

EASTERN REGION SOYBEAN BOARD

CHECKPOINT

A Newsletter for Florida, West Virginia and New England Soybean Growers

SUMMER 2013

CHECKOFF HELPS BRING 45 NEW SOY-BASED PRODUCTS TO THE MARKETPLACE

New products add value for farmers, help keep industrial use for U.S. soy sharply on the rise.

Soybeans are a very versatile crop that can help meet the world's needs for food, feed, fuel – and 45 new products brought to the marketplace this past year with the help of the soy checkoff.

"These 45 products represent 45 new ways of enhancing the market for our soybeans," says Russ Carpenter, a soy checkoff farmer-leader from Trumansburg, N.Y. "All of the products the checkoff helped develop this year and in past years, including some that we can use on our farms, come together to create a valuable market for our soy." The checkoff provides funding to manufacturers of industrial and consumer products to research, develop and commercialize new products that contain soy. Partnerships like these have helped bring hundreds of new soy products to the marketplace, dramatically increasing demand for U.S. soy oil in the process.

This list of new products includes new additions to some popular soy-based product categories, such as foam, candle wax and

elevator fluids. But it also includes products in some completely new categories like paintballs, gel mattress filling and nail-polish remover. Industrial demand, including biodiesel manufacturing, is on a steep upward trend. In the last 10 years, industrial uses for soy have grown almost fivefold.

Manufacturers use soy oil as a replacement for petrochemicals to make their products more renew-

able and more environmentally friendly while maintaining or, in some cases, exceeding performance. Soy products are often more biodegradable and contain fewer volatile organic compounds than traditional products.

The checkoff's new Soy Products Guide, an online catalog of the thousands of currently available soy-based products, which also includes ordering information, is available at www.unitedsoybean.org.

Soy ink is one of the most popular industrial products made from soybeans. This newsletter is printed with soy ink.



BIODIESEL TECHNICAL TRAINING OFFERED FOR AUTOMOTIVE PROFESSIONALS

Diesel mechanics and service technicians are often the first point of contact for users of biodiesel, so they need to be well-informed about the use of biodiesel products. People listen to their automotive technicians, and if there is an information gap there, techs are not likely to recommend the use of biodiesel to their customers.

To provide this critical education, the National Biodiesel Board is offering training seminars to educate and inform diesel mechanics and service technicians about the benefits of using commercial biodiesel and biodiesel blends in a variety of diesel engine technologies and use in the field.

The National Biodiesel Board has the first and only Automotive Service Excellence (ASE) certified biodiesel training curriculum for diesel technicians in North America. The ASE certified curriculum is designed to deliver both technical and application information, from biodiesel basics and utilization. With this education, technicians will be able to better advise their customers and other technicians about the true impacts of using biodiesel and biodiesel blends in diesel equipment.

The program also allows diesel technicians to more accurately diagnose the root cause of problems with equipment for service as it relates to both petrodiesel and biodiesel issues, and how these problems can be avoided in the field, regardless of the root cause.



Mechanics, who are usually the front-line of information for automotive matters, receive reliable biodiesel information they can pass along to their customers through a program sponsored by the National Biodiesel Board.



ONLINE BIODIESEL TRAINING SEMINARS

The National Biodiesel Board's continuing education program is aimed at educating diesel automotive instructors, service, service technicians, and OEM representatives nationwide about biodiesel and biodiesel blends. Three online biodiesel training seminars are available at www.BiodieselAutomotive.org.

Biodiesel Technical Overview (BIO 1.0) provides a comprehensive training seminar about biodiesel production, use, performance, quality, and emissions. Participants will understand the importance of biodiesel fuel quality and the BQ-9000 program and will be able to answer general questions about biodiesel.

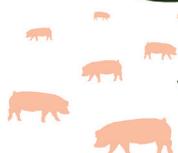
Biodiesel Fuel Quality and BQ-9000 (BIO 2.0) gives a basic understanding of diesel and biodiesel fuel properties. Technicians will understand both the ASTM diesel fuel and biodiesel fuel quality parameters. The goal of this course is to understand the key differences and similarities between biodiesel and diesel fuel.

Biodiesel Vehicle Performance & Maintenance (BIO 3.0) provides technical instruction on biodiesel's impact toward engine performance. Participants will be able to discern issues between normal diesel problems and poor quality biodiesel imposters. They will also be able to properly diagnose and make recommendations regarding biodiesel use and vehicle maintenance.

AS BIODIESEL
PRODUCTION
INCREASES



SOY MEAL PRICE
DECREASES



During a 5-year period,
BIODIESEL SAVED
ANIMAL AG
\$4.8 BILLION*

* Based on soy meal and oil prices 2004-2009
Source: Economic Impacts of Biodiesel Production
on the Soybean Sector, Revisited Centrec Consulting, 2010

BIRTH OF A BIOTECH TRAIT

You may have seen reports in the media about a law the Connecticut legislature recently passed that requires GMO labeling on food, if four other states pass the same requirement. Similar proposals are pending in several other states.

The United Soybean Board (USB) continues to stay on top of this fast-moving issue. The USB has had discussions with the Biotechnology Industry Organization (BIO), which represents the industry to government organizations, as well as with the Grocery Manufacturers Association (GMA). These are two of the most visible and influential industry-based groups weighing in on this topic.

In addition, fostering biotech acceptance is a core strategy of the Freedom to Operate Action Team. USB is a key sponsor of U.S. Farmer's and Rancher's Alliance (USFRA), which has a strong focus on biotech and other consumer-acceptance issues. USFRA will host part two of its panel-discussion series, The Food Dialogues, in Chicago on June 19. It will focus on transparency, specifically the type of information consumers want when making food-purchasing decisions. As usual, the discussion will be streamed live online, and can be accessed at FoodDialogues.com. USFRA has held 13 public and digital dialogue events since its launch in 2011, reaching thousands of influencers and consumers nationwide.

The USB is deeply engaged in supporting consumer understanding and acceptance of biotechnology as this issue gets more and more public attention.

Fostering biotech acceptance is a core strategy of the USB's Freedom to Operate Action Team.



B100 TO FUEL PULLING TRACTORS

A partnership between U.S. soybean farmers and the National Tractor Pullers Association (NTPA) reached another milestone as the NTPA began allowing the use of 100 percent biodiesel in all diesel pulling classes for the 2013 season.

This is the seventh season the soy checkoff has partnered with the NTPA to promote the use of biodiesel to pulling fans, including many farmers, truck drivers and other diesel users. A study funded by the state soy checkoff board in Minnesota and conducted by United Pullers of Minnesota found using biodiesel in pulling competition can provide a 4 percent increase in torque and horsepower. Performance results like these are an added bonus to the environmental and economic benefits of using biodiesel.

Also returning to the track this season will be the "Powered by Biodiesel," Light Pro Stock class, in which all competitors are required to use biodiesel blends.



"B100 performs well, and is dependable even in the most excruciating tests," says Gregg Randall, NTPA office general manager. "Pullers will definitely want to take advantage of the fuel this pulling season."

A new rule allows the use of 100 percent biodiesel in all National Tractor Puller's Association (NTPA) diesel pulling classes. Photo courtesy of NTPA.



Our soybean checkoff.
Effective. Efficient. Farmer-Driven.

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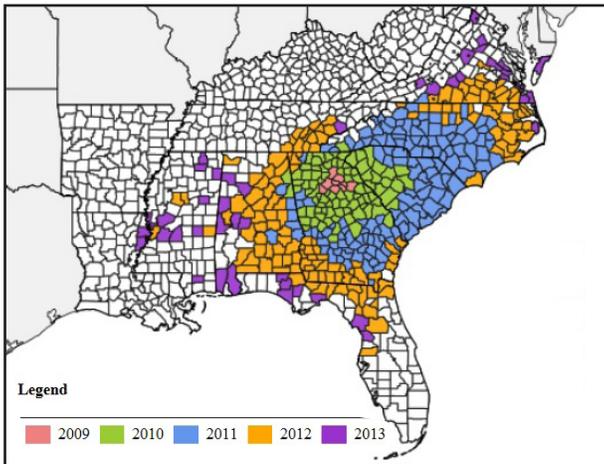
www.easternregionsoy.org





Adult kudzu bugs.
Photo by Jeremy Greene, Clemson University, bugwood.org

This map shows the spread of the kudzu bug since it was discovered in Georgia in 2009. Updates are available at www.kudzubug.org



CONFRONTING THE KUDZU BUG MENACE

Soybean specialists at universities across the country use soy-checkoff funding to conduct a wide variety of soybean-production research each year designed to help U.S. soybean farmers maximize their profit potential.

One example is the work the United Soybean Board has done with researchers at Clemson University, North Carolina State University, and University of Georgia to release a new guide for growers dealing with the kudzu bug, a potentially devastating pest to soybeans. The guide includes information on how to identify the different life stages of the pest, where it can be found, how it lives, and current management practices for trying to manage this new invader.

This invasive stink bug-like pest was first discovered on kudzu in the vicinity of Atlanta, Georgia, during the fall of 2009. From this initial introduction, kudzu bug quickly became established as a severe economic pest of soybean in Georgia, North Carolina, and South Carolina, and has moved into Virginia, Alabama, Tennessee and Florida. This year, it has been sighted in Louisiana, Delaware and Maryland.

KUDZU BUG PEST MANAGEMENT GUIDE

You can find the guide, and more information on kudzu bug management, at www.kudzubug.org.



ABOUT THE EASTERN REGION SOYBEAN BOARD

The Eastern Region Soybean Board is funded by the national soybean checkoff, which assesses one-half of one percent of the net market value of beans sold at the first point of sale. Half of the total assessments in each state is sent to the United Soybean Board for national and international programs. Checkoff funds are used for three primary purposes: research, marketing and education.

Soybean farmers from Florida, West Virginia, Maine, New Hampshire, Rhode Island, Vermont, Massachusetts and Connecticut contribute to the Eastern Region Soybean Board.

In order to maximize funds available for projects to promote the profitability of soybean farmers within the region and to reduce overhead costs, the Eastern Region Soybean Board participates in a shared-executive arrangement with the Pennsylvania Soybean Board. The shared office is located in Harrisburg, Pa.