

EASTERN REGION SOYBEAN BOARD

CHECKPOINT

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

| FALL 2015 |

WEED-MANAGEMENT TIPS FOR HARVEST TIME

Harvest is a good time for soybean farmers to reflect on lessons learned from environmental, disease and weed pressures from the past growing season, how much yield those stresses cost, and how to manage them next year.

Specifically for weeds, you can be a steward of the land and get a jump on next year's weed management during this year's harvest. While harvesting your crop, it is very easy for the combine to spread weed seeds throughout your field as well as into neighboring fields.

University of Tennessee Row Crop Weed Specialist Larry Steckel, Ph.D., offers four adjustments you can make to your management practices during harvest that could make your spring and summer weed management easier.

1. Manage weeds before they take over your field. Proactive management will improve your yields and reduce the chances of having herbicide-resistant weeds develop in your fields.

2. Leave large patches of weeds in the field. This will diminish the amount of weed seed spread throughout the rest of that field.

3. Clean the combine after harvesting weedy fields. Clean machinery transfers fewer weed seeds to other fields.

4. Harvest the fields with the most weeds last. Leaving the worst for last will decrease the spread of weed seed even more.



GO TO
TakeActionOnWeeds.com

to find guides that will help identify herbicide-resistant weeds and what actions will help control them.





THERE'S VALUE IN HIGHER QUALITY SOYBEANS

Both farmers and processors need to look at soybean quality in addition to yield

When you're selecting seed for next year's soybean crop, think quality, not just yield. Increasing the quality of soybean meal is a strategic objective of the soy checkoff because higher quality brings higher demand from the animal agriculture sector, which can lead to more value for farmers.

According to the checkoff's most recent nationwide soybean-farmer survey, over half of all U.S. soybean farmers believe that higher protein and oil content results in a higher price per bushel of soybeans. A different checkoff-funded survey from February 2015 shows that nearly seven in

ten soybean farmers, 69 percent, believe pursuing value-added soybean meal should be a top priority for the checkoff. However, the survey also showed that 77 percent of farmers did not consider the protein and oil content of the soybeans they planted last crop year when selecting seed.

The first step in reaping the benefits of higher quality is selecting varieties that will produce it.

Tom Crenshaw, Ph.D., a professor in the Department of Animal Sciences at the University of Wisconsin-Madison, explains that while the protein that soybean meal

provides animals is important, it merely scratches the surface on why soybean meal is such a beneficial animal-feed ingredient. U.S. soybean meal's nutritional bundle goes well beyond crude protein to include amino acids, energy, vitamins and minerals. The value of this nutritional bundle is especially important when it comes to pigs, he says.

"Soybean meal is a great source of amino acids, and amino acids are essential for pigs," says Crenshaw. "They are the building blocks for proteins. When we think about muscle or lean tissue, the amino acids in soybean meal would be the building blocks for those."

Bob Thaler, Ph.D., an extension specialist and professor at South Dakota State University, also notes the importance of the nutritional bundle in balancing feed rations. "Today's hog farmers are looking for the highest-quality feed options," Thaler says.

"There are ten essential amino acids (EAAs) that pigs need for growth and they all must be supplied by the feed they eat." He went on to say that of the options, soybean meal is one of the best. "Amino acid availability differs greatly among feedstuffs," says Thaler. "But no single feed ingredient has a better and more economical available EAA balance for pigs, poultry and aquaculture than soybean meal."

Joel Tatum, livestock specialist with the University of Missouri Extension,

HOW TO FIND TOP-PERFORMING VARIETIES

While many soybean farmers know the importance of growing higher-quality soybeans, they don't always know how to do so. One simple answer is to ask your seed dealer or use the Soybean Quality Toolbox, located at <http://www.GrowSoybeanQuality.com>, to find varieties that produce more protein.

Farmers should work with their seed dealers to evaluate their seed purchases each year in order to make sure that their No. 1 customer—animal ag—has the highest-quality soybean meal. To use the soy-checkoff-funded Soybean Quality Toolbox, simply follow the step-by-step process to find top-performing varieties that offer high protein and oil without sacrificing yield.

SOYBEAN COMPOSITION

36% PROTEIN

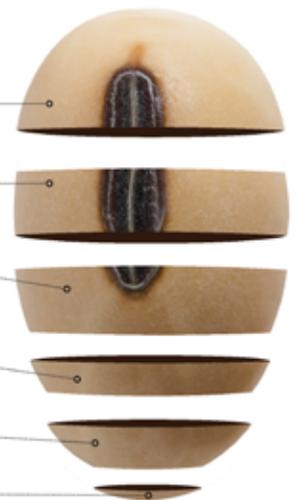
19% OIL

19% INSOLUBLE CARBOHYDRATE (FIBER)

9% SOLUBLE CARBOHYDRATE

13% MOISTURE

4% ASH (MINERALS)



Source: United Soybean Board

discussed the value of increasing protein. "The bottom line is, the higher the protein in soybeans, the greater the value for everyone," says Tatum. He elaborated by saying that when feeding farm animals, from hogs to cattle, all the way down to shrimp and catfish, "soybean meal is the most important protein source, bar none."

Tatum says poultry and livestock producers see more value in higher-quality soybean meal, which leads to greater demand. And keeping true to the basic laws of supply and demand, Tatum says soybean meal "is being priced and bought by how much protein is in it. Protein levels in soybean meal are going to make a bigger and bigger impact at the feed mills and elevators," he adds.

Although processors are still paying on yield now, both farmers and processors need to look at soybean quality in addition to yield in the future. The seed companies' main focus has been on increasing yields due to farmer demand, and as a result, protein has taken a back seat, says Terry McClatchey, marketing manager at an Ag Processing, Inc.

(AGP) processing plant in Missouri.

This can be concerning when it comes to the competitive global soybean market and buyers who are aware and conscious of soybean quality when faced with the choice of purchasing from either South America or the United States.

"Currently, we at AGP buy soybeans based on bushels, but this might be a problem in the future, when we think of buyers who are focusing more on quality," says McClatchey. "We need all farmers to help increase the quality of their soybeans to ensure the U.S. has better protein. We could potentially sell more U.S. soybeans if we focus more on quality, which could ultimately lead to higher prices."

Offering higher-quality soybean meal is a win-win for both the soybean farmer and the livestock and poultry producers. If more soybean farmers can supply a high-quality product that livestock and poultry producers desire, the demand for soybean meal will rise. And that's the end goal: to satisfy customer needs and capture more value from doing so.

INCREASING BIOHEAT® USE LEADS TO GREATER SOYBEAN VALUE

New data show demand for Bioheat® (biodiesel blended with heating oil) is growing and capable of even greater growth in the future. The rise increases demand for soybean oil and adds value for soybean farmers and the entire industry.

A survey from the National Oilheat Research Alliance (NORA) and Brookhaven National Laboratory found that more than 35,000 buildings in the Northeast and Mid-Atlantic states already use bioheat blends of more than B5 (5 percent biodiesel) effectively. This indicates substantial growth in biodiesel use for heating applications – leading to additional value for biodiesel and its main ingredient, soybean oil.

The study coincides with another study from NORA showing most oilheat users can transition to blends of up to B20 using their existing heating systems.

More and more states and municipalities are supporting clean, renewable, energy independence and are requiring that homes and businesses use Bioheat fuel and/or Low Sulfur or Ultra Low Sulfur Heating Oil. As of July 2014, twelve states and two cities in the Northeast and Mid-Atlantic states mandated the use of Bioheat fuel and/or Low/Ultra-Low Sulfur Heating Oil. Additionally, New York and Massachusetts pay their residents back for choosing clean, renewable Bioheat fuel with tax credits.

Bioheat's growing momentum contributes to the total demand for biodiesel and the soybean oil used to make it. As research continues to approve the use of higher blends of Bioheat in oilheat systems, soybean farmers will continue to gain from the value being added by this increased demand.




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

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TABLE TALK ABOUT GMOS

What happens when a friendly discussion at the dinner table turns to the latest negative information on GMO foods that your well-meaning friends or family members recently heard?

As a farmer, you plant seeds enhanced by biotechnology because they can help you increase production, reduce the need for some inputs and reduce the use of chemicals and tillage. How do you present that information in a way that resonates with consumers and family members who know little about what you do and back up their opinion with outlier studies on the subject?

Here is some information to help you address a few of the more common myths of GMOs.

MYTH: GMOs are unsafe and they're too new for us to know they're not dangerous.

Truth: GMO crops and foods are among the most regulated and tested products in agricultural history. According to a Forbes article titled "2000+ Reasons Why GMOs Are Safe to Eat," genetically modified foods are among the most extensively studied scientific subjects in history. More than 1,700 peer-reviewed safety studies focusing on human health and the environment have been published since biotech crops became commercially available in 1994. Scientific consensus is that existing GMOs are no more or less risky than conventional crops. There are 13 years of research, development and regulatory approvals required for genetically modified varieties before they're brought to the market, longer than the time it takes to bring pharmaceutical medicine to the market.

MYTH: GMO foods are unhealthy.

Truth: GMO foods are nutritionally and chemically identical to food grown from non-biotech crops.

Biotech companies consult with the Food & Drug Administration about potential GMO foods and perform extensive allergy and toxicity testing. Biotechnology can help improve the safety of food by minimizing naturally occurring toxins and allergens in certain foods.

MYTH: GMOs are bad for the environment.

Truth: Biotechnology has played a role in the reduction and more precise use of pesticides and herbicides and allowed farmers to adopt enhanced conservation-tillage practices. The Council of Agricultural Science and Technology studied conventional, organic and biotechnology-derived soybean crops and concluded in April 2009 that biotech soybeans yield the following environmental benefits: 93 percent decrease in soil erosion; preservation of 1 billion tons of topsoil; 70 percent reduction in herbicide runoff; reduction in CO2 emissions by 326 million pounds. Since biotech crops were introduced, global pesticide applications have collectively been reduced by 1.04 billion pounds.

MYTH: GMO feed is unsafe for animals.

Truth: Animal-feed studies are often the basis for evaluating the safety of GMO crops. These studies have been extensive and show that GMO feed has no effect on animal health or behavior. The FDA has found over the past 20 years that all of the 148 genetically engineered changes they evaluated are substantially equivalent to their conventional counterparts. In the most comprehensive study of GMOs and food ever conducted, researchers reviewed 29 years of livestock productivity and health data from before and after the introduction of

“LET OTHERS KNOW YOU ARE COMMITTED TO GROWING A SAFE FOOD SUPPLY.”



genetically engineered animal feed. The study found that GMO feed is safe and nutritionally equivalent to non-GMO feed. There were also no detectable or reliably quantifiable traces of genetically engineered components in milk, meat and eggs following the animals' consumption of GMO feed.

Even with all these facts up your sleeve, it is important to remember that shared values are ultimately what drive consumer trust. Instead of just rehearsing the information above, let others know you are committed to growing a safe food supply for your family and their friends. After all, you are eating the same food at the table with them.