says he is pleased with the job the Council is doing promoting North Dakota soy-

beans. "They've done an excellent job promoting beans to the markets in China and the Philippines and those countries. We're exporting a lot of beans!" When it comes to protecting farmers, Renner says the NDSGA is busy dealing with issues in Washington. "Farm bill issues, crop insurance, EPA, there's a whole gamut of issues. The growers association has an important role to play dealing with some of these topics."

Crop insurance coverage for soybeans in Morton County wasn't always available. "It was available through a written agreement up until about 2005 when soybean coverage was added to Morton County." Renner was instrumental in getting crop insurance coverage for soybeans in Morton County, he and former North Dakota Soybean Council staffer Tim Radermacher wrote a letter to the Risk Management Agency. "They agreed to add this county to it," remarks Renner.

Raising soybeans started as an experiment for this western North Dakota farmer, but has turned into a valuable part of his operation.

North Dakota Produces Record Soybean Crop

USDA raised the national average soybean yield 1.5 bushels per acre in the November Crop Production report, to 39.3 bushels per acre. Soybean production was raised 111 million bushels from the previous forecast, to 2.971 billion bushels. This was the largest ever October to November gain in soybean yield and production.

North Dakota's 2012 soybean crop broke several records. The total production estimate of nearly 160 million bushels beats the 2010 record by 15 percent, or 21.4 million bushels. Planted acres, at 4.75 million acres, tops the

previous record in 2010 by 650,000 acres. Harvested acres are estimated at 4.7 million acres, also a record high, surpassing the 2010 record by 15 percent, or 630,000 acres. The current average yield forecast is 34 bushels per acre, tied for the third-highest on record.

North Dakota Agriculture Commissioner Doug Goehring says initial estimates in the spring of 2012 suggested planted acreage of over four million acres. Then soybean prices started climbing, people followed through on their intentions and actually planted

even more soybeans, and as some ground came open later on, there were soybeans planted in early-to-mid-June.

According to Goehring, "The research that's gone into breeding has certainly developed a lot of good soybeans and it was amazing given the type of year we had how well we were able to respond to that and really have some good yields out there, surprisingly."

So what is the impact of the record soybean crop in North Dakota? "When you look at 160 million bushels out there, and the fact that we're seeing some pretty

good prices, you're talking about some real dollars on the table," says Goehring, "going to service debt, pay down operating and put a little equity away, and put producers in a good place to start planning for next year."

Goehring says the situation gets farmers back to that corn-soybean ratio of 2.5 times what corn is, which hasn't been the case for the last decade. Beans are becoming a bigger player in the world scene—they're recognized for their food value and for the oil that is used in

Continued on next page



so many countries, and as an alternative fuel. "That's a very good thing for our producers and I firmly believe with only a 2.9 billion bushel US soybean crop, all that production is certainly going to be consumed globally."

Goehring says a large percentage of North Dakota's soybeans end up going abroad-some as soybean meal, but the great majority as raw soybeans. "That helps prime that pump that drives business on Main Street, as farmers invest in their operations by buying new equipment or replacing old equipment with some newer used equipment, parts, supplies. Overall, you just see producers driving an

economy here in our state and the upper Midwest and the nation because we generally don't horde that-we turn right around and put it back on Main Street and try to increase our ability to produce more food, feed and fiber for this nation and for a growing world."

Asked if the record 2012 soybean crop puts North Dakota on the soybean map, Goehring pointed out that Cass County has been the No. 1 soybean producing county in the nation for several years, and Richland County has been No. 3 or 4. And Stutsman County probably produced more soybeans than the entire state of Alabama. "But,



AG COMMISSIONER
DOUG GOEHRING

the record crop does bring us to the forefront when you start looking at major suppliers of soybeans to a national and global

market," says Goehring. "North Dakota's getting some recognition-good or bad. Sometimes you become a target. It certainly complicates your system, but I think this is a good thing for North Dakota."

Looking ahead, Goehring thinks it's very plausible that soybean acres may increase again in 2013, given the fact that soybean prices look like they're going to stay up. "Farmers will try to take advantage of the situation given the fact that we have a growing middle class in the world and we continue to need livestock feed and soybeans for a lot of our Asian clientele. I think that market's probably here to stay for a while."



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Diana Beitelspacher
Chief Executive Officer
North Dakota
Soybean Council

DEAR VALUED SOYBEAN PRODUCERS:

Perhaps you have heard the 4H mantra “The 4-H Revolution of Responsibility.” It’s a crusade for youth creating positive change – moving our country forward by making a difference where they live. That takes an exceptional commitment. We can learn a valuable lesson from 4H.

What have you done to help move the soybean industry forward? Yes – you pay the soybean checkoff, which is critical to our ability to invest in research, marketing, communications, promotion and education to enhance your success and profitability. But what have you done to become actively engaged in influencing the direction of our industry and in creating positive change moving forward?

It is easy to assume that someone else will step up to the plate and take a leadership role as a County Representative or a Director. But that is not necessarily the case. As a soybean producer, how important is the future of our industry to you and what are you going to do to ensure it continues to thrive?

The ND Soybean Council will be seeking County Representatives in early 2013 to represent soybean producers in Barnes, Richland, Grand Forks, Traill, Foster, Eddy and Wells Counties. Those elected from Barnes and Richland counties will automatically hold a seat on the Council Board of Directors. Those elected from the other counties will move on to a District election, during which time they will select a District Representative to serve on the Council Board.

County Representatives serve as liaisons between their county soybean producers and Council board members. While there are no scheduled meeting commitments, we will call upon these leaders to provide input in such areas as production challenges, ideas for enhancing producer communications and opportunities for investing checkoff dollars.

District Representatives are responsible for overall governance of the Council, including establishing policy and direction and making decisions pertaining to the investment of checkoff dollars. They are required to attend at least four scheduled committee and Board meetings each year. These individuals also represent the Council on state and national industry-related boards. Directors are provided with a per diem of \$135/day plus expenses as allowed under State law. Details about the nomination and election process are provided in this magazine.

So again I ask...how important is the soybean industry to you and what are YOU going to do to ensure its continued success? I challenge you to step up and make the commitment today to join our crusade in making our industry the best it can be – now and into the future.

I wish you and yours a happy, memorable and blessed holiday season!



NDSC Salutes Vanessa Kummer

FOR NINE YEARS OF LEADERSHIP AND SERVICE ON THE UNITED SOYBEAN BOARD

The first North Dakotan and the first woman to lead the United Soybean Board (USB) as its Chairperson, Vanessa Kummer, is no stranger to the soybean industry. In December 2003, Vanessa was appointed to USB from North Dakota. This December, Vanessa completes her ninth and final year of service with USB. Prior to being appointed to USB, she served two years as president of the North Dakota Soybean Growers Association (including one year as past president).

She somewhat downplays the fact that she is the first woman to serve in the position of USB chairperson. "It's really good to see women in leadership roles in agriculture," says Kummer. "After all, we know that roughly



VANESSA KUMMER

one-third of farms have women involved with their operations, and I think something like 15 percent of farms have women who are sole owners. We need to have a voice at the table."

She reports the USB directors are really focused on making sure a return on the checkoff investment is seen by all U.S. soybean farmers. "It's important

that farmers remember that the elevator is not our customer. That is just the place we ship our beans to on their way out to the end-use customers. USB is working hard to communicate with current and potential buyers to help keep the benefits of U.S. soy top of mind."

"Vanessa has been an outstanding leader and ambassador for soybean farmers across the country as a USB Director and leader," says Diana Beitel-spacher, Chief Executive Officer of the North Dakota Soybean Council. "Her dedication, enthusiasm and passion for moving our industry forward are unsurpassed and we are especially proud of the progress that has been made with soybean check-off funded programs

under her leadership."

"Vanessa presided over one of the biggest years in USB's 21-year history," added USB Chief Executive Officer John Becherer. "She guided USB through a significant organizational transformation that has fundamentally changed the way we do business. Her steadfast leadership and support has been a major factor that success."

Vanessa, along with her husband, Paul, and son, Blaine, operates a family farm in Colfax. She has 35 years of farming experience. The NDSC board of directors and employees congratulate Vanessa on her successful year as chairperson and thank her for her many years of dedicated service to the soybean checkoff program!

NDSU SCHEDULES 2013 "GETTING IT RIGHT" IN SOYBEAN PRODUCTION MEETINGS

Soybean producers interested in intensive soybean management should plan to attend one of three "Getting it Right" meetings scheduled for Edgeley, Carrington, and Rugby, all located in North Dakota. At the meetings, North Dakota State University Extension Service faculty and staff will discuss soybean research underway and 2013 production.

The meeting dates are:

- Tuesday, January 29, 2013, from 10:00 a.m. to 3 p.m. at the Teddy's meeting room in Edgeley, ND (On

the corner of 281 & 13)

- Wednesday, January 30, 2013 from 8:55 a.m. to 3:35 p.m. at the Carrington Research Extension Center in Carrington, ND
- Thursday, January 31, 2013 from 9:30 a.m. to 2:30 p.m. at the Eagles in Rugby, ND (Along Hwy 2 on the west side of Rugby)

For more information, contact NDSU Extension Agronomist Dr. Hans Kandel at (701) 231-8135 or by email at hans.kandel@ndsu.edu



ND Soybean Council Proudly Unveils Newly Redesigned Website

In November, the North Dakota Soybean Council (NDSC) debuted its newly revised website www.ndsoybean.org. The website highlights all of the NDSC's program areas which include: International Marketing, Research, Transportation, Animal Agriculture, Customer Awareness, Soy Biodiesel, and Producer Education. NDSC's annual report, research update, "North Dakota Soybean Grower" magazine, producer and

consumer resources, and more, are available on this redesigned website.

"The North Dakota Soybean Council's website is our front door to the world and our first point of contact for many audiences," said Suzanne Wolf, communications director of the North Dakota Soybean Council. "This website redesign helps communicate the mission of the North Dakota Soybean Council, which is to effectively invest and le-

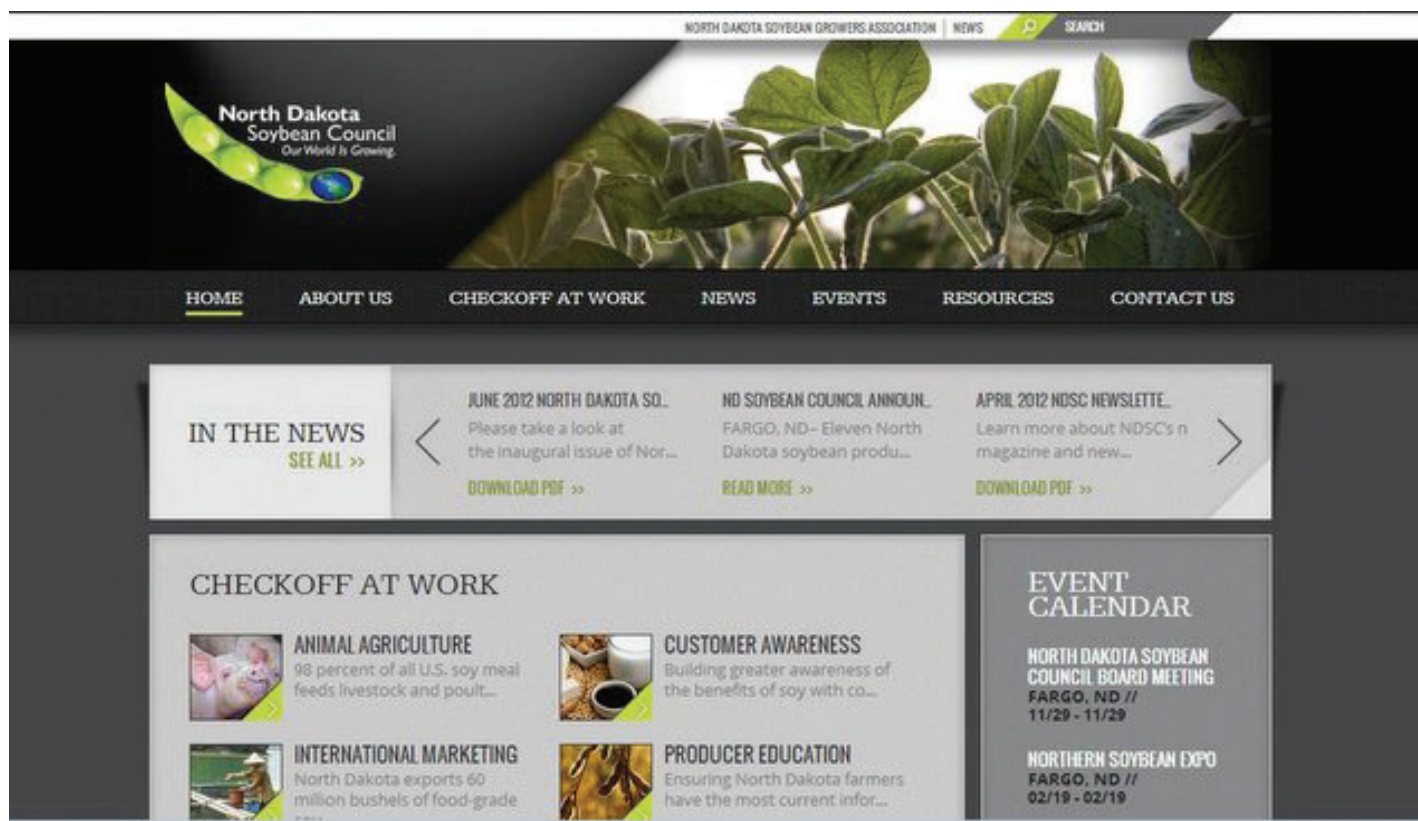
verage North Dakota soybean checkoff resources to maximize the benefit of North Dakota soy."

The new site design makes it much easier for soybean farmers to find the latest soybean news; important events; and information on checkoff-funded programs and projects, including production research. Website upgrades include improved navigation, updated information and several

new features including high-resolution photography, a new search tool and market reports.

The Council's website is also linked to the new North Dakota Soybean Growers Association website, the organization that is the legislative arm for soybean producers in the state.

Check our new website today at www.ndsoybean.org





The North Dakota Soybean Council Office Relocates

After eleven years, the Soybean Council office will be moving to a new office space in December. The new office will be located at Capital Square Office Park at 1555 43rd Street South, Suite 103 in Fargo. Capital Square is located in the thriving West Acres Business Park of Fargo. The building features residential architecture, high efficiency design, and a private park.

"We are excited to serve our soybean producers from our new office location," said Diana Beitelspacher, chief executive officer of the North Dakota Soybean Council (NDSC). "This new office will allow NDSC to hold its committee and board meetings on site; accommodate future expansion; and host business meetings and international soybean trade teams visiting North Dakota. This

new location will also house an office for the North Dakota Soybean Growers Association."

The new office provides adequate capacity for NDSC's employee team. There are five employee team members that work on behalf of the North Dakota Soybean Council and soybean farmers of North Dakota.

Having been employed with the North Dakota Soybean Council since December 2010, chief executive officer Diana Beitelspacher's responsibilities include: reporting to the Board of Directors and accepting responsibility for the overall operations of NDSC; with the Chairman of the Board, enabling the Board of Directors to fulfill its governance function; and providing direction to the formulation of NDSC's vision, mission, strategy

and annual goals and objectives and provide leadership and support in achieving them. Diana was raised in Vermont and lives in West Fargo with her husband, Neal. They have one grown son.

Director of Marketing and Development, Michelle Swenson, has been with the North Dakota Soybean Council since September of 2012. Her duties include: providing leadership on domestic and international market development efforts for NDSC; managing and supporting NDSC's Marketing Committee; serving as the primary advisor to the CEO and Marketing Committee on issues pertaining to domestic and international marketing of North Dakota soybeans; managing NDSC's community outreach programs; and managing marketing program

contracts. Originally from Montana, Michelle has three sons, Christian, Derek and Brian, and lives in Fargo, ND.

Kendall Nichols, Director of Research Programs, has held this position since September of 2012. Kendall's responsibilities include: directing and overseeing NDSC's research programs; managing and supporting the Council Research Committee, including serving as the primary advisor to the CEO and Research Committee on production challenges that can be addressed through research; managing NDSC's research outreach programs; and managing NDSC's research program contracts. Ken and his wife, Monica, reside in Climax, MN and have three grown children, and one grandchild.

Suzanne Wolf joined



**DIANA
BEITELSPACHER**



**MICHELLE
SWENSON**



**KENDALL
NICHOLS**



**SUZANNE
WOLF**



**MOLLY
FERN**



NDSC as Communications Director in January of 2001. Her responsibilities include: delivering integrated communications programs for the Council across multiple channels for the NDSC to accomplish its strategic business objectives; serving as the primary advisor to the CEO and Communications Committee on issues pertaining to advertising, messaging, producer communications, brand awareness, public relations and media relations; managing electronic communications; managing the creation, production, purchasing and placement of all advertising campaigns and programs; overseeing all public and media relations activities and promotion of producer outreach programs; and managing NDSC's brand. Originally from Northern California, Suzanne and her husband, Verne, live in Kindred, ND along with their two sons - Rodney, 6, and Elliott, 3.

Molly Fern joined the ND Soybean Council in 2006 as Program Assistant. Today, as the Council's program coordinator, her responsibilities include general office operations; administrative support; inventory control management and finance. A Fargo, ND native, Molly lives in

Fargo with her husband Bryan and son Brennan, 1. Molly is expecting her second child in June 2013. The North Dakota

Soybean Council team will be hosting an open house in early spring to showcase its new office. More details on this open

house will be communicated in the February issue of the "ND Soybean Growers Magazine".

2013

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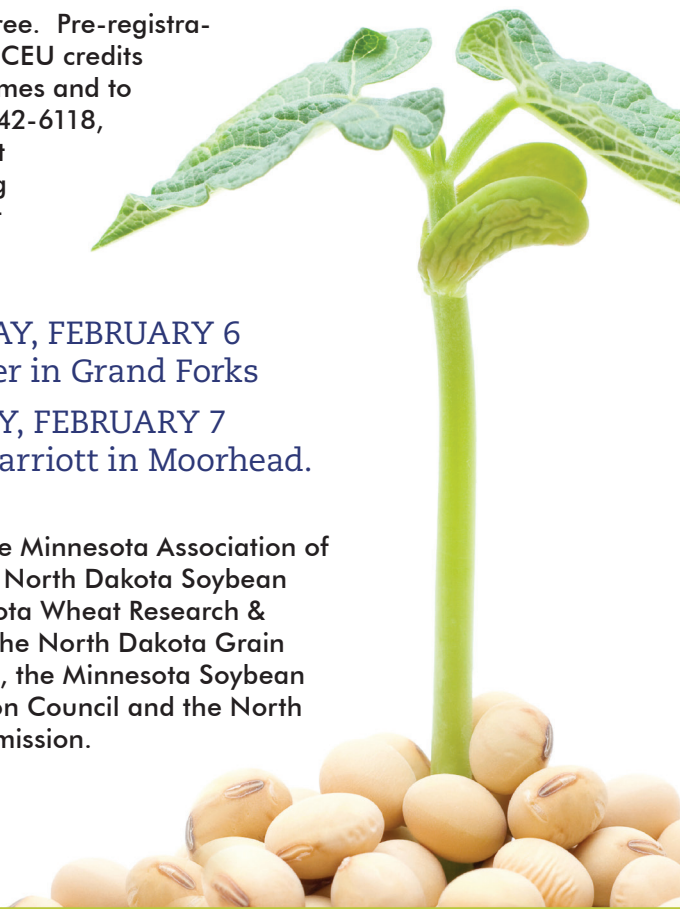
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North Dakota Soybean Council Welcomes Two New Employees

The North Dakota Soybean Council (NDSC) is pleased to announce the recent addition of two new employees to their Fargo office in September. Michelle Swenson of Elbow Lake, MN was recently hired as NDSC's Director of Marketing and Development; and Kendall (Ken) Nichols was brought on as NDSC's Director of Research Programs.

Kendall Nichols served as NDSU's Traill County Extension Agent for the past five years. Nichols earned his Master of Science degree and a Bachelor of Science degree in Agricultural Education from North Dakota State University. He has more than 25 years of experience with the Extension Service in Minnesota and North Dakota and is a certified crop advisor. He has also served as an agronomist for Cenex Farm Service in Elliott, ND and as the manager of Midland Fertilizer in Enderlin, ND. Ken is also the recipient of numerous 4H awards and an achievement award from the National Association of County Agricultural



MICHELLE SWENSON

tural Agents. Ken and his wife, Monica, live in Climax, MN and have three grown children, and one grandchild.

"We are excited to welcome Ken to our Council team," says Diana Beitel-spacher, North Dakota Soybean Council CEO. "Research has always been a key focus area for the Council and Ken will play an instrumental role in working to find solutions to our producers' greatest production challenges," she adds. "We look forward to his leadership in this area."

"I really look forward to expanding the North Dakota Soybean Council's research program to bring new and exciting opportunities to North Dakota farmers," says Ken.

Michelle Swenson is



KENDALL NICHOLS

originally from Montana. She graduated this year with a Masters of Business Administration from Seattle University in Seattle, WA. She holds a bachelor's degree with a double major from the University of Minnesota in Morris, MN in business finance and economics. Most recently, Swenson was a market analyst with Powerit Solutions in Seattle, WA, where she analyzed electricity and manufacturing markets both domestically and internationally to identify future target markets. Michelle's background also includes service as a project manager for Gold Energy, LLC in Wahpeton - an ethanol development company, and farming experience on her family's farm in

Minnesota. Michelle served on the Board of Directors of the Minnesota Soybean Growers Association for four years and is a past recipient of the DuPont Young Leader Award and the Syngenta Leadership College Award. Originally from Montana, Michelle has three sons, Christian, Derek and Brian, and lives in Fargo, ND.

"I am excited to welcome Michelle to our team," says Diana Beitel-spacher, NDSC Executive Director. "We look forward to Michelle's leadership in helping expand our domestic and international marketing efforts for the benefit of all North Dakota soybean producers."

"One of the great passions in my life is agriculture, making my career at NDSC an incredible opportunity to promote our industry in a positive and profitable manner," says Michelle. "To say I am excited to begin is a bit of an understatement. I hope to employ all of my experience, education, and enthusiasm to leverage and support North Dakota soybeans!"



North Dakota Hosts Asian Buyers

This fall was busy for the Northern Crops Institute as well as the North Dakota Soybean Council and North Dakota Soybean Growers Association. Three separate buyer groups from China and a half dozen other countries visited North Dakota in September and October.

Eleven trade representatives from China and Indonesia came to the United States to learn about the quality of U.S. soybeans and build relationships with farmers. During their 16-day visit, the group traveled throughout six Midwest states, visiting with farmers and taking samples to assess crop quality.

North Dakota was the group's first stop. According to Peter Mishek, international trade consultant to Ag Processing Inc. (AGP), North Dakota's expanding soybean production made it a prime location to visit. "Both the quality and yields appear to be going up every year," Mishek says.

The group of buyers seemed equally impressed with the quality of North Dakota soybeans. "We've been seeing about 35 to 40 bushels per acre," remarks Singapore agri-trader Alex

Tay. This year's drought certainly had a big impact on the soybean crop, but Mishek notes that since North Dakota was not as greatly affected as some southern states, it was a good place to start.

The buyers were interested in learning about the crop size, soybean yields, and plans for next year's planting. The information they gathered during their visit will be immensely helpful for their companies when they return to Asia. There's a growing demand for soybeans in China and despite high prices Zhijun Du, with ChinaTeX, says they have no choice but continue to buy.

With 10 crushing plants, ChinaTeX is one of the largest soybean importers and crushers in China, according to Du. "We need beans to keep running a business," he explains. Du estimates that China will import nearly 60 million metric tons of soybeans this year alone. Alex Tay's company has a monthly demand of approximately 300,000 metric tons.

In terms of prices, Tay says prices of soybean by-products are not catching up. "The crush margins hurt pretty bad," he admits. As a result, many crushers are being



NORTH DAKOTA SOYBEAN COUNCIL BOARD MEMBERS AND STAFF; ALONG WITH FARMER-LEADERS FROM THE MINNESOTA SOYBEAN GROWERS ASSOCIATION, UNITED SOYBEAN BOARD, AND NORTHERN CROPS COUNCIL TAKE A GROUP PHOTO WITH THE FILIPINO DELEGATION, MONDAY EVENING, OCTOBER 15, 2012.

forced to slow down the pace of crushing. "You are talking about quite a bit of blood being spilled in China right now for every metric ton we are crushing," Tay says.

In addition to surveying the quality of the U.S. soybean crop, the trade mission also focused on building relationships between buyer and seller. "As a trader, we want to know what's going on at the origination side of the equation," Tay says.

The trade mission made a stop at Peter Lovas' farm near Hillsboro, North Dakota. Lovas was pleased to have some of the major buyers of U.S. soybeans on his farm. "It is fun to show

them a good quality crop and the condition it's in," Lovas exclaims.

In order to determine the quality of the soybeans they saw during their visit, the buyers collected soybean samples during each stop at farms and processing plants. "We get a quick snapshot back to the buyers in Asia as to what the quality is like," Mishek explains. Each sample is analyzed for crude protein levels, oil content and splits. During the course of the trade mission, the group collected nearly 400 samples. In an effort to eliminate scientific variance, the

Continued on next page



samples were analyzed at the same plant in Iowa.

The North Dakota Soybean Council, Minnesota Soybean Research and Promotion Council, and the South Dakota Soybean Council cooperated with the US Soybean Export Council to host the first-ever soybean procurement management short course at NCI, attended by 21 soybean buyers from seven Southeast Asian nations.

NCI Director Mark Weber says this was a very prominent group. “The buyers represented about 15 to 20 companies that import a total of about 6.2 million metric tons of soybeans annually. To put that in perspective, North Dakota raises about four million metric tons, so it is a significant amount.”

The purpose of the week-long course was to teach them to be more efficient buyers, so they understand the risk management tools they can use, such as hedging, forward pricing, as well as storage, logistics and transportation. “Ultimately,” says Weber, “it will make them more efficient buyers of soybeans and hopefully US soybeans.” Weber anticipates there will be a lot more soybean courses at NCI as we teach our customers worldwide how to become better buyers.



INTERNATIONAL GUESTS HAVE AN OPPORTUNITY TO SIT AND RIDE IN A COMBINE DURING THEIR VISIT TO PETER LOVAS’ FAMILY FARM IN HILLSBORO, N.D. DURING CORN HARVEST.

Colfax, North Dakota soybean grower and United Soybean Board Chair Vanessa Kummer, says Southeast Asia is a growth market for US soybeans. “It has a growing population, a growing economy, and we’re seeing a lot of demand coming from that area. We have visited customers in Vietnam, Thailand, and Indonesia, and now we’re meeting brothers and sons of the people we’ve dealt with in the past, so it’s great to see those companies grow that way. It’s also great to see the loyalty of these groups, and it’s wonderful to see the collaboration between the three states, North Dakota, South Dakota and Minnesota to put this effort together.”

Northern Crops Council

vice-chair Carolyn Zurn hopes to convince Asian buyers to buy northern-grown US soybeans. “We have a lot of extras in our soybeans. We have the essential amino acids which they don’t have in the southern part of the Americas.” Zurn says this area has been losing out on this. “We’re going to start marketing our soybeans in a different direction. Instead of being marked down for having less protein, we’re going to sell them as the best protein.”

Essential amino acids mean livestock will gain at a better rate, according to Zurn.

The procurement manager for San Miguel Foods in the Philippines, Dina Atienza-Laqui, said it was a pleasure and an

honor to be invited to North Dakota and it was a good learning experience. “It’s very hard to manage the risk and procurement of soybean meal. It’s getting tougher every year, so the information’s really vital. We are more equipped because of the futures and options, understanding the futures and knowing the right basis that’s perfect for us. We really appreciate your effort and all your generosity. We are so grateful.”

The Asian buyers saw soybeans being unloaded, and loaded, at the Alton Grain Terminal, bound for the Pacific Northwest, which was also the next stop on the Asian buyers trip.

Two days after the short course, the NCI welcomed the Philippine Import Group Association, also led by AGP’s international trade consultant Peter Mishek. The Philippines are one of the best markets for US soybean meal. “This year the Philippines will be No. 2 after Mexico in the importation of soybean meal,” says Mishek, “they’ll actually surpass Canada this year—almost a million tons of soybean meal.”

North Dakota Soybean Council director of marketing and development, Michelle Swenson, says building relationships with the Philippines gives



us an opportunity to show them the benefits of North Dakota soybeans. "This was an excellent marketing and relationship-building event for NDSC," according to Swenson.

Marie Marte, marketing representative for AGP in the Philippines, says the importers like the high quality and reliability of supply of US soybean meal. It also has a freight advantage because the export terminal is located near the Far East, compared to other originations.

Marte said the importers were impressed with the new Commodity Trading Room at North Dakota State University's Barry Hall. "They're here to make money and the more that they're equipped to know what will happen with the

prices, will make their business profitable. We also want to make new friends, we want to network, and enjoy the US." Marte said her group enjoyed North Dakota and were so amazed by how much land there is here.

Alberto Bagnol, a Cargill distributions manager in the Philippines, thought it was very important to learn how our soybeans are planted, harvested, processed and how they're being delivered to the Philippines. Bagnol says Philippine buyers pay a premium for US soybean meal because most end users consider US meal to have some advantages over other origins.

Bagnol, and other buyers, were pleased to learn about the better-than-expected soybean yields in North Dakota,

which helps to reduce the costs of imported meal. "The Filipinos seemed to be in a panic because of the reports that there may be rationing of soybean meal because production in the US was being hurt by drought. The lower price could help the

Philippine livestock industry."

The Philippine Import Group also visited the NDSU greenhouse, feed mill as well as the Northern Crops Institute during their one-day stop in Fargo.



CASSELTON, ND SOYBEAN FARMER HARVEY MORKEN (FAR RIGHT IN GREEN JACKET) ANSWERS SOYBEAN PRODUCTION QUESTIONS FOR INTERNATIONAL GUESTS.

NORTH DAKOTA SOYBEAN COUNCIL SEEKS COUNTY REPRESENTATIVES

The nomination and election of North Dakota Soybean Council's county representatives will take place in at the beginning of the year for the counties of Barnes, Richland, Grand Forks, Traill, Foster, Eddy and Wells. The term commitment for all counties is one year. After county elections are completed, county representatives will select members of the ND Soybean Council. Nominations need to be made so that names of candidates for County Representative can be put on the election ballot.

In early January 2013, the ND Soybean Council will mail a nomination form to soybean producers of record in Barnes, Richland, Grand Forks, Traill, Foster, Eddy and Wells counties. For your nomination to be considered, your County Ex-

tension Office must receive the form by March 1, 2013 or your mailed-in form must be post-marked no later than March 1, 2013. If you do not receive a nomination form in the mail, contact your County Extension Agent to obtain one.

After nominations are reviewed and validated by the County Extension Agent, names of the nominees will be sent to the ND Soybean Council. In February, the Council will mail to soybean producers of record an election ballot with instructions for completing and submitting it. The newly elected County Representative will be notified by March 8, 2013. For more information and answers to questions, contact your County NDSU Extension Agent.



Make Plans for Commodity Classic

As if Kissimmee, Florida in late February and early March isn't enough incentive, check out the informative agenda at Commodity Classic, February 28-March 2, 2013. "The Sky's the Limit" is the theme for the event, billed as America's largest farmer-led, farmer-focused convention and trade show. Commodity Classic is the premier convention and trade show of the American Soybean Association, National Corn Growers Association, National Association of Wheat Growers, and National Sorghum Producers. To register, visit www.commodityclassic.com

North Dakota Soybean Growers Association past president Scott Hendrickson says Commodity Classic allows farmers to network with individuals within industry and different locations. The various seminars are also educational and up to date on issues concerning the industry. Hendrickson recommends going to anyone within agriculture, or other industries as well. "The more knowl-

edge we have in general about our entire economy is good for all of us."

North Dakota Soybean Council treasurer Jared Hagert thinks Commodity Classic is a great opportunity to combine education, meeting new people and having a little bit of fun. "It's a good time to prepare for the next year, learn about the products and what's being offered by the companies and what's in their pipelines."

For the average farmer that wants to go to Commodity Classic, Scott Gauslow, North Dakota Soybean Council vice chairman, thinks the big advantage is meeting people outside of your area and think outside the box when it comes to different farming practices. "The social part of it, just getting to know people from outside your area, is very important," says Gauslow. "The trade show is also great, it's one of the biggest indoor trade shows around and gives you a different perspective."

North Dakota Soybean Growers Association board member Crystal

Martodam thinks Commodity Classic is a great opportunity for commodity groups to get together. "There's a lot of issues going on that you may not understand how they may affect us here in North Dakota, but it can affect our neighboring states, so it's kind of good to get together, hear their points of view and kind of be

unified on some of the larger issues and the national issues going on."

Regarding the trade show at Commodity Classic, Martodam says you get a lot of local contact, even though you're hundreds of miles away from home. "The trade show is huge and it definitely takes a lot of time to get through."

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Soybean Storage & Reconditioning

A record 2012 soybean crop has left grain bins overflowing for many producers. To preserve the quality of the crop, proper storage is essential. North Dakota State University Extension grain drying specialist Ken Hellevang points out that properly cooling and monitoring stored soybeans are the two primary keys.

As the temperatures cool in the fall, Hellevang says stored soybeans should be cooled to a winter storage temperature in steps. In order to get the stored grain temperature just below freezing, “a person may need to run their aeration fan periodically throughout the fall,” Hellevang suggests. In this area, Hellevang suggests a winter storage temperature of 20 to 25 degrees.

Hellevang strongly recommends continually monitoring the stored grain. In the fall, when temperatures are warmer, stored grain should be checked every two weeks. “Check for temperature, moisture content, the condition of that grain, if there’s any insect infestation; those type of things,” Hellevang said. Once the soybeans have been cooled to their winter storage tempera-

ture, monitoring becomes less frequent. “Things become much more stabilized and probably once a month is adequate as we go through the winter.”

Dry conditions caused soybeans to start drying down rapidly and last-minute rains kept some beans alive, resulting in an increase in the amount of green beans in storage this year. Green beans are tricky, Hellevang warns. “The moisture meter will be fooled by green beans, giving an inaccurate reading.” In storage, beans will segregate by size and density, and “there may be pockets of green beans that may be higher in moisture.” Hellevang cautions that these “pockets” are more likely to have storage problems.

As temperatures warm in the spring, producers can begin thinking about reconditioning. Due to the dry conditions, many beans were harvested well below the recommended moisture content of 13 percent. Hellevang cautions that reconditioning low-moisture soybeans in storage can damage grain bins.

“If we are adding moisture to the beans, the beans will expand and as they expand they are



DUE TO THE LARGE CROP, MANY GRAIN ELEVATORS WERE FORCED TO PILE SOYBEANS ON THE GROUND THIS FALL.

going to increase the pressure that is exerted on the bin,” Hellevang explains. The concern for grain bin damage is greater this year since beans were harvested at such low moisture levels. “Many years we might see the moisture content change a point or two just because we are running the fan under varying climatic conditions, but this year I’ve heard reports of seven to 11

percent moisture. If we are trying to bring that moisture up to 13 percent we are likely going to see enough increase of pressure that we would damage the bin.”

Hellevang says producers can begin reconditioning soybeans as the temperatures warm in the spring. However, he encourages producers to check with their bin manufacturer prior to reconditioning.

Soybean Outlook: Volatility

After soybean futures reached a record high on September 4th, prices fell by almost \$4 per bushel in two months. Going forward, expect more volatility.

"Volatility is the name of the game right now," says North Dakota State University Extension crops marketing economist Frayne Olson. "And there's still a lot of uncertainty in the marketplace." As we move into the winter months, Olson says there are two issues: first for short-term, old-crop soybeans. "There's going to be a lot of attention paid to what's happening in South America."

According to Olson, the market has built in average, or trend-line yields, as well as a pretty significant increase in acreage. "So the big question will be, are they going to be able to generate average yields in South America?"

There was definitely a risk premium built into the market this fall to provide incentives for South American farmers to plant soybeans. Nearby soybean futures reached a record high of \$17.89 on September 4th. Conab, Brazil's crop supply agency, has estimated about a nine percent increase in planted area with a crop size as high as



GOING FORWARD, EXPECT MORE VOLATILITY

83 million metric tons. That would be a 25 percent increase in one year.

The other long-term factor for soybeans is China. Olson says there are some concerns about the Chinese economy's growth rate. But Olson looks at that two ways. "Number one, the slowing of the Chinese economy is actually, longer term, a beneficial thing. There were concerns that the economy was growing too fast, that they couldn't keep up with the growth rates and that they'd have food inflation."

The export pace into China and the Pacific Rim in general will be watched fairly closely. One factor behind the recent price decline was China's cancellation of prior soybean purchases.

FRAYNE OLSON, ECONOMIST, NDSU, ENCOURAGES FARMERS TO CLOSELY MONITOR SOUTH AMERICAN GROWING CONDITIONS.

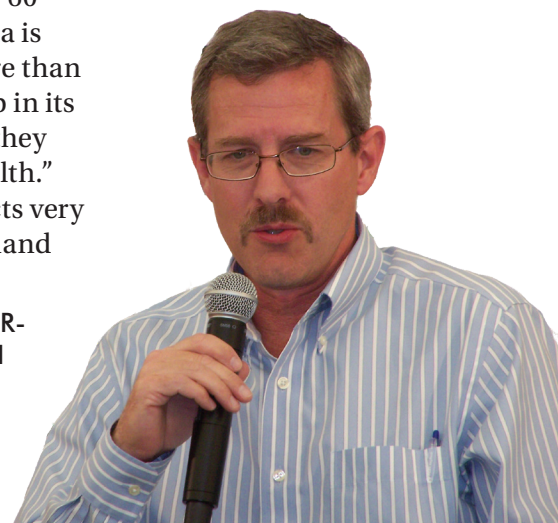
CHS, Inc. Vice President, Risk Management for Oilseed Processing, Al Ambrose, thinks China will continue to buy 5 million tons of soybeans per month, despite negative crush margins, because they need 5 million tons a month. "China now accounts for 65 percent of the world's soybean imports, which has created a massive pool of demand that didn't exist 20 years ago." Ambrose adds, "65 percent is 60 million tons. The US only raises 84 million tons. Brazil just recently went over 60 million tons. China is now taking in more than the Argentine crop in its entirety, because they have jobs and wealth."

Ambrose expects very robust export demand

from the export sector for beans and meal through March. He expects the US soybean crush from January through March to be lower than last year, and to be down radically in the last half of this marketing year (March through August), simply because fewer beans will be available.

Oil World said that while Chinese soybean imports in September were eight percent above the previous year, that's going to have to slow, and we're going to have to ration Chinese demand because the only supply of soybeans is the United States and the US doesn't have enough soybeans to get us to the South American harvest.

Water Street Solutions' senior market analyst Arlan Suderman has been saying that for some time, although he now disagrees somewhat. "I think we have enough soybeans to get us to the South American harvest but if China gets all the



soybeans it wants, US processors won't have enough for the second half of the marketing year, which could create problems for US livestock producers and their need for soybean meal."

According to Suderman, the bottom line is global supplies are very tight and Oil World says we're going to have to ration demand, which he agrees with. "Either we can force China to slow down its demand with higher prices or we'll have to force US livestock producers to slow demand."

Suderman says with any type of weather threat that would develop down in South America, we'd be

off to the races. "But without that weather threat developing, we have to assume that any rally in the futures prices is going to be over by the time we get to the South American harvest, with expectations of a large crop south of the equator."

Suderman says if we don't see a weather problem develop in South America, our best pricing opportunities will probably be behind us by sometime in December or January.

Gulke Group President Jerry Gulke notes that USDA increased the national average soybean yield by 2.5 bushels per acre in October, and

another 1.5 bushels per acre in November. "So now, we have 350 million more bushels than we had in September. That's enough to meet all the demand and have a little cushion." Gulke adds, "we can get along with an average crop in South America."

Olson says if the weather does not cooperate in South America, the soybean market could get very interesting. "Soybeans are where the volatility's going to be in my view," says Olson. "The oilseed market in general is very tight right now; the world oilseed market is extremely volatile. If we have any major weather problems

in South America, we could see soybeans skyrocket again."

Ambrose sees consistent demand under this soybean market. "We've added 10 million tons every year to world soybean production and consumption and every year we fall short of that trend because of crop failures somewhere," says Ambrose, "even if we achieve production prospects for 2013, we're still going to be 30 million tons behind that trend line growth expectation for the coming campaign. So we need all of that 264 million tons they're projecting, and in my view, it's a little doubtful we'll get that."

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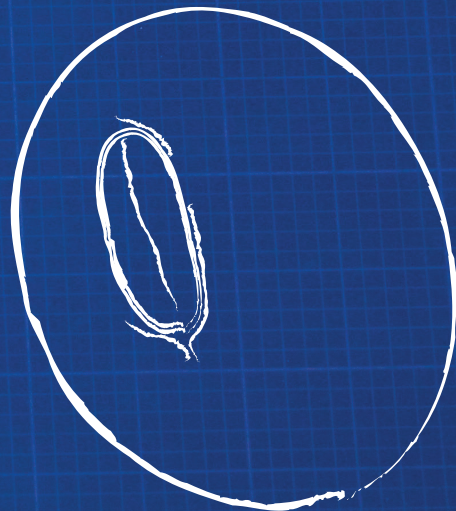
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Almost sixty-one percent of eligible North Dakotans voted; Thank You!

The 62nd Legislature **graduates 25 members**. They accumulated over 300 years of legislative service to the citizens of North Dakota. Senator David Nething is senior with 46 years, followed closely by Senator Layton Freborg with 35 years. Thank you all.

The graduates will vacate five Senate and House Chairmanships, so we are expecting several leadership and committee assignment changes.

Welcome to the 63rd Legislature, made of old friends and a new group of enthusiastic civic-minded citizens.

Congratulations and thank you to the state-wide elected officials, led by Senator-elect Heidi Heitkamp, Congressman-elect Kevin Cramer, Governor Dalrymple and Lt Governor Drew Wrigley.

A **special thank you** to each and every one of you that ran for the hundreds of **county, township and city** positions all across our state. These critical positions have the most direct impact on our everyday lives, thank you again.

Please take a moment to personally thank all of the people above as opportunities present themselves. Share your ideas and concerns with them as well. And if you believe you can do it better, there is always room in the arena...run.

ND SOYBEAN GROWERS ASSOCIATION LEGISLATIVE NEXT STEPS...

Core state **issues** we are working and tracking include:

- Agricultural Research and Extension (SBARE) priorities
- Rural Road & Water Infrastructure
- Rural Property Tax Relief & Reform

SBARE funding priorities have been established and vetted for Agricultural Research, Extension, and Capital Projects. We are working, in conjunction with the Ag Coalition, to resolve budget input concerns injected by the Board of Higher Education.

Rural road infrastructure needs are identified in a new Upper Great Plains Transportation Institute study. It identifies a needed road funding ratio of \$5 to \$3 (oil & gas counties to non-oil & gas counties) in the 2013-15 biennium, and at a \$1 to \$1 ratio in the bienniums beyond. We are strong advocates for fully funding these critically needed avenues of commerce all across North Dakota... **Job No. 1!**

Property Tax Relief needs to be in the \$400 million range, and when it is added to the current mill rate buy-down process, we will see about \$800 million in relief. **Relief must be available to all categories for property taxpayers.**

Overall, it's been a good year for our state...

Have a Happy Thanksgiving & a Wonderful Christmas.

Scott Rising

ND Soybean Growers Association Legislative Director

AGP NEWS

Ag Processing Inc. (AGP) has approved a multimillion dollar project for construction of an AminoPlus production facility at its soybean processing plant in Dawson, Minnesota. AminoPlus is a high performance soy by-pass product which is patented, produced and marketed by AGP to the dairy industry. AminoPlus is a soybean-based, all-natural product that improves milk production and adds value to soybeans. The addition of AminoPlus production to the Dawson facility represents the fourth major expansion of the product, which AGP currently manufactures at its soybean processing plants in Mason City, Iowa; Hastings, Nebraska; and Sgt. Bluff, Iowa.

SECRETARY VILSACK ANNOUNCES SOYBEAN BOARD APPOINTMENTS

Agriculture Secretary Tom Vilsack has announced the appointment of 16 members to the United Soybean Board. Appointed Soybean Board members include Jay Myers of Colfax, North Dakota. The 69-member board is authorized by the Soybean Promotion, Research and Consumer Information Act. The Secretary selected the appointees from soybean producers nominated by Qualified State Soybean Boards. All appointees will serve three-year terms beginning December 2012.

ASA TAPS 16 GROWERS FROM NINE STATES FOR WISHH LEADERSHIP TEAM

American Soybean Association President Steve Wellman has confirmed 16 soybean growers from nine states to ASA's World Initiative for Soy in Human

Health (WISHH) Committee in 2012-13. WISHH Committee Members reelected David Iverson of South Dakota as chair and Andy Welden of Michigan as vice chair. Illinois grower Dan Farney is the new treasurer. Lucas Heinen of Kansas now serves as secretary.

New WISHH Committee Members for 2012-13 include Art Wosick of Warsaw, North Dakota. Wellman and Iverson recognize outgoing WISHH Members, including Jared Hagert of Emerado, North Dakota.

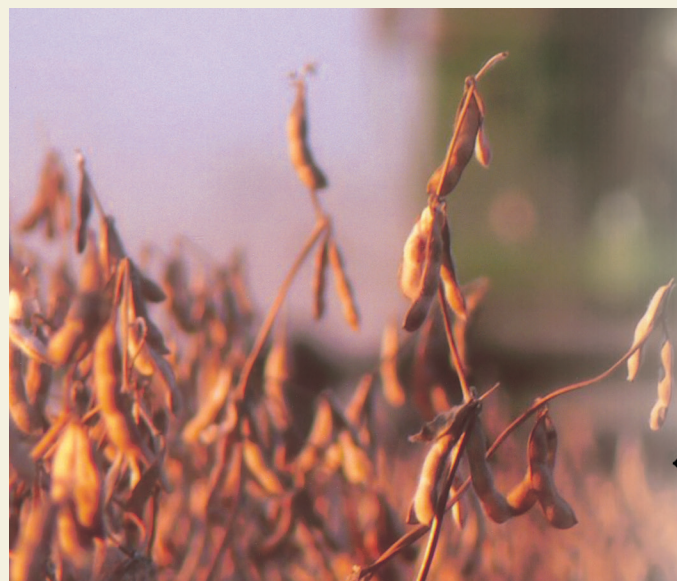
SCN BREAKTHROUGH

Research funded by the soybean checkoff has made a breakthrough that could strengthen resistance to soybean cyst nematode. For years, farmers have been planting soybeans containing a genetic structure called Rhg1, the top defense against SCN. In a recent study, researchers reveal that Rhg1 is actually three genes located next to each other on the chromosome that work together to make a plant more resistant to SCN. Even more intriguing, SCN-resistant varieties carry multiple copies of this multi-gene block. This discovery allows researchers to quickly find soybean varieties that include these repeated three-gene blocks.

ASA ENDORSES BILL TO ELIMINATE NEW PESTICIDE PERMITTING RULES

Senators Kay Hagan (D-N.C.) and Mike Crapo (R-Idaho) have introduced the Restoring Effective Environmental Protection (REEP) Act (S. 3605). The American Soybean Association endorsed the legislation, along with a coalition of other agriculture stakeholders.

The bill includes identical language from H.R.



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872, which clarifies that Clean Water Act permits are not required for pesticide applications in or near water. In 2011, H.R. 872 was passed by the House with bipartisan support and approved by the Senate Agriculture Committee by voice vote.

ASA JOINS SOAR AS FOUNDING MEMBER

The American Soybean Association is supporting a new non-partisan science-based coalition seeking sound agricultural research policies called Supporters of Agricultural Research (SOAR). The group is led by board members William Danforth, Chancellor Emeritus of Washington University in St. Louis, who has been a respected voice supporting ag research,

and Roger Beachy, President Emeritus of the Donald Danforth Plant Science Center and the first Director of the National Institute of Food and Agriculture.

SOAR's priority is to support the U.S. Department of Agriculture's (USDA) Agriculture and Food Research Initiative (AFRI), the only agriculture-oriented competitive grants program in the U.S. that awards funding to projects that apply the best science to the most important problems. When it was created in the 2008 Farm Bill, Congress authorized AFRI to receive \$700 million per year. But for 2012 it received only \$264 million, even as the cost for projects submitted for funding topped \$4 billion.



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2013 YOUNG LEADER CLASS

The first session of the 2013 Young Leader Program was held in late November at DuPont Pioneer headquarters in Johnston, Iowa. Soybean producers representing 20 states and Canada participated in leadership development training to prepare them to take on future leadership roles at the state and/or national level. The second session will be held in Kissimmee, Florida, February 26-March 2, in conjunction with the annual Commodity Classic convention and trade show. Among the 2013 Young Leader Class are Jay and Lisa Gudajtes of Minto, North Dakota.

"Supported by the North Dakota, Minnesota and Wisconsin soybean checkoff programs."

EPA APPROVES INCREASED BIODIESEL VOLUMES FOR 2013

The U.S. Environmental Protection Agency (EPA) announced an increase in the biodiesel volume requirement under the Renewable Fuels Standard

(RFS2) from 1 billion gallons in 2012 to 1.28 billion gallons in 2013, a move supported and welcomed by the American Soybean Association (ASA).

The Energy Independence and Security Act of 2007 expanded the Renewable Fuel Stan-

dard (RFS) program and requires a minimum of one billion gallons of biomass-based diesel each year from 2013-2022, with EPA discretion to set the volume higher.

In a statement supporting the announcement, ASA pointed out the

multiple benefits of the increased RFS volumes, including expanding the market for soybean farmers, increasing soybean meal supplies to our valued partners in the livestock industry for use as feed, as well as creating jobs, reducing our nation's dependence on fossil fuels, and providing environmental benefits.



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SOYBEAN INDUSTRY PARTNERS TO TESTIFY ON IMPORTANCE OF WATERWAYS INFRASTRUCTURE

The Senate Environment and Public Works Committee held a hearing this fall on the Water Resources Development Act (WRDA). WRDA authorizes work by the U.S. Army Corps of Engineers on waterways projects including levees, ports, and locks and dams. Congress has fallen well behind the goal of reauthorizing WRDA every two years. The last WRDA passed in 2007, and prospects for 2013 are uncertain.

Rick Calhoun, President of Cargo Carriers, a business of Cargill, Inc., and Immediate Past Chairman of Waterways Council, Inc. (WCI), was among the witnesses appearing at the hearing. Calhoun addressed the need for a WRDA and urged the Committee to move forward with a bill to provide much needed improvement and increased investment in the nation's waterways infrastructure.



LUKE KUSTER
REYNOLDS, ND

TELL US ABOUT YOUR FARM, CROPS RAISED, ETC.: We have a family farm that consists of wheat, soybeans, corn, navy beans, and sugarbeets.

WHY ARE SOYBEANS A PART OF

YOUR CROP MIX?

Soybeans are an exceptional rotation crop that allows for a smaller fertilizer bill, less intensive harvest, and nitrogen fixation.

HOW DID THE CROP YIELD THIS YEAR?

Above average

WHAT'S THE BEST PART OF FARMING? WHY DID YOU GET INTO THIS BUSINESS?

Farming is a lifestyle. One sets their own hours, but still doing that work is very hard, often times putting in countless hours in a given week. I am fortunate to have a family that allowed me to

be a part of the operation.

WHAT IS YOUR FAVORITE THING TO DO ON THE FARM?

Harvest anything.

WHAT'S THE ONE PIECE OF FARM EQUIPMENT THAT YOU WOULDN'T WANT TO BE WITHOUT?

Bobcat
WHY ARE YOU A MEMBER OF THE NDSGA? I believe in the organization! The NDSGA has excellent board members, staff, and a great presence at our state capitol. NDSGA continually works for the good of soybean farmers across the state.

WHAT INVOLVEMENT HAVE YOU HAD IN NDSGA OR OTHER AG GROUPS? I am the current secretary of the NDSGA and am on our local American Crystal Sugar Company truck haul committee.

HOBBIES? WHAT DO YOU DO FOR FUN? The lake is my favorite summer pastime. My wife Sarah and my daughter Madelynn and I like to visit family as much as we can.

ANY VACATION PLANS ON THE SCHEDULE? Maybe a winter cruise.



TYLER SPEICH
MILNOR, ND

TELL US ABOUT YOUR FARM, CROPS RAISED, ETC.: The crops we raise consist mostly of corn and soybeans. We do plant alfalfa, sunflowers, and small grains also. We also have a cow-calf operation and background calves.

WHY ARE SOYBEANS A PART OF

YOUR CROP MIX?

Soybeans have been a profitable crop for us and rotate very well with other crops.

HOW DID THE CROP YIELD THIS YEAR?

We had some of the best yields we have ever had. There was some variation due to soil types and dry conditions. Our corn varied anywhere from 65 to 195 bu/acre field average and soybeans were anywhere from 38 to 56 bu/acre field average. All in all it was a great year.

WHAT'S THE BEST PART OF FARMING? WHY DID YOU GET INTO THIS BUSINESS?

Farming is something I have always liked doing. I

enjoy every spring preparing the fields, to planting, to harvesting, and everything in between. There is a lot of satisfaction to be had from successfully producing a crop.

WHAT IS YOUR FAVORITE THING TO DO ON THE FARM? I really don't have a particular favorite. As long as things are going well they can all be enjoyable.

WHAT'S THE ONE PIECE OF FARM EQUIPMENT THAT YOU WOULDN'T WANT TO BE WITHOUT?

That's a tough one since they all play such an important role but I would say the planter because that's where it all starts.

WHY ARE YOU A MEMBER OF THE NDSGA? I feel the NDSGA is an organization working for us legislatively, with our same interests, in times when many of us are too busy to know, or care to know, what is happening at the state or federal level.

WHAT INVOLVEMENT HAVE YOU HAD IN NDSGA OR OTHER AG GROUPS? I am a director for the ND Soybean Council, and a board member on the Sargent County Farm Bureau and Sargent County Crop Improvement.

HOBBIES? WHAT DO YOU DO FOR FUN? I enjoy fishing and hunting.

Interpreting Yield Results

BY JERAD LIEBERG, TERRITORY AGRONOMIST, ASGROW DEKALB

Yield potential is improving rapidly and annual product turnover is necessary to capture it. Finding reliable on-farm trials in the region, complimented by data from multiple sources and locations, should be the basis of seed decision-making. Performance data from multiple locations (and several years if possible) is the most accurate predictor of future performance. Growing conditions for the next year are unpredictable, so it is very important to use a large selection of plots from different growing conditions to ensure that future possibilities get included. There are a number of things to consider to obtain good, quality data, analysis, and interpretation of yield results.

MULTIPLE LOCATIONS AND SCENARIOS

Data from a single plot location near ones farm is only one snapshot of performance, and it may not provide a complete picture of the variety potential. Varieties may yield well at one location and poorly at another. Weather, fertility, and disease pressure are just a few variables that can

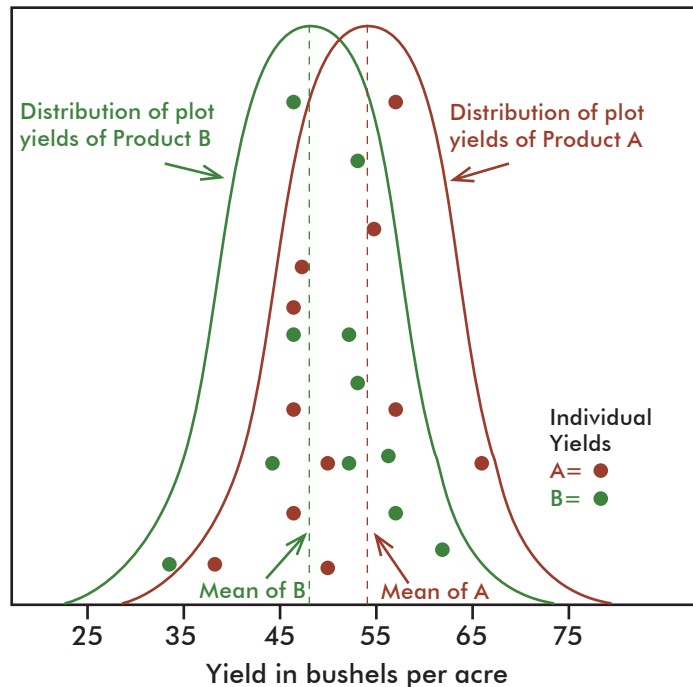


FIGURE 1: Yield distribution and individual yields of eleven individual plots among two seed products.

affect variety performance across locations. Therefore, evaluation of a variety across multiple locations allows the greatest opportunity to get an accurate picture of

its performance and consistency. If there is data available, an evaluation of variety performance across years is also beneficial. Evaluate plot locations for irregularities such as drainage, variation in fertilizer, areas of compaction, wheel tracks, etc. Also consider planting date, field history, crop rotation, tillage, seed treatments, etc.

HEAD-TO-HEAD COMPARISONS

When trying to determine if one product is superior to another, compare the products not just at one plot, but at

many. You may find that one product consistently outperforms the other. In large plots with many entries, products of interest may not be planted close together, making it difficult to get a valid comparison. For example, if variety A is entry #3, and variety B is entry #15, it probably would not make sense to compare the two varieties when they are located so far from each other in the plot.

VARIABILITY OF OBSERVATIONS

Most genetic traits that contribute to yield are quantitative traits, which means they are controlled by multiple genes.

The environment can have an effect on each of the genes independently and in different ways. When comparing two products, yield observations for each will fall into a bell-shaped curve around their means (Figure 1). The means of product A and product B are different, but there is overlap between the two varieties. A specific observation for product B may be higher than product A, although the overall mean of product A is higher. This may be a response to the specific



JERAD LIEBERG

environment, or it may just be due to chance. Some environments may favor one product over another, resulting in a higher plot yield for product B than for product A, even though product A is the better overall performer. Envi-

ronmental factors such as excess moisture, drought or disease may favor product B over product A, while in a different environment the opposite might be true based on the individual product's response to its environment.

STATISTICAL DIFFERENCES

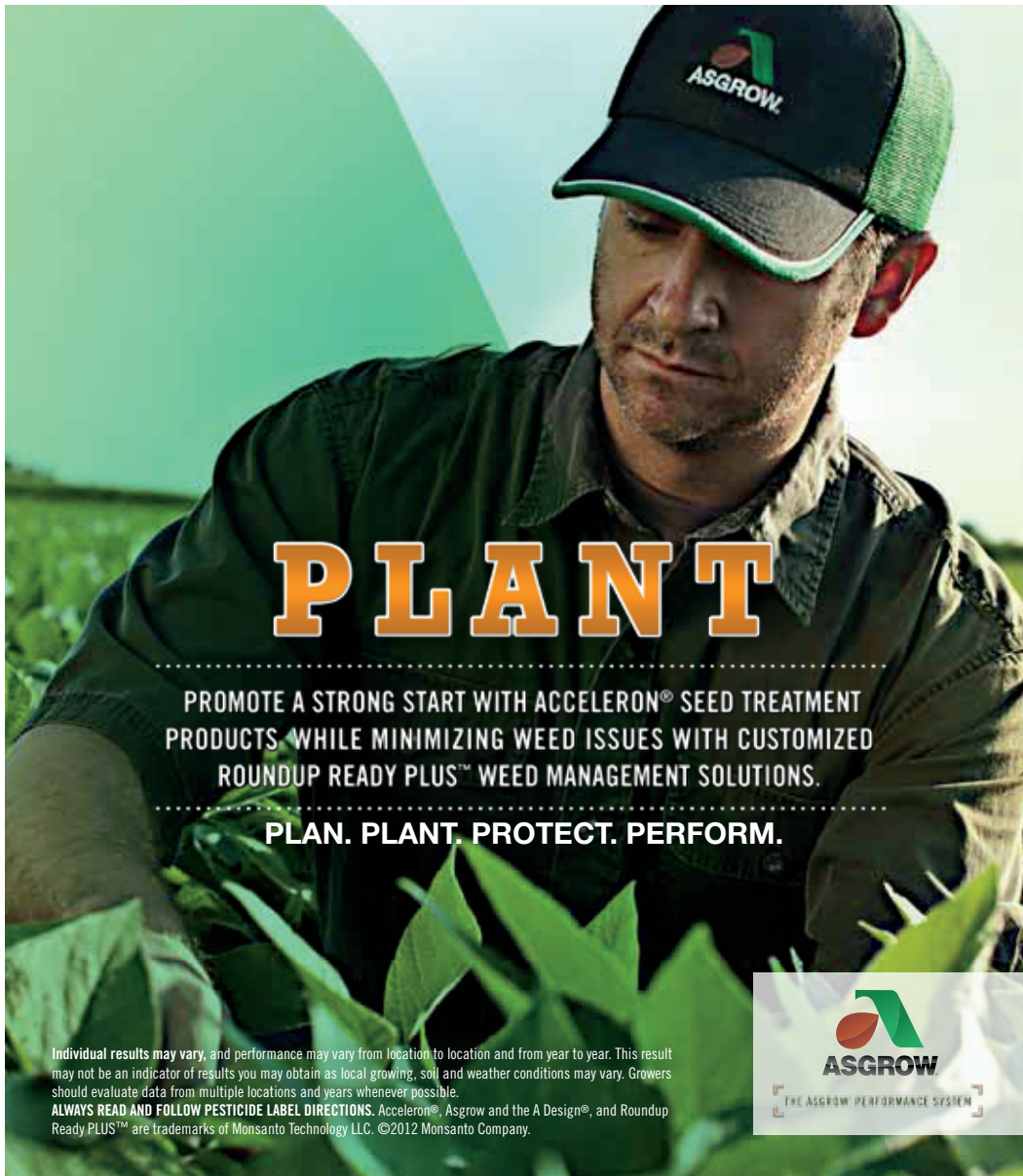
"Statistical differences" signify that the results are unlikely to have occurred by chance and have a high probability of repeating themselves. If yields are not determined to be statistically signifi-

cant, it indicates that the differences due to seed products are not large enough relative to the experimental variation in the field. Plot results may include an LSD, which stands for least significant difference. This numerical value is usually listed at the bottom of yield tables. Differences among varieties are significant only if they are equal to or greater than the LSD value.

In summary, yield trials can provide growers with important information that can help select quality seed products for the next season. To obtain quality yield data comparisons, follow the suggestions below

- Evaluate Multiple Locations
- Look at field history
- Seek head-to-head comparisons
 - Compare products at multiple locations
 - Compare each product to the nearest "check" variety in close proximity to it
- Consider statistical differences and reliability

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2013 NORTHERN SOYBEAN EXPO “Opportunity Knocks”

February 19, 2013 Fargo Holiday Inn

7:30 a.m. - 8:30 a.m. -- BUFFET BREAKFAST

8:30 a.m. - 8:45 a.m. -- OPENING REMARKS

Monte Peterson, Chairman, ND Soybean Council
Jason Mewes, President, ND Soybean Growers Association

8:45 a.m. – 10:00 a.m.

“WELCOME TO THE NEW WORLD OF AGRICULTURE”

Dr. Lowell Catlett, Regent’s Professor/Dean and Chief
Administrative Officer at New Mexico State University’s
College of Agricultural, Consumer and Environmental
Sciences

10:15 a.m. – 11:30 a.m.

**“STARTLING REALITIES OF THE 21ST
CENTURY – WHAT’S REALLY GOING ON?”**

Don Reynolds – Economist

12:00 p.m. – 12:45 p.m. LUNCH

(Doors to lunch room will be closed until 12:00)

Awards Presentations

Retiring Directors – NDSC and NDSCGA

1:00 p.m. – 2:30 p.m.

**“PRICE AND REVENUE RISK MANAGEMENT
IN THE COMMODITY GRAIN MARKETS”**

Matt Roberts, Ph.D. Associate Professor in the Department
of Agricultural, Environmental and Development Economics
and an Extension Grain Marketing Specialist at Ohio State
University

2:45 p.m. – 4:00 p.m.

“EFFECTIVE FARM LABOR MANAGEMENT STRATEGIES”

Gregory Billikopf, Farm Labor Management Specialist
University of California

4:00 p.m.

CLOSING REMARKS

Monte Peterson, Chairman, NDSC