



POULTRY AND LIVESTOCK FARMERS REAP BENEFITS FROM INCREASED BIODIESEL PRODUCTION

Last year's record-breaking biodiesel production means record-breaking industrial demand for U.S. soybean oil and bigger profits for U.S. soybean farmers. It also means reduced soy meal prices for livestock and poultry farmers, the biggest users of U.S. soybean meal.

The reason is simple: increased demand for soybean oil from biodiesel manufacturers leads to expanded crush and, in turn, more soybean meal. That larger supply of soybean meal reduces the prices poultry and livestock farmers pay for animal feed. In fact, a checkoff-funded study says that the biodiesel industry's demand for soybean oil has lowered meal prices by as much as \$48 per ton. Poultry consumed the majority of that soybean meal: 46 percent; hogs consumed 24.5 percent; and dairy and beef cattle consumed almost 20 percent combined.

U.S. soybean oil remains the primary feedstock for U.S. biodiesel production. However, livestock and poultry farmers also benefit from increased animal carcass values, as animal fats can be used to make biodiesel, too.

The soy checkoff partners with the National Biodiesel Board to conduct research on biodiesel's benefits and promote its use. Biodiesel brings a major return on investment back to the U.S. soybean farmers who helped start the industry more than 20 years ago and have continued to support it ever since. Research has shown that the biodiesel industry's demand for U.S. soybean oil increased soybean value by 74 cents per bushel between 2006 and 2012.

DID YOU KNOW?

Animal agriculture is the number one customer for U.S. soybean meal.

A growing number of people around the world are eating more meat today than in the past. As the global population and individual incomes continue to rise, so, too, does demand for meat, which translates into more demand for U.S. soy meal to use in animal feed.

According to the U.S. Department of Agriculture, for every dollar an individual in a developing country earns, nearly 40 cents goes to diet improvements, which often means eating more meat. And this increased meat demand isn't going away anytime soon.

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.

EASTERN REGION SOYBEAN BOARD CHECKPOINT

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

FALL 2014



IT'S TIME TO RETHINK WEED CONTROL

University of Wisconsin researcher Vince Davis estimates herbicide-resistant weeds cost U.S. farmers two billion dollars each year.

To help fight this loss, the soy checkoff recently took the lead in creating the Take Action program to help farmers implement production practices on their farms that can manage herbicide-resistant weeds. Universities and herbicide providers have joined the effort, and all are promoting a unified approach to weed management.

"Diversification is the most important thing farmers can do to manage these weeds," says Davis. "This includes diversification of effective herbicide modes of action, diversified weed-

management practices and also utilizing non-herbicide control options such as judicious tillage, cleaning equipment for weed seed and diversified crop rotations. Weeds develop resistance more quickly when production systems remain static."

Take Action is an industry-wide partnership between university weed scientists, major herbicide providers and corn, cotton, sorghum, soy and wheat organizations to help farmers manage herbicide-resistant weeds. Check out the Take Action's website, www.TakeActionOnWeeds.com, for interactive guides and a wealth of other information on how to diversify weed management.



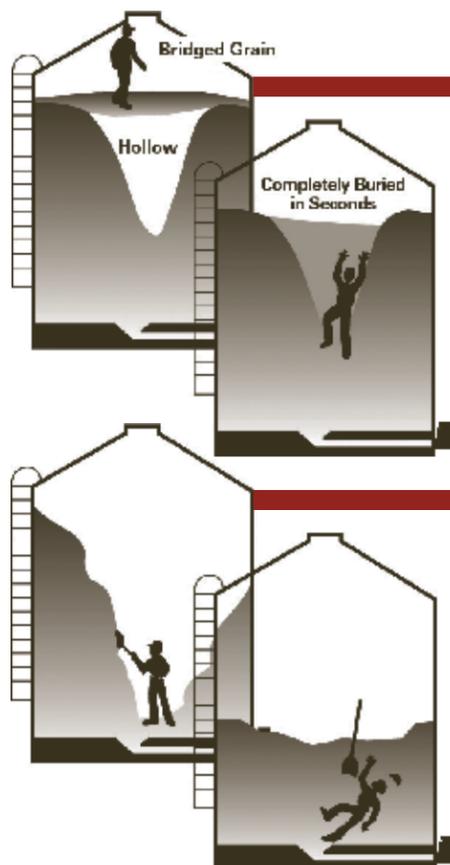
Go to www.TakeActionOnWeeds.com to find guides that will help identify weeds and what actions will help control them.

STORED GRAIN POSES DANGER

If you have any grain left from last fall's harvest and plan to clean out your bins, remember not to enter a bin when unloading or breaking up a mass of grain. Anyone working around grain bins needs to be aware of the dangers of stored grain.

People can become trapped in three ways: by flowing grain, the collapse of a vertical wall of grain and the collapse of bridged grain.

Grain kernels may stick together in a grain bin, forming a crust. When grain is removed, a hollow can form under the crust, creating a bridge. That bridge can collapse under a person's weight and bury the person in seconds. Bridging also transfers more of the load to the bin wall, which may lead to bin failure during unloading.



WARNING

Grain kernels may stick together in a grain bin, forming a crust. When grain is removed, a hollow can form under the crust, creating a bridge. That bridge can collapse under a person's weight and bury the person in seconds.

WARNING

After some grain has been removed from a bin, some of the remaining grain can stick together and form a pile or wall. Trying to break this grain loose can be risky.

TAKE THESE STEPS IF SOMEONE GETS TRAPPED

- It is dangerous to enter the bin to assist an entrapped person without being secured to effective anchorages and attached to a lifeline and full body harness. The same hazards that entrapped the first person could still be present.
- Rescuers should form retaining walls around the person with plywood, sheet metal or other material to keep grain from flowing toward the person, then remove grain from around the individual.
- Don't try to pull out anyone engulfed in grain up to the waist or higher. The grain exerts tremendous pressure on the body, so pulling a person out could damage his or her spine.
- Cut holes in the bin's sides to remove grain if the person is completely submerged or is having great difficulty breathing.
- Ventilate the bin using the fan if the person is completely submerged or having great difficulty breathing.
- Use a cutting torch, metal-cutting power saw or air chisel to cut at least two V- or U-shaped holes on opposite sides or more holes equally spaced around the bin. Grain flowing from just one hole may injure the trapped person and cause the bin to collapse.

Tips and information courtesy of North Dakota University.



SAFETY TIPS

- Never enter a bin while unloading grain or to break up a grain bridge. A wall of grain can collapse without warning and cover a person in a few seconds.
- After partially unloading a bin, look for a funnel shape on the grain surface. If the surface appears undisturbed, the grain has bridged and a cavity has formed underneath.
- Stay outside the bin and use a pole or other object to break up bridged grain. Attach the pole or other object to the bin with a rope so you can retrieve the pole or other object if you drop it.
- When breaking up a grain wall or other large mass from the top of the bin or through the bin door, do not break up more than is necessary to keep the grain from crashing into the wall or flowing out through the door.
- Do not unload grain from an opening in the grain bin door or the sump on the side of the grain bin. Unloading grain from the side can damage the bin and cause it to collapse.
- Do not allow people to work around stored grain until warning them about the hazards.
- Never enter a bin without stopping the auger and using the "lock-out/tag-out" procedures to secure it. Use a key-type padlock to lock the auger switch in the "off" position.
- Never enter a grain bin alone. Have at least two people ready outside the bin to assist in case of problems. Use a safety harness and line when entering a bin.



CHECKOFF PRODUCES BIG ROI

More than \$5 returned for every \$1 farmers invest

Under the soy checkoff program, all U.S. soybean farmers contribute a small percentage of their gross soybean sales for research and marketing projects that maximize their profit potential. According to the results of a new, independent study, the checkoff continues to grow those small investments into big results for U.S. soybean farmers.

The results of the checkoff's most recent regular, independent return-on-investment (ROI) analysis found that all U.S. soybean farmers receive \$5.20 in profits for every dollar they invest in the checkoff.

"Farmers are always looking for ways to improve profitability and become more efficient, so ROI is very important to them," says United Soybean Board (USB) Chairman Jim Call, a soybean farmer from Madison, Minnesota. "This study shows that U.S. soybean farmers are better off because of the checkoff."

Gary Williams, Ph.D., an agricultural economics professor from Texas A&M University who conducted the study, says 5 percent of all U.S. soybean farmers' revenues are due to the checkoff's research and marketing efforts. Williams also pointed out other conclusions, including:

- The soy checkoff has increased the size of the U.S. soybean industry.
- It has lifted the markets for U.S. soybeans, meal and oil, as well as U.S. soybean farmer returns.
- The checkoff has also increased U.S. soy exports and reduced the competitive threat of the South American soybean industry. As a result, U.S. soybean farmers currently enjoy a larger share of the global soy market.
- The benefits of the checkoff for U.S. soybean farmers and the industry in terms of net additional returns have far exceeded the cost of the program expenditures over time.

According to USB Audit & Evaluation Committee Chair David Hartke, a soybean farmer from Teutopolis, Illinois, it is one of several tools the checkoff uses to keep farmers' dollars working for them.

"We're always very diligent in making sure that U.S. soybean farmers get the most for their investment," Hartke says. "The ROI study, along with all the other evaluations and reporting we require, ensure that all of our projects remain consistent with our strategy and are working for the good of the farmer."


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

EASTERN REGION SOYBEAN BOARD

2013 – 2014 DIRECTORS

William Beam

Chairman, Elverson, PA

Michael Gerhart

Vice Chairman, Ephrata, PA

Steve Hykes

Secretary/Treasurer, Greencastle, PA

Daryl Alger

Lebanon, PA

Andy Fabin

Indiana, PA

Brian Kreider

Lebanon, PA

Jim Musser

Mount Joy, PA

Bill Bibus

Chesterfield, NJ

Del Voight

Ex-Officio Member
Lebanon County Senior
Extension Educator



Eastern Region Soybean Board
2215 Forest Hills Drive • Suite 40
Harrisburg, PA 17112

Jennifer Reed-Harry

Executive Director

Phone: (717) 651-5922

Fax: (717) 651-5926

www.easternregionsoy.org

