

# THE NORTH DAKOTA Soybean GROWER MAGAZINE

VOLUME 3 • ISSUE 1  
FEBRUARY 2014

## SPECIAL ISSUE: 2014 Northern Soybean Expo and Trade Show





## MEMBERSHIP APPLICATION

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment. **SAVE TIME AND POSTAGE.** JOIN ONLINE AT [www.SoyGrowers.com](http://www.SoyGrowers.com)

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Phone: (701) 640-5215

## Members Bank on NDSGA

As a member-driven organization, your support is vital to us. Become a new member, renew or extend your membership at the Northern Soybean Expo and you'll be entered in a drawing for \$500. Stop by the registration area to participate in this drawing sponsored by Asgrow.

In addition, as a member of the North Dakota Soybean Growers Association, you are able to take advantage of many member benefits. Members receive special pricing on many General Motors, Chrysler, Jeep and Dodge vehicles. You now have access to Ford Motor Company's X-plan Pricing on many new Ford Vehicles. Please visit [www.soygrowers.com](http://www.soygrowers.com) for more details on these and other Member Benefit programs.

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# Contents

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The N.D. Soybean Growers Association and the N.D. Soybean Council do not endorse the use of products promoted in this magazine.

5 | **Report from the North Dakota Soybean Council**  
*Learning more leads to earning more.*

5 | **Health Screenings Available**  
*Attendees at this years Northern Soybean Expo will be able to check their health.*

6 | **Weather: What's in Store for 2014**  
*World Weather, Inc.'s Senior Agricultural Meteorologist Drew Lerner will provide some insight at the Northern Soybean Expo.*

6 | **How Your World Works**  
*Peter Zeihan, a geopolitical strategist and forecaster will give growers "an accurate view" of the world" at the Northern Soybean Expo.*

7 | **What Could Possibly Go Right? Agriculture is Doomed...or Maybe Not**  
*John Phipps, host of U.S. Farm Report and columnist with the Farm Journal and Top Producer magazines will provide a look at agriculture's future.*

7 | **Come Early and Enjoy a Buffet Breakfast with NDSU Soybean Researchers**  
*Breakfast is served from 8 to 9:45 a.m. on February 18 at the Fargo Holiday Inn.*

8 | **2014 Northern Soybean Expo**  
*Set for February 18, 2014 at the Fargo Holiday Inn.*

9 | **North Dakota Soybean Growers Association Annual Meeting**  
*11:30 a.m. on February 18, 2014 at the Fargo Holiday Inn.*

9 | **ASA Chairman Part of Northern Soybean Expo**  
*ASA Chairman Danny Murphy looks forward to meeting North Dakota growers at the Soybean Expo.*

10 | **2014 Trade Show and Social Events**  
*Northern Soybean Expo February 18 at the Fargo Holiday Inn.*

26 | **Trade Show Participants**  
*Visit with more than 40 exhibitors at This year's Soybean Expo Trade Show.*

12 | **Soybean Expo Sponsors**

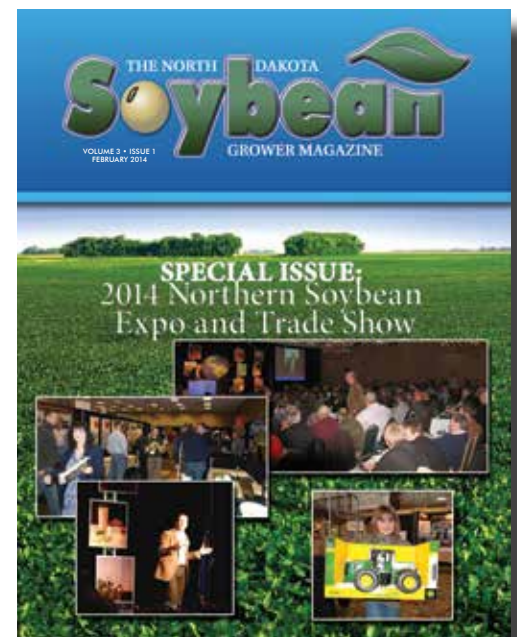
13 | **Thanks to our P.O.D. Sponsors**

14 | **Check Out the Silent Auction at the Soybean Expo**

## Departments

4 Letters

**On the Cover:** Welcome to the special 2014 Northern Soybean Expo and Trade Show edition of the North Dakota Soybean Grower Magazine. Inside you'll find program details for the Expo, the agenda for the North Dakota Soybean Growers Association Annual Meeting, details on the Expo Trade Show, and information on the the Silent Auction. The Northern Soybean Expo will be held February 18 at the Fargo Holiday Inn. We look forward to seeing you there!



## SEE YOU AT THE NORTHERN SOYBEAN EXPO

On behalf of the North Dakota Soybean Growers Association, I would like to welcome you to the inaugural Expo edition of the North Dakota Soybean Grower!

We are very excited about this year's event, and we sincerely hope that you will join us. The North Dakota Soybean Council has arranged a tremendous lineup of speakers that will leave you educated and entertained. We are also very proud to host over 40 companies in the trade-show area. These companies are here to help your farm succeed.

I have always enjoyed the speakers and trade show, but for me, the best part of the day is the opportunity to meet and learn from other growers around the state. There is a tremendous wealth of knowledge and experience in a room full of North Dakota's best and brightest soybean growers. Each grower brings a unique perspective about the best ways to produce and market a soybean crop. The opportunity to tap that wealth of knowledge and experience can pay dividends for your operation for years to come. For the Association, these opportunities are even more important.

For the Association, the chance to engage with and learn from members is vital to its very existence. This interaction helps set the course for the future. It also allows the opportunity to find the growers who will lead us in the future. Your input and experience are crucial to the success of the Growers Association.

I strongly encourage you to attend this year's Northern Soybean Expo, and while you are there, to find a board member and tell him what matters most to you and your farm. We will be easy to find; just look for the suits and the name tags. I look forward to seeing you at the Expo!



Jason Mewes,  
President  
North Dakota Soybean  
Growers Association



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Diana Beitelspacher  
Chief Executive Officer  
North Dakota  
Soybean Council

Learning more leads to earning more. That's why you need to attend the Northern Soybean Expo on February 18 at the Fargo Holiday Inn. We continue to bring you high-caliber, nationally and internationally renowned speakers with different areas of expertise and one focus: to deliver timely, valuable information that you can use to enhance your operation and profitability.

Our keynote speaker, Peter Zeihan has more than a decade of strategic intelligence experience and a geopolitical perspective. He will help us see our business and industry from a new point of view so that we can prepare for a now, more understandable future.

Noted television host of *U.S. Farm Report*, John Phipps will share strategies to not only endure, but also to prosper from an unpredictable agriculture future by understanding which risks are worth worry. Known for his high-energy delivery and spontaneous humor, you won't want to miss this presentation!

Drew Lerner supports the agricultural industry by providing detailed short- and long-range weather predictions for each major crop area in the world. His daily assessments of crop and weather expectations support commodity market trade and help you make better agricultural business decisions. Come hear the weather outlook for the spring and summer.

If you have a passion for continuous learning, appreciate the opportunity to network with fellow soybean producers and ag industry experts, and enjoy great food and fellowship, you won't want to miss this year's Expo!

I look forward to seeing you there!

## Health Screenings Available

Good health is a concern for everybody. Attendees at this year's Northern Soybean Expo will be able to check their health at the Holiday Inn



in Fargo on February 18th.

Cholesterol, glucose, blood pressure, weight and body mass index screenings will be performed by fourth-year students from North Dakota State University's College of Pharmacy, Nursing and Allied Sciences.

Cholesterol screenings: \$15. Glucose screenings: \$5.

Blood pressure checks, weight and body mass index analysis are free.

Minnesota State University Moorhead's Speech-Language & Hearing Clinic, in partnership with the FM Sertoma Club, will conduct hearing screenings in its portable audio booth.

Stop for a free screening and free earplugs.



# Weather: What's in Store for 2014

With this year's crops safely stored away, many farmers are thinking of the past two planting seasons and wondering what's in store for 2014. World Weather, Inc.'s Senior Agricultural Meteorologist Drew Lerner will provide some insight about that question when he speaks at the Northern Soybean Expo on February 18 in Fargo.



**Drew Lerner**

Lerner says that we're in an 18-year weather cycle. "This cycle is the reason for the cold surges we keep getting across the middle of the country. This isn't going away anytime soon. It's actually going to linger

into early spring, so it may give us a little bit of a delay in the start of spring fieldwork across part of the Midwest. The Northern Plains may not be impacted quite as significantly as the heart of the Midwest. The soil

temperatures will be fairly cold, so we'll need to warm up fairly quickly when we get into the key planting dates."

Lerner says we're looking at the potential for an El Nino to develop. "This is only a potential. We have to be careful about how much we buy into it right now. The models don't do well beyond about five months. Right now, they suggest than an El Nino may evolve. If it does, it will help generate greater precipitation across part of the Midwest during the summer season. Not every El Nino behaves the same as previous ones, and it does have to

interact with other weather patterns."

Lerner also sees a possible dry pattern for the middle of the country. "That feature has promoted the drought in the Southern Plains for the last three years. There will be an influence on the Northern Plains and all the Midwest from this prevailing pattern."

"The bottom line is there's a lot to look at yet. We're beginning to get the picture. I think we have some confidence that this spring we'll be cooler to begin with, especially in the eastern portions of the Dakotas, Minnesota and all the way down into the heart of the Midwest."

## How Your World Works

Where will the soybean industry be in five years? How about 15 years? Peter Zeihan, a geopolitical strategist and forecaster will give growers "an accurate view of the world" at the Northern Soybean Expo Feb. 18 in Fargo.

For the past 12 years, Zeihan has worked in various local and international governmental positions. He distills economics,

demographics, history and culture into actionable items so audience members will have a clear concept of what cannot happen, what must happen eventually and what will happen very soon.

In his comments, Zeihan will look at how free trade, changing capital availability and the energy revolution will mean a new way to operate in the soybean industry. "I want growers



**Peter Zeihan**

to have good, reliable indicators of where the

industry is actually going and the options that will be available.

"I want to leave growers with an idea of the world that will actually unfold versus what they see in the media," Zeihan explains. "We'll look at the real trends operating behind the scenes, not the day-to-day ups and downs. I won't tell growers what to do, but rather what is and what has to be."



# What Could Possibly Go Right? Agriculture is Doomed...or Maybe Not

The prospect of lower prices and higher input costs has brought out the purveyors of doom and gloom. Many commentators have said the party is over, but John Phipps is not one of them. "We are under-estimating the capability of the people of agriculture to handle what is simply part of the routine business cycle," said Phipps, one of the speakers at the Northern Soybean Expo. "For some reason, it's thought we no longer have the capability to handle anything but the very best of times, and that is just nonsense."

Phipps hosts *U.S. Farm Report* and is a columnist for the *Farm Journal* and *Top Producer* magazines. Phipps farms in Illinois and is now bringing one of his sons into the operation. The current market downturn has been compared to the farm crisis days of the 1980s. Phipps disagrees, saying the farm-equity situation is quite different. In addition, today's farmers are also better prepared. "They are reading the *Wall Street Journal* and *Barron's*, and are able to comprehend both national and global



**John Phipps**

economic trends better than ever before. We are prepared for pretty much any kind of future that can come toward us, and I do not share the rampant pessimism that hard times are going to result in years

of misery just because we don't have \$8 corn and \$18 soybeans." Phipps also believes the enthusiasm and ambition found within the younger generation of farmers will benefit the entire industry. In his view, the Millennial generation and the Gen X/Gen Y crowd are more flexible and can adapt to the changing market environment. A positive attitude can also impact the farm business, regardless of the latest market report. "The business cycle has very little to do with if you are happy on the farm or not," said Phipps.

## Come Early and Enjoy a Buffet Breakfast with NDSU Soybean Researchers

During Expo's buffet breakfast on February 18th, various NDSU soybean production researchers will be available to discuss and answer producers' questions on soybean research and 2014 production issues. Researchers will be on hand to provide current soybean production research information that can help producers with planting and management



decisions for the 2014 growing season. In FY 2014, the North Dakota Soybean Council (NDSC) is funding \$1.8 million in soybean production research,

which is approximately 33% of NDSC's budget. Copies of NDSU's "Soybean Production Field Guide" and NDSC's "2013 Research Update" will also be available

during breakfast. Buffet breakfast is from 8:00 a.m. to 9:45 a.m., so plan to come early!





## 2014 NORTHERN SOYBEAN EXPO

February 18, 2014 • Fargo Holiday Inn

- 8:00 a.m. – 9:45 a.m. REGISTRATION AND BUFFET BREAKFAST**  
Breakfast with NDSU Soybean Researchers
- 9:45 a.m. – 10:00 a.m. OPENING REMARKS**  
**Scott Gauslow**, Chairman, N.D. Soybean Council  
**Jason Mewes**, President, N.D. Soybean Growers Association
- 10:00 a.m. – 11:30 a.m. “HOW YOUR WORLD WORKS”**  
**Peter Zeihan, President of Zeihan on Geopolitics** -- Peter will provide strategic intelligence on global business, economic and geopolitical affairs.
- 12:00 p.m. – 12:45 p.m. LUNCH**  
Awards Presentations  
Retiring Directors
- 1:00 p.m. – 2:30 p.m. “WHAT COULD POSSIBLY GO RIGHT?: AGRICULTURE IS DOOMED. OR MAYBE NOT.”**  
**John Phipps, Managing Editor and Television Host of U.S. Farm Report** -- With anecdotes, startling new research, and reassuring logic, John will make the case that not only are we ready and capable of prospering in whatever future comes, but that there will be numerous opportunities for everyone to consider.
- 2:45 p.m. – 4:15 p.m. “WHAT’S IN STORE FOR 2014”**  
**Drew Lerner, President and Senior Agricultural Meteorologist of World Weather, Inc.** -- Drew will assess the status of drought in the United States and detail the 2014 outlook for North America.
- 4:15 p.m. “CHECKOFF DOLLARS BRINGING VALUE: PRIORITY PROGRAMS IN 2014”**  
**Jared Hagert, Treasurer, United Soybean Board**
- 4:30 p.m. “NORTH DAKOTA TRANSPORTATION”**  
**Ron Henke, Deputy Director for Engineering, N.D. Department of Transportation**
- 4:45 p.m. CLOSING REMARKS**  
**Scott Gauslow**, Chairman, N.D. Soybean Council



# NORTH DAKOTA SOYBEAN GROWERS ASSOCIATION

2014 Annual Meeting Agenda  
February 18, 2014 • 11:30 a.m. Fargo Holiday Inn

- 1) Welcome and Introduction of Board Members:  
Jason Mewes, NDSGA president
- 2) Secretary's Report: Luke Kuster
- 3) Treasurer's Report: Lisa Giese, Eide Bailly
- 4) Legislative Director's Report: Scott Rising
- 5) ASA Report: Danny Murphy, ASA chairman
- 6) Old Business
- 7) New Business
- a) Election of Directors
  - i) District 7: Nelson, Walsh and Pembina Counties
  - ii) District 8: All counties except Barnes, Cass, Dickey, Grand Forks, Griggs, Lamoure, Nelson, Pembina, Ransom, Richland, Sargent, Steele, Traill and Walsh
- b) Other New Business
- 8) Adjourn

## ASA Chairman Part of Northern Soybean Expo

Canton, Miss., farmer Danny Murphy, the current Chairman of the American Soybean Association, says that he is anxious to meet North Dakota soybean growers and see what their priorities are. "Probably No. 1 on that list is to listen and to see how ASA can assist North Dakota and North Dakota growers," says Murphy, one of the speakers at the Northern Soybean Expo in Fargo on February 18th.

Murphy farms in the hills of central Mississippi, north of Jackson, raising corn and soybeans. "Cotton had been the mainstay of the farm since my grandfather moved here in 1944," says Murphy. "We'd always grown cotton up until 2007. I planted a few hundred acres in 2011 and 2012; then, I got back out again,



and I think I'm out for good now."

Murphy is not alone with his switch from cotton to corn. Mississippi went from 1.3 million acres of cotton in 2006 to about 300,000 today. Murphy says the state probably would have planted a million acres of corn in 2013 if it hadn't been so wet. Why the big switch from cotton? "Cotton prices had been so low for so long," says Murphy, "plus we got

reniform nematode in the cotton, and corn was an excellent rotation crop for that (pest). So that really started the corn trend, and everybody found out we could grow corn better down here than we thought we could. In fact, our state average this year was like 182 bushels to the acre, so it's really amazing when you think about that kind of average for a southern state."

Murphy farms about 40 miles from the Delta. Most

of his land has two to four percent slope. His annual rainfall is about 55 inches; most of his fields are small, and it's all dryland farming. The big advantage in the Delta is having water for irrigation.

Following the long battle to pass a new farm bill, Murphy says that there is reason to question how Congress views agriculture's relevance and whether the lawmakers will continue to ignore farmers. "I think that's really up to commodity groups, such as soybeans, corn, cotton, rice, cattle, pork, poultry—all of our commodity groups," says Murphy. "We really need to make sure that we are united, that we get our message clear and that we do a better job of making sure that Congress understands the value that agriculture brings."

# 2014 TRADE SHOW AND SOCIAL EVENTS

February 18, 2014 • Fargo Holiday Inn

## 8:00 a.m. – 6:00 p.m. TRADE SHOW

Coffee and cookies are available throughout the day. Take advantage of this opportunity to learn from industry experts.

## 8:00 a.m. – 6:00 p.m. SILENT AUCTION

There's something for everyone at the silent auction, held each year during the Northern Soybean Expo and Trade Show.

## 5:00 p.m. – 6:00 p.m. SOCIAL HOUR WITH CASH BAR

Network and enjoy free hors d'oeuvres in the trade show area.

## 6:00 p.m. – 11:30 p.m. HOSPITALITY SUITES – POOLSIDE ROOMS

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Bank of the West	7
BASF	6
Bayer CropScience	25
Butler Machinery	28
Columbia Grain	17
Conklin AgroVantage	27
Dairyland Seed	18
DuPont Pioneer	10
Ellingson Drainage	5
Enlist Weed Control System	1

COMPANY NAME	BOOTH NUMBER
Excel Grain Dryers	26
Farm and Ranch Guide	30
Gateway Building Systems	9
Green Iron Equipment	38
Integra Seed	24
KT Dryers & Bins	20
Legend Seeds, Inc.	4
MEG Corp	41
Midwest Shippers Association	37
Minnesota Soybean Research and Promotion Council and Minnesota Soybean Growers Association	11
Mustang Seeds	12
North Country Ag Services	42
Northern Bag and Box Company	34
Nuseed	36
NuTech Seed	23
OK Tire	22
Peterson Farms Seed	3
Proseed	21
RDO Equipment Co.	40
Red River Farm Network	32
Richland IFC	33
SB&B Foods, Inc.	13
SK Food International	19
Stoller USA	29
SunOpta	35
Thunder Seed	39
Titan Machinery	14
USDA/NASS	8

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you can prevent herbicide-resistant weeds from spreading.



# Check Out the Silent Auction

There's something for everyone at the silent auction, held each year during the Northern Soybean Expo and Trade Show. On February 18, items in the silent auction are open for bidding from 8:00 a.m. until 6:00 p.m.

In the past, items have ranged from model machinery to seed, tools to tire alignments. Check it out, you might find just what you are looking for!

Silent auction items are showcased in the pool area next to the Trade Show. Auction items should be purchased and removed when the auction closes at 6:00 p.m.



I WILL  
REDUCE THE WEED SEEDS  
IN MY SOIL.

I will take action against herbicide-resistant weeds.

I will know my weeds. I will target their strengths and exploit their weaknesses.

Escapes don't stand a chance.

I will seek them out and take them down before they go to seed.

Because fewer seeds today mean fewer weeds tomorrow.

Preventing weed seed production is essential to weed management. Visit [www.TakeActionOnWeeds.com](http://www.TakeActionOnWeeds.com) to learn how you can prevent herbicide-resistant weeds from spreading.



**Take ACTION**  
HERBICIDE-RESISTANCE  
MANAGEMENT

Brought to you by the soy checkoff.

# It's your future, claim it.

With the high performing soybean varieties from NorthStar Genetics, the future in soybeans is waiting for you to embrace it.

All of our soybean varieties are tested by farmers all over the northern Midwest to ensure we have the best soybeans for your farm.

At NorthStar Genetics,  
we know beans!

[www.northstargenetics.com](http://www.northstargenetics.com)



*we know beans*



**NorthStar**  
GENETICS

**NORTH DAKOTA SOYBEAN  
GROWERS ASSOCIATION**

1555 43rd St. South, Suite 103  
 Fargo, ND 58103



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# Members bank on NDSGA

**Become a member, renew or extend your membership: you're entered to win \$500!**

As a member of the North Dakota Soybean Growers Association, you support the policy advocacy work the association does. We help your voice be heard.

Become a new member, renew or extend your membership at the Northern Soybean Expo and Trade Show and you'll be **entered in a drawing for \$500**. See us at the registration area to enter this drawing sponsored by Asgrow.

While you're there, learn about all the benefits of membership. You'll discover why members can really bank on the NDSGA.



Northern Soybean Expo and Trade Show • February 18, 2014  
Holiday Inn • Fargo, ND