

THE NORTH DAKOTA **Soybean** GROWER MAGAZINE

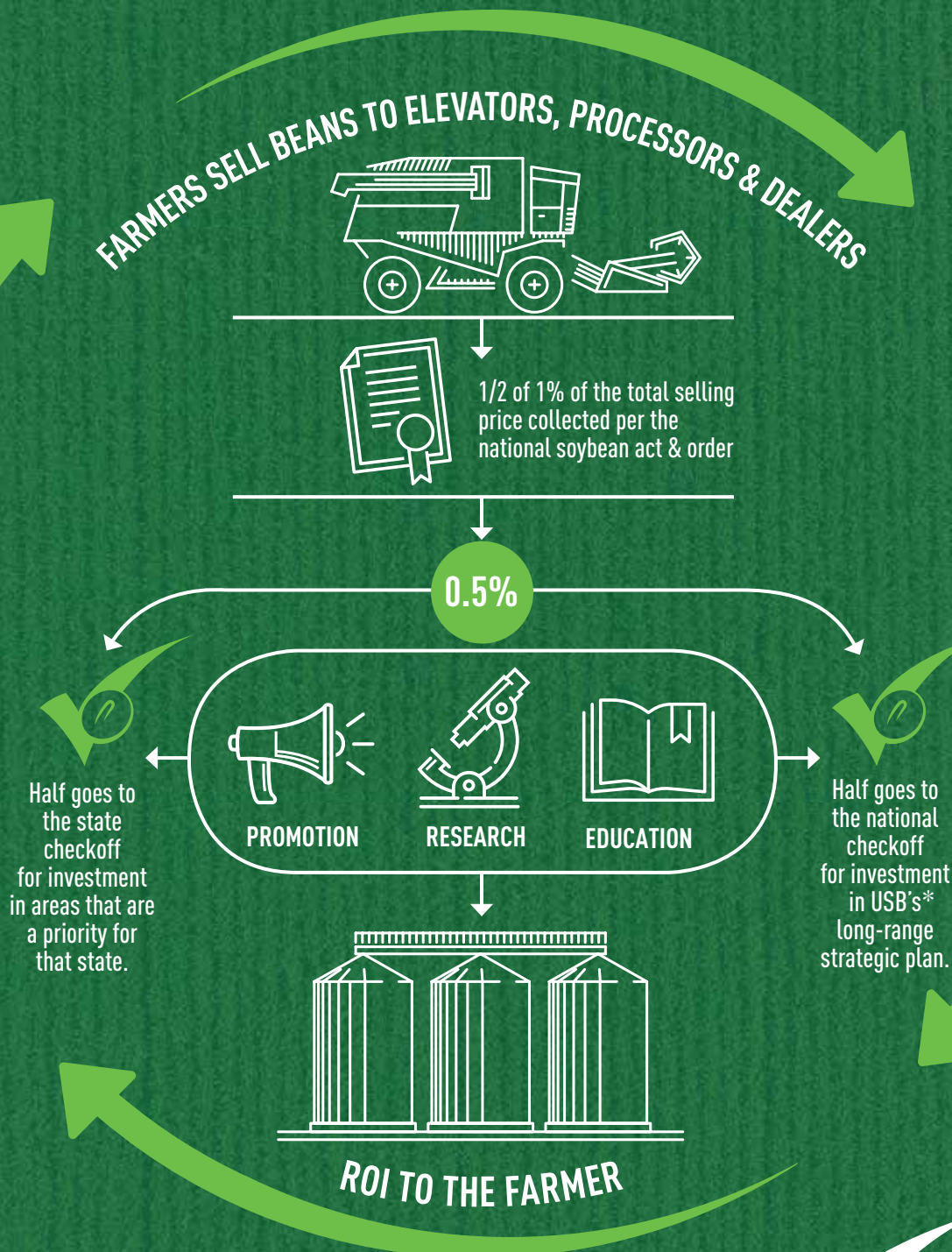
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INSIDE
Marketing in a
New Reality
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FULL-CIRCLE RETURN

HERE'S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.



* Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

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On the cover

It's been more than a year since a trade war with China disrupted the export flow of North Dakota soybeans. While soybean industry leaders work to create and grow other export markets by cultivating important business relationships, the loss of the China market is causing substantial changes to how farmers go about their business.

—Photo by Staff



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The 2019-2020 Interim Begins

There is now a year and a half before the next legislative session begins. Lawmakers will be looking at policies in many different areas, and the North Dakota Soybean Growers Association (NDSGA) will be following a few, especially the interim committees concerning agriculture and transportation. Fortunately, and for the first time in my memory, both topics have been combined into one. It is a 17-member committee, which is on the large side, and, by my count, is comprised of at least 10 farmers.

Under the chairmanship of Representative Dennis Johnson, a farmer from the Devil's Lake area, this committee will receive reports on sustainable agriculture, the State Board of Agricultural Research and Education (SBARE), the North Dakota Department of Transportation (DOT) and the Federal Environmental Law Impact Review Committee. The committee will also get a report on all animal-feeding-operation permit applications and the related issues from the Department of Environmental Quality. Getting information is easy enough for a committee to do, but it takes time; hopefully, the knowledge gleaned from those reports will help the legislators guide any related lawmaking in the

future. When speaking with Chairman Johnson in late June, I learned that the committee will be held to a maximum of six meetings prior to January 2021.

The heavier lift for the committee may be the studies which it has been assigned. The research includes studying how the state's central indexing can be used to provide notification to a secured lender when a super priority lien is filed on the collateral of a secured lender. I know little of this process and will learn along with the committee. The biggie will probably be studying grain buyers and brokers; grain-handling facilities under Title 60 of the Century Code; and issues related to prepayment for fertilizer, soil amendments, seed, and fuel in cases of insolvency. Also included is maintaining financial security during the grain buying process, including the consideration of facility operating capital; physical audits; and other related matters, such as the indemnity fund and bonding requirements. You can see why this particular study will test the committee's time boundaries. Keep in mind that the responsibilities being studied have just passed from their traditional home in the Public Service Commission to the North Dakota Department of



Veteran lawmaker and educator Phil Murphy is the NDSGA liaison between legislators and farmers.

Agriculture. The Ag commissioner has said that he will convene many people in the industry to obtain input as his department begins this function.

Another study will be to partner with the DOT in order to study the relative costs and benefits associated with various options for electric infrastructure support and to estimate the future economic impact. Another study will examine the feasibility and desirability of creating a road training pilot program. This idea has been brought up by Senator Larry Luick (also the vice chair and a farmer) of the Hankinson area because he sees it being a possible help with the commercial driver's license (CDL) driver shortage and the inefficiencies of the current trucking system. In collaboration with a large number of agencies, including the governor's office, the committee may make a recommendation to carry the idea forward in some manner during the coming session. Having heard Senator Luick present a couple of times already, he says that road trains have been used in Australia and Europe for decades and that our improving technology holds promise for implementing some efficiencies. The internet has various videos about this subject. If you want to look at the makeup of this committee or any others, the committees' memberships and their assignments are listed on the web under the 66th Legislative Assembly—Interim. I will be keeping an eye on Tax and Natural Resources Committee, to some degree, as well.

THANK YOU!



Longtime NDSGA Legislative Director Scott Rising was recognized on his retirement with this metal sculpture. Best wishes to Scott for the next phase of his life after serving the association so well.

Navigating Change

Whoever coined the phrase “the only constant is change” must have been a farmer. No two growing seasons are alike; market conditions are always shifting; and decisions made by others can have a profound influence on how we operate and on our profitability. It can be difficult to just keep up.

North Dakota farmers have more than kept up with the changes that have occurred in soybean farming. We've thrived. North Dakota has gone from being a minor soybean-growing state to one of the nation's top soybean producers in the span of just a few years. Businesses and farmers have invested in infrastructure and equipment in order to adapt and to meet the growing demand for soybeans.

Because there is so much beyond farmer control, the state's soybean farmers, long ago, recognized the importance of working together in order to adapt to and, in some cases, to create change. Since 1983, the North Dakota Soybean Growers Association (NDSGA) has been a force in working for the good of the state's soybean industry and soybean farmers. As a grassroots organization, the NDSGA is made of people who are intimately familiar with the

issues facing soybean farmers because we're soybean farmers, too.

The NDSGA was there through the farm crisis of the 1980s. It was part of the opening of global soybean markets that created an unprecedented demand for American soy products. The NDSGA has monitored and spoken on behalf of policies at both the state and national levels that benefit North Dakota soybean farmers and agriculture in general. The NDSGA does all this work because of the importance of having a seat at the table and speaking on behalf of its members.

We farmers are, once again, being forced to adapt. Our success depends upon our response to the challenges and changing conditions that go along with farming. That's why the NDSGA is active year-round, promoting the passage of trade agreements, such as the U.S. Mexico Canada Agreement, and encouraging leaders to continue working on treaties with Japan; the European Union; and, of course, China.

The challenging thing about change is that we don't know the outcome until we have the benefit



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of time. Regardless of the challenges which North Dakota farmers face, they can be certain that the NDSGA will be working on their behalf, just as it's done for over 35 years.



Membership Application

To join ASA and the North Dakota Soybean Growers Association, complete and return this application with payment.

Name: _____

Spouse: _____

Date of Birth: _____

Farm/Company Name: _____

Address: _____

City, State, Zip: _____

County: _____

Phone: _____

Cell: _____

Email Address: _____

Occupation (Please check all that apply)

☐ Farmer ☐ Retired ☐ Agribusiness

☐ Finance ☐ Elevator ☐ Other

Do you currently grow soybeans?

☐ Yes ☐ No

Soybean Acres: _____ Total Acres Farmed: _____

Do you raise:

☐ Cattle ☐ Hogs ☐ Poultry ☐ Dairy

How did you hear about NDSGA? (Please circle one)

Recruited in person; Recruited by phone, Magazine;

Internet; Mailing; Radio; Event; Other

☐ 3-Year Membership \$200 ☐ 1-Year Membership \$75

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Card Number: _____

Expiration Date: ____/____/____ CVC: _____

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Back To His Roots

Varied Path Gives Endrud Unique Perspective



The gravel roads of Traill County may be a world away from the bustling streets of Hong Kong, but Spencer

Endrud has traveled them both on his journey from international businessman back to the family farm.

Growing up near Buxton, North Dakota, Endrud figured he would answer the call to farm someday but only when the time was right.

"I always wanted to farm, but I knew I needed to travel and have some other experiences before I did," Endrud says.

Endrud majored in finance and international business in college. His education included an internship in Hong Kong. Eventually he moved to Salt Lake City, Utah, where he was a management trainee with a large corporation. The only problem was, "I hated the corporate world," Endrud admits.

After working in that corporate climate for a while, he felt the time was right to come back to the farm. Endrud's father and uncle had farmed together for 45 years and were nearing retirement, so he ap-

proached them about a return trip.

"I came back and talked to my parents, but my dad and uncle weren't ready to quit, and there wasn't enough land for all of us to farm," Endrud says.

Instead of farming, Endrud moved to western North Dakota where he worked in the oil fields for two years. He grew tired of that lifestyle and was ready to return to the family farm. At the same time, his father's health was failing, so the timing was right to jump back into farming with both feet.

Learning on the Fly

In 2015, Endrud returned to Buxton, bought the farm from his family, took over the rented land and started farming without a lot of time for transition.

"It was zero to 100 just like that," Endrud says. "I went from having no part of the farm, not even as a hired hand, to running the whole thing."

Spencer Endrud's uncle, Glenn Endrud, still lives on the family farmstead and serves as a resource when needed, but the day-to-day management falls on Spencer. Now in his fifth growing season since he

returned to the family farm, Spencer Endrud raises soybeans, corn, wheat, black beans, pinto beans and sunflowers. While he is currently using conventional to minimum till in his management, he likes the idea



The corporate world didn't suit Spencer Endrud who returned to rural Buxton to run the family farm.

of no-till and precision farming. He's gradually incorporating more technology on his farm.

"I like the idea of precision agriculture and the benefit of variable rate technology. I'm slowly upgrading and making (the) transition to those technologies," Endrud explains. "I don't have the newest equipment, but I'm using today's technology in that equipment."

Economic conditions have been challenging for farmers in North Dakota, especially for young farmers who are just starting. That fact doesn't deter Endrud from making his own success.

"It's what I'm content doing. I work for myself. The only person I have to blame is myself. Farming is a lot easier when there is \$6 corn and \$14 soybeans, but my banker told me, if I can make it during the down years, I can make it when things are good," Endrud says.

Endrud's education and work experience are helping him navi-

gate the business aspects of farm management. He draws upon his finance and international business background when making the farm's business decisions.

"With my finance background, marketing made sense, and I understood how it works. At the same time, it's not a trading game; it's real life," Endrud emphasizes. "I'm the one writing the checks, so I understand what the end goal is."

That goal is profitability, which sometimes means being content to take the small opportunities and using the marketing tools at his disposal, including puts and calls.

"I really lock in on break evens," Endrud says. "If it's profitable to sell, it's better than waiting and hoping for more profits. I'm not trying to be greedy."

Industry Involvement

Even though he's only been back on the farm a few years, Endrud is already active in promoting the



Spencer Endrud puts his international business and finance degrees to work making critical decisions for his farm.

soybean industry and representing the state's soybean farmers. He was recently elected to the North Dakota Soybean Growers Association (NDSGA) board of directors.

Endrud became involved with the NDSGA because he knew some previous board members. He looked into the roles of the NDSGA and the North Dakota Soybean Council in order to obtain a better understanding of the roles that the two organizations play. Prior to getting involved with the NDSGA, Endrud hadn't connected their efforts to his own farm.

"I realized I didn't fully understand myself what the organizations did. I would just sell my soybeans to the elevator, and I didn't make the connection to what they (the organizations) were trying to do," Spencer Endrud says.

Having been involved with international business, Spencer Endrud

recognized being involved with international business and travel was something he missed. Involvement with the NDSGA has piqued his interest in public policy and legislation as well as given him a better handle on what it takes to make things happen on the legislative level.

"I had the opportunity to have a role in that environment, and now, I understand the bigger picture of how things work," Endrud says.

Endrud brings a unique blend of experience and perspective to the NDSGA board. He also brings optimism for the future of North Dakota agriculture.

"As down and slow as it is now, I think the future looks bright," Endrud contends, "because the world's population is still growing, and people are always going to need food."

—Story and photos by Daniel Lemke



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M

eeting the Demands of a Growing World

Each growing season is different, and every year comes with its own challenges. The past year has been an especially challenging one for the North Dakota soybean farmers and the U.S. soy industry, with tariffs impacting our top market, and causing the soybean checkoff to ramp up its ongoing marketing efforts in other countries with the goal of making up for lost demand in China. The North Dakota Soybean Council (NDSC) and the soybean checkoff is keenly aware of the importance of diversified export markets for North Dakota soybeans.

Although the soybean checkoff and NDSC does not negotiate any sales of soybeans, we work closely with U.S. soy exporters and importers around the world to promote North Dakota soybeans and ensure that when traders look to buy soy, they look to North Dakota first. We are focused on helping to ensure the approximately 70% of North Dakota soybeans exported globally through the Pacific Northwest, are purchased by our valued customers at intended destinations.

It's important we continue to build relationships with our international customers. Countries from Southeast Asia and the Americas, along with South Korea, India, and Taiwan are all growing markets. Their growth means they need more soybeans. And whether it is soybeans for feed, food or industrial products, we want those beans to come from our farms in North Dakota. Be sure to read pages 12-17 highlighting recent international trade team visits.

Exceptional nutritional composition is a key advantage of North Dakota and U.S. soybeans. Year after year, our soybeans can be counted on by animal nutritionists to consistently maximize animal performance and reduce production costs due to North Dakota's superior nutritional bundle compared to soy from other origins. Our soy has superior amino acid content and amino acid profile, increased metabolizable energy content due to higher sugar levels, lower fiber content and improved amino acid digestibility, higher total phosphorus content, and greater uniformity of nutrients. This higher nutritional value contributes economic value to nutritionists when formulating diets for broiler chickens, layers and swine.

Within the next 30 years, the world must feed 9 billion people, and a growing middle class will cause a demand for a higher value protein at an affordable price. North Dakota soybeans are well poised to accommodate this demand.

The North Dakota Soybean Council is committed to maintaining and ensuring our customers can continue to enjoy a reliable supply and consistent delivery of North Dakota soybeans. Below is a list of programs and activities funded by NDSC to improve and create markets for your soybeans.

- **Specialty Soya and Grains Alliance (SSGA) – Premium Value-Added Soy Promotions:** Collaborate with the U.S. Soybean Export Council (USSEC), NDSC and SSGA to identify fresh opportunities and engage in market promotion to new markets that will increase demand for North Dakota and the region's premium soybeans.
- **SSGA – Competitive Soy and Grain Shipping:** Provides industry outreach towards expanding container supply and container export shipping from Duluth.
- **Northern Crops Institute (NCI) – Soy Procurement Short Courses:** Educational seminar for international buyers to learn the procurement process for buying North Dakota soybeans.
- **USSEC) – Aquaculture Funding Opportunities:** Promoting aquaculture feeding trials in international markets.
- **NCI – INTSOY Educational Course:** Educational short course for growing international markets to introduce buyers on how and why they should be using soy in their products.
- **Soybean Research and Development Council (SRDC) – Export to Central America & Caribbean:** Organizing and hosting trade teams from Central America and the Caribbean to promote procuring from the Pacific Northwest.
- **SRDC – Export Via AGP Grays Harbor:** Organizing and hosting trade teams from Southeast Asia to promote procuring soy from the Pacific Northwest.
- **USSEC – Global Animal Feed Trade:**
 - **1st Quarter U.S. Soy Advantage Buyers Conference:** Promoting U.S. soy for swine and poultry feed through major international buyers' conference in Asia.
 - **Southeast Asia Ag Supply Chain Conference:** Promoting U.S. soy for swine and poultry feed through major international buyers' conference in Southeast Asia.



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- **USSEC – China Soyfood Promoting U.S. Soy Advantage and Natto Industry Summit:** Promoting soyfoods in China and international buyers conference held in Fargo for Natto importers.
- **USSEC – Southeast Asia Soyfood Symposium and Trade Shows and Senior Human Nutrition:** Support for technical advisor and major conferences held each year in Southeast Asia.
- **USSEC – China Cooperative Industry Conferences:** Major buyers conferences held in China each year.
- **North Dakota Trade Office (NDTO) – Southeast Thailand and China North Dakota Identify Preserved Soy Reverse Trade Missions:** Provides support in organizing trade missions in expanding markets for food/identity preserved farmers.
- **NDTO – China North Dakota Identity Preserved Soy Reverse Trade Mission:** Provides support to host international soy buyers with North Dakota farmers and exporters.
- **World Initiative for Soy in Human Health – General Programs and Asia Support:** Provides support to companies in developing countries to introduce or increase the current use of soy ingredients and soy products made from U.S. soy in the local commercial food or feed supply.



North Dakota Farmer Elected Chair of Northern Soy Marketing

Northern Soy Marketing (NSM), LLC elected new officers at its board meeting on June 29 in Watertown, South Dakota.

North Dakota Soybean Council (NDSC) Secretary Mike Langseth of Barney was elected as the new chair for NSM. Langseth is a District 1,



Mike Langseth

Richland County, representative for the NDSC.

“The Northern Soy Marketing board has been working together for a long time on marketing soybean beans from the Pacific Northwest,” says Langseth. “Our goal is to promote the amino acid content of our beans instead of crude protein. Soybean exports from the Pacific Northwest have been discounted for a long time on the global market because they, generally, have a slightly lower protein content than beans from other origins. Lower crude protein doesn’t necessarily mean they’re a lower quality feed source; in fact, they’re better for certain applications, especially young animals where you want a low protein but a high quality diet. Our upcoming projects will prove the benefits of the amino acids in our northern grown soybeans and connect the dots between the quality

of our bean’s amino-acid profile and the actual feeding results in livestock.”

South Dakota Soybean Research and Promotion Council Director Matt Bainbridge will serve as vice chair. Minnesota Soybean Research and Promotion Council Director Patrick O’Leary stepped down as chair but will serve as secretary/treasurer.

NSM last met in Fiscal Year 2019, finalizing its FY20 budget. Additionally, the board began strategic planning for the organization as part of its efforts to continue growing

the essential amino-acid brand both domestically and abroad.

“The three states have done an excellent job promoting the quality of our soybeans in overseas markets,” says O’Leary. “By revisiting our strategic plan, we’re able to plan even further promotion of our high-quality soybeans and narrow in on target countries where we need to do a better job with our message. We’re excited for what the future holds.”

—Story courtesy of Northern Soy Marketing, photo by Wanbaugh Studios

About Northern Soy Marketing, LLC

Northern Soy Marketing, LLC is comprised of the Minnesota Soybean Research and Promotion Council, the North Dakota Soybean Council and the South Dakota Research and Promotion Council. NSM’s farmer-led board of directors invests soybean checkoff funds to research and to promote the quality of U.S. soybeans by calculating the critical amino acid value (CAAV) levels in northern grown soybeans and by promoting the benefits of essential amino acids to producers, buyers and nutritionists.

Intern Addy Joins the North Dakota Soybean Council During Summer 2019

Addison Magill joined the North Dakota Soybean Council (NDSC) as the marketing and communications intern at the end of May. This fall, Magill will be a senior at South Dakota State University (SDSU). She is double majoring in agricultural communications and animal science. She is a member of the SDSU livestock judging team. She also serves as the secretary for SDSU Little International and the student chair for the South Dakota State Future Farmers of America (FFA) Livestock Judging Contest. She also recently became involved with SDSU State a Thon which raises money for the Children’s Miracle Network.

“Addison has been a tremendous addition to our team,” says NDSC Executive Director Stephanie Sinner. “We have enjoyed working with her this summer and being a part of her college experience. Our internship program is something we feel the soybean industry can do to help contribute to the future of agriculture.”

Magill grew up working on her family’s diversified crop and livestock operation near Verona, North Dakota, where she found her passion for

agriculture. She enjoys being involved with the family’s cow/calf and feedlot operation as well as growing corn, soybeans and edible beans.

“I am honored and humbled to have the opportunity to learn and work with the North Dakota Soybean Council,” says Magill. “I’m grateful for the chance to help share my passion for agriculture with consumers and producers alike. I am so excited to be able to meet many like minded people who truly love this industry and what they do. I learn something new every day, whether that be about the soybean industry or how to become a better communicator.”

Have you seen “Intern Addy’s” educational videos on social media? Magill has created many fun videos, highlighting the NDSC’s programs and projects. Be sure to follow us and learn more.

- Facebook.com/NDsoybeanCouncil
- Twitter.com/ndsoybean
- Instagram.com/ndsoybean
- Youtube.com/NDsoybeanCouncil

—Story by staff, photo by Betsy Armour



Addison Magill



Specialty Soya and Grains Alliance Hits the Ground Running

In late February, two regional associations, the Midwest Shippers Association (MSA) and the Northern Food

Grade Soybean Association (NFG-SA), merged to form the Specialty Soya and Grains Alliance (SSGA). The SSGA represents farmers, processors and shippers of identity-preserved (IP) soya and grains as well as the products produced from those crops, and is governed by a board comprised of directors from the two former boards.

During the SSGA's first board meeting, Curt Petrich was elected to serve as the board chair. He is the owner/partner of HC International, based in Fargo, North Dakota.

"I look forward to the challenge

of leading SSGA as we position ourselves as a market leader in the global food industry," Petrich said. "Now that we have a board and leadership in place, SSGA will focus on helping our members develop markets for their value-added crops as well as assist our customers (to) get access to our products."

In his first week on the job, SSGA Executive Director Eric Wenberg met with USDA officials in Washington, D.C., and visited the Japanese Embassy in order to discuss trade barriers. Wenberg joined SSGA after retiring as a career member of the Senior Foreign Service, following a 28-year career with the USDA's Foreign Agricultural Service (FAS).

"This is really important work, to try to move nationally, to work across the whole industry in a structured way to promote market access and to help the industry better connect with

the domestic customer," Wenberg told FSA Administrator Richard Fordyce.

In June, Wenberg, Petrich and Vice Chair Bob Sinner visited Washington, D.C., to discuss specialty soya and grain issues with federal agencies and supporters of plant-based proteins and grains. The group discussed market access issues abroad for food grade soybeans, as well as domestic grading, certification and transportation issues, ultimately looking for solutions to reduce the cost for IP producers and containerized shipping.

"If we can start to peel the onion of regulatory and logistical limits to containerized shipping from rural America, we can help the bottom line for U.S. exporters accessing export markets direct from America's growers," Petrich said.

The group also met with USDA FAS Administrator Ken Isley to

thank him for including SSGA in the Agricultural Trade Promotion (ATP) grant program. SSGA is activating its \$1.5 million project with support from the U.S. Soybean Export Council (USSEC) in order to complete a portal to connect soya and specialty grain exporters with clients through digital networking.

A global vision

Former Midwest Shippers Association CEO Bruce Abbe is now serving as an SSGA adviser for transportation and specialty grains. Abbe helped MSA grow into a successful association, especially working with the USSEC to build the U.S. Soy Global Trade Exchange and Specialty Grains Conference into a popular U.S. international business conference. The SSGA is continuing his work.

The SSGA has been working closely with USSEC, complementing efforts to export more crops abroad and to avoid duplication or confusion with policy and promotion. The organizations continue working together in order to curate the Global Trade Exchange (GTE) on Aug. 20-22 in Chicago. More than 700 soy and grain industry leaders, buyers and suppliers are expected to attend this year's event. More information about the GTE can be found at grainconference.org.

The SSGA's work supports its members across the U.S. Members include specialty grains and IP soybean producers, processors, genetic/seed providers, export traders, international export companies, qualified state soybean boards (QSSBs) and more. Three membership levels allow for businesses of all types to be involved with SSGA. Membership information is located at soyagrainsalliance.org.

"The work SSGA has set out to do is no small task," Wenberg says. "The IP industry is a garden to grow."

—Story and photos courtesy of Specialty Soya and Grains Alliance



Eric Wenberg with USDA FSA Administrator Richard Fordyce.



Eric Wenberg with Curt Petrich of HC International, and Bob Sinner of SB&B in Washington, D.C.



High Oleic Soybean Oil: Uses and Benefits Course Re-Cap

The High Oleic Soybean Oil: Uses and Benefits course took place at the Northern Crops Institute (NCI) in

Fargo, North Dakota, on June 12-13, 2019. There were four participants, all coming from seed companies within the Midwest region. Their occupations were generally related to marketing the high-oleic soybean seed and the resulting oil product.

The course began with an overview of the oils industry which was presented by Mark Jirik, director of NCI. Next, Dr. Mark Messina from the Soy Nutrition Institute provided an overview of the nutritional benefits of high-oleic soybean oil. Dr. Neil Doty presented a testimonial on the use of high-oleic soybean oil for processing at NCI. Then, Kim Nill of the Minnesota Soybean Research & Promotion Council gave a presentation about the history of high-oleic soybean oil. The first day wrapped up with a frying demonstration, including side-by-side comparisons of commonly fried foods, including fish, donuts, chips and french fries. The

evening included a dinner reception where participants and NCI staff discussed the future of high oleic soybean oil and potential avenues for marketing to explore.

The final day of the course started with David Miller's, Clutch Performance, LLC, presentation about the economics of high oleic soybean oil as well as the potential costs and benefits for the product. The course concluded with a hands-on Baking with High Oleic Soybean Oil demonstration led by the NCI's staff baker, Rachel Carlson. Participants compared baked goods, including breads, made with different oils. The demonstration concluded with baking blueberry muffins using high oleic soybean oil.

The course wrapped up with a strategy session: how should high oleic soybean oil be promoted, and what audiences need to be reached? The participants came up with some



Rachel Carlson (NCI) demonstrates the differences in baked goods using high oleic soybean oil.

promotional ideas that the NCI is encouraged to look to in the future.

Overall, the group's reception of the course was positive. This event was the first time that this course was offered, so ideas for improvement were gathered for future years. NCI looks forward to offering courses like this one again!

Participant Comment:

"I would love to have some of this content introduced to the [...] staff: scientists, operation leadership, all stakeholders."

—Story and photos by Jena Bjertness,
Northern Crops Institute



Dr. Zach Liu (NCI) demonstrates the use of high oleic soybean oil with various products.



Dr. Neil Doty (NCI) demonstrates the differences in frying oils.

Setting Northern Soy Apart

Trade Mission Promoted the Value of Upper Midwest Soy to Mexico, Colombia

Austin Langley can be forgiven if the first part of June was mostly a blur. Langley, who farms near Warwick,

North Dakota, traveled to five cities in two countries over the course of seven days. His mission of promoting northern grown soybeans to current and prospective customers took him to Mexico and Colombia.

"It was a whirlwind mission," Langley says. "We spent 38 hours on planes. At one point, we realized we hadn't been outside for seven days because we went from the airport, to shuttles, to our meetings and back to our hotels."

The trade mission to Mexico and Colombia centered on a joint effort by soybean councils in North Dakota, South Dakota and Minnesota called Northern Soybean Marketing. The purpose is to promote the quality of the soybeans produced in the three northern states.

While the region's soybeans may

have slighter lower crude protein levels than soybeans produced in some regions, research shows that northern grown soybeans have a better balance and availability of essential amino acids than soybeans from warmer climates. Amino acids are the building blocks of livestock feed rations, so feeding meal with a better amino acid balance results in better animal performance, including the rate of gain.

Southern Customers

In June, Langley, Project Coordinator Peter Mishek and University of Minnesota Extension Agronomist Seth Naeve journeyed to Queretaro, and Guadalajara, Mexico. They met with feed millers, nutritionists and soybean purchasers in order to explain the value of northern soybeans and to convince people to look

beyond crude protein when making purchases.

Crude protein is a rudimentary measurement of soybean value that many export buyers use to assign a value for soy quality. Although crude protein content is currently the standard, soybean leaders, including Langley, know that the measurement is an out-of-date way to test quality. The presence and balance of essential amino acids are what animals need for peak performance. Langley and the other team members wanted to make that point.

"We met with 40 independent soybean meal buyers at our first meeting," Langley says. "Their main question was about quality. Having consistent quality meal is vital for monogastric animals."

Mexico is a proven market for

soybean meal. It's already the top importer of U.S. meal. Langley says that much of the meal Mexico buys is from the upper Midwest, coming from Minnesota Soybean Processors in Brewster, Minnesota, and AGP in South Dakota. "We already move a lot to Mexico," he adds.

However, there is still growing opportunities in Mexico. Some companies with which the delegation met had been part of amino acid briefings before, but it often takes multiple visits and conversations before that knowledge translates into increased sales.

Brazil's Backyard

From Mexico, the group flew to Colombia to meet with feed millers and purchasers in the South American country. Despite sharing a border with Brazil, Colombia is a surprisingly large buyer of U.S. soybean meal.

"Colombia is really interesting because as close as they are to Brazil and Argentina, I didn't realize how much soybean meal we move to Colombia," Langley explains. "They're the seventh largest importer of U.S. meal."

Langley saw why some of that growth was occurring. The delegation traveled to the large and rapidly growing cities of Medellin and Bogota.

According to the U.S. Soybean Export Council, Colombia is a growing market for U.S. soy products. Colombia imports 92 percent of its soybeans and about 67 percent of its soybean meal from the U.S. soybean meal imports into Colombia totaled more than 966,000 tons during the 2017 marketing year.

Langley says that the Northern Soybean Marketing coalition had



Project Coordinator Peter Mishek (standing) helped educate buyers and nutritionists in Mexico and Colombia about the value of soybean essential amino acids.



Mexico is the top U.S. market for soybean meal and Colombia is in the top 10.

not pushed the essential amino acid message in Colombia before, but the millers they met understand the quality of the soy products which the U.S. supplies. Like their counterparts from Mexico, Colombian millers are concerned about getting a consistent supply of high quality soybean meal in order to get the most from their livestock.

Drawing Connections

Although the essential amino acid message was mostly new to the Colombian feed industry, the conversation led to an interesting exchange which highlights the primary hurdle that northern farmers are trying to overcome.

“In one of our meetings with an animal scientist and nutritionist, they were believers in the improved digestibility of our meal and the importance of the amino acid content, but the purchaser for that company said he buys soybean meal based on crude protein and price,” Langley recounts. “That led to a discussion between them because the nutritionists and animal scientists understood that

buying higher-quality meal would lead to (a) better rate of gain and increase profitability even if it cost more to buy our meal.”

In many cases, there is a disconnect between what the nutritionists and feed millers need, and what the purchaser buys. Building a stronger

link between soybean meal quality and animal performance should convince more buyers to look at soy products from North Dakota and its neighbors.

Langley says that the delegation’s meetings and messages were well received. Participants listened and

wanted more information about amino acid values, which is a good sign. However, more time and effort are likely needed before purchases are made based on amino acid value and not crude protein.

“There’s a premium to our soybeans because of the amino acid balance and digestibility that our customers don’t get from others,” Langley says. “They have to add synthetic amino acids, which gets expensive.”

Langley says that another goal of the trade mission was to encourage soybean product movement from the Pacific Northwest because trade interruptions with China have drastically slowed the movement from shipping ports there.

The entire mission was an eye-opening experience that Langley says he undertook to help better the soybean industry and his fellow soybean farmers.

“I volunteer for this because I believe it’s important to push our message not just for me, but to build our communities and help our neighbors and friends,” Langley says.

—Story by Daniel Lemke,
photos by Dr. Seth Naeve



Warwick farmer Austin Langley (third from right) was part of a small delegation promoting northern soybean quality to soybean meal customers in Mexico and Colombia.



Building a Northern Preference

Trade Visits Highlight North Dakota Advantages

The team of Korean feed millers crowded around Hillsboro, North Dakota farmer Sarah Lovas as she

gently dug into the warming spring soil for emerging soybean seedlings. Just minutes before, the delegation had watched intently as grain inspector Craig Nowak graded a sample pulled from the back of a semi-trailer which was unloading soybeans at the Alton Terminal.

Despite the nearly complete loss of North Dakota's largest soybean market in China, farmers and industry leaders are actively marketing U.S. soybeans and soy products around the world. Sometimes, that effort means bringing the world to North Dakota.

The disappearance of China as a reliable market has been especially hard for North Dakota and upper Midwest farmers whose soybeans flowed west to the Pacific Northwest (PNW) with China as the predominant destination. Industry leaders recognize that it is critical for the entire U.S. soybean industry to develop an increased demand for U.S. soy in Asia's non-Chinese markets.

In June, the North Dakota Soybean Council and the U.S. Soybean Export Council (USSEC) organized five trade teams from Southeast Asia, South Korea, the Asian subcontinent, the Americas and Taiwan. The goal was to demonstrate the efficiency of the PNW logistics and to encourage more soy purchases through facilities there.

"We are here promoting PNW exports," says Dr. Hyung Suk Lee, the Korea director for the USSEC.

Lee says that some of the Korean buyers already make purchases through the PNW. Bringing those buyers to North Dakota helps them to better understand the entire supply



Hillsboro farmer Sarah Lovas addressed soil health with a delegation from Korea during a visit to her farm.

chain, including the planting, harvesting and logistics necessary to get beans from North Dakota to Korea.

"We want to show how North Dakota farmers work hard to produce good quality soy. We're also building a preference for northern crops," Lee adds.

Down on the Farm

While the Korean delegation worked its way through North Dakota, down to South Dakota and eventually to shipping ports in the Pacific Northwest, another trade team was getting a firsthand look at how soybeans are planted. This trade team included feed millers, importers and soybean crushers from Thailand, Indonesia, Malaysia and the Philippines.

The group watched as the last soybeans of the year were planted on the Paul and Vanessa Kummer farm near Colfax, North Dakota. Most members of the delegation had never seen farm equipment in action, much less a modern, 32-row planter. Team members pulled out their mobile

phones to take photos or to record videos of the planting process. Earlier in the visit, Vanessa Kummer had given the visitors a crash course in precision agriculture, showing how detailed planting and fertility maps help farmers like her be as efficient and effective as possible.

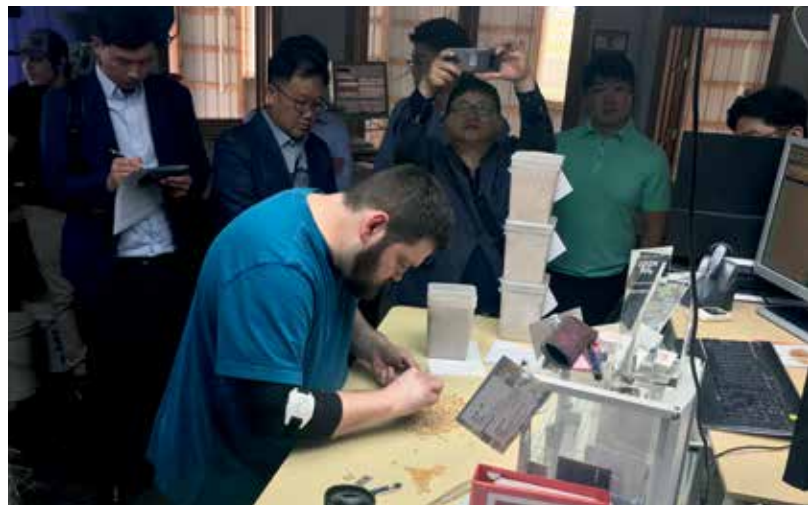
"They're here to see how soybeans are raised on the farm, but also to focus on the growing conditions,"

says Ibnu Edy Wiyono, the USSEC representative to Indonesia. "They want to know if there will be a delay in the harvest because they want to make sure that the crop will be on time."

Prior to the Kummer farm visit, the delegation toured the Colfax Farmers Elevator, receiving education about grain sampling and storage management. Like most trade teams, these participants were keyed in to learn how North Dakota farmers grow soybeans while getting a sneak peak of what this fall's harvest might be like. Several farmers, including Mike Langseth, had lengthy conversations with the curious customers.

"It's great to have them here. When they're here and see how the crop is produced and shipped, they have a lot of questions and get engaged," Langseth says. "It changes their perspective."

The North Dakota farmers and USSEC representatives are hoping the trade delegations not only change their perspective, but also change their buying habits to purchase more soybeans and soy products through the PNW. Many customers' soybean purchases are up in the 2018-2019 marketing year, but shipments from the PNW lag far behind what occurred when China was actively buying soybeans from the U.S.



Grain inspector Craig Nowak carefully grades a truckload of soybeans while a group of Korean buyers watches the process.



Farmer Monte Peterson hosted an international trade delegation at his Valley City farm to showcase the quality of North Dakota soybeans.

Classroom Time

Before any of the trade delegations started their North Dakota tours, the visits began with classroom time and an explanation of North Dakota's logistical and soybean quality advantage.

Co-ops, farmers, the government and private industry have invested millions of dollars in rail, roads, bridges and storage capabilities in order to ensure that soybeans travel from North Dakota to the PNW efficiently and effectively. While the number of grain elevators in North Dakota has decreased from over 600 in 1980 to fewer than 350 in 2016, most facilities have gotten larger and more efficient.

Storage capacity and the shut-

tle-train loading facilities have also expanded in North Dakota. These infrastructure investments ensure that soybeans and soy products can be reliably delivered. Because of the infrastructure investment that has been made, soy crops from North Dakota can travel by rail to ports in the Pacific Northwest in four days.

More than just the speed of delivery, northern-grown soybeans, including crops from North Dakota, typically have a more complete amino acids profile than other regions. While most international buyers make purchases based on crude protein, which can be a disadvantage for northern soybeans, attention is increasingly being paid to the amino



A group of soybean buyers from Southeast Asia toured the Colfax farm of Paul and Vanessa (third from right) Kummer.

acid content. Amino acids are the building blocks of feed rations for livestock of all types.

"Nutritionists don't use protein; they use standardized amino acids," says Sam Baidoo, a University of Minnesota swine production professor. He asked the delegations, "Why don't you buy that way?"

Many exporters buy soybeans and soybean products based on price, which hasn't always been an advantage for U.S. soy. Industry leaders used the trade missions as an opportunity to reinforce the message that North Dakota soybean farmers deliver quality. It's a message that's gaining a

foothold in Asia and should help U.S. farmers grow in non-China markets.

"We are seeing a lot about amino acids, but the reality is that purchases in Korea are still made based on price," Lee says. "But we're here promoting the value, the digestibility, logistics and other factors."

"This is a price sensitive market, but some buyers are willing to pay a little more for U.S. (soy) because of quality," Edy Wiyono says. "That's a strong hold."

—Story by Daniel Lemke,
photos by Daniel Lemke and staff



Northern Crops Institute Director Mark Jirik spoke to a Korean trade group during their recent visit.



International trade groups went from North Dakota to the Pacific Northwest to learn more about the logistics involved with moving soybeans to markets overseas.

Marketing in a New Reality



Dr. Frayne Olson admits to having lost a lot of sleep trying to figure out what the new global soybean-

market reality means for North Dakota farmers. Chances are good that the North Dakota State University Extension crops economist and marketing specialist isn't alone with his trade-driven insomnia.

Since a trade war with China began more than a year ago, drastically cutting exports to North Dakota's largest soybean customer, markets and farmer's plans have been thrown into turmoil. There also appears to be no clear path for farmers to take because no trade agreement with China is in sight.

Farmers went into the 2019 planting season with a great deal of uncertainty about what the upcoming year would bring. Dr. Olson said that U.S. farmers reacted to the current market conditions by planting more corn. Corn acres were up from last year but down from early planting projections, partially because of a compressed planting window. Weather for the remainder of the growing season is important because bad weather during a key time could have a larger influence on markets.

"Expect volatility," Dr. Olson says. "Corn leads the way in volatility. We have corn inventories, but not at record levels. They're comfortable, but not excessive, so the margin for

error is much smaller."

As for soybeans, Dr. Olson says that there is plenty of remaining 2018 crop in storage that can be used during 2019, so soybean markets aren't as volatile as corn, which is different from what has been typical in previous years. Still, there are some questions about the nation's soybean crop's health and conditions given the compressed planting window.

"Soybean markets are more muted because there still are reserves to serve as a buffer," Dr. Olson says.

Seeking Agreement

Dr. Olson says that market upheaval with China is still the biggest topic affecting farmers and that there are many unanswered questions, which have long-term implications, about a trade agreement.

"China has more questions than answers. We're essentially at a stalemate," Dr. Olson says. "I believe the core foundations of an agreement are there, so I hope they won't be thrown out or that negotiators start over or take a step back."

Export sale volumes for corn and wheat have no seasonal pattern, according to Dr. Olson. The U.S. generally sells the same amount of those commodities year-round. The soybean export window is typically

November through mid-February, which offers a tight timeframe to get the export sale pace caught up. If an agreement isn't reached relatively soon, Dr. Olson fears that market conditions could worsen.

"I hope that an agreement is reached relatively quickly to ramp up export pace and be up to full strength by harvest 2019," Dr. Olson says. "I'm concerned that we won't have an agreement before harvest. If we miss one more export season, what does that mean for our carryover? Total production is expected to be down, but not by a lot."

Even if an agreement is reached by July, the export train will take a while to build momentum. Any agreement would need to be ratified. It could take months to hammer out the details, "so it still may take a month or two to figure out the rules and how that would play out," Dr. Olson adds. While an agreement with China looms largest, Olson says that treaties such as the U.S. Mexico Canada Agreement and trade agreements with the European Union and Japan are important to North Dakota farmers. Japan, for example, is a stable buyer of U.S. soybeans that can't be overlooked in today's market environment.

Changing Landscape

North Dakota soybean farmers and agribusinesses have spent decades building up the market in China along with the infrastructure needed to support that trade. Those efforts have served the state well, but Dr. Olson believes that the landscape has changed.

"The future depends on the structure of any agreement with China. After an agreement, will the U.S. sell to China? Yes, but likely not at the same volume," Dr. Olson says.

Dr. Olson believes that China now views the U.S. as a residual soybean supplier. China will buy from the U.S. when it needs to or is required, but it's not likely to buy more than is required.

"The U.S. used to be the first call. Now, the first call goes to Brazil and Argentina, then the U.S.," Dr. Olson says. "We will be able to make sales, but not in the same volume, and they'll be harder to predict."

Residual suppliers have to be willing and able to store grain longer than other providers, Dr. Olson says. Grain is stored so it's available when no one else has it. That situation can present marketing possibilities.

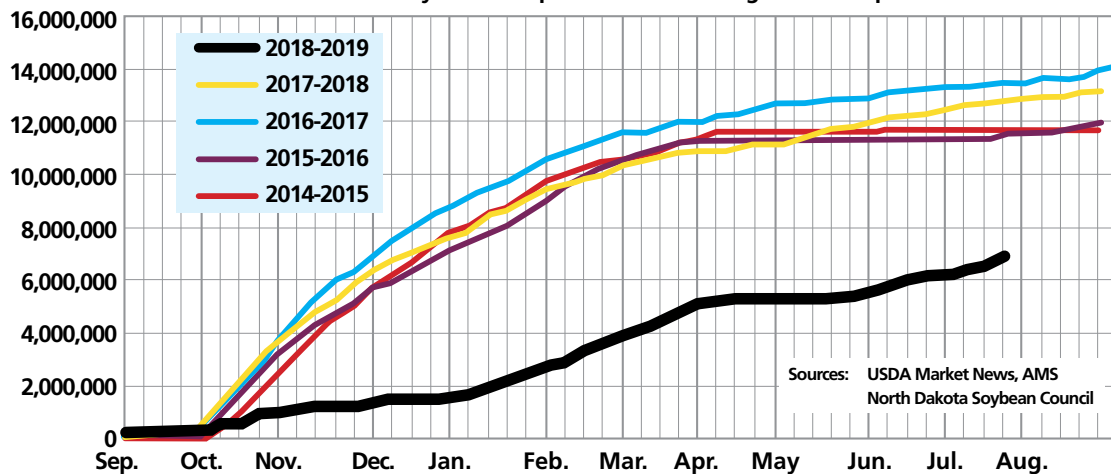
"If sales opportunities arise, go after it, but you don't have to sell it all," Dr. Olson says. "When you see opportunities, take it. Wait for the next surprise. That's the most likely scenario to give an opportunity."

Because of potentially limited marketing opportunities, Dr. Olson says that farmers have to be prepared for what's coming and to set realistic expectations about where prices are going. He expects that there will be marketing opportunities this summer, although they may not be at the price farmers want. Even if an agreement with China is reached, Dr. Olson doesn't expect to see a large market rally.

New Reality

Although global soybean dynamics are shifting, North Dakota soybean farmers may still see opportunities, just in different places. Dr. Olson sees potential in North Dakota for increased interest in crushing in order

Pacific North West Cumulative Soybeans Inspected and/or Weighed for Export In Metric Tonnes



to meet the meal demand. Soybean meal demand remains strong globally because many nations with growing economies and expanding livestock production don't have the crushing capacity.

"If you're going to sell raw soybeans, you have to sell to countries

with developed crushing, and the list of countries who have it is limited," Dr. Olson explains. "A lot just don't have the infrastructure."

That scenario may drive interest in more domestic soy processing, but that process will take time and money.

Beyond soybeans, Dr. Olson

sees more interest in livestock and meat exports. He also sees a growth potential for corn because it is simple for buyers to use corn and because the crop is easy to ship. North Dakota could take advantage because the state is set up for high-volume grain shipments. Olson says that farmers

could also consider growing more specialty crops such as sunflowers or even food-grade soybeans.

Even though farmers may need to think differently about what they grow, Dr. Olson believes that North Dakota will remain a significant soybean producer. There may be some retraction of acres, but soybeans fit well in rotation with other crops.

"Has North Dakota soybean farming fundamentally changed? Yes, but we don't know exactly how," Dr. Olson says. "A lot of farmers will acknowledge that it won't go back to the way it was before the trade war started. It's a new world of North Dakota soy, and we're all trying to figure out what that looks like."

—Story by Daniel Lemke, photo by Wanbaugh Studios

Taiwan Buyers Experience the U.S. Soy Supply Chain

The U.S. Soybean Export Council (USSEC) and the North Dakota Soybean Council (NDSC) hosted a group of eight Taiwanese customers, representing feed, food, and oil companies and crushers, in July. The team members traveled from Fargo to Minneapolis to Seattle, which allowed them to follow the path that their purchased beans travel from a farmer's field all the way to the Pacific Northwest (PNW) port where the beans are shipped to Taiwan.

On the tour, delegates learned more about U.S. soy produced in the Northern Plains region, gained a strong understanding about soy logistics and infrastructure, experienced the soy export potential from the PNW and heard from soy suppliers about how their regional operations can support international soy demands.

In Fargo, buyers visited the Northern Crop Institute (NCI) where they learned about the U.S. soy advan-

tage and sustainability, economics, transportation and logistics, and the superior essential amino acid (EAA) profile of Midwestern soy. The buyers toured the Alton Grain Terminal in Hillsboro and visited the farm of NDSC Secretary Mike Langseth in Barney where they got a firsthand look at sustainable production methods.

In Minneapolis, the group visited NW Grains, Scoular, Cargill, BNSF and the Minnesota Department of Agriculture.

In Seattle, the visitors checked out the last piece of the U.S. soy supply chain when they visited the TEMCO grain-export terminal in Tacoma and

the Northwest Seaport Alliance, the marine-cargo operating partnership of the Port of Seattle and the Port of Tacoma. Last year, the majority of North Dakota's soybeans were shipped west to the PNW by rail.

Through this tour, these key decision makers developed a stronger understanding about soy's sustainable production and reliable supply. Additionally, there were significant communications regarding the potential for soy purchases from two of the visited companies.

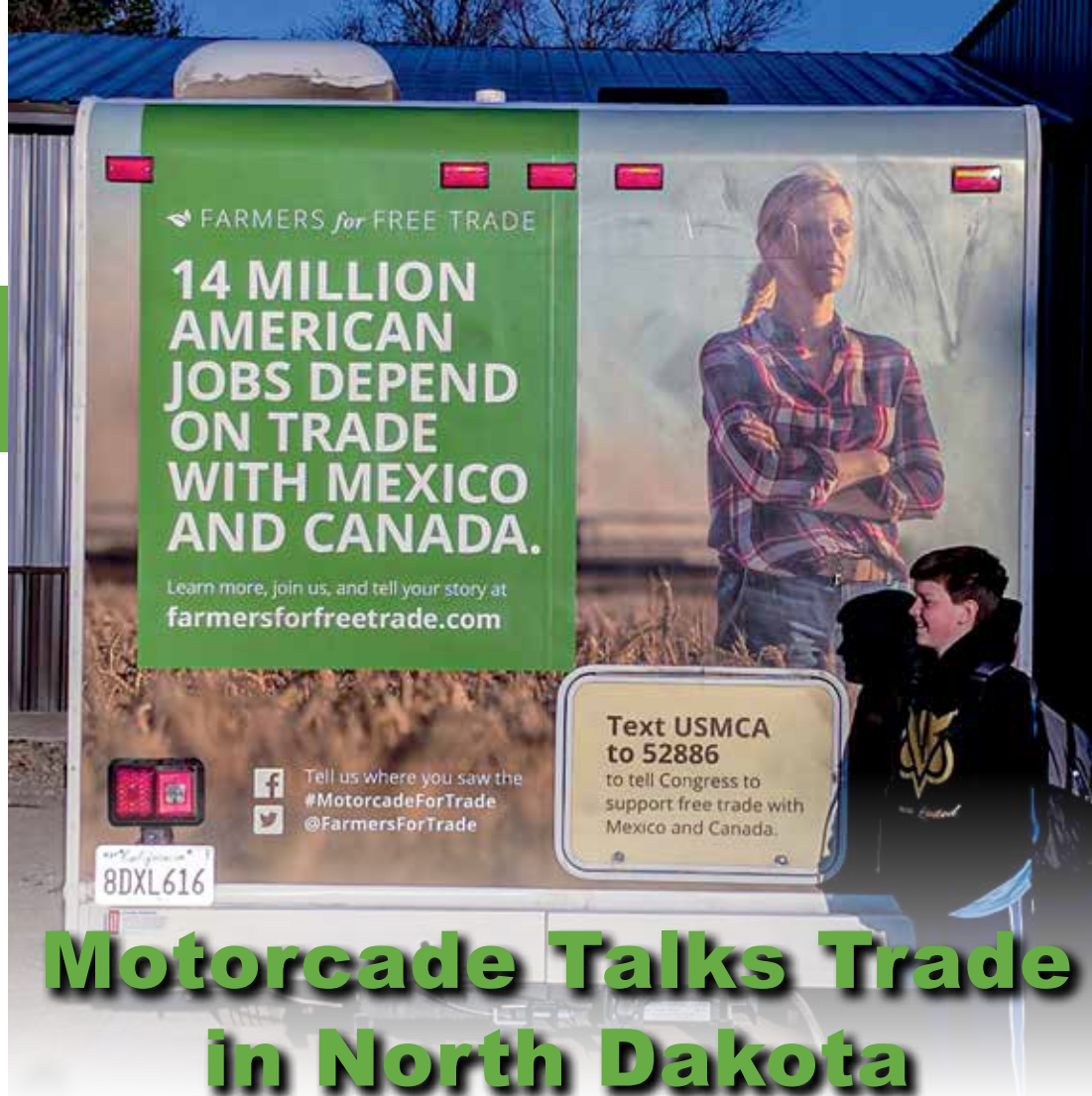
—Story courtesy of USSEC, photos by staff



Taiwanese visitors watch as farmers deliver grain to the Alton Grain Terminal in Hillsboro.



Mike Langseth speaks to Taiwanese visitors about the sustainable production methods which he employs at his farm in Barney.



Motorcade Talks Trade in North Dakota

North Dakota soybean farmers are all too familiar with the effects that trade disruptions can have on

individual farms and the collective agriculture economy. Many of the state's farmer leaders have been vocal about the need to develop trade agreements that reinvigorate the flow of agricultural products, especially soybeans.

They're not alone.

In April, a motorcade for trade organized by Farmers for Free Trade (FFT) stopped at Mike Appert's farm near Hazelton, North Dakota. Organizers planned the whistle-stop tour through multiple states in order to let Congress know that rural America depends on trade.

"We're trying to put the pressure on to get some of these trade agreements done," Appert says. "Without them, agriculture really suffers."

Appert says that the U.S., Mexico, Canada Agreement (USMCA) is the low-hanging fruit. The agreement has been negotiated, and Mexico has already passed it. He's all for keeping the pressure on Congress to ratify the USMCA.

"Mexico and Canada are big trading partners, so we're putting the push on to get USMCA done. Right now, Washington, D.C., doesn't work, and we're the ones paying the price," Appert says.

FFT is among the groups active in touting the trade message across the United States, especially pushing for USMCA passage. The bi-partisan nonprofit was formed in 2017 after the United States pulled out of the Trans Pacific Partnership (TPP), an

agreement that would have given the U.S. trade advantages with 11 other countries. FFT Co-Founder Angela Hofmann said, at that time, some lawmakers and business leaders had begun to look at trade in a negative way.

"We saw a polarization of the trade issue," Hofmann says. That sentiment was disheartening because, "Ag has always had a trade surplus and enjoyed markets that farmers themselves had fought for years to develop, like China and Mexico."

FFT was created to engage people and to empower farmers and ranchers to speak about the importance of trade. FFT is backed by a large, national network of partnering organizations, including the American

Soybean Association (ASA). In April, FFT began the highly visible Motorcade for Trade. The tour began in Pennsylvania and hit 11 states during the April Congressional recess, logging nearly 5,000 miles with FFT's rolling billboard. The motorcade continued its journey through June, venturing into Oklahoma, Texas, New Mexico, Arizona and California.

The motorcade made stops at farms, food banks and even shipping ports to illustrate trade's far-reaching effects.

"It's not just the farmer who is affected. It's the implement dealer who relies on farmers. It's the local café and the gas station," Hofmann adds.

Appert hosted the Motorcade for Trade event because he knows the importance of trade and appreciates the Farmers for Free Trade's efforts.

"FFT is trying to do some good work and instill a sense of urgency about these agreements. I'm happy with what they're trying to do about it," Appert says.

In addition to the USMCA, the U.S. is involved with trade negotiations with other countries, including China, the European Union and Japan. Appert hopes that passage of the USCMA is just the first domino to fall.

"The reason we want USMCA passed is because, then, it lays the groundwork for other agreements to get negotiated, including a deal with China. It feels hopeless at times, but we need to communicate that sense of urgency," Appert adds.

—Story by Daniel Lemke,
photo by staff



The NDSGA executive team includes from left, Kasey Bitz, treasurer, Joe Ericson, president and Greg Gussiaas, secretary. Not pictured, Ryan Pederson, vice president.

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North Dakota Soybean Growers Association Announces Results of Officer Elections

Joe Ericson of Wimbledon Re-elected as President

The North Dakota Soybean Growers Association (NDSGA) held officer elections during its recent board of directors meeting. The re-elected NDSGA officers included President Joe Ericson of Wimbledon, Vice President Ryan Pederson of Rolle and Secretary Greg Gussiaas of Carrington. Kasey Bitz of LaMoure was elected as the treasurer.

Monte Peterson of Valley City and Josh Gackle of Kulm will continue to serve as the American Soybean Association (ASA) representatives, providing a voice for North Dakota soybean producers on national farm

policy. Joshua Stutrud, Barton, and Josh Askew, Casselton, are the Corteva Agriscience Young Leaders on the board of directors.

The NDSGA is a statewide, not-for-profit, member-driven organization. It conducts legislative activities in Bismarck, North Dakota, and Washington, D.C., to improve the sustainable prosperity of its members and the entire soybean industry. The North Dakota organization is one of more than 25 which are affiliated with the ASA.

—Story and photos by staff



North Dakota Soybean Farmers See Their Checkoff in Action

Annual See for Yourself Program

Last year, approximately 72 percent of North Dakota's soybean crop was transported by rail to the Pacific

Northwest (PNW) where it was shipped overseas to international customers. A group of North Dakota soybean producers who wanted to learn more about the transportation system beyond the elevator and the soy checkoff's role in marketing U.S. soy to customers, participated in the North Dakota Soybean Council's (NDSC) See for Yourself program in Portland, Oregon, on July 8-12.

The PNW is a crucial port for exporting North Dakota's soybeans to its largest markets of China and Southeast Asia. The group toured the

Port of Kalama, the Export Grain Terminal (EGT), Kalama Export Company and the Tacoma Export Marketing Company (TEMCO). Participants also toured the Bonneville Lock and Dam, an inland waterway system on the Cascade River, as well as SeQuential Pacific Biodiesel, a commercial biodiesel producer on the West Coast and the only biodiesel producer in Oregon. SeQuential Pacific Biodiesel utilizes regionally sourced, used cooking oil to produce a local, clean-burning biodiesel. The company is also set up to utilize oils

such as soybean and canola.

The group also met with Doug Whitehead, chief operating officer with the National Biodiesel Board; Kristin Meira, executive director of the Pacific Northwest Waterways Association; Captain John Torjusen, a Columbia River Bar pilot; and Roger Hsieh, an agricultural products

ombudsman with BNSF Railway. The farmers also participated in an Engage training session which helps farmers to communicate with consumers about issues within the food and agriculture industries by building trust using the power of shared values.

"The See for Yourself program continues to be an opportunity for North Dakota soybean producers to get a behind-the-scenes look at how their soybeans make it to international markets as well as the logistical



SeQuential Pacific Biodiesel makes biodiesel from recycled cooking oil that is collected from thousands of restaurants and businesses throughout the region.



Jerry Kiekow of Kalama Export Company gives North Dakota soybean farmers a tour of the export facility. Kalama Export Company as formed in 1998 by Archer Daniels Midland Company; Gavilon Grain, LLC; and Agrex, Inc. to invest in the sourcing and distribution of a variety of grains and grain by-products, including soybeans, corn, wheat and milo.



hurdles we face to remain the most efficient supplier of soybeans in the world,” says NDSC Director of Market Development Harrison Weber. “The industry meetings with various exporting facilities, Burlington Northern Santa Fe Railroad, River Bar pilots and the biodiesel processor helps farmers understand where their product goes after delivery to their local elevator. The rail, vessels, facilities and pilots all play a key piece to our industry and help connect the dots for North Dakota farmers.”

The delegation of North Dakota farmers included Adam Spelhaug, Kindred; Dawn Rose, Wimbledon; Greg Amundson, Gilby; Jon Gussiaas, Carrington; Matt Undlin, Lansford; Richard Lies, Cathay; Ross Johnson, Mayville; Todd Nagel, Bismarck; Greg Gussiaas, Carrington; Spencer Enrud, Buxton; Phil Murphy, Portland; Joe Morken, Casselton; Rob Rose, Wimbledon; and Bob Metz, Peever, South Dakota.

“ I would definitely recommend this networking opportunity to other farmers,” says Rob Rose. “It’s a great way to see where our checkoff dollars are going and the results they’re producing as well.”



The Bonneville Lock and Dam’s primary functions are electric power generation and inland river navigation. The dam was built and is managed by the United States Army Corps of Engineers.

The program was coordinated by NDSC Director of Market Development Harrison Weber and NDSC Executive Director Stephanie Sinner.

“I enjoyed seeing the ship loading facilities, which I had never seen before,” says Rob Rose, NDSC board director from Barnes County. “Also, learning how those ships get back to the ocean was fascinating. We met a bar pilot and learned about their important role which was interesting. I understood the concept of locks and dams, but it was eye opening to be able to see that in person. The See for Yourself program is a great opportunity to learn about the checkoff and get to know other farmers around the state that are all involved in agriculture.”

According to Lansford farmer Matt Undlin, “The See for Yourself platform is a great program for producers to observe the intricate parts of how our commodities

are transported through the most sophisticated shipping system in the world, ensuring a quality product to end users.”

Are you interested in seeing these locations for yourself or learning more about your checkoff investments? Join us next year for the NDSC’s annual See for Yourself program.

Watch for more information in future North Dakota Soybean Grower Magazine issues; give us your email address in order to be added to the list and to be the first to learn about these opportunities. To get on the email list, contact swolf@ndssoybean.org.

—Story and photos by staff



The Tacoma Export Marketing Company (TEMCO) is a joint venture of Cargill and CHS; TEMCO is located at the Port of Kalama in Kalama, Washington. The facility was built in the 1960s. The facility has the capacity to move 200 million bushels of grain per year. While the North Dakota group was visiting, a large Panamax ship was docked loading North Dakota and U.S. soybeans bound for Southeast Asia.



North Dakota Based Laboratory Develops a DNA Test for Growers to Confirm Palmer Amaranth, Waterhemp and Related Pigweed Species

Palmer amaranth (*Amaranthus palmeri*) has invaded the fields of North Dakota. Recognized as one of the most yield-robbing weeds in agriculture, the North Dakota Department of Agriculture wasted little time adding Palmer amaranth to the noxious weed list. Concern about its devastating effects has made the weed a popular topic at recent North Dakota expos and conferences. One common theme during these discussions is to inform growers about how to differentiate Palmer amaranth from other pigweeds, specifically Waterhemp (*A. tuberculatus*). The window of opportunity for effective herbicide treatments is often limited to shortly after emergence and before the weeds reach approximately three inches. Early detection can mean the difference between effectively shutting down a recent Palmer amaranth infestation and a permanent increase of annual herbicide to curtail a well-established population of this highly productive weed. Unfortunately, visual identification at the most vulnerable and early stages are challenging for even the most experienced weed scientists. Additionally, nature is not always textbook. It is difficult to fully document the overwhelming variation among

individual Palmer amaranth plants, differences which can arise from field or regional disparities with soil types, nutrient loads, and water availability. As a result, photographs which are used to help growers differentiate among pigweed species can sometimes fall short, potentially causing confusion and leading to inadequate control recommendations. Thus, the most reliable way to confirm Palmer amaranth and other pigweed species is to supplement the visual diagnosis with a DNA test.

Because identification is difficult and effective control can be time-dependent, the National Agricultural Genotyping Center (NAGC) partnered with weed scientist Dr. Michael Christoffers at North Dakota State University to develop a rapid DNA test for the agricultural community. Co-funded by the North Dakota Corn Utilization Council and the North Dakota Soybean Council, the DNA test was developed in just under 6 months; the test identifies five amaranth species which are found in the state. Specifically, the DNA test can detect the presence of Palmer amaranth, Waterhemp, Powell amaranth (*A. powellii*), Redroot Pigweed (*A. retroflexus*) and Smooth Pigweed (*A. hybridus*) from both fresh and

dried plant material. Importantly, the one-step test can directly differentiate both Palmer amaranth and Waterhemp from each other as well as from the three other pigweed species. The test has the potential to detect hybrid plants that include either Palmer amaranth or Waterhemp parents. In fact, during test development, seeds collected from a North Dakota field and grown in the greenhouse contained a Waterhemp-Redroot hybrid. The hybrid plant was not visibly obvious and was only uncovered by using the DNA test.

The next objective is to integrate this test into a surveillance program in order to help limit the spread of Palmer amaranth. The DNA test developed by the NAGC is available to all growers, county agents and researchers. The test can identify the pigweed species by using any plant tissue, including newly emerged weeds picked from the field. Only a single leaf is necessary to test larger plants which are pulled from the field. If growers want to submit multiple plants from different areas or fields, each leaf should be placed in individually labeled zipper bags (wrapped in a paper towel) or brown paper bags. Easy sample-submission guidelines, including the required

submission form, can be found on the NAGC's website (<https://www.genotypingcenter.com/services/testing/>). Samples can be hand-delivered or mailed directly to the NAGC in Fargo, North Dakota. Normal business hours are 8 am to 4 pm, Monday through Friday. Normal testing will result in an official report within 7 business days. Clients can elect for a rush diagnosis within 48 hours after the NAGC receives samples Monday through Wednesday for an additional fee. (Call the NAGC for more details.) Reported results are only provided to the original submitter and the other requested parties who are listed on the submission form. Please call the scientists at the NAGC with any questions regarding submission; the number is (701) 239-1451.

The NAGC is also in the process of finalizing a DNA test to identify Palmer amaranth and Waterhemp in seed lots for certification purposes. This seed test should be available by the end of the summer.

—Story courtesy of Dr. Zack Bateson, National Agricultural Genotyping Center; photos by Michael Horak et al., *Pigweed Identification: A Pictorial Guide to the Common Pigweeds of the Great Plains*, Kansas State University, May 2019



Palmer Seedling



Powell Seedling



Redroot Seedling



Smooth Seedling



Waterhemp Seedling



United Soybean Board Meets in North Dakota



The United Soybean Board (USB) convened their board of directors meeting in Fargo, North Dakota July 17-18. This was the first time a USB meeting was held in North Dakota. The North Dakota Soybean Council (NDSC) was proud to welcome USB and the U.S. soybean industry. NDSC hosted a dinner at Crooked Lane Farm in Colfax on July 17 and showcased the numerous and diverse commodities grown in our state. NDSC Chairman Joe Morken addresses USB, pictured top right. North Dakota's USB directors are Jay Myers, Colfax; Jared Hagert, Emerado; and Darren Kadlec, Pisek, pictured middle right. Pictured middle is Suzie Soybean and American Soybean Association CEO Ryan Findlay.



NDSC Honors FFA Award Winner

North Dakota Soybean Council (NDSC) Director of Market Development Harrison Weber presented the Fiber and/or Oil Crop Production Proficiency Award to Aaron Johnson of the Garrison FFA Chapter at the 2019 North Dakota State FFA Convention in June on behalf of NDSC.



BeefItsWhatsforDinner.com and **Pork.org** Resources For A “Grill-tastic” Summer!

Summer is not just for delicious ice cream treats; it is also for grilling!

BeefItsWhatsforDinner.com and Pork.org have all the advice and recipes you need for a successful cookout. The “Beef. It’s What’s for Dinner” website was created by the National Cattlemen’s Beef Association, a contractor for the beef checkoff, while Pork.org is operated by the National Pork Board. In recognition of July as National Grilling Month, the North Dakota Livestock Alliance would like to “tip its hat” to North Dakota’s beef and pork producers by sharing these resources for recipes, cooking tips and much more.

Both websites have a variety of recipes for all of your parties and family meals. Recipes are for grilling, slow cooking, pan frying and more. Of course, not all cuts require the same preparation and provide different

flavors. These websites define the many meat cuts; the optimal cooking methods; and, most importantly, the proper cooking temperatures. The cooking temperature is vital for food safety while ensuring an optimal eating experience. Check out the graphic below to test your temperature knowledge! Pay special attention to the proper use of an instant-read meat thermometer in order to ensure that you get an accurate reading.

Beef and pork are not only versatile and delicious, but are also an integral addition to a healthy diet. Along with providing muscle-building protein, beef supplies 10 essential nutrients, including B-vitamins, zinc and iron. As per Pork.org, “Pork is naturally low in sodium and a ‘good’ source of potassium—two nutrients that, when

coupled, can help regulate blood pressure.”

As consumers view the recipes and nutritional information, they can learn about the dedication of America’s livestock producers as well as the multiple programs to ensure a safe and nutritious food supply, proper animal care and environmental stewardship. These programs include, but are not limited to, the Beef Quality

Assurance Program (BQA), the Pork Quality Assurance Program (PQA), and the National Pork Board and National Pork Producers Council’s We Care Program.

The local Beef Checkoff organization is the North Dakota Beef Commission, led by Executive Director Nancy Jo Bateman. Get to know the North Dakota Beef Commission board and its programs by visiting its website at www.ndbeef.org. The local Pork Checkoff organization is the North Dakota Pork Council, led by Executive Director Tamra Heins. Visit its website at www.ndpork.org in order to get to know its board, programs and activities. The North Dakota Pork Council is also a director on the North Dakota Livestock Alliance’s Governing Board of Directors.

—Story by Amber Boeshans, North Dakota Livestock Alliance, photo and graphic courtesy of Beef Checkoff





CommonGround ND

DAIRY DAY AT DR. DAWN'S PET STOP MOO-VES KIDS CLOSER TO COWS

Kids and adults learned more about dairy farming with hands-on activities during the eighth annual Dairy Day held at Dr. Dawn's Pet Stop in Jamestown, North Dakota. Approximately 500 kids and adults attended the event on June 20, 2019.

Since 2011, the Dairy Day event has been held in June during Dairy Month in order to educate and to give kids positive dairy related activities and experiences. One of those activities included a simulated cow milking experience. Event participants were also able to feed cows and even pet a few calves.

Kids had the opportunity to play different educational dairy-themed games for prizes. One of the many

The event had many activities to keep kids busy. The kids especially enjoyed taking photos with the "cow mascot," milking a simulated dairy cow and learning what cows eat and how dairy is produced.



games offered was provided by the Stutsman County Extension Service; participants watched a dairy-trivia game show. Kids also connected with dairy farmers and their cows by taking a virtual dairy tour that was hosted and sponsored by Midwest Dairy. All the games and activities provided education about dairy farming basics, such as what cows eat along with where dairy products comes from before they reach the store.

To continually and creatively engage with the kids at the event, the Jamestown Arts Center provided a dairy-themed art project. The Stutsman County Book Mobile



brought books about agriculture and provided story times with those books throughout the day. The kids also had a chance to give high-fives and meet a cow mascot.

CommonGround North Dakota (CGND), an organization that connects farmers with consumers; Midwest Dairy; and the Stutsman County Farm Bureau were partners for the Dairy Day event.

CGND provided volunteers to help answer questions about modern agriculture. To ensure that the volunteers did not go home without their very own dairy experience, all of them were able to make their own butter.

Dr. Dawn Entzminger, CGND volunteer and organizer of the event, is the owner of Dr. Dawn's Pet Stop, a mixed-practice veterinary clinic in Jamestown. Dr. Entzminger and the Entzminger Family Dairy started this event with the hope of reaching

out to the public in order to clear up some misconceptions about modern agriculture and dairy farms and to also allow people to feel good about the dairy products that they consume. Dr. Entzminger said, "We hold this event annually to interact and show the public where their food comes from, so they can have confidence that it's safe."

Dr. Entzminger is a trusted community member and has been voted "Best Veterinarian" for six straight years since the "Best of the Best" competition began being published annually by The Jamestown Sun. Besides volunteering for CGND, she often teaches 4-H and school groups from across the region. Dr. Entzminger has also been an invited speaker for Marketplace for Kids and numerous local organizations.

"Every year, we want to keep this invitation open to allow the Jamestown-area children a different experience. The response in past years has been wonderful, and we appreciate that the community has embraced this event," Dr. Entzminger said.

For more information about food, farming, ranching and upcoming CGND events, please visit www.commongroundnd.com.

—Story by Betsy Armour, photos courtesy of Dr. Entzminger



Funded by the North Dakota soybean checkoff



Vally City farmer Monte Peterson was struck by the importance that many cultures place on soyfoods

while on a recent trip to China. As vice chair of the U.S. Soybean Export Council, Peterson participates in global trade missions, working to build a preference for U.S. soy around the world. This particular morning while Peterson enjoyed his cup of coffee, his counterpart from China grabbed a cup of soymilk that he'd pressed from a small machine that ground soybeans.

"Soy is a big part of their culture and a valuable part of their diet," Peterson says.

It's not just people in Asia who include soy. For many North Dakotans, soyfoods are a regular part of their diets. Jamestown farmer Jeremy

Rittenbach not only raises food-grade soybeans that will be exported to Asia, but he and his family also enjoy eating meals which include soyfoods.

"We're not vegetarian, but I was raised eating some vegetarian meals, so soyfoods have always been a part of our diet," Rittenbach says.

Veggie sausage links and patties are family favorites as are other items, such as snacks like edamame.

Rittenbach grows a specific type of soybeans that are used to make tofu. He also grows natto beans which are fermented to make a traditional Japanese dish. He has grown food-grade soybeans since the early 2000s but has raised them consistently for the

past decade.

Because he grows specific soybeans for food uses, management and seed separation are important to ensure that Rittenbach delivers exactly what his customers want. It's the same care that he gives the rest of his crops.

"Everything ends up in the food chain, so we always want to use best management practices," Rittenbach says. "I spend a little more time on isolation because certain varieties contain specific characteristics that customers want."

Peterson also focuses on the management and sustainability of his crops because they're part of the food system. Worldwide consumers are

not only concerned with supplying food for their families, but they're also concerned with how that food is produced. Peterson says that growing crops such as soybeans sustainably, by conserving resources, is part of everything he does on his farm.

"There's increasing need for food in the world, yet ag production areas are shrinking in this country," Peterson says. "That lends itself to the need for a sustainable ecosystem."

Peterson says that U.S. farmers have a strong sustainability story to tell because, since the 1930s, the United States has had a Farm Bill. Many programs within the Farm Bill are tied to conservation compliance



in order to address the need to protect natural resources.

“That’s not something farmers in other parts of the world can say nearly as well as we can,” Peterson says.

Worldwide soy production is increasing, in part, because the global population continues to expand. It’s estimated that, by 2050, the world’s population will grow to 9.7 billion people from its current 7.7 billion.

That’s a lot of additional mouths to feed on shrinking farmland. There is already a strong global need for protein, and soy will play a major role in meeting the additional demand.

“As people’s appetite for protein builds, this leads to added soybean meal consumption in poultry and aquaculture,” Peterson explains. “As populations increase and economies improve, that’s where the increase in

protein occurs. As people get more disposable income, it always leads to better diets and more protein.”

Soy is not only a healthy food option for people, but it’s also a primary ingredient in the diets of poultry, pork, cattle and fish. That choice is not by accident. Soy contains essential amino acids and energy that animals need to grow, thrive and reproduce. Therefore, soybeans and

soybean meal are sought the world over in order to feed animals of all kinds.

Supermarket aisles are filled with great soy products. Soy can play a part in healthy, well-balanced diets because it nourishes the body with high-quality protein that is low in saturated fat and is cholesterol free.

—Story by Daniel Lemke, photos by Monte Peterson and Wanbaugh Studios



Field to Table Education Fun at Red River Valley Fair

Suzie Soybean and Bob the Cob visited Ag Education Center at the Red River Valley Fair in West Fargo July 11 and 12. The facility was designed to educate fairgoers about the region’s commodities and livestock and shows visitors how animal and crops go from the field to their table. Fairgoers were able to watch poultry being hatched, see live animals on exhibit, and learn how to milk a cow. Suzie and Bob visited with members of Casselton FFA at the Ag Education Center. From left to right: Ethan Walsvik, LaRiya Henkle, Ian Kadrmas, Emma Saewert and Devon Kleven.



Farm Policy is Coming Full Circle

U.S. farmers are struggling to understand the consequences of the ongoing trade war with China. We can see what it's done to our prices and to increasing surpluses. With the lack of effort to reach a near-term agreement which would remove China's 25 percent tariff on soybeans, we are beginning to assess the longer-term effect on our livelihoods and families. The outlook, from where we stand today, is still very concerning.

There is a misunderstanding among some Americans about the trade assistance being provided to farmers by the administration. We want it known that we did not ask for this trade war or these payments. We have always preferred to make our living from the marketplace and opposed government intervention in trade, unfortunately, that is not the world we now face.

I'd like to share some background about how U.S. farm policy developed over the last 80 years, how our industry came to depend so heavily on the China market and how that dependence has led to a situation where many farmers may be currently struggling financially. The purpose isn't to seek sympathy. We all will suffer from this trade war. After generations of my family working to feed yours as well as families overseas, I'd like to try to improve communication and maybe have a better understanding between us.

The U.S. farm programs were created in the 1930s in response to the Great Depression, the Dust Bowl and the need to keep farmers in business. Original legislation from 1938 and 1949, known as "permanent law," is still on the books and sought to harmonize farm income with wages for workers in the manufacturing industries prior to World War I, a concept known as parity. Other policies which developed over the next 40 years supported farm prices by requiring producers to cut back on production or to store grain in a long-term reserve in times of surplus. The assumption was that the U.S. could balance supply with demand using these tools.

This system worked, although not always very well, until the 1980s. By then, misguided U.S. decisions to restrict exports based on a fear of running out of grain in 1972 and 1973 as well as to punish the Soviet Union for invading Afghanistan in 1980 had raised concerns among importing countries such as Japan that the U.S. couldn't be counted on

to be a reliable supplier. These countries began investing to increase crop production in South America, particularly Brazil. The European Union (EU), which also supported farm production, emerged as a major competitor, and both the U.S. and the EU utilized export subsidies along with low-interest credits to dispose of unneeded supplies.

Even as agriculture became more dependent on trade, the U.S. continued trying to balance supply with demand by requiring farmers to idle acreage and to cut back on the production of crops such as wheat, corn, cotton and rice when those crops were in surplus. At the same time, the government forced farmers to grow these crops in order to protect the acreage bases on their farms which were tied to payments. Needless to say, these contradictory policies were not very effective, and the cost of farm programs continued to rise.

Soybean production in the U.S. didn't really begin to take off until the 1970s. There were no government subsidy programs for soybeans in the 1980s, and beans couldn't be grown on base acres for other crops. As a result, soybean producers depended on the market, rather than on the government, and increasingly focused on meeting the growth in world demand.

In 1996, two events caused the government's decades-long effort to use farm programs in order to balance supply with demand to come undone. Farm program costs had risen so high by 1996 that Congress decided, in the "Freedom to Farm" law, to sever the tie between the production of program crops and payments made on base acres. This "decoupling" of specific crops from the payments allowed farmers to look to the market when making their planting decisions, including growing soybeans and other non-program crops on base acres, while still receiving the program-crop payments.

The second game-changer was the commercial introduction of bioengineered soybeans and corn in 1996. Herbicide-resistant soybeans were adopted so quickly that, by 2000, over 90 percent of the U.S. crop was genetically modified. Combined with the change in the farm law, the benefits of reducing herbicide cost and saving time led soybean acres sharply higher in the next two decades.

For soybeans, a third major event was China's 1995 decision to try and become self-sufficient with wheat, rice and corn production while



Monte Peterson
Valley City, North Dakota

allowing demand for soybeans to be met through imports. Over the next two decades, as China's rural population moved to eastern cities and a growing middle class demanded a higher-protein diet, China's imports of soybeans for protein meal and vegetable oil skyrocketed. Under the new farm law, U.S. soybean farmers were in position and able to supply the growing demand for soybean meal in the Chinese market. In 2017, China imported \$14 billion in U.S. soybeans, or nearly one of every three rows planted. These imports represented 60 percent of the total U.S. soybean exports that year.

China's retaliation against U.S. tariffs on July 6, 2018, included a 25 percent duty on soybean imports, which is having a devastating effect on the soybean industry. In the 2018-19 marketing year, we have sold 8 million metric tons of soybeans to China compared to 27 million tons in the previous year. Soybean stocks of 438 million bushels as of September 2018 are expected to double to over one billion bushels by this September. Soybean production in 2019 is estimated at 4.1 billion bushels which, unless exports recover, will push stocks even higher in 2020. As a result, soybean prices have dropped by a third, from \$10.50 per bushel in May 2018 to as low as \$7.00 per bushel.

Soybean farmers understand and support the administration's effort to make China change its economic policies of forced technology transfers, intellectual policy theft and subsidization of state-

owned enterprises. However, farmers do not support the use of tariffs to achieve these goals. Other developed countries share the same concerns about China's abuse of world trading rules. We should be working with them to confront China rather than fighting with them over other trade issues.

Whether or not the trade war will force the restructuring of China's economic policies, it is forcing the restructuring of U.S. agricultural policies and causing a shift in international trade. One way forward would be to find new markets for unsold soybeans and other crops. The U.S. soy industry, through the U.S. Soybean Export Council, in cooperation with the soybean check-off and the USDA's Foreign Ag Service is working hard to make new market development happen. However, building new markets or expanding existing ones will take time, and the economics of unsold supplies burdening low prices may last awhile. A second way would be to add more value to our soybean crop right here at home. The opportunity exists to take advantage of processing soybeans into more value-added products such as meal and oil in order to reach additional markets both domestically and internationally. We must prove to the world that we can, once again, be a reliable supplier of soy and soy protein.

Another reactionary approach that some people are drawn to would use incentives to reduce production and to store surpluses. However, this plan would take us right back to where we were in the 1980s. No farmer who remembers those days when the government tried to manage supply and demand by using ineffective and invasive programs wants to go back. Further, earlier U.S. decisions to embargo exports compounded these actions to curtail production and led to the destruction of rainforests and grasslands as other countries moved to supply the growing demand from hungry nations. The global climate cannot afford this practice again, but it would be the inevitable response of farmers to meet demand.

It is ironic that soybeans—the crop least dependent on government programs in the 1980s—is now the one most likely to need government assistance. We farmers never thought that the price we'd pay for responding to foreign demand and helping feed a growing world would end up putting us in a precarious economic position. Although the trade war with China show no signs of ending soon, the global demand for soy products is expected to continue growing.

As it has for the past 30 years, the landscape of soybean farming in North Dakota continues to evolve. Farmers are resilient, and we will meet these and any future challenges head on.

North Dakota Soybean Growers Association Goes to Washington



Directors Josh Gackle, Monte Peterson and Joshua Stutrud were among the group meeting recently with Senator Hoeven on trade and other issues.



Joe Ericson, left, Sen. Cramer, Monte Peterson and Josh Gackle discussed pending trade agreements during July meetings in Washington, D.C.



Joe Ericson and Joshua Stutrud were in the NDSGA group who met recently about USMCA with Rep. Armstrong.



A New Storage Reality

An ongoing trade war with China is forcing North Dakota farmers to re-evaluate many aspects of their

operations as a way to curb costs, to find efficiencies or to add revenue. That analysis includes storage. The current, global market situation may have long-term effects on how the state's farmers store and manage their soybeans.

The majority of U.S. export soybean sales have traditionally taken place between November and March. Ordinarily, farmers sold soybeans right off the combine or only stored them through the winter. Global markets, especially China, gobbled up North Dakota soybeans, so the crops were mostly gone by the time South American soybeans were ready for harvest. The cycle repeated the following year.

The new reality is that the U.S. has more soybeans in storage as farmers wait for the China market to return or for new markets to emerge and take U.S. beans.

"In general, the quantity of soy in storage is way above normal," says Dr. Ken Hellevang, North Dakota State University Extension engineer. "Farmers are dealing with a lot of different scenarios."

Grain Philosophy

Dr. Hellevang says that, in general, North Dakota has had a philosophy of one year's storage on farm, giving

farmers a full year to market grain before they needed to use that storage space.

"This has worked well, over the years, with wheat," Dr. Hellevang adds. He says that, because ethanol plants need corn 12 months of the year, farmers may need to hold and deliver until the next harvest, which can be done as long as their grain-storage management is up to par.

With the long-standing seasonal soybean markets disrupted, soybean sales may become less cyclical, requiring farmers to hang onto their beans longer in order to take advantage of market opportunities.

"If we are now looking at the need to market soybeans at various times during the year, more storage makes sense," Dr. Hellevang explains.

Longer-term storage may make economic sense, but it also elevates the importance of properly stored grain.

"The longer we store, the more critical storage management becomes," Dr. Hellevang says.

Market moisture is 13 percent according to Dr. Hellevang, but he says that farmers should get closer to 11 percent for storage during the warmer months, which is drier than most farmers consider ideal.

"We can store soybeans through

the summer, but we have to keep them cool and have them at 11 percent moisture," Dr. Hellevang says. "Trying to store 13-percent moisture soybeans through the summer will likely result in molding or spoilage."

Drier beans increase the maximum allowable storage time. Just dropping from 13 percent moisture to 11 percent increases the allowable storage time from 70-80 days to about 200 days with a bean temperature of 70 degrees. That additional time could allow farmers to capitalize on possible market rallies.

Cool Beans

Dr. Hellevang says that another key factor for long-term soybean storage management is keeping the grain cool, which also extends the allowable storage time. He says that keeping soybeans cool through the summer is critical. Even in the summer, farmers can help keep their grain cool by covering the fans to keep warm air from getting into the bin and by venting the bin top in order to minimize the solar-heat gain.

Because of challenging harvest conditions, Dr. Hellevang says that a lot of wet beans went into bins last fall. He says that farmers can run fans to ventilate the grain, but in order to

be effective, the fans must be able to move at least one cubic foot of air per minute per bushel. Farmers can go to the North Dakota State University (NDSU) website at www.ag.ndsu.edu/graindrying to see if the fans on their bins move enough air to naturally air dry the beans.

"If soybeans in the bin are at 13 to 15 percent, natural air is an option. If they're above 15, farmers are likely to have problems already, and they will have to rapidly dry them using a high-temperature dryer," Dr. Hellevang says.

If bins are full of wet beans, above 11 percent, Dr. Hellevang recommends that farmers check the beans frequently because he expects some deterioration to be taking place.

Heat also affects soybean oil quality. NDSU is testing how the oil is affected by long-term storage. Dr. Hellevang says that, the warmer the grain, the faster the oil is affected. Keeping the crop cool and dry also helps to maintain the oil's quality.

"Elevators won't be watching for that, but it will affect the quality of the product," Dr. Hellevang contends. "If processors start seeing poor quality oil, there may be an impact on markets."

Dr. Hellevang says that it may require a mindset change for farmers to get used to storing soybeans at 11 percent moisture when they've been used to storing beans at 13 percent. Given the current reality where farmers may need to store their soybeans longer, lower moistures may become the new reality.

Dr. Hellevang says that NDSU researchers are also monitoring soybeans which are stored in bags. With bins, farmers can seal the bins and keep the grain cool for a long time. In bags, the soybean temperatures inside the bags closely reflect the outside temperature. Storage bags may be an option through the winter and early spring, but Dr. Hellevang doesn't recommend storing soybeans in bags if growers are trying to hold the crop through the summer.

—Story by Daniel Lemke,
photo by Wanbaugh Studios

A Well-Rounded Winner

When she graduates from North Dakota State University (NDSU), Morgan Gallagher will have

a wide range of experiences under her belt. Part of that knowledge comes from a non-typical agriculture background.

Gallagher graduated from Ashley High School (in North Dakota) and is a crop and weed science major at NDSU, working in the area of biotechnology.

"I was Interested in working with genetics," Gallagher says. "I wanted to work in area of ag research because I knew I didn't want to do sales."

Gallagher is the 2019 North Dakota Soybean Growers Association (NDSGA) Scholarship recipient. The scholarship provides \$5,000 to an upper class student in NDSU's College of Agriculture, Food Systems and Natural Resources and is designed

to help that student further his/her education.

Gallagher's parents do custom farming, including planting, seeding and doing custom harvest through summer. That work includes doing a winter-wheat harvest run by starting in Texas and working their way to spring wheat in the north. They also harvest corn, soybeans and sunflower as well as chopping silage.

Not content to sit on the sidelines, she joined her parents on the harvest run while she was still in high school.

"I drove the combine, was a parts gopher," Gallagher says. "I would do whatever needed to be done."

Gallagher's experience includes doing research on canola plots and working with NDSU plant science.

Last summer, she worked with the NDSU soybean breeder on yield traits as well as iron deficiency chlorosis and soybean cyst nematode resistance traits.

She didn't join her parents on the southern combine run this year. Instead, she's staying home to take care of a herd of feeder steers, even though she's never raised cattle before.

"I want to be well rounded, so I like to try different things," Gallagher says. "Summer is a good time to get exposed to the different parts of the industry. I've never had cattle before, so I took the risk to work with livestock rather than just crops."

Gallagher is on schedule to graduate from NDSU in May of 2020; she plans to enter job market. She appreciates the boost that her education received from the NDSGA scholarship.

"The scholarship helps a lot. It allows me to work with cattle rather than be worried about working this summer to earn every dollar," Gallagher says. "It also helps lower my student debt."

Gallagher highly encourages other eligible students to apply for the



Ashley farmer Morgan Gallagher's farming experience includes working with the family's custom harvesting business.

NDSU/NDSGA award.

"You can't get the scholarship if you don't apply," Gallagher adds.

To be eligible for the NDSGA Scholarship, applicants must be enrolled at NDSU, have completed at least 90 credits, and be the child or grandchild of an NDSGA member.

—Story by Daniel Lemke,
photos courtesy of Morgan Gallagher



NDSGA Scholarship winner Morgan Gallagher (right) is scheduled to graduate next May.

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Gallagher previously worked with NDSU's soybean breeding program.

Getting to Know the Grower



Rob Rose
Wimbledon, North Dakota

Tell us about your farm.

I farm in partnership on our fifth-generation farm with my wife Dawn as well as my father and son. We have a diversified operation growing soybeans, pinto beans, corn, wheat and barley.

What do you like best about farming?

I like being able to see results of my work at the end of the day whether in the field, hauling grain or in the shop.

Did you always know farming was something you wanted to do?

My family has always been farmers even before moving to North Dakota. I started farming a small amount right out of high school but was also able to obtain a degree in ag economics. Farming is what I chose to do.

What's most exciting about the upcoming growing season?

I have a couple new flex headers, and I'm looking forward to seeing how those will work. We do have a decent looking crop in our area, and harvest is usually more fun than planting.

How and why did you get involved with the North Dakota Soybean Council?

I was nominated and decided to run because my wife and I decided it was time for me to become involved in agriculture off the farm, so to speak. I've always enjoyed networking, so hopefully, my skills at that will be helpful to the soybean council.

Why are soybeans part of your crop mix?

Being diversified, we have a rotation, and soybeans fit well into my rotation. Also, if planting gets late, soybeans are our go-to crop.

If you could change something about the current operating climate for North Dakota farmers, what would it be?

I would like to see more domestic usage of all our crops, rather than rely on exports as much as we do.

What has changed most about farming since you've been involved?

I think what has changed most since the early 80s is the evolution of grain movement. Shuttle loaders and semis have given farmers more options for grain marketing by added competition.

What changes do you expect to see on your farm in the next 5 to 10 years?

My dad retired two years ago. Also, we have downsized in acres in recent

years, and I expect more of that to happen in coming years.

What do you like to do outside farming?

I like to work on classic pickups and Peterbilt Semi Trucks.

If you could go anywhere, where would it be?

We hope to travel more and see the world in the near future.

If you could add equipment or technology to your farm, what would it be?

I would like to get a Central Fill Planter.

What's the one piece of farm equipment or technology you wouldn't want to be without?

My wife Dawn's accounting skills.

—Story by Rob Rose,
photo by Betsy Armour

Bean Briefs

Tax Extenders Package Passes Committee

The U.S. House Ways and Means Committee passed a tax extenders package that includes a 3-year extension of the biodiesel tax credit for 2018-20.

While the American Soybean Association (ASA) favored the action on the biodiesel tax credit, the main offset proposed to pay for the package was to sunset the current estate-tax provisions 2 years early: at the end of 2023 instead of at the end of 2025. The 2025 sunset was established in the Tax Cut and Jobs Act (TCJA) enacted in December 2017. The TCJA doubled the estate-tax exemption from \$5.5

million per person to \$11 million per person (indexed for inflation) while maintaining the stepped-up basis.

The ASA supports movement on the biodiesel tax credit but opposes the proposed estate-tax offset. The ASA will continue to work with congressional supporters and industry partners in order to advocate for extending the biodiesel tax credit without a rollback of the estate-tax provisions.

Expressing Tariff Effects

American Soybean Association (ASA) board member and Missouri farmer Ronnie Russell appeared before the U.S. House Financial Services Committee's subcommittee on National Security, International Development and Monetary Policy,

testifying about the effect of trade and tariffs on soybean producers and the larger agricultural economy.

"Soybean farmers like me are feeling the impacts of the tariff war, and they (farmers) are unsure if they will be able to make it through another growing season," Russell said. "Older farmers are considering retiring early to protect the equity they've built up in their farms while younger producers are looking at finding other employment. We may also see the shuttering of more businesses in rural communities whose livelihoods depend on the health of the farm economy."

The 25 percent retaliatory tariff imposed last July has all but halted shipments to China which, until last

year, was the largest export destination for U.S. soybeans. In 2017, China purchased \$14 billion worth of U.S. soybeans. Now, the tariff has caused immediate and severe damage to the price of U.S. soybeans, which fell from \$10.89 to \$8.68 per bushel last summer.

Russell called on Congress to urge the administration to conclude negotiations with China that include an immediate lifting of the soybean tariff. He also asked both Congress and the administration to finalize and to enact the U.S. Mexico Canada Agreement in order to bring a sense of progress and stability back to U.S. soybean growers and rural America.

—Continued on page 34

Getting to Know the Expert



Dr. Jay Goos
North Dakota State University
(NDSU) Soil Science Professor

Where did you grow up?

I grew up on a farm in southwestern Iowa. We started raising soybeans in the 1960s when herbicide options were few and not all that effective. I got many a sunburn “walking the beans,” that is, hand weeding, later in the season, what was

missed by herbicides and two cultivations.

What got you interested in soil science?

As an undergrad, I really enjoyed my intro soils class and ended up with a minor in soil science. I spent a summer mapping soils with what is now the Natural Resources Conservation Service. Then, I went to graduate school to study soil science and plant nutrition.

What led you to NDSU?

I had three job offers after getting my Ph.D. One was an extension job in Idaho; one was a teaching job in Missouri; and one was a teaching and research position at NDSU. I thought the combination of teaching and research was a better fit for my skills than a job with extension only or teaching only. In September of 1980, I joined the faculty of the Department of Soil Science at NDSU.

In what areas is your work currently focused?

I took over teaching Intro Soils in

2005, and I have tried really hard to make it as good of a class as I had as an undergraduate student. My research in the past 5 years has focused on nitrogen fertilizer additives; phosphorus nutrition of wheat; nitrogen fixation by soybeans; water stress in soybeans; and, of course, iron deficiency chlorosis of soybeans.

How has the role of soil fertility and nutrient management changed in North Dakota?

What hasn't changed! When I came to North Dakota in 1980, the number two “crop” was cultivated summer fallow: 3 million acres, land tilled all summer and producing nothing! Snirt storms were common in the winter. There was no such thing as no-till or an air-seeder. Soybean fields were few and far between. Most of the corn statewide was chopped for silage. Everything has changed since I was hired in 1980 and, for the better, when it comes to soil conservation.

How big of an issue is iron deficiency chlorosis (IDC) in North Dakota?

In areas of well-drained soil, it's not a problem at all, but in areas of high water-table soils, it's probably the number one problem farmers face, especially in wet years. We know so much more about IDC now than we did 20 years ago, but it's still a huge problem. One factor is that the retail life of a soybean variety is only a few years, and once farmers find a resistant variety that works for them, the seed company stops selling it.

What do you like to do away from work?

I play bass guitar in a polka band and also in my church's band. I am active in the local amateur (ham) radio club. I have a vegetable garden and grow grapes. Also, I have made soyfoods for about 40 years; I make very good tofu and tempeh from scratch.

—Story by Dan Lemke,
photo by Wanbaugh Studios

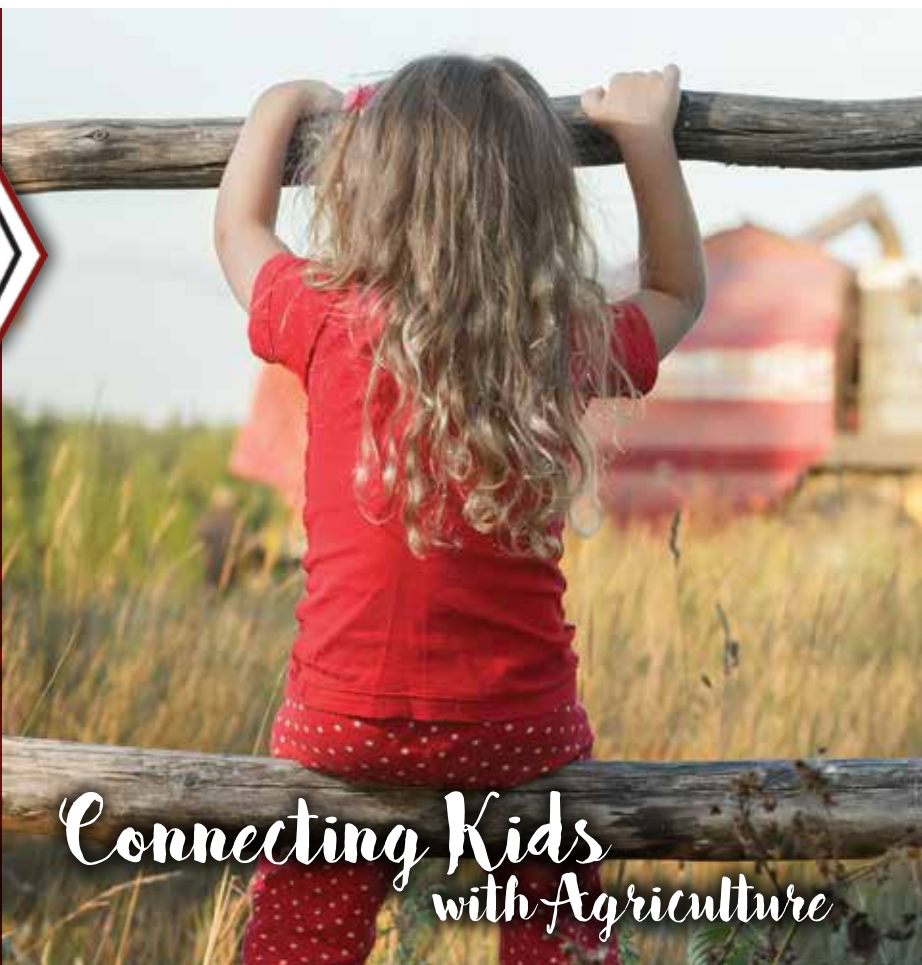


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—Continued from page 32

Conservation Champions

A small group of conservation-minded growers met in Washington, D.C., to explore ways to amplify the understanding and awareness of farmers' roles with the stewardship of the soil, water and air. This inaugural team of Conservation Champions, sponsored by the American Soybean Association (ASA) and the Walton Family Foundation, attended a two-day training and networking session, discussing how to develop advocacy plans and how to speak with policy-makers about the voluntary ag conservation practices adopted by growers across the country.

During the training, participants had the opportunity to visit the USDA Natural Resources Conservation Service (NRCS) and also to hear from an industry panel on conservation and environmental regulation.

This team of champions will advocate with elected officials, tell stories through publications or social media, and share experiences regarding different conservation practices with other farmers. The team will help highlight how today's growers are using modern agriculture tools and effective conservation practices to enhance the sustainability and environmental friendliness of their operations.

New NCI Course Highlights High-Oleic Soybean Oil

The Northern Crops Institute (NCI) recently held a brand-new course to educate participants about the uses and benefits of high-oleic soybean oil. Participants in the two-day course heard from a variety of speakers, received hands-on experience and sampled foods made with high-oleic soybean oil.

The course also highlighted the benefits of high-oleic soybean oil use through side-by-side comparisons with various oil types in frying, baking, and snack food applications.

High-oleic soybean oil is made from specially bred soybeans which are designed to have an oil with no trans fat. Compared with other con-

ventional vegetable oils, high-oleic soybean oil contains less saturated fat.

Other high-oleic soybean oil benefits include improved shelf life and longer fry life. High-oleic soybean oil performs for longer periods of time in a fryer than standard vegetable oils, allowing people in the foodservice industry to save money and to reduce their environmental footprint.

An estimated 45,000 acres of high-oleic soybean acres were planted in Minnesota during 2019. Planting high-oleic soybeans will begin next year in North Dakota.

ASA Recognition Awards

The American Soybean Association (ASA) wants to recognize exceptional soy volunteers and leaders, and is seeking nominations for a variety of awards. During the ASA's annual awards banquet, individuals will be recognized and honored for state association volunteerism; distinguished leadership achievements; and long-term, significant contributions to the soybean industry. The nomination period is open through Oct. 14, 2019.

The recognition award categories are as follows:

- **ASA Outstanding State Volunteer Award:** This award recognizes the dedication and contributions of individuals who have given at least three years of volunteer service in any area of the state soybean association operation.
- **ASA Distinguished Leadership Award:** Distinguished and visionary leadership of ASA or a state soybean association is recognized with this award to either a soybean grower-leader or an association staff leader with at least five years of leadership service.
- **ASA Pinnacle Award:** This award is an industry-wide recognition of those individuals who have demonstrated the highest level of contribution and lifetime leadership within the soybean family and industry.

For more information and to submit nominations, visit soygrowers.org.

Recipients will receive their awards at the ASA Awards Banquet in

February 2020 at the Commodity Classic, in San Antonio, Texas.

Biodiesel Import Duties a Disappointment

American Soybean Association (ASA) leaders have expressed the concerns of soybean farmers across the country regarding the preliminary decision by the U.S. Department of Commerce (DOC) to reduce the current countervailing duties on imports of unfairly subsidized biodiesel from Argentina.

Under the preliminary decision which was announced on July 2 by the DOC, countervailing duties on subsidized biodiesel imports from Argentina would be reduced significantly while the antidumping rates would remain the same. The duties were imposed in 2018 following an in-depth analysis by the DOC and the International Trade Commission. Just months after the duties were imposed, Argentina requested and the DOC undertook a "changed circumstances" review.

Over the past year, ASA farmer-leaders participated in several meetings with the Department of Commerce, including with DOC Secretary Wilbur Ross, to reiterate the effect of the subsidized imports on U.S. biodiesel producers and soybean farmers. The ASA, along with the National Biodiesel Board (NBB)-led Fair Trade Coalition, emphasized that there is no material change in the export tax rate for soybeans or its depressing effect on Argentine soybean prices relative to world market prices.

An abrupt reversal on the countervailing duties for subsidized imports would add to the challenges that the biodiesel industry is facing, including great uncertainty due to the lapsed tax credit and Small Refiner Exemptions issued by the Environmental Protection Agency (EPA) which undermine the Renewable Fuel Standard.

The existing duty rates remain in place until the DOC issues a final decision for the review; the decision is expected in September 2019. If finalized, the current countervailing duty rates on Argentine biodiesel

would be reduced from the current average of 72 percent to 10 percent.

Young Leaders Sought

The American Soybean Association (ASA) and Corteva Agriscience are seeking applicants for the 2019-20 Young Leader Program.

The Young Leader Program, sponsored by Corteva Agriscience and ASA, is a two-phase educational program for actively farming individuals and couples who are passionate about the future possibilities of agriculture. The women and men who participate in this program are the leaders who shape the future of agriculture.

Phase I of the 2019-20 Young Leader Program takes place in Indianapolis, Indiana, on Dec. 3-6, 2019. The program continues on Feb. 25-29, 2020, in San Antonio, Texas, in conjunction with the annual Commodity Classic Convention and Trade Show.

"The Young Leader Program has had a tremendous impact on agriculture, and we are grateful to Corteva Agriscience for continuing to invest in our future leaders," ASA President Davie Stephens said. "The program encouraged and trained many soybean farmers guiding the industry today. The Young Leader program is special because it focuses on building the grower's potential while helping create meaningful and lifelong relationships with growers from across the U.S. and Canada."

Soybean-grower couples and individuals are encouraged to apply for the program which focuses on leadership and communication, the latest agricultural information and the development of a strong peer network. Spouses, even those not employed full time on the farm, are encouraged to attend and will be active participants in all program elements.

ASA, its 26 state affiliates, the Grain Farmers of Ontario and Corteva Agriscience will work together in order to identify the top producers to represent their state as part of this program.

Applications are available at www.soygrowers.org.

—Story by staff




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