

Winter 2014

MICHIGAN SOYBEAN NEWS[®]

Volume 7 - Issue 1

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Michigan SOYBEAN NEWS

Winter 2014
Volume 7 - Issue 1

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Summit

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Osborn & Barr

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Michigan Soybean Association's Mission Statement

To improve and advocate for the Michigan soybean industry.

From the MSA President...



David Williams

I hope all of your crops are harvested by the time you receive this issue of *Michigan Soybean News* (MSN). I wonder if this will be the case as I write this – due to the less than desirable weather we've had in my area. I'm sure next year will be better.

I attended the Michigan Ag Expo at Michigan State University this past summer and learned about some programs available to farmers that I'd like to pass along.

Greg Hundersmarck, Trade Ally Service Representative from www.michigan-energy.org, visited

with me in the soybean tent at Ag Expo. He's educating home, business and farm owners about Energy Optimization programs available to them. www.Michigan-energy.org is part of the Michigan Electric Cooperative Association (MECA), a trade association representing Michigan's rural electric cooperatives and electric municipal utilities. Rebates for adoption of energy-saving measures are available to farmers including: a farm energy audit performed by MSU Extension, timer for engine block heater, exhaust fan or circulation fan upgrade and irrigation system pump motor horsepower reduction to name a few. There are also rebates for lighting upgrades. If you receive electricity from a MECA member including Tri-County Electric, Midwest Energy, Thumb Electric or Great Lakes Energy, contact Greg at 616.916.7955 or ghundersmarck@weccusa.org.

Consumers Energy also had representatives at Ag Expo. Like MECA, Consumers Energy has a number of energy conservation incentives available to Michigan business owners. Incentives include lighting controls, lighting retrofit fixtures, variable frequency drives on agriculture pumps and fans, low-energy livestock waterers and irrigation system pump motor HP reductions. If you are a customer of Consumers Energy, you can contact them at www.ConsumersEnergy.com/mybusiness or call 877.607.0737.

DTE Energy offers a business energy checkup which allows you to maximize energy savings with a customized energy plan. Customers of DTE Energy should contact them for more information at www.dteenergy.com or call 855.383.4249.

MSU can assist if you're not sure what you can or should do to save energy and money through their Farm and Rural Business Energy Audit Program. For more information visit www.farmenergy.canr.msu.edu or call Aluel Go, manager, at 517.353.0643.

Saving money on energy costs looks more attractive with lower commodity prices. I encourage you to take advantage of these programs which may help save some valuable bottom line dollars.

Also, note on page 4, the MSA is seeking interested candidates for a couple positions on the MSA. If you are interested, please contact the MSA office at 989.652.3294.

Regards,
Dave Williams
MSA president

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ANNUAL MEETING NOTICE FOR MICHIGAN SOYBEAN ASSOCIATION MEMBERS

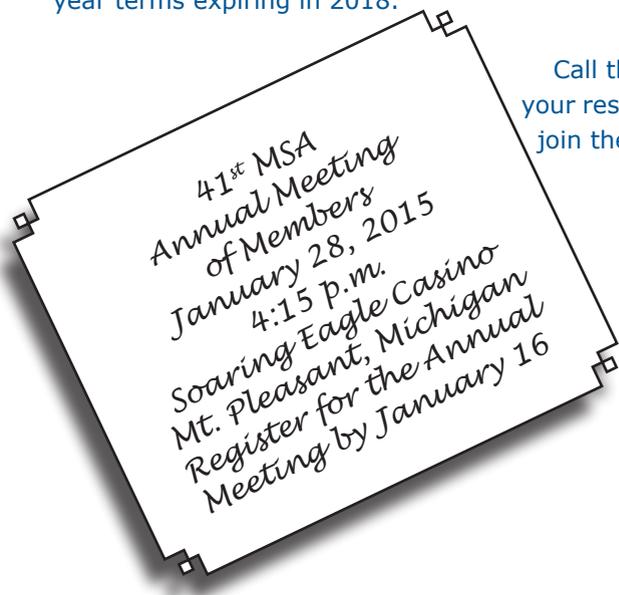
Pursuant to Article V, Section I of the By-laws of the Michigan Soybean Association (MSA), notice is hereby given that the Annual Meeting of the members of the Michigan Soybean Association will be held on Wednesday, January 28, 2015, at Soaring Eagle Casino, 6800 Soaring Eagle Blvd., Mt. Pleasant, Michigan 48858, convening at 4:15 p.m.

The purpose of the Annual Meeting is to elect directors and to transact such other business as may properly come before the members. MSA director nominations are currently being taken by phoning the MSA office at 989.652.3294 or phoning the nomination committee chairman, Andy Welden at 517.398.0973. Directors will be elected from Districts: 2, 5 and at-large. Please reference the MSA district map. All positions are three-year terms expiring in 2018.

Call the MSA office at 989.652.3294 BY Friday, January 16 to make your reservation. Bring a farmer friend with you and encourage them to join the Michigan Soybean Association.

Dated this 20th day of October, 2014.

Sincerely,
Dan Keenan
MSA Secretary



**Thank You to MSA's
September Board Meeting
Sponsor**



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Berrien, Branch,
Cass, Kalamazoo,
St. Joseph and Van
Buren

District 5
Arenac, Bay, Lapeer,
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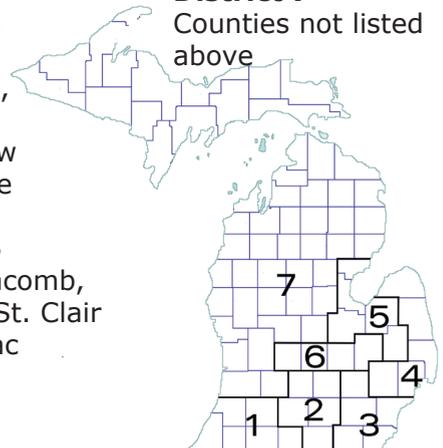
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Hillsdale, Ingham
and Jackson

District 6
Clinton, Genesee,
Ionia and
Shiawassee

District 3
Lenawee,
Livingston,
Monroe,
Washtenaw
and Wayne

District 7
Counties not listed
above

District 4
Huron, Macomb,
Oakland, St. Clair
and Sanilac





Registration Now Open

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The Great Lakes Crop Summit is your one-stop destination for the latest information and resources on Michigan corn, soybean and wheat farming.

Join us for:

Expert panelists and speakers, including financial outlooks with nationally-acclaimed Dr. Mike Boehlje and the impact of climate on agriculture with The Weather Whisperer, Evelyn Browning-Garriss.

More than 30 educational breakout sessions on topics from marketing to exports to sustainability with industry and university experts from seven Midwest states.

Trade Show featuring more than 50 exhibitors offering the latest technology and resources.

Opportunities to earn RUP, CCA and MAEAP credits.

Register online at www.GreatLakesCropSummit.com. Special hotel rates are available.



Michigan Corn
www.micorn.org



Soybean Checkoff
www.michigansoybean.org



MICHIGAN WHEAT PROGRAM

www.miwheat.org



REGISTRATION FORM

Great Lakes Crop Summit

January 28 - 29, 2015

Soaring Eagle Casino & Resort, Mt. Pleasant, MI

The Great Lakes' Largest Farmer-led, Farmer-focused Crop Summit

Please make copies if necessary and return all forms together.

Name: _____

Farm/Company Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

Special Dietary Needs: _____

Please check the options that describe you (You may select more than one)

- | | | | |
|---|--|--|--------------------------------------|
| <input type="checkbox"/> Corn Farmer | <input type="checkbox"/> Livestock Farmer | <input type="checkbox"/> Student | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Soybean Farmer | <input type="checkbox"/> Agribusiness | <input type="checkbox"/> Farm Employee | _____ |
| <input type="checkbox"/> Wheat Farmer | <input type="checkbox"/> Exhibitor/Sponsor | <input type="checkbox"/> Spouse | |

Attendee #2

Name: _____

Farm/Company Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

Special Dietary Needs: _____

Please check the options that describe you (You may select more than one)

- | | | | |
|---|--|--|--------------------------------------|
| <input type="checkbox"/> Corn Farmer | <input type="checkbox"/> Livestock Farmer | <input type="checkbox"/> Student | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Soybean Farmer | <input type="checkbox"/> Agribusiness | <input type="checkbox"/> Farm Employee | _____ |
| <input type="checkbox"/> Wheat Farmer | <input type="checkbox"/> Exhibitor/Sponsor | <input type="checkbox"/> Spouse | |

Attendee #3

Name: _____

Farm/Company Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

Special Dietary Needs: _____

Please check the options that describe you (You may select more than one)

- | | | | |
|---|--|--|--------------------------------------|
| <input type="checkbox"/> Corn Farmer | <input type="checkbox"/> Livestock Farmer | <input type="checkbox"/> Student | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Soybean Farmer | <input type="checkbox"/> Agribusiness | <input type="checkbox"/> Farm Employee | _____ |
| <input type="checkbox"/> Wheat Farmer | <input type="checkbox"/> Exhibitor/Sponsor | <input type="checkbox"/> Spouse | |

Return completed registration form and payment to:
 MSU ANR Events Services / GLCS
 Justin S. Morrill Hall of Agriculture
 446 W. Circle Drive, Room 11
 East Lansing, MI 48824

Make checks payable to: Michigan State University

Registration Fees

	Before Jan. 15	After Jan. 15	Number of People	Total
First Attendee (Both Days)	\$150	\$175	1	\$ _____
Additional Attendees (Both Days)	\$125	\$150	_____	\$ _____
Student - Weds. or Thurs. (ID required)	\$50	\$50	_____	\$ _____
Total Number of People & Fees:			_____	\$ _____

Registration does not include hotel. Make your hotel reservation online at www.SoaringEagleCasino.com, or call (989) 775-7777. Use code MC012715 for special group discount rate.

Payment Information

Form of Payment: Check (Payable to MSU) Visa MasterCard Discover

Card #: - - -

Expiration Date: _____ / _____ CCV Code: _____ Billing Zip: _____

Signature: _____

For questions regarding registration, contact ANR Event Services at events@anr.msu.edu or (517) 353-3175.
 For general questions regarding the Great Lakes Crop Summit, contact the Michigan Corn office at (517) 668-2676 or corninfo@micorn.org.

For a complete agenda of events visit www.GreatLakesCropSummit.com.



Michigan Corn
www.micorn.org



www.miwheat.org



Soybean Checkoff
www.michigansoybean.org

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2014 SOYBEAN HARVEST EQUIPMENT FIELD DAY

By: Mike Staton, MSU Extension Soybean Educator

Nearly 90 soybean producers and agronomists participated in the fourth annual soybean harvest equipment field day conducted at Furness Farms near Yale on Friday, October 10, 2014. The goals of the event were to help soybean producers understand how and where soybean harvest losses occur and demonstrate equipment and management practices for reducing them.

The equipment demonstrated at the field day included draper heads with and without air-assisted reels and auger heads equipped with air-assisted reels. Approximately 80% of all soybean harvest losses occur when the crop is gathered into the combine head. Because of this, gathering losses were measured after running each piece of equipment. The main source of harvest losses identified at the field day occurred when plants were cut off at the cutter bar but whole plants and plant segments never made it into the head. This problem results from cut plants riding over the reel when the reel is positioned too low or too far forward. We used four, 1' squares to measure the gathering losses on the ground. Due to the variability in the distribution of the plants and plant segments on the ground, four 1' sample areas were not large enough to accurately represent this type of loss. Dropping each square twice would greatly improve the accuracy of the loss measurements.

The gathering loss measurements were taken for demonstration and not research purposes so the numbers will not be published. However, there were some trends that surfaced. Auger heads equipped with air-assisted reels did an excellent job of keeping gathering losses low as long as the cutter bar is maintained, the reel speed and position are correct and the air is directed properly. The draper heads also kept gathering losses low. However, the main advantages of draper heads are optimizing threshing capacity by reducing slug feeding, and enabling harvest operations to begin sooner in the day and extend longer into the evening.

Each participant received an educational packet including SMaRT project fact sheets on reducing soybean harvest losses, harvesting lodged soybeans,

and harvesting, handling and storing frost-damaged soybeans. Chapter 14 "Harvesting Soybeans" from the *Arkansas Soybean Production Handbook* was also included. This is the best single reference I've found on harvesting soybeans. Please contact me by email at staton@msu.edu if you would like to receive the materials listed above.

Many individuals and organizations contributed to the field day. Gardner Farms and Furness Farms cooperated to host the field day and provided harvest equipment. Crary Industries Inc., TNT Equipment Inc. and Tri County Equipment Inc. provided equipment, personnel and funding. The Michigan Soybean Checkoff provided most of the funding and MSU Extension offices in Tuscola, Huron, Sanilac, St. Clair and Lapeer promoted the program. The SMaRT project, a partnership between MSU Extension and the Michigan Soybean Checkoff planned and coordinated the field day. Local radio stations provided excellent coverage and Syngenta and Helena also contributed to the field day.



Aerial view of the four combines demonstrated at the 2014 Harvest Equipment Field Day.

Photo Credit: Tim Furness, Furness Farms

THE HEALTH OF THE SOY TRANSPORTATION SUPPLY CHAIN

By: Tom Hance, ASA Washington, D.C. Representative

Soybeans from farms in Michigan and across soybean country are transported to end customers through an extensive network of trucks, trains, barges and ships. While the U.S. has not made substantial investments in much of our transportation infrastructure for decades, overall it is still the most efficient in the world and provides a competitive advantage for U.S. farmers. However, that advantage may be slipping as other countries are investing in their infrastructure and closing the gap. Meanwhile, much of the U.S. transportation infrastructure is aging or insufficient, and investments are constrained by funding shortages, increasing costs, regulatory burdens and political gridlock. Here's a brief look at the status of the soybean supply chain, including rail, waterways and highway issues.

Rail

Rail congestion and freight car availability continue to be issues, less in Michigan, but more in the northern and western growing regions of the Dakotas and Minnesota. While the U.S. railroads are privately owned and operated and companies such as BNSF have pledged to invest billions over the next few years to expand capacity, the soybean industry continues to communicate to Congress and the Surface Transportation Board (STB) on the impact that service disruptions are having on soybean farmers. ASA directors from Minnesota and North Dakota have testified before the STB several times on the issue of rail service, and in early October, the STB announced that it will require expanded reporting of rail service metrics on a weekly basis – including for the first time for nonagricultural products – and extend the reporting requirement to all Class I railroads. Additionally, the American Soybean Association (ASA) supports a bipartisan Senate bill that would reauthorize the STB, give them the authority to initiate investigations,

establish an arbitration process for rail disputes, and establish firm time frames for rail rate disputes to be considered.

Waterways

Following successful enactment of the Water Resources Reform & Development Act (WRRDA) earlier this year, ASA is now actively working on implementation of priority waterways infrastructure programs and the policies that were included in the WRRDA. ASA has submitted comments to the U.S. Army Corps of Engineers and led a coalition of farm groups in a letter to the White House urging funding in fiscal year 2015 and in the fiscal year 2016 budget for the Navigation Ecosystem Sustainability Program (NESP) on the Upper Mississippi River System. A funded NESP will allow the Corps to undertake navigation efficiency improvements and upgrades to locks, including design and construction of new and larger locks on the Upper Mississippi River System.

Highway

Reauthorization of the Surface Transportation bill (aka the highway bill) will be on the agenda in 2015, and ASA continues to advocate for provisions to increase truck weight limits on interstates to 97,000 lbs. with the addition of a sixth axle. This will enable farmers in Michigan and nationwide to move more grain per truckload without sacrificing on-road safety. Congress temporarily extended the current surface transportation programs and work will resume on a new bill with the next Congress.

As you can see, there are plenty of transportation issues that need attention and input from Michigan's soybean farmers. They will be essential to ensuring that policymakers recognize the importance of investing to maintain a long-held competitive advantage in the global market.



VARIABLE RATE PLANTED SOYBEANS ACROSS MANAGEMENT ZONES

Variable rate planting has been a hot topic in the corn world for a few years. Many planters rolling off the factory line today come equipped with hydraulic drives that make changing plant populations as simple as pushing a few buttons from the tractor cab. While the initial selling point for variable rate drives might have come from the corn side of the rotation, Missy Bauer was interested in exploring the potential to harness this technology to improve soybean management. Michigan Soybean Promotion Committee (MSPC) caught up with Missy to discuss variable rate planting.



field with higher yield potential would be lower than those in areas of the field with lower yield potentials. By utilizing variable rate technology, placing the optimal plant population in each management zone would lead to higher economic returns.

Three uniform seeding rates at 125,000, 170,000 and 215,000 seeds per acre representing low, normal and high populations were compared to two variable rate treatments. VR treatment 1 (VR1) utilized a narrow population range with around 60,000 seed range from the low population rate to the high population rate while the second variable rate treatment (VR2) included a wider range of around

MSPC: *What exactly spurred you to take on this topic?*

Missy: *Many farmers already have the technology. As they're getting new planters, they are already coming equipped with hydraulic drives. This will enable them to plant the seed at variable rates throughout the field. I also thought there may be a potential seed cost-savings.*

In 2013, MSPC funded a proposal to evaluate variable rate soybean populations based on management zones. The hypothesis was that optimal plant population in areas of the

100,000 seed difference between the low and high rates. Seeding rates were based on 90% germination. Each treatment was randomized and replicated three or four times in the field in field-length strips two planter passes wide. The row spacing for each plot was fifteen inches.

Management zones were determined in each field based upon in-field soil type and characteristics. The total number of management zones for each field differed based on field variability, with between three and five zones per field.



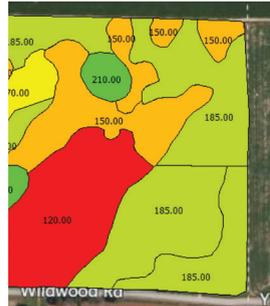
In highly productive management zones, pushing the population too high resulted in soybean plants lodging and increased white mold pressure. Low populations yielded well in these management zones.

MSPC: Missy, what are your thoughts about the zones used in this study?

Missy: We tried to create management zones by looking at in-field soil type changes, elevation differences, use of aerial images and yields. The goal of each management zone is to try to manage the variability within the field. Good management zones will be the foundation for variable rate seeding.

MSPC: Did the management zones capture the variability well or would you change them in retrospect?

Missy: The management zones we had in these fields did a good job of capturing the variability.



Stand count data were collected shortly after emergence to determine just how closely the planters were able to achieve the desired stands in the field. While the planters were able to rapidly change from one seeding rate to another, capturing the full range of the desired population was more of a challenge. The low populations tended to be slightly overseeded while the high populations were often slightly underseeded. Nailing the specific population right on the head was a bit challenging as well. The standard deviation for the treatments was around 15,000 seeds per acre, suggesting it might be difficult to fine-tune seeding rates by less than 15,000 or 20,000 seeds per acre.

Pod and seed counts taken prior to harvest indicated that lower plant populations resulted in more nodes per plant and more nodes with pods. At lower populations, there was an increase in the number of three bean pods compared to higher populations, but the number of one and two bean pods remained similar across populations. These results increase confidence in the approach that seeding rates can be lowered in some management zones as plants are compensating for the decrease in population by adding three bean pods. Seed size, however, was not influenced by plant population.

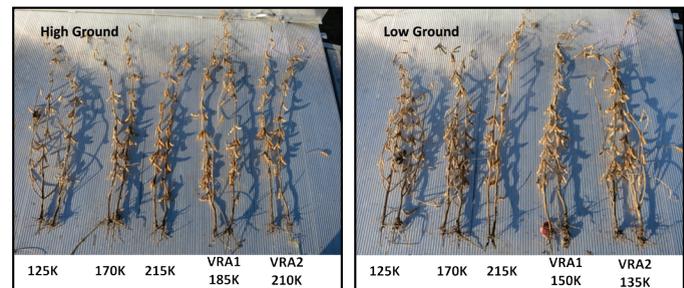
Across the three locations, variable rate populations resulted in higher yields and improved net economic returns compared to any of the uniform seeding rates. At two of the locations, VR2 with the widest ranges of populations had this highest yields and economic returns. At the third location, the narrow population ranges of VR1 yielded better returns. Within the

uniform seeding rates, 170,000 seeds per acre proved optimal, while 125,000 seeds per acre maximized yields at one location.

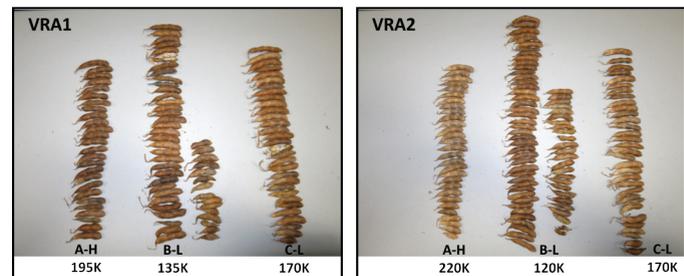
MSPC: What are your thoughts on the 2013 and 2014 yield results?

Missy: The data showed agronomic and economic potential for variable rate soybean seeding. Understanding how yield components are affected by population and variable rate are really important. Too high of population in low ground may result in increased disease, and specifically white mold, pressure.

In 2014 we took some of the variable rate seeding rates even lower. This might be of value in specific management zones, although the farmer probably wouldn't do this over the whole field. 2014 data will be available at www.michigansoybean.org early in 2015.



There is a difference in branching and pods per plants across the five treatments and two different management zones.



The number of pods per plant in VR1 and VR2 treatment varied across the different management zones.



Calibrating the Yield Monitor

OVERVIEW OF THE 2014 SMaRT ON-FARM RESEARCH TRIALS

By: Mike Staton, MSU Extension Soybean Educator

The SMaRT (Soybean Management and Research Technology) program was initiated by the Michigan Soybean Checkoff in November of 2010 to increase the economic returns of producing soybeans in Michigan. The SMaRT program provides Michigan soybean farmers with a statistically sound method for evaluating the yield and income benefits of new products, equipment and management practices by conducting on-farm research trials.

To identify and prioritize the 2014 research projects, we surveyed more than 130 soybean producers and agronomists at four locations across the state. After all of this input was summarized and considered, 12 projects were selected. The projects fall under three broad categories: 1) plant growth promoters and protectors, 2) crop nutrition and soil fertility and 3) reducing harvest losses. In most cases, the new products, equipment and management practices were compared to an untreated control to determine their yield and economic impacts.

In total, 49 producers used their own equipment to conduct 63 replicated research trials on their farms in 2014. Most of the projects were conducted in multiple locations to improve the reliability of the research results. These are listed below.

- Seed inoculation
- Potassium thiosulfate applied 2x2 at planting
- Potassium thiosulfate applied to the foliage at R1 or R2
- Foliar growth promoters/protectors (Ratchet™, ProAct™ and BioForge®)
- Priaxor™ foliar fungicide applied at R2 to R3
- Intensive management trial (a single foliar application of a tank mix including an insecticide, a fungicide and a fertilizer applied at R3)

- White mold foliar fungicide (single and sequential applications of Aproach®)
- Clariva™ complete seed treatment
- Combine speed
- Air-assisted reel

While I'm eager to collect, analyze, summarize and distribute the results from all of these trials, I'm especially excited about the foliar fungicide trials and the intensive management trial.

The cool, wet weather favored white mold and *Septoria* brown spot development this season. Priaxor, one of the foliar fungicides applied in our trials, is rated as providing excellent control of *Septoria* brown spot. All of the white mold trial locations were infected with white mold. At one location, nearly 90% of the untreated plants showed disease symptoms and signs.

In past SMaRT trials, foliar fungicides and foliar fertilizers were evaluated as stand alone treatments and not tank-mixed. We received input from producers who want to see how a single foliar application of a tank mixture including an insecticide, a fungicide and a fertilizer would perform. The intensive management trial was designed to evaluate this practice, and because it has been conducted at 12 locations in 2014,

it should produce reliable results for this season's growing conditions.

The 2014 SMaRT research results will be presented at winter meetings. The research results will also be published in a SMaRT research report and mailed directly to Michigan soybean producers in early January, 2015. I encourage you to check your mailbox for the 2014 SMaRT research report. In the meantime, you can review the 2011, 2012 and 2013 SMaRT research reports online at: www.michigansoybean.org/for-farmers/smart/research-results.

Soybean Management and Research Technologies 2013 Report
Mike Staton, SMaRT Coordinator
Tim Boring, MSPC Research Director

2013 marks the third season of the SMaRT research program, made possible by the checkoff investment of Michigan soybean producers. This year, more than 48 producers around the state conducted on-farm research trials within 14 projects. Contained in this publication you'll find the results from 63 individual trial locations. Each specific research project was developed with grower input and as a whole represents some of the most pertinent challenges producers face. Forwarding results on both a local and state-wide basis, you the producer can see how specific practices may fit the grow operation as well as how they may be expected to perform in years to come.

Along with agronomic data, average income is presented for each treatment. These figures are based on the USDA 2012 14 average soybean price, typical equipment operation costs, and suggested retail prices. These figures are intended as a guide for comparing management practices and inputs to maximize profitability.

Conducting these trials would not be possible without strong partnerships. Mike Staton serves as the SMaRT project coordinator through a unique partnership between MSU Extension and the Michigan Soybean Promotion Committee (MSPC), an on-farm soybean education based on Michigan County. Half of his salary, benefits and operating budget is supplied by the Michigan Soybean Checkoff. Next friends are Dan Rapp, and Dan Rappin, in southwest MI, are contracted employees of MSPC who equipment SMaRT trials and are essential to this project's success. We also want to thank Martin Nagelkerk, Dan Bowman, George Shaw, James DeWaters and the staff of MSU Extension for their efforts in making this research possible.

THANK YOU to the plot cooperators for contributing their land, equipment, and time during the busy planting and harvest seasons to help improve Michigan soybean production.

For more information on participating in the 2014 SMaRT project, contact Mike Staton at (269) 673-6370 extension 27 or staton@msu.edu.

PRINTED WITH SOYINK

MARK YOUR CALENDAR FOR THE 2015 SMaRT MEETINGS

What: The results of the 2014 SMaRT on-farm research projects and other related soybean research will be presented. Participants will also learn about the future direction of Michigan Soybean Checkoff funded research. Ample time has been provided for questions, comments and discussion.

When/Where: January 13, Gratiot-Isabella RESD, 1131 E. Center Street, Ithaca, MI 48847
January 15, Cabela's, 110 Cabela Blvd., Dundee, MI 48131
January 20, Trestle Stop Restaurant, 3366 M-40, Hamilton, MI 49419
January 21, Dowagiac Conservation Club, 54551 M-51 North, Dowagiac, MI 49047
January 22, Brentwood Restaurant, 178 Park Dr., Caro, MI 48723

Time: All programs will begin at 8:45 a.m. and end with a complimentary lunch.

Registration: The Michigan Soybean Checkoff is covering all costs. However, preregistration is requested to ensure an accurate count for lunch and materials. Please call the Michigan Soybean Promotion Committee (MSPC) office in Frankenmuth at 877.769.6424 before Friday, January 9, 2015, and provide your name, phone number, meeting location and the number of people attending.

Agenda: **This program has been approved for two pesticide recertification credits.**

- 8:45 a.m. Registration and coffee
- 9:00 a.m. Welcome and SMaRT Project Introduction — Mark Seamon, MSPC Research Coordinator
- 9:10 a.m. 2014 SMaRT On-farm Research Trial Results (foliar growth promoters and plant protection products) — Mike Staton, MSU Extension Soybean Educator
- 10:00 a.m. Break
- 10:15 a.m. 2014 SMaRT On-farm Research Trial Results (soil fertility and plant nutrition, combine speed and air-assisted reels) — Mike Staton
- 11:00 a.m. Agronomic Management Practices of the Top Yielding Farms in the Michigan Soybean Yield Contest — Ned Birkey, Spartan Agricultural Consulting LLC
- 11:30 a.m. Identify Potential 2015 Research Projects and Open Discussion — Mike Staton
- 12:15 p.m. Complimentary Lunch (courtesy of Michigan Soybean Promotion Committee)

MSU is an affirmative-action, equal-opportunity employer. Michigan State University Extension programs and materials are open to all without regard to race, color, national origin, gender, gender identity, religion, age, height, weight, disability, political beliefs, sexual orientation and marital status, family status or veteran status.



GOVERNOR SNYDER APPOINTS FARMERS TO SOYBEAN CHECKOFF BOARD

By: Gail Frahm, Executive Director

Laurie Isley of Palmyra and Sarah Peterson of Niles were recently appointed by Governor Rick Snyder to their first terms on the Michigan Soybean Promotion Committee (MSPC).

Laurie Isley, owner of Sunrise Farms, Inc., was raised on a crop and livestock farm in Washtenaw County and has lived on a cash crop farm in Lenawee County for the past 35 years. Laurie is a third generation farmer raising crops using minimum tillage techniques. She, along with her husband James, farm approximately 1,000 acres of corn and soybeans annually. Laurie received her bachelor's degree from Michigan State University (MSU) in Agriculture and Natural Resources and a master's degree in Educational Leadership from Concordia University.

In addition to farming, Laurie was active in 4-H, has 32 years of teaching experience in agricultural science and natural resources at Blissfield High School where she also served as FFA advisor and has written and implemented agricultural lessons for elementary students that are tied to the state requirements for

science and social studies. Laurie served on the state's Farm Bureau Promotion and Education Committee for six years and currently serves as Lenawee County Farm Bureau president.

For MSPC, Laurie will represent soybean farmers in District 3 which includes Lenawee, Livingston, Monroe, Washtenaw and Wayne counties. Laurie was preceded on the board by Richard Janssens of Monroe who served for six years.

Sarah Peterson is originally from Michigan's Upper Peninsula where she was raised on a dairy and beef operation. She attended MSU where she studied animal science with an emphasis in agri-business. She worked at the MSU Beef Cattle Research Center where she met her future husband, Alan. She moved to his home in southwest Michigan where Sarah became active on the Peterson's 1,500 acre farm raising soybeans, corn, pasture ground, beef cattle and now two children. Some of their acreage is also rented out for raising watermelon, peas, sweet corn and potatoes.



Laurie Isley



Sarah Peterson

New Directors continued

Sarah works on the farm with strip-tillage, processing cattle, harvesting beans, driving the grain cart, running for parts and whatever else is needed. She also participated in Annie's Project through MSU, an 18-month Michigan Farm Bureau Leadership program titled "Profile," was selected as Young Farmer Leader of Farm Bureau, served as a 4-H leader, loves educating the public on agriculture and recently was selected as Monsanto's northeast regional winner of Farm Mom of the Year. Sarah's interested in blogging and talking to the media. She wants to continue to advance in agriculture with her young family.

Sarah will represent soybean farmers in District 1 which covers Berrien, Branch, Cass, Kalamazoo, St. Joseph and Van Buren counties. Sarah was preceded on the board by Herb Miller of Niles who served nine years, his last two as president.

Michigan soybean farmers are represented by seven governor-appointed farmer directors which make up the Michigan Soybean Promotion Committee. Four of the other five MSPC directors are: Andy Welden, Jonesville; Dennis Gardner, Crosswell; George Zmitko, Owosso and Steve Koeman, Hamilton. The last director,

✓ Investing Your Soybean Checkoff

Mark Seamon from Saginaw, recently resigned as an MSPC director to accept a staff position with MSPC as our research coordinator. So, director applicants are now being sought for District 5 which includes Arenac, Bay, Lapeer, Saginaw and Tuscola counties.

The board's last regular meeting this calendar year is December 18 and will meet in 2015 on January 14, February 17, March 18, June 18, July 17-18, August 12 and September 10. Board meetings will be held at the Crops and Soils Teaching and Research Farm at MSU in East Lansing with the exception of the July meeting which will be at a location still to be determined.

MSPC's Mission: Manage checkoff resources to increase return on investment for Michigan soybean farmers while enhancing sustainable soybean production.

I WILL
PREVENT WEEDS FROM
SPREADING FIELD TO FIELD.

They're out there. Ready to invade. Growing in ditches and fence rows. Seeds stuck to tractors and combines.

I will take action and prevent them from spreading.

I will take control before they pollinate and before they go to seed. I will manage my field borders. I will clean my equipment. I will do whatever it takes to stop the invasion.

Now is the time to take action against herbicide-resistant weeds. Visit www.TakeActionOnWeeds.com to learn how you can prevent herbicide-resistant weeds from spreading.

**Michigan Soybean
Promotion Committee**
www.michigansoybean.org

Take ACTION
HERBICIDE-RESISTANCE
MANAGEMENT

Brought to you by the soy checkoff. ✓

THE RAILROADS NEED YOUR HELP!



By: Kathy Maurer, Financial and International Marketing Director

The transportation system is at a critical point this harvest. The Midwest is experiencing crisis circumstances. The elevators are unable to move the corn, soybeans and wheat out of the bins as railroad service is being bombarded.

There are many circumstances that affect railroad service:

1. Not enough rail cars. Many are appropriated for the fuel industry. Agriculture is a couple of months of the year. How can ag take preference over the railroad companies bigger, year-round customers?
2. Not enough engines. If you are lucky enough to get the cars it is just as hard to have an engine available.
3. The tracks are in direr need of repair. Due to the poor shape of the railroad tracks, trains that would be able to move 30 miles per hour are reduced to 10 miles per hour, which slows the already strained system.
 - a. To fix 1 mile of rail costs \$1 million.
4. As with semi-truck drivers, there are rules as to how long a train conductor can operate. They may be within a two mile range of their destination, but when their time is up, the train stops, the crew is picked up and they wait the allotted time for the crew to start working again. This can cause another day delay for loading and unloading of ag products.
5. Bridges and switch yards are in direr need of upgrades.

What can be done? There needs to be more funds allocated to the railroad system in our state.

You can help, contact your state and federal representatives and let them know how important it is to shore up our infrastructure. Perhaps we can't get the rails to 30 miles per hour travel speed, but even if we could improve them to 20 miles per hour from the current 10 miles per hour would help.

Look at the short line rules for conductors and crew. Would it be reasonable to shift some of the rules so that when a train load is so close to its destination it could complete the run?

Moving corn, soybean and wheat is only going to be more challenging as yields continue to increase. Now is the time to work on improvements of our rail system.

If you don't know who your representative is go to www.michigan.gov and select the legislative tab. Follow each of the sections for the Senate and the House.

Let them hear your voice.

GOVERNMENT AFFAIRS NEWS

By: The Frederick Group

It is with excitement and honor that we, The Frederick Group, have been selected to be Michigan Soybean Association's voice for your government affairs needs.

The Frederick Group is a multi-client full service lobbying firm. Our team has served in the government affairs arena in various capacities for more than 25 years. We work tirelessly to maintain key relationships, advocate for client interests and provide insider knowledge about policy issues.

We are already hard at work and plan to build off of the foundation that Julian Vail, LLC built in regards to SB 431 – the biobased product procurement bill. After MSA Executive Director Gail Frahm presented to the House Oversight Committee in September, the committee has still yet to take a vote on the bill. We are exploring other options to get this issue taken care of because the House Oversight Committee does not appear to favor the Senate bill. Therefore, we are considering having the procurement process reformed through the appropriation process, which would resolve the issue for the year. This option is being discussed with the Michigan Department of Technology, Management and Budget. It is a top priority for MSA, and we are hopeful that it will yield positive results.

Looking ahead ...

Campaign season has come and gone, and the Frederick Group has been strengthening relationships with legislators by volunteering our time to go canvassing for them. Senator Mike Green, chair of the Senate Agriculture Appropriations Subcommittee, was one of the legislators we volunteered for during the Primary Election.

There were a few key elections to watch during this election season and they did not disappoint. Governor Snyder won his reelection with 51% of the vote. It was a tight race until the end, but the incumbent Governor came out on top of his opponent Democrat Mark Schauer. On the Federal level, Congressman Gary Peters won the election for the open U.S. Senate seat. Congressman Peters won with 55% of the vote after keeping a fairly large lead during the entire campaign on his opponent, Terri Lynn Land.

The Republicans increased their majorities in both the House and Senate. For 2015, the House will consist of 63 Republicans and 47 Democrats. The Senate will be comprised of 27 Republicans and 11 Democrats. Leadership elections will take place shortly, and new committees and chairs will be announced in the coming weeks.

Now that the election has come to an end, *Lame Duck* looks to be quite eventful. The Michigan Legislature is hoping to conquer the issue of road funding and many others. For MSA, transportation is an important issue because having reliable transportation infrastructure is essential. The Frederick Group will be working hard to advocate to Legislators MSA's positions on this and other key issues during the *Lame Duck* session.

We look forward to working with MSA to advance soybean interests! Please feel free to contact us at 517.853.0413 if you have any questions or if we can be of service.



The Frederick Group's President, Michael Frederick, looks forward to meeting the membership of MSA.

Belong Soybean VOICE

Membership MICHIGAN

Lansing Seed Action Policy

REPRESENTATION Federal Training Benefits

"I've met several legislators that have never set foot on a farm. We as farmers need to be at the capitol representing our land."
 Jay Ferguson,
 MSA Director

People making decisions in Washington, D.C. and Lansing are getting further and further away from the farm. In the past, families had someone who was a farmer they could visit, but now generations are far removed from the farm. With college students making comments such as, "We don't need

farmers because the grocery stores do a good job of putting food on the shelves," or "I'm a vegetarian and I can eat chicken wings because they grow back," there is a lot of education that needs to occur to our politicians and the public. **Protect your farm and way of life, join the Michigan Soybean Association today!**

Are These Issues Important To You?

- Protecting your right to farm.
- Supporting farmers' freedom to operate without oppressive regulations.
- Supporting the use of soy biobased products.
- Keeping Michigan as a livestock production friendly state.

Paying the soybean checkoff does not make you a Michigan Soybean Association member. Checkoff dollars cannot be used for lobbying.

MEMBERSHIP BENEFITS:

- 5% member discount purchase incentive on all IntelliAir equipment and free admission to grain school and workshops. New and renewing members in 2014 have a chance to win a \$5,000 IntelliAir equipment voucher! Winners will be drawn at the 2015 MSA Annual Meeting of Members - need not be present to win.
- Novozymes will provide one voucher good for the treatment of 100 units of soybean seed with Optimize® or TagTeam® LCO for all new or renewing 3-year or Lifetime memberships
- Through Auto-Owners Insurance/Cedar River Insurance Agency, an offer of premium discounts up to 10% on select policies is available
- Scholarship opportunities for your children and grandchildren
- Preferred pricing on the purchase or lease of most new Chrysler, Dodge or Jeep vehicles
- Cabela's gift card purchase discount
- 10% multi-life discount for long term care insurance with New York Life Insurance Company and an additional 15% marital discount
- Discounted registration to the Commodity Classic
- A 20% discount on an annual subscription to eLegacyConnect
- For 3-year and Lifetime memberships, a \$50 certificate good for either Great Lakes Hybrids Roundup Ready® or Genuity™ Roundup Ready 2 Yield® soybean seed **AND** a \$50 soybean seed certificate good for Renk Seed



2014 new and renewing memberships will be entered into a drawing to be 1 of 2 WINNERS for a \$5,000 voucher towards an IntelliAir equipment purchase!

The MOST IMPORTANT MSA membership benefit: *Having a voice in Washington, D.C. and Lansing!*

Testify MICHIGAN CONSERVATION Discounts
Membership Advocate
 Scholarships *Believe*
 Lansing Involvement Leadership

By joining the Michigan Soybean Association, you also become a member of the American Soybean Association. Membership in these organizations allows you to have a greater impact on the soybean industry at a state and national level. Make a decision to help influence the success of soybean farmers by joining today!

MSA MEMBERSHIP APPLICATION

First Name: _____
 Last Name: _____
 Address: _____
 City/State/Zip: _____
 Phone: _____
 Cell Phone: _____
 Email: _____
 Payment Amount & Method:
 1-yr: \$75 3-yr*: \$190 Lifetime*: \$750
 Check (Payable to MSA) or Credit Card
 Credit Card Type: _____ Expiration Date: _____
 Credit Card #: _____
 Signature: _____

Mail application with payment to:
 Michigan Soybean Association
 PO Box 287, Frankenmuth, MI 48734



Dues are not tax deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. 18% of member dues are allocated to lobbying activities and are not deductible.



*3-year and Lifetime memberships can choose between receiving either (check one):

2-\$25 Soy Biodiesel Bucks certificates or
 2-\$25 Soybean Meal Bucks certificates

Date of Birth: _____
 Number of Soybean Acres: _____
 Total Farm Acres: _____
 Occupation (circle one):
 Farmer Retired Other

What issues interest you most?
 (Check all that apply)

Biodiesel/Biobased Products
 Farm Bill
 Transportation Infrastructure
 Trade Agreements
 Conservation
 Soybean Rust
 Biotechnology
 Freedom to Operate
 International Marketing
 Soy and Nutrition
 Other: _____

SUCCESSION PLANNING: WHOSE RESPONSIBILITY IS IT?

By: Kevin Spafford, eLegacyConnect Founder

Not mine, theirs or yours: three dissimilar ways of approaching the succession planning process. Which way do you see it?

An attitude of not "mine" implies that you assume someone else will control the outcome. Are you sitting by, anticipating the succession planning outcome will align with your goals?

Is it "their" responsibility? If that's the case, you can't expect much, and certainly shouldn't be surprised, when the outcome is not the result you would have chosen.

If you approach the succession planning process as your responsibility, you can make a difference. You control the agenda, affect the decisions and react to the actions of others from a position of strength. When it's yours, you might not always win, but you'll be stronger for the challenge and better prepared to succeed.

Each generation active in the farming operation has a responsibility to prepare for transition to the future. The biggest challenge, and probably the most critical factor in succession planning, is developing well-prepared next generation leaders. The senior generation must model the actions and behaviors they want the next generation of leaders to adopt.

As the family begins the succession planning process, talk about all aspects of the transition. The first priority

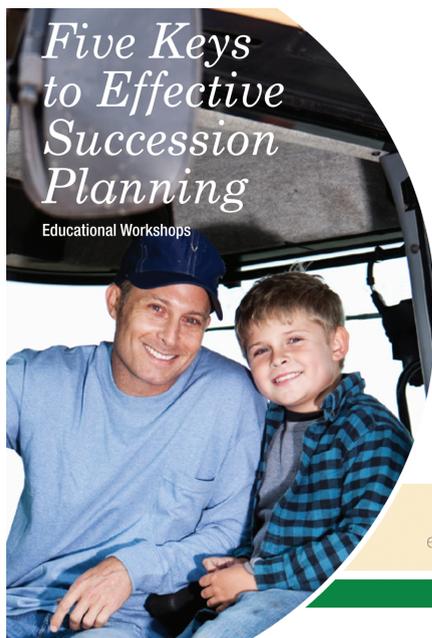
is a plan that enhances the integrity of the operation. The second is to ensure each active family's financial security. Succession is about making things better and more certain. Finally, the plan should include preparing a next generation for leadership. A professional development plan may include education, experience and a growing network of professional resources.

So, rather than wonder whose responsibility it is, step forward and proclaim it's yours. A great place to begin is with the American Soybean Association's (ASA) succession planning workshop in Columbus, Ohio, sponsored in part by Michigan Soybean Association (MSA). The six-hour event, in partnership with eLegacyConnect, is scheduled for Thursday, January 15, 2015, at the Renaissance Columbus Downtown. Through sharing five keys to effectively plan for succession, the facilitator will help you gain the confidence to begin both the conversation and the process to pass your family farm to a well-prepared next generation. It's simple to learn more or to register: Just go to www.SoyGrowers.com, and click on Succession Planning Workshops in the page header.

The decision is yours; choose to make 2015 a year of commitment and action for your farm, family and future. Take the initiative; a year from now, you'll be glad you got started.

Kevin Spafford's firm, Legacy by Design (www.Legacy-by-Design.com), exclusively serves the succession planning needs of farmers, ranchers and agribusiness owners. eLegacyConnect (www.eLegacyConnect.com), is an online community, providing succession solutions for farm families. To contact Kevin, call 877.523.7411 or Kevin@Legacy-by-Design.com.

P.S. You don't have to be an MSA/ASA member to attend.



Succession Planning Workshops
American Soybean Association
with eLegacyConnect

Are you prepared to transition your farm to the next generation? This is a challenge and a great opportunity for many farm families today. If multigenerational success is your goal, this workshop is for you.

Through the five keys to succession planning, you will learn about the planning process, good communication strategies and how to overcome obstacles. Utilizing information from this session will help ensure the farm remains in the family, provide financial security and offer career opportunities for generations to come.

Register today! Visit soygrowers.com for more information.

Workshop Location and Date
January 15, 2015 – Columbus, OH
Renaissance Columbus Downtown



Sponsored by:



• Ohio Soybean Association
• Michigan Soybean Association



LEADERSHIP AT ITS BEST

By: Matt Stutzman, MSA Director and soybean farmer from Adrian, Michigan

In August, I attended the first half of Leadership At Its Best, a Syngenta sponsored program designed to train the future leaders of agriculture. The American Soybean Association and the National Corn Growers Association each sent a group of farmers to Greensborough, NC for four days of training.

While the sessions during the training varied, the overall theme I noticed was honing communication skills. They covered everything from learning personality types, to preparing for interviews, proper business etiquette and a crash speech course. One session in particular stuck out as the most informative, they called it 20/20 foresight. We learned to reverse engineer the process of getting to the solution of a problem. In that same session, we looked at the 30-50 year forecast of a shift north of the Corn Belt and emerging global grain markets and their potential or plateau.

We had a great opportunity to hash out some difficult issues with Syngenta's staff, and hear the answers to burning questions like:

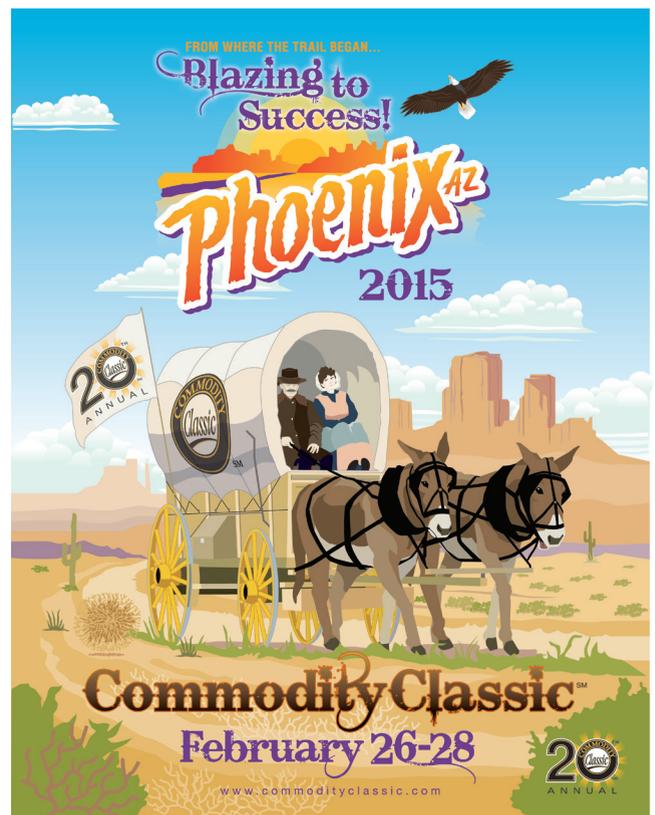
1. What are chemical/seed companies doing to help farmers send the message that genetically engineered crops are safe?
2. What new products will be available to farmers?
3. What is a unit of "X" going to cost this year? (Which, by now, we all probably know).

Even though the training was helpful and useful, my favorite part was talking and connecting with the other farmers participating in the program. It's always fun to hear about the different practices and crops that are grown in other states, but we can connect and relate because we all have similar difficulties and goals. Machines break and get fixed, crops get planted then harvested, and we all work hard to make the food, fuel and fiber that people need to survive and thrive. As another year comes to an end, we can all be thankful for what we have and make plans for the future.

2015 COMMODITY CLASSIC

Commodity Classic is the once-a-year, can't miss event for America's soybean, corn, wheat and sorghum farmers. You'll see the latest innovations firsthand. Hear game changing ideas from the people who created them. Meet growers and ag leaders from across the nation. Talk one-on-one with top agribusiness representatives at the incredible trade show. If you're passionate about agriculture, you need to be here. Because Commodity Classic is all about success ... your success.

Register today at
www.commodityclassic.com



2014 GLOBAL TRADE EXCHANGE

By: Jim Domagalski, USSEC Representative

For me, it's always an adventure attending USSEC (United States Soybean Export Council) meetings. This past meeting was held in Milwaukee, Wisconsin, September 15-18, 2014, titled "2014 Global Trade Exchange." It was in conjunction with the Midwest Specialty Grains Conference and Trade Show.

These programs usually start out with a typical board meeting, a trade show and several breakout sessions like - U.S. Food Crop Production, Global Pork and Poultry Production Outlook 2015 - 2020, Soy Value and Performance in Animal Nutrition, Rail Shipping Outlook for Exports on Soy and Grain and many others.

Prior to my leaving for the meeting I was called by a staff member from USSEC to be a mediator for a China group planning on their purchase of soybeans to import for their processing. At first I was totally surprised and flattered and also questioned what my role would be. I was told not to worry, that they speak fluent English and I would be given several steps to follow.

Upon arriving I was introduced to two groups of purchasers from the Hong Kong area. One company was represented by two very knowledgeable and respectful gentlemen. They purchase their soybeans for processing over 30 types of soy sauce for different types of cooking. They produce a half a million metric tons of soy sauce per year!



The other company made purchases for their tofu production and other tofu type products. This company was represented by two young ladies; again they were very knowledgeable and business-oriented.

Both companies required similar requests although for the tofu products they prefer a white hilum, for the soy sauce, color does not matter. They both wanted good protein values and discussed other specialty traits. Both companies made purchases of soybeans from U.S. and Canada. They require 95% non-GMO in their purchases. They questioned the handling of the I.P. (Identity Preserved) and how they are kept separate from the traditional GMO varieties from harvest to shipping.

There was some discussion on how difficult it would be to be 100% non-GMO. A GMO bean may be hidden somewhere. Some regions use a soft I.P. testing to determine non-GMO verification. Lower protein and darker hilum are lower priced.

Most all of the purchases are in containers, one ton bags or even 30kl paper bags. They always ask about certification, freight costs and types of transportation.

China produces about 20% of what they use, the rest is imported. These two groups were again, very specific on what they wanted.

Overall, I sat in on six Trade Team sessions which represented different companies trying to sell their soybeans to these China buyers.

One company from Hong Kong purchases soybeans for processing over 30 types of soy sauce and produce a half a million metric tons of soy sauce per year.



TORTILLAS=13.7 MILLION BUSHELS OF U.S. SOYBEANS

By: Kathy Maurer, Financial and International Marketing Director

Dr. Sergio Serna Saldivar, head of the Instituto Tecnológico de Estudios Superiores De (ITESMU) Monterrey University and Research Center in Monterrey, Mexico, is working with defatted soy flour and tortillas.



Dr. Saldivar is concerned about the welfare of the Mexican people. With a third of the country only having a ninth grade education and the average wage is \$20-\$30 per day, nutrition is lacking in many diets.

Through many studies at the ITESMU in collaboration with the U.S. Soy Export Council (USSEC), Dr. Saldivar has found a solution – by adding only 6% defatted soy flour to the country's main staple, tortillas, nutrition can be improved.

By adding 6% defatted soy flour into tortillas the protein increases by 30%, has a longer shelf life – up to 5 more days – and is cost neutral. Defatted soy flour absorbs water greater than regular flour, therefore increasing the yield.

The average Mexican eats 170 pounds of tortillas a year. The magic number of 6% defatted soy flour, is the threshold of which there is no difference in



taste or texture and will be accepted as a substitute for the regular tortillas.

Dr. Saldivar and USSEC's goal is to work with tortilla manufacturing companies over the next five years and gain 30% of the tortilla manufacturing market. So far, the manufacturers have been very receptive.

There is no additional equipment to purchase and no additional processes or special handling. Only the addition of the 6% defatted soy flour. And, because it increases the yield, the additional cost of the defatted soy flour is now a neutral expense.

It's a win-win for the Mexican people who will have better nutrition in a product they use every day – with no additional cost. A win for the manufacturer as the defatted soy flour increases yield and shelf life of their product. And it is an opportunity for the U.S. soybean farmer to supply the 13.7 million bushels for our neighbors to the south.

Along with the tortilla experiments, Dr. Saldivar is working with bread manufacturers on how to add defatted soy flour into their products and experience the same benefits as the tortilla manufacturers.

YOUR FARM'S BEST INVESTMENT

By: Matt Hinderer, soybean farmer from Chelsea, Michigan

We all like to see which farm practices give us the best return on our investment, but do we tend to overlook our best investment? The investment I am referring to would be our soybean checkoff dollars. Every year United Soybean Board's (USB) Audit and Evaluation Committee sends ten U.S.



farmers on the "See For Yourself" tour. This program gives farmers an opportunity to see what happens to their soybeans beyond the elevator.

We started the nine day program in St. Louis, Missouri. We toured Monsanto, ADM and St. Louis International Airport. At these locations the topics included high oleic soybeans, our lock and dam systems in the U.S. and how biodiesel is being used at airports.

The very next day we were in Panama City. We started out with a presentation from United States Soybean Export Council (USSEC). I had heard of USSEC, but admittedly never knew the depth USSEC had. USSEC is our "front line sales team" in the global markets. They are doing everything they can to make sure our soybeans have a sustainable global market. Along with capturing these markets, USSEC grows the market share by educating and working with our buyers after the initial market penetration.

While in Panama, we took a guided boat tour down the Panama Canal. We went through three of the locks while enclosed with an ocean freighter. What an experience that was! We learned about the expansion project that is underway. The expansion of the canal will allow us to get product to our consumers approximately one day sooner. We also toured the Port of Balboa before departing to Ecuador.

Guayaquil, Ecuador was the most eye-opening portion of the tour for me. Who would have ever thought U.S soy has an 83% market share in a South

American country? Why not buy it from their neighboring soybean producers? Consistent protein levels and higher amino acid levels are the driving force behind our customer's decision. The U.S can also ship meal to Ecuador in nine days compared to the fourteen days it takes from Argentina. The poultry farmer we met

told me he will pay \$30-\$40 more per ton for U.S meal because of our quality. We also toured a shrimp farm, a feed mill and the Andipuerto Port before departing for Quito, Ecuador.

While in Quito, we toured the Pronaca meat processing plant. We discussed how they are facing government labeling issues. As of the end of August, it is required that they label for GMO's. They are doing this by simply putting on the package "contains transgenics." We also visited their pet food research and development center. We were able to stop and see Mitad del Mundo (the equator) also. A lot of time was spent talking to government officials while in Quito. They were thrilled to spend time talking to U.S farmers. It was valuable conversation for all involved, to see how we can strengthen a good relationship even more moving forward.

The "See For Yourself" tour was a great way to learn about how our checkoff dollars are being invested. Meeting our South American customers eye-to-eye has been the most rewarding experience of my farming history. To feel the firm handshake and see a man's eyes water when he says a sincere "thank you for what you do" is truly priceless. U.S soy has made their businesses more successful, and they appreciate it more than you will ever know. I'm going to leave you with this. Go out there and raise as much quality as you do bushels. Your customers are depending on you as much as you are depending on them!

Ecuadorian poultry farmers will pay \$30 to \$40 more per ton for U.S. meal because of better quality.

USDA-AMS SECRETARY OF AG APPOINTS NEW DIRECTOR

By: Gail Frahm, Executive Director

Michigan soybean farmers are represented by three farmer-leaders on the United Soybean Board (USB) as directors. They are appointed by the United States Department of Agriculture – Agricultural Marketing Service (USDA-AMS) Agriculture Secretary, Tom Vilsack. Recently, one new director was notified of his 3-year appointment, and that is Herb Miller of Niles, Michigan. The Secretary selected the appointee from soybean producers nominated by the Michigan Soybean Promotion Committee (MSPC).

Herb is not new to the soybean industry, as he just finished serving tenure on the MSPC (three three-year terms, with his last two years as president). Herb has been engaged in the production of soybeans for 35 years on his farm where he has run his own acreage since the age of 18, raising corn, soybeans, hay and cattle. Herb worked for UPS for 27 years, 22 of which he spent as a supervisor/manager of 30 employees for which he was responsible for scheduling, training, reviews and discipline. He's also been active on the Cass County Farm Bureau, has served as Cass County Fair beef superintendent for 12 years, and has been a 4-H beef leader for over 15 years.



Herb will join Jim Domagalski of Columbus and David Williams of Elsie as Michigan's directors on the USB. Herb will be seated on the board in December and take over the position that has been held for the past nine years by Alan Moore of Bannister, Michigan.

Alan has been an exemplary leader on USB. Alan also served tenure on the MSPC before his appointment to USB and represented Michigan's farmers for about ten years on the North Central Soybean Research Program. Michigan's soybean farmers express their thanks to Alan for his many years of service and dedication to our industry, and are excited to welcome Herb on USB in December.

The 70-member United Soybean Board is authorized by the Soybean Promotion, Research and Consumer Information Act. Research and promotion programs are industry funded, authorized by Congress and date back to 1966. They empower farmers and ranchers to leverage their own resources to develop new markets, strengthen existing markets and conduct important research and promotion activities. AMS provides oversight, paid for by industry assessments, which ensures fiscal responsibility, program efficiency and fair treatment of participating stakeholders.



Herb Miller



Alan Moore

TRAILBLAZER FOR GLOBAL SOY PROTEIN TRADE

Michigan's Andy Welden Elected Chair of ASA World Initiative for Soy in Human Health (WISHH)

By: Karen Coble Edwards, KCE Public Affairs Associates

Andy Welden of Jonesville is taking the global leadership reins of the American Soybean Association's World Initiative for Soy in Human Health. His fellow WISHH committee members voted him as the new chairman of the program, and ASA President Ray Gaesser has confirmed the election.

Welden is the District 2 director of the Michigan Soybean Promotion Committee, where he previously served as president, and he also served as WISHH vice chairman. He now chairs the WISHH committee of 15 soybean growers from 11 states.

"We thank these visionary soybean growers who lead WISHH to trail blaze new global markets for U.S. soy protein," said Gaesser. "Russia's recent import sanctions are yet another reminder that U.S. farmers need a diverse customer base. WISHH has succeeded in cultivating U.S. soy trade in Africa, Central America and other developing countries where the economies are growing faster than the developed world."

According to the U.S. Department of Agriculture (USDA) and other economic analysis, developing countries dominate the growth in world demand for agricultural products. USDA projects demand for agricultural products in developing countries will increase faster than their production. As a result, these countries will account for 92 percent of the total increase in world oilseed and meat imports in 2013-2022.

"WISHH is developing markets for U.S. soy. At the same time, WISHH creates economic opportunities in developing countries as they strengthen their agricultural and food supply chains," said Welden who farms in Jonesville. "Developing country businesses are expanding by putting U.S. soy inside breads, beverages, meats and more for humans, as well as in livestock and aquaculture feeds. As a result, WISHH's



supply chain partners are able to help fill the protein gap that exists in many developing country populations' diets."

WISHH built links between U.S. soy exporters and importers in seven African countries — a list that is growing — thanks to USDA and state soybean checkoff support. In 2014, exports of U.S. isolated soy protein, soy flour and textured soy protein has exceeded \$1 million to countries such as Burkina Faso, Kenya, Nigeria and Senegal. One such market, Uganda, has imported over \$200,000 of value-added soy protein in the past three years.

In addition to human food, WISHH farmer leaders have directed the program to develop connections with the feed and livestock sectors in targeted countries. With funding from USDA's Emerging Markets Program (EMP), WISHH has developed a strategy to promote trade in U.S. soy to the feed, poultry and aquaculture sectors in Ghana, Nigeria and Senegal. Another USDA-funded WISHH project has introduced high-protein soy fish feeds in Pakistan.

"Through WISHH, U.S. soybean growers can look forward to more food and feed successes that are a win for developing countries too," Welden says.

WISHH is a trade-development organization. Since U.S. soybean farmers founded WISHH in 2000, it has worked in 24 countries to develop long-term markets for U.S. soybean farmers while fueling economic growth and value chain development. The WISHH program is managed from ASA's world headquarters in St. Louis, Missouri. For more information, visit www.wishh.org.



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VALUE OF HIGH OLEIC SOYBEANS GOES BEYOND SOYBEAN FARMERS

By: Greta Erwin, Supervisor at Osborn & Barr

Anytime a new product or service creates value for an entire industry, the odds of it succeeding increase exponentially. That's why high oleic soybeans are so exciting – because they impact more people than just farmers. These varieties have benefits that extend to farmers, processors, food companies and industrial markets.

Commodity soybean oil lost a significant amount of market share due to trans fat labeling, but high oleic soybean oil avoids trans fats because it doesn't need partial hydrogenation. High oleic soybeans can help increase soybean oil demand and reclaim lost market share for farmers, but the value doesn't stop there.

Benefits for Farmers

Farmers face crop decisions each year with the profitability of their business in mind. With high oleic soybeans, farmers see proven performance alongside higher value, which adds up to profit opportunities.

Jim Domagalski, a soybean farmer from Columbus, Michigan, and a volunteer director for the United Soybean Board, is a big supporter of high oleic soybean adoption because it brings profitability for the entire industry. He says farmers will directly feel the benefits of increased demand because the oil from high oleic soybean varieties offers an improved option for many food and industrial users. This strong market demand will help farmers recapture lost soybean oil market share.

"With the way commodity prices are today, farmers are looking for an opportunity to add value for our operations," says Domagalski. "This is a diverse market, and we need to stay competitive."

High oleic soybean varieties pack a performance punch because they yield on par with current varieties

and come with the agronomic and disease packages farmers expect. By combining that performance with increased demand and adding a processor-paid incentive, high oleic soybeans result in a major opportunity for U.S. soybean farmers.

"Farmers throughout the Midwest are talking about the performance of their high oleic soybeans and how they yield on par with top-performing varieties," adds Domagalski. "The added profitability and the processor-paid incentive is really just a bonus for us."

Benefits for Processors

Oil processors are also very excited about the opportunities with high oleic soybean oil as it allows them to expand their oil portfolio to serve even more customers. Processors need to provide their oil customers, typically large food companies, with products that fit their needs. High oleic soybean oil will provide these customers with an oil that has an enhanced nutritional profile and increased heat stability, which are qualities that customers are looking for.

"The food industry is beginning to adopt high oleic soybean oil quite well," says Zeeland Farm Services Director of Edible Oils Robb Meeuwssen. "So far, we have received nothing but positive feedback from our high oleic soybean oil customers, and we are continually gaining new food service customers."

Additionally, most oil processors and other delivery locations can handle high oleic soybeans within their current infrastructure. Because high oleic soybeans have easier handling procedures for both farmers and processors, they offer a nice value-added oil for processors to include in their portfolio.

Benefits for Food Companies

Food companies are ready to use soybean oil that has superior oil functionality and stability. Because U.S. consumers prefer the neutral taste of soybean oil, many food companies and restaurants used soybean oil in the past but switched to other oils to comply with regulatory pressure. They are comfortable with soybean oil and the resulting products, so high oleic soybean oil is exciting for them.

"With high oleic soybean oil, food service customers are seeing a tremendous increase in the oil's fry life, as well as a reduction in residue buildup, helping to keep their fryers clean," says Meeuwsen. "Both of these factors add up to a savings in time and money."

High oleic soybean oil will be able to compete with the oils currently being used, including canola, palm, sunflower and others, because the soy industry can provide a high volume of high oleic oil at a relatively low cost. Additionally, the companies will be able to source the oil from the United States, which can eliminate a number of transportation problems.

Benefits for Industrial Markets

Some of the same properties that make high oleic soybean oil attractive to food companies make it attractive to industrial product manufacturers as well. High oleic soybean oil's high heat functionality and stability allow it to enter into markets that commodity soybean oil cannot. It can be used by industrial manufacturers to make synthetic motor oil,

lubricants and many other items. High oleic soybean oil can compete with petroleum-based products on performance and price, as well as the added benefit of being renewable.

As a farmer, Domagalski is optimistic about this expanded market for soybean oil.

"The fact that high oleic oil remains stable at high temperatures gives us a huge advantage," he says.

While the main market for high oleic soybeans will be the food industry, Domagalski is excited for soy to be able to further tap into this new market.

Realizing these Benefits

While the entire soy value chain can see some very real benefits from high oleic soybeans, to capitalize on any one of these, farmers must first grow high oleic soybean varieties.

"The future of high oleic soybean oils is looking bright," Meeuwsen says. "It has to be cost effective with a consistent volume for the food industry to fully adopt it. With more and more processors starting high oleic contract programs and full regulatory approval anticipated by mid-2015, the supply is beginning to come online, which will help to eliminate any supply concerns."

To learn more about growing high oleic and raising profitability, farmers should reach out to their local seed representative or visit www.soyinnovation.com.



*Photos credited to
United Soybean Board*



SOY GOOD FOR YOU

By: Barbara Wunsch, RD



A HEALTHY CRUNCHY SNACK

A recent survey conducted by the United Soybean Board indicates that soyfood consumption is higher than ever in the United States. Some of the contributing factors include an increased ethnic population growth, a desire to eat healthier as well as an increase in choices of new soyfood products. There is also a strong interest in eating sustainable foods.

Dry soybeans may be cooked and eaten as a whole bean or mashed for use in soups, salads and casseroles. They can easily be substituted in recipes for kidney, black, navy or other cooked dried beans. Soybeans have a subtle taste and have the ability to take on different flavors. Roasted soybeans are a crunchy snack that can be eaten out of hand like nuts or added as a topping for salads.

Listed below are a few easy steps to take to prepare roasted soybeans.

1. Rinse 3 cups dry soybeans. Remove any soybeans that are wrinkled or discolored.
2. Boil 6 cups of water and add a pinch of baking soda. Put soybeans in the water and simmer for 5 minutes.
3. Drain soybeans using a colander and rinse them with cool water.
4. Boil 10 cups of water and add a pinch of baking soda. Add the soybeans, then lower the heat to a simmer and cook the soybeans for 15 minutes.
5. Drain soybeans and rinse in cool water. Put the soybeans in a large bowl and add cool water. Remove hulls by rubbing the soybeans with your hands. Skim the hulls that float to water's surface and drain soybeans in the colander.

6. Preheat oven to 350 degrees. Oil a baking sheet lightly with soy oil. Spread soybeans on baking sheet in a single layer. Dry roast the soybeans in the oven for 45 minutes or until golden brown and crispy. Cool completely before storing in a tightly sealed container.

You may add a twist to the roasted soybeans by adding your favorite seasoning when they come out of the oven.

Roasted soybeans add a different dimension and nutrients; a good for you crunchy snack!

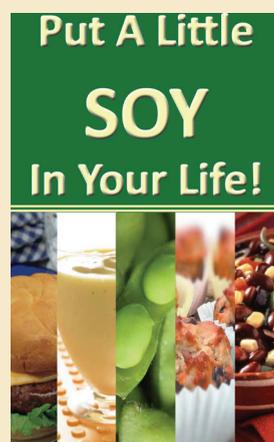
MUESLI WITH SOYNUTS AND DRIED FRUIT

- 1 ½ cups low fat granola (without raisins)
- 1 ½ cups vanilla soymilk
- ½ cup raisins
- ½ cup dried cranberries
- ¾ cup roasted soynuts

Combine granola, soymilk and dried fruits in bowl or storage container. Cover and refrigerate several hours or overnight. Stir in soynuts just before eating if crunchy nuts are desired; otherwise, add soynuts along with other ingredients. They will soften considerably.

Yield: 3 cups. Per ¾ cup serving: 387 calories, 9 g fat (0.5 g sat fat), 13 g protein (9 g soy protein), 64 g carbohydrate, 207 mg sodium, 0 mg cholesterol, 7.5 g dietary fiber.

Source: *Put A Little SOY In Your Life!*



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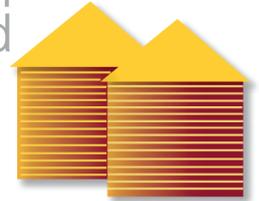
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DF 5295 N VG R2Y	2.9	P	G	IB	B	T	R3	1C	1.8	2.5	1.4	NA	NA	3	All + Marginal	Either
DF 5305 N VG R2Y	3.0	P	G	IB	B	M	R3	1C	2.3	1.7	1.3	NA	NA	1	All	Either

Scale 1-5 1 = Best

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BEST FUEL PRACTICES POST HARVEST

By: Lisa Pedderson, MEG Corp Fuel Consulting

Remember last year's frigid winter? Taking time for routine maintenance of your fuel systems and storage tanks after the harvest season will help prevent some of the common cold weather fuel issues. Problems associated with storage and tank maintenance are more common now that all diesel is ULSD (ultra low sulfur diesel).

The number one enemy to your diesel fuel is water. Water can accumulate over time in tanks when there is excess head space and the temperatures fluctuate greatly. The water in the air condenses out at night when the temperature falls and accumulates as this process is repeated over time. Free water can lead to icing issues in cold weather. Before ULSD, water at the bottom of a fuel tank did not present problems. Water can also lead to bacteria growth. Sulfur was a natural antimicrobial. Microbes live in the interface between the fuel and the water using the fuel for food and water for oxygen. The contamination can cause fuel filters to plug. Today's ULSD is also less stable, less tolerant of less-than-ideal conditions.

Think of how you will winterize your fuel. Typical No. 2 diesel starts clouding anywhere from 0°F to 12°F. No. 1 diesel usually starts clouding around -40°F. During winter months No.1 diesel can cost 20-50 cents more per gallon than No. 2 and can sometimes be scarce. No. 1 diesel has lower BTU content resulting in lower fuel economy. For these reasons it is often more cost-effective to utilize a combination of No. 1 diesel and cold-flow additives.

There are different types of cold-flow additives, including cold-flow improvers, deicers and WASA (Wax Anti-Settling Agent). Cold-flow improvers help improve low-temperature operability of fuel. Deicers help keep water in the fuel system from freezing. WASA is an important component to a winter additive package. WASA keeps naturally occurring paraffins in diesel suspended in the fuel, preventing them from dropping to the bottom and plugging fuel filters. A combination of these cold-flow additives may give the best results



for diesel and biodiesel blends winter operability.

You can use biodiesel in the winter. Biodiesel blends up to 5% have the physical characteristics and perform the same as No. 2 diesel. Biodiesel provides excellent lubricity to fuel, extending engine life by reducing wear on moving parts and directly benefits soybean

farmers. Biodiesel adds 73 cents to the price of a bushel of soybeans. On 1,000 acres of soybeans, biodiesel adds more than \$31,000 to the bottom line of an average yield.

Take a few moments to run through the checklist below to minimize fuel related problems both during and post harvest season.

- Install a new 30 micron dispenser filter on the storage tank. This will keep contaminants from reaching the vehicle tanks and be able to handle the increased viscosity of the fuel when colder temperatures arrive.
- Avoid water absorbing filters.
- Check hoses, caps and gaskets – make sure everything is tightly secured and in good working order.
- Visually check tanks for free water by obtaining a tank sample from as close to the bottom as you can. If the sample is clear and bright, you are in good shape. If there is water or haze, contact your fuel supplier to have the water and bad fuel removed.
- Fuel tanks should be kept as full as possible to reduce the exposure to air entering the tank. Fill up after harvest.
- Transition to a lower biodiesel blend (B5) in winter months.
- Make sure to use a cold weather additive package and/or use No. 1 diesel in order to operate in the winter months.

If you have any fuel related questions or need help troubleshooting a fuel related problem, contact us at the Regional Diesel Helpline: 800.929.3437.



Clear and Bright

This fuel is clear and bright. If your tank bottom sample looks like this, you should not encounter fuel related problems.



Hazy

Notice you cannot see through this sample because it is saturated with water. If your tank bottom sample looks like this, use a de-icer and monitor as the water may drop out in cold temperatures and lead to a free water situation.



Free Water

There is free water at the bottom of this tank which can lead to tank corrosion, possible microbial contamination and icing in cold weather. Contact your fuel distributor to have the tank bottom pumped out.

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Brian Frederick, Hemlock
Gary Gosen, Burt
**Leo Gross, Saint Charles
Jeff Gulick, Merrill
M. Dean Haubenstricker,
Frankenmuth
Ron & Mark Helmreich, Freeland
Thomas Hoff, Saginaw
Roger Huper, Freeland
Mark Ivan, Freeland
Ron Johnson, Birch Run
Dan Keenan, Merrill
Frederick Keith, Burt
Frank Kunik, Saginaw
Kevin Kunik, Saint Charles
Lyle LeCronier, Freeland
James Letterman, Birch Run
Donald Maurer, Saginaw
**Daniel Maxa, Burt
Donald Morse, Birch Run
John Mossner, Frankenmuth
Jim Murphy, Hemlock
John Murphy, Freeland
Greg Murphy, Freeland
Bernard Neuenfeldt, Hemlock
Jeff Oesterreicher, Chesaning
Larry Palmreuter, Frankenmuth
Gary Reif, Saginaw
Jeff Reinbold, Saginaw
Esther Reinbold, Saginaw
Donald Reinbold, Reese
Michael Sahr, Saginaw
Harold Scharrer, Birch Run
John Schian, Reese
Arthur Schmiede, Chesaning

Kenneth Schramke, Saginaw
Stephen Seamon, Saginaw
Matt Sobieski, Hemlock
Donald Terwillegar, Freeland
Curtis Thayer, Freeland
John Vasold, Freeland
Kevin Wardin, Hemlock
Joe Wasmiller, Saint Charles
Art Wendland, Saginaw
John Wirtz, Freeland

SAINT CLAIR COUNTY

Ron Beier, China
James Bolday, Emmett
John Coyle, Goodells
James Domagalski, Columbus
Alvin Ferguson, Allenton
Dennis Fox, Goodells
Richard Hart, Wales
Scott Jackson, Fort Gratiot
Barre Lester, Greenwood
**Marty Lewis, North Street
Cheryl Moore, Wales
Gerald Opificius, Mussey
Michael Opificius, Capac
Ron Parks, Allenton
Randy Peters, Memphis
Robert Plonka, Saint Clair
Ron Rodzos, Memphis
**Richard Sopha, Saint Clair
Steven Schweiger, China
Alfred Stuever, Yale
Dale Stuever, Lynn
John Sulkowski, Goodells
Richard Townsend, Jeddo
William Vogelsberg, Yale
Bruno Walter, Columbus

SAINT JOSEPH COUNTY

Max Benne, Sturgis
James Borgert, Burr Oak
Doug Brueck, Leonidas
Roger Gentz, Mendon
Randy King, Sturgis
Robert Kline, Mendon
Henry Miller, Constantine
Marvin Milliman, Sturgis
Chris Pueschel, Sturgis
Sara Stuby, Constantine
**David Sturgis, Sturgis
Lennis Troyer, Burr Oak
Harold Walters, Burr Oak

SANILAC COUNTY

**Mike Blashill, Croswell
Gerry Burgess, Yale
Ronald Colton, Marlette
Bernie Davies, Melvin
Harold Dropeski, Menden City
Tom Durand, Croswell
Robert Elston, Melvin
Jay Ferguson, Brown City
Jeffrey Furness, Yale
Bruce Gardner, Yale
Dennis Gardner, Croswell
**Ronald Gerstenberger, Sandusky
Cliff Gordon, Croswell
Christopher Heussner, Marlette
Bernie Hillman, Yale
Gerald Keinath, Deckerville
John & Doug Knoerr, Sandusky
**Harold MacAlpine, Snover
Duane McAllister, Brown City
Chad McNaughton, Croswell
C. Renzie Milarch, Port Sanilac
Dale Moore, Snover
Stefan Nitsch, Melvin
Michael Noll, Croswell
John O'Hair, Croswell
Phillip Parrent, Sandusky
Dennis Quandt, Peck
Ron & Rob Steenbergh, Melvin
William Stempel, Marlette
Stoutenburg Farms, Sandusky
Eric West, Croswell
Wilson Brothers, Yale

SHIAWASSEE COUNTY

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Robert Corrin, Owosso
Richard Gross, New Lothrop
William Grulke, Bancroft
T. Mark Hinterman, Durand
David Jacobs, New Lothrop
Richard Jacobs, New Lothrop
Larry Julian, Lennon
Richard Kalisek, Corunna
Floyd Koerner, Laingsburg
Anthony Kondel, Corunna
Eugene Kondell, Owosso
George Londrigan, Corunna
Randy Markley, Byron
Brian Martindale, Corunna
Gene Maynard, Elsie
Ted Methner, Perry

Edward Pincik, Corunna
Donald Somers, Henderson
Bill Spike, Owosso
John Stasa, Owosso
John VanAgen, Bancroft
Jeff Vogl, Henderson
Brian Washburn, Elsie
Ronald Weisenberger, New Lothrop
David Williams, Elsie
George Zmitko, Owosso
George Zmitko II, Owosso

TUSCOLA COUNTY

Robert Adamic, Silverwood
Gary Burns, Millington
Richard D'Arcy, Kingston
Kurt Ewald, Unionville
Roger Gnagey, Deford
Dennis Hadeway, Fairgrove
Jeff Harrington, Reese
Kent Houghtaling, Reese
Robert Keinath, Millington
Dwight Keinath, Millington
James Kettler, Millington
William Kirk, Fairgrove
Jim Kratz, Caro
Kendall Leach, Millington
Keith Little, Cass City
David Milligan, Cass City
Keith Reinholt, Reese
Roger Root, Cass City
Ken Schmandt, Vassar
Patrick Sheridan, Fairgrove
Barry Sting, Unionville
David Sting, Unionville
Robert Stockmeyer, Reese
Todd Stockmeyer, Reese
Dennis Wagner, Reese
Louis Wehrman, Reese
Michael Wildner, Unionville
Charles & Ron Zwerk, Reese

VAN BUREN COUNTY

Cornerstone Ag Enterprises,
South Haven
Harold Hamlin, South Haven
Andrew Nesbitt, Marcellus
Dan Rajzer, Decatur

WASHTENAW COUNTY

Eldean Bauer, Saline
Duane Beuerle, Manchester
Elgin Darling, Willis
Girbach Farms, Saline
Phil Gordon, Saline
Robert Graichen, Ypsilanti
Matt Hinderer, Chelsea
Ronald Kuhl, Manchester
**Ed Lutz, Ypsilanti
Jamie Robson, Milan
Frank Rochowiak, Milan
George Schnierle, Ann Arbor
Philip Selter, Ypsilanti
Duane Sheats, Milan
Loren Shook, Milan
Kenny Siler, Manchester
Richard Vershum, Milan
Gary Weidmayer, Manchester

WAYNE COUNTY

Donald Korte, Canton
Marvin Lange, Belleville
Robert Robson, Romulus
Walter Rochowiak, Belleville
Wayne County Fair Assoc., Belleville

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Halls, Tennessee
Ed Hanson,
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