Transportation Issues Loom Large

• New site offers practical production tips
• Big data becomes bigger concern
Biodiesel adds value to your soybean crop.

Illinois leads the nation in production and use, so look to biodiesel to increase market demand and boost your bottom line.

Illinois Soybean Association
Funded by the Illinois soybean checkoff: ilsoy.org
Freedom to Operate

Ag Industry Tackles Big Data
While data collection and use in agriculture spans decades, today’s methods and applications generate a new era. Wireless data transfer and emerging data collection methods create privacy concerns for farmers. *Illinois Field & Bean* convened a team of agribusiness professionals to share their take on data collection, use and privacy.

Animal Agriculture

ISA Grows Markets for U.S. Pork and Poultry
As incomes increase in developing countries, so does demand for high-quality protein. U.S. livestock and poultry farmers can meet that demand with red meat, chicken and more, but cultural barriers often stand between U.S. products and international consumers. Read how ISA efforts help overcome barriers to keep the U.S. animal agriculture industry growing.

Freedom to Operate

Connecting with Cuba
Illinois Soybean Growers (ISG) has joined with other Illinois groups to discuss establishing and improving trade relations with Cuba. ISG is part of the Illinois Cuba Working Group (ICWG), and believes the U.S. and Cuba can benefit from a greater exchange of ideas, capital and credit. Learn why ISG is exploring opportunities to build trade with Cuba.

Transportation

Partnerships Make it Easier for Soybeans to Get to Market
The Illinois Soybean Association (ISA) works with people who affect transportation, from county groups to international shipping companies. Find out how these partnerships work, what resources are available and why such efforts are vital to Illinois soybean movement.

Yield, Composition & Profitability

ILSoyAdvisor.com Offers Farmers Production Resources
ISA introduced this spring its newest resource for soybean production. ILSoyAdvisor.com was created for Illinois soybean farmers, agronomists, researchers and other soybean experts to share experiences, advice and insights. Get the details in this article.

Management Mythbuster

Facts Prove it’s Time to Reconsider Biodiesel
Biodiesel increases market demand for soybean oil while supporting soybean farmers and local communities. With its environmental and performance benefits, plus wide availability in Illinois, why isn’t everyone filling up with biodiesel? *Illinois Field & Bean* looked to current users to debunk myths that may prevent farmers from using the fuel that supports their crop.
Where There’s a Will, There’s a Way to Improve Infrastructure

A reliable and efficient transportation infrastructure is extremely important to our business. From posted weight limits, to deteriorating roads and bridges, to operation delays on Illinois waterways, transportation problems cost Illinois soybean farmers time and money.

We are fortunate that access to multiple transportation modes in Illinois provides significant advantages for reaching domestic and global markets. With more than 7,000 miles of rail tracks, Illinois ranks number two in the nation. Only two states have more miles of interstate highway than Illinois. And more than 1,100 miles of navigable waterways border or pass through Illinois, carrying the sixth most total waterway freight tonnage in the country.

That’s why ISA makes investing in transportation improvements a priority. We are leading the way by guiding projects that can effect change and motivate others to take action. Such projects include bond finance for critical Illinois infrastructure, alignment between transportation/logistics companies’ and farmers’ goals, facilitation of an Illinois Container-on-Barge (COB) pilot project and rehabilitation of Illinois roads and bridges.

In this issue, you can read more about some of ISA’s transportation efforts, from local to global. You also can read what a Peoria County representative has to say about the impact poor infrastructure has on farmers, and how their efforts may provide a model for others to follow.

According to a 2012 study funded by the soybean checkoff, for each $1 invested in the worst 12 bridges in the state, including Peoria, an average return of $10.24 would be added to the local economy as a result of the annualized cost to build and maintain the select bridges. The study analyzed bridges based on the economic stimulus provided to area businesses and citizens by comparing costs incurred if the bridge was not there versus benefits of repairs or upgrades.

Transportation is just one area where ISA makes a concerted effort to lead success. We also are monitoring such issues as data collection and use in agriculture, and what it means on the farm. The cover story offers some insight and thoughtful consideration from several viewpoints.

Where there’s a will, there’s a way. Whether it is transportation or other critical profitability issues, I am proud of the leadership Illinois soybean farmers provide.

Bill Raben
ISA Chairman
Transportation Solutions Require Creativity and Collaboration

Whether it is getting our farmers’ crops to market, children to school, or ourselves to the next appointment or meeting, transportation is at the heart of everything. This is true in Peoria County just like any other county. Peoria County transects rural, suburban and urban lifestyles, and that makes maintaining our transportation infrastructure very much a microcosm of Illinois.

Throughout central Illinois, Peoria County is known for providing high-class services at cost-effective prices. Maintaining our transportation net-work is critical to our strategic goals. Across our 629 square miles, the county has 75 bridges to inspect and maintain that run the gamut from newly constructed with high structural sufficiency ratings to multiple decades old with single-digit structural sufficiency ratings. Some are either weight-limited or closed until they can be replaced. The condition of the county’s 300-plus-mile road network can be similarly described.

A safe estimate to improve our roads and replace our bridges very easily and quickly totals in the tens of millions of dollars. Even with opportunities to use state and federal funding to lessen our local outlay, the timeframe is not in decades but in a generation. And you can multiply that by the 102 Illinois counties and the United States’ 3,069 counties and parishes.

Solutions require creativity, collaboration and multiple approaches. Locally, it may mean decreasing the size of transportation infrastructure, or redefining the level of service we are capable of delivering. At the federal, state and local levels, it means adopting new and different financial approaches to funding improvements.

For Peoria County, it means we must think and act strategically, make data-driven decisions and be willing to have a variety of partners. That is why we actively are engaged at the federal level with legislators and the National Association of Counties to work on the next transportation bill.

We use a lobbyist in Springfield on our behalf, including a potential capital bill this session.

This also is why a little more than a year ago, we sat down and listened when the Illinois Soybean Association (ISA) reached out to Peoria County. ISA was seeking a local government partner to pilot a project to inventory the condition of its transportation infrastructure in relation to soybean farmers’ infrastructure.

The current local government buzzwords are collaboration and public-private partnerships. Peoria County embraces these buzzwords. We jumped at the opportunity to collect a very necessary dataset and listen to a key player in our local economy about possible solutions. When complete, the inventory will give Peoria County that dataset, a record of stakeholder input and lead us to identify solutions that will be needed to improve our transportation infrastructure.

Peoria County is thankful ISA sought us out, and for how the process has unfolded thus far. It will be something we look to use as a template as we move forward with creating strategic partnerships with other stakeholder groups from across our community.

Scott Sorrel is assistant county administrator for infrastructure for the County of Peoria.
Ag Industry Tackles Big Data

By Joanie Stiers

While data collection and use in agriculture spans decades, today’s methods and applications generate a new era. Farmers use data to improve production and profitability, but wireless data transfer and emerging data collection methods create privacy concerns.

The President’s Council of Advisors on Science and Technology is conducting a study with a spring deadline to explore the intersection of data and privacy. The result will influence future policy on data collection, ownership, use, drones and other topics relating to “big data.”

_Illinois Field & Bean_ convened a team of agribusiness professionals to share their take on data collection, use and privacy as it relates to agriculture. Panelists included:

- **Luke James**, Ag Leader Technology Inc. software sales manager
- **Mike Klein**, Case IH Advanced Farming Systems North American marketing manager
- **Lynn Rohrscheib**, farmer, part owner of C&R Ag Supply Inc., Fairmount, Ill.
- **Dan Uppena**, DuPont Pioneer business manager

1. **What type of data do you help farmers collect and why is it important?**

**James:** Ag Leader displays have the ability to collect precision agriculture data across many field operations. Since 1992, our company has created data collection tools. By 1995, we began collecting site-specific data with GPS. Now, Ag Leader’s control capabilities allow precise operations for planting, spraying, harvesting, tilling, strip-till fertilizing and more. Data collection and application control have a tremendous value to farmers. We understood from the beginning that this information is the key to increase profitability.

**Klein:** We help farmers collect planting as well as yield data. By aiding them in collecting this data, it helps them make important decisions, such as fertilizer rates and seed selections, to improve productivity of inputs and increase total production.

**Rohrscheib:** C&R Ag Supply collects and stores data regarding application rates of custom-applied chemicals and fertilizers. This data collection can influence future management decisions in a field to improve profitability.

**Uppena:** Since the 1990s, DuPont Pioneer has helped farmers interpret yield data. The company mapped more than 20 million acres for farmers in 2013. Within the last decade, we also helped farmers use “as-planted maps,” which record seed population variances across a field. All of this possesses the potential to generate solutions and increase profitability.

2. **How can farmers best utilize data to improve their profitability?**

**James:** Ag Leader offers SMS software that allows data to be taken from most any brand of display and used to make management decisions. When teamed with accurate data, this software generates valuable maps. Farmers and/or advisers should study these maps and take notes of their observations. The key is to not focus on answering those questions right away. Reflect on the questions at the end of the season and go after “low hanging fruit.” Focus on items that will have an instant impact to your operation’s profitability, such as seed selection and nitrogen management. Act first on what makes the biggest difference. Then build year after year.

**Klein:** Farmers today can use data from planting to harvest to improve product performance and lower costs by applying inputs at the correct rate and placing seed in the appropriate location within the farm.

**Rohrscheib:** Farmers use color-coded field maps generated from data to determine problem areas of a field that need to be addressed. They also can team data with soil tests, production records and variable-rate technology applications to generate fertilizer management plans to boost production.

**Uppena:** DuPont Pioneer recently launched Encirca services, which provides decision services for the whole farm to boost crop productivity and profitability. Encirca will establish certified service advisers along with a farmer’s existing seed rep-
Ag Leader offers SMS software that allows data to be taken from most any brand of display and used to make management decisions.

tative to analyze data and make recommendations. En-
circa services will develop brand-neutral solutions tailored to individual farmers while taking a whole-farm approach. Advis-
ers may look at variable-rate seeding, nitrogen management and more in a holistic way, rather than a narrow focus.

3. What do you foresee for the future in terms of collection and use?

James: USB drives will become less common. The move-
m of wireless connectivity into agriculture is happening now and in the immediate future. Ag Leader’s cloud-based system, AgFiniti, allows farmers to send data from field to office wire-
lessly through an Internet connection. That connection can be established in the field, such as through a smartphone hot spot or a Wi-Fi adapter, or it can be established at a farm shop through a wireless network. Efficiently and securely transferring data back and forth will become significant.

Klein: The upcoming method to transfer data is wirelessly. This gives farmers real-time data remotely from a mobile device or computer. Data management tools will continue to play a key role in evaluating the data on real-time demand. The farmer has the option to share data with trusted ad-
visers to help them make more profitable decisions.

Rohrscheib: Data collection will continue to become more complex and computerized. We use some wireless transfer now, and that will grow in the future. As this evolves, farmers and applicators need to be more aware of the location of data, how it is used and who has access to it.

Uppena: We live in a world where thumb drives are prevalent and someone physically moves data. We see a trend toward more wireless technol-
ogy among data and hardware providers.

4. Should data privacy and ownership concern farmers and why?

James: Farmers need to read provid-
er terms of use and understand how data is handled and used. Ag Leader believes data belongs to growers. We will not sell, distribute or use the information.

Klein: Case IH believes data is only the farmer’s. The farmer can choose with whom to share it. You need to know who you’re doing business with, just like in online banking. Farmers should learn data policy statements of companies with which they share data. Protect the information. In some instances, the data can be as valuable as the crop itself.

Rohrscheib: Farmers should ask business partners questions regarding data privacy policies. Companies have called C&R Ag Supply requesting access to data. We deny these requests. Our business believes data is private, belonging to the farmer, tenant or landlord. The data will be disclosed only with written ap-
proval. The Illinois Soybean Association and American Soybean Association work to help establish best practices that respect personal privacy of this information. ISA also supports education opportunities to help farmers understand these issues.

Uppena: We encourage growers to be diligent about whom they share information with and to thoroughly understand privacy policies. DuPont Pioneer is committed to transparent dia-
logue on the topic. For decades, the company has used anony-
mous aggregated data to develop next-generation services and improve decision-making on individual farms. Farmers have a choice to opt in or out of data sharing. Ultimately, trust in relationships will determine data use.
ISA Grows Markets for U.S. Pork and Poultry

A mother in Guadalajara, Mexico.
A meat processing executive in Dubai, United Arab Emirates.
A cold storage warehouse manager in Panama City, Panama.
A chef in Busan, South Korea.
A grocer in Cajamarca, Peru.
A caterer in Amman, Jordan.
An importer in Santiago, Chile.

Each of these people has been reached by ISA efforts to grow demand for the soybean farmer’s No. 1 customer – animal agriculture. Through partnerships with the U.S. Meat Export Federation (USMEF) and U.S.A. Poultry and Egg Export Council (USAPEEC), ISA invests Illinois soybean checkoff dollars to increase international demand for U.S. pork, beef, poultry and eggs.

As incomes increase in developing countries, so does demand for high-quality protein. U.S. livestock and poultry farmers can meet that demand. However, cultural barriers often stand between U.S. products and international consumers. ISA efforts focus on overcoming barriers to keep the U.S. animal agriculture industry growing.

USMEF Drives Pork Demand

Hogs eat 83 percent of Illinois soybean meal fed in-state. Illinois is uniquely positioned to export pork efficiently. That’s why ISA supports USMEF pork promotion efforts in Mexico, Peru, Chile, Panama and other Central American countries.

To see the impact of these efforts and the benefits of trade agreements, several ISA farmer directors joined a USMEF trip to Panama in early April.

“We visited a wet market to see the old style of buying meat and compared that to a cold storage warehouse and retail stores to understand how USMEF navigates cultural differences and presents U.S. meat as a quality option,” says John Longley, soybean farmer from Alelo, Ill., and ISA director. “Panama is a crossroads for the world. Many products such as U.S. meat move through to Central and South America and beyond.”

Longley learned demand for U.S. pork is growing in foodservice chains and supermarkets in countries like Panama, and importers consistently choose to source U.S. pork.

“Pork exports helped U.S. hog farmers stay in business through the recent period of high feed prices,” he adds. “We want to keep our livestock farmers in business because that helps everyone’s bottom line.”

USAPEEC Promotes Poultry

Chickens and turkeys eat the most soybean meal in the United States. Illinois
soybean meal that isn’t used in-state helps feed poultry in Southeastern U.S. states. “The U.S. produces meat and poultry much more efficiently than developing countries,” explains Gary Berg, soybean farmer from St. Elmo, Ill., and ISA director who serves as a representative for USAPEEC. “It is great to export our soybeans and grain as commodities, but it is even better when we feed animals here and export meat.”

Berg attended in March the 2014 USAPEEC Marketing and Strategic Planning Conference in Tbilisi, Georgia (south of Russia). While there, Berg visited a cold storage facility and local grocery stores. He met with potential importers and USAPEEC staff that are coordinating Illinois soybean checkoff-funded projects around the globe.

“We support projects in the Middle East, where Dubai is a growing export market, as well as work in Central and South America and South Korea,” Berg says. “USAPEEC staff educate food service professionals and consumers about frozen meat. Through activities like samples and workshops, they help people understand frozen U.S. poultry is just as fresh – and in some cases, cheaper – than what they can buy at a wet market.”

Gary Berg and other U.S. soybean farmers enjoyed a traditional Georgian dinner with USAPEEC staff from Atlanta, Asia and Europe. Berg met with potential importers to discuss U.S. poultry.

This package of pork hind feet imported from Rantoul, Ill., awaits distribution from a cold storage facility in Panama City.
Illinois Soybean Growers (ISG) has joined with other Illinois groups to discuss establishing and improving trade relations with Cuba. ISG is part of the Illinois Cuba Working Group (ICWG), and believes the U.S. and Cuba can benefit from a greater exchange of ideas, capital and credit. ISG is the membership and policy arm of the Illinois Soybean Association (ISA).

“Cuba is an important market for Illinois soybeans, given export potential. ISG is exploring opportunities to build trade with Cuba, including favoring immediate removal of agricultural trade and travel restrictions and urging Cuban eligibility for various U.S. credit programs,” says Bill Raben, soybean farmer from Ridgway, Ill., and ISA chairman. “Although ag products are exempt from the U.S. embargo, we are losing significant market share on our soy exports because of restrictions the U.S. imposes on financial transactions with Cuba.”

The U.S. remains the primary supplier of whole soybeans to Cuba, purchasing some five million bushels per year, but U.S. soybean farmers are losing soybean meal and oil market share to competitors who are geographically more distant. In 2006, Global Trade Information Services estimates the U.S. had more than 75 percent market share for Cuba’s soybean meal and oil imports. In recent years, Brazil has had more than 75 percent market share.

**Illinois an Important Link**

ICWG was formed at the Illinois General Assembly’s request. The organization grew out of an initiative that began in 1999 when Illinois was the first state to travel to Cuba during the embargo. Through the collaboration of Illinois political, business and community support, Congress passed the Trade Sanctions and Reform Act in 2001 which permitted ag product sales, and was the first major effort to remove the embargo and barriers to “normalized” trade.

“Illinois is enormously important for Cuban policy,” says Antonio Zamora, a native Cuban and consultant who spoke to the ICWG earlier this year. “We are at a moment in time when things may be changing in Illinois and in the United States for Cuba.”

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**Connecting with Cuba**

ISG Seeks Ways to Step up Soybean Sales

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**U.S. Sends More Than $5 Billion in Food and Ag Exports to Cuba**

Source: USDA Global Agricultural Trade System data
Zamora says the Cuban-American community is in favor of better relations with Cuba and ending the embargo. A poll commissioned by the Atlantic Council found that 56 percent of those surveyed favor normalizing relations with Cuba, 61 percent favor removing trade restrictions and 62 percent support ending all economic restrictions. In addition, Zamora says more Americans traveled to Cuba in 2013 than any year since 1960 and was second only to Canada in number of visitors. That could increase demand in Cuba for American products.

University of Florida Ag Economist William Messina provides information and analysis about Cuban agriculture. He views U.S. strengths as geographic proximity, lower transportation costs, faster delivery and lower economic order quantities. U.S. weaknesses include cash sale requirements, transactions through third-country banks and erratic U.S. policy.

“Foreign investment has the potential to dramatically change Cuba’s ag sector. Brazil is becoming an increasingly important player and was Cuba’s top food and agricultural import supplier in 2011,” he says. “Brazil has invested in Cuba’s poultry industry and is assisting with soybean production; investing $680 million to refurbish Cuba’s Port Mariel, providing $400 million in food purchase credits and $200 million to improve agriculture. Brazil has taken and could continue to take export shares from the U.S. in some products.”

Source: GTIS

U.S. Soybean Exports to Cuba Drop in 2013

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</table>

Source: GTIS

Opening Our Doors & Opening Moms’ Minds

Illinois Farm Families Field Moms are seeing farmers differently.

As a result of the tours, Field Moms feel better about farmers…

- **89%** said their experiences have affected the way they choose food for their family
- **88%** reported their farm visits changed their perception of farmers

…and their farming methods.

- Field Moms very concerned about the use of GMO seed dropped from **44%** to **8%**
- Field Moms very concerned with the safety of their food dropped from **80%** to **11%**

“The tours helped me to realize that farming is a highly scientific, professional endeavor. It requires an astute level of knowledge in chemistry, biology, meteorology and economics.”

—Becky Martinez, Field Mom

“Field Moms are seeing farmers differently. After the 2014 tours, more than 50 Chicago-area moms will have visited Illinois family farms. During the tours, moms learn about GMOs, hormone and antibiotic use, and animal welfare issues. They see how technology is being used and discover how farms have evolved to keep up with a growing population.

These farm tours enable moms to interact with farmers and gain perspectives they won’t get from mainstream news. Field Moms’ perceptions of food and farming are changing and they are sharing their “ah-ha!” moments through social media, interviews and community presentations. One Field Mom’s blog post—about how she was done buying organic milk—went viral, gaining 28,000 views.

“They are not trying to pull anything over on the public … They are families, doing the best they can to produce food that is safe and nutritious … They feel a duty to care for the animals and the earth and their consumers.”

—Farrah Brown, Field Mom

“Our local farmers are experts in their field and as consumers … there has to be a healthy sense of trust that farmers are working on our behalf to create a product that is nourishing and healthy …”

—Amina Nevels, Field Mom

Funded by the Illinois soybean checkoff.
Partnerships Make it Easier for Soybeans to Get to Market

This little soybean went to market,
This little soybean was used at home,
This little soybean was shipped by road and water,
This little soybean traveled by rail,
And this little soybean went traveling all the way to Asia.

For Jersey County farmer Joe Fessler, getting his soybeans to market means he travels on roads that are maintained by township, county, state and federal governments, and waterways that are maintained by the U.S. Army Corps of Engineers.

“Our soybeans go from the field to bins. Then after harvest we load them on a semi-trailer and take them to St. Louis river terminals for ADM and Cargill,” says Fessler, who farms less than 10 miles from the confluence of the Illinois and Mississippi rivers. “From there they go down on barges to the Gulf of Mexico, where they are loaded on Panamax vessels and sent everywhere.”

The good news for Illinois farmers like Fessler, who raises soybeans, wheat and corn with his son, Mitch, is that the Illinois Soybean Association (ISA) works with people who affect transportation, from county groups to international shipping companies.

For example, just in the month of February, ISA participated in various meetings to discuss local, state, regional and international transportation issues.

- ISA facilitiated a meeting in Peoria County to gather input from farmer and elevator operators about local transportation issues. The group discussed challenges including safety, efficient access to grain elevators and weight limits. ISA uses the information to help the county prioritize infrastructure projects crucial to efficient movement of soybeans and other ag products.
- ISA District 8 Director Dale Asher joined other commodity association representatives and the U.S. Army Corps of Engineers to tour Lock and Dam No. 22 on the Upper Mississippi River near Hannibal, Mo. The dam is currently dewatered for repairs, so the group was able to walk in.
- ISA staff met with Illinois Department of Transportation (IDOT) representatives. The talks focused on current Public-Private Partnership (P3) projects at IDOT and potential opportunities to focus on rural infrastructure issues.

ISA Transportation Partners

<table>
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<tr>
<th>Local</th>
<th>farmers in central Illinois, elevators, township road commissioners</th>
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<tbody>
<tr>
<td>Regional</td>
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<tr>
<td>State</td>
<td>Illinois Department of Transportation, Illinois Chamber of Commerce Infrastructure Council</td>
</tr>
<tr>
<td>National</td>
<td>Soy Transportation Coalition, Ag Transportation Council, U.S. Army Corps of Engineers, rail companies, container companies</td>
</tr>
<tr>
<td>International</td>
<td>U.S. Soybean Export Council, grain and shipping companies</td>
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Source: Scott Sigman, ISA Transportation Lead

Checkoff Fact: New Resources Highlight Transportation Basics

Illinois’ extensive infrastructure system means soybeans and other ag products enjoy easy access to rail, roads, locks and dams. As systems age, room for complications on the trip from point A to point B exists. Checkoff-funded resources at www.ilsoy.org/transportation break these issues down by mode: water, roads and bridges, railway and containers, and include an animated video, PowerPoint presentation and infographic highlighting barriers to efficient soybean movement.
such as locks and dams.

- A delegation of ISA directors and staff promoted Illinois soybeans in Vietnam, Singapore and Indonesia on a checkoff-funded trade mission. Meetings with global shipping carriers, port authority management and soybean importers focused exclusively on transportation logistics and containerized shipping. While building relationships with these key executives overseas, the team discussed growing demand for containerized soybean shipments and explained how ISA works to improve efficiencies within the supply chain to better fulfill these requests.

“We have a goal to utilize 600 million bushels of Illinois soybeans annually by 2020,” says Paul Rasmussen, soybean farmer from Genoa, Ill., and ISA director. “If rural bridges are closed or posted for load limits, if county roads are crumbling, if locks and dams are not functioning at full capacity, what will happen when we need to move larger crops?”

This is the second in a three-part series examining ISA’s local to global partnerships. Part one focused on animal agriculture and part three will explore sustainability.

It’s no secret that soybeans are very sensitive to climate conditions. This is especially true in the pre-flowering and post-flowering stages, which cause inconsistent yields from year to year.

Utilize® has been proven to:
- Boost plant performance during the vital reproductive stage.
- Reduce climate impact on yield.
- Achieve more consistent yields.

Thanks to its low use rate and ease of application, Utilize® makes the process simple.

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- Boost plant performance during the vital reproductive stage.
- Reduce climate impact on yield.
- Achieve more consistent yields.

Always read and follow label directions.

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The Illinois Soybean Association (ISA) introduced this spring its newest resource for soybean production. ILSoyAdvisor.com was created for the Illinois soybean community so farmers, agronomists, researchers and other soybean experts can share experiences, advice and insights. “We are all in pursuit of higher yields, and this site is all about helping us get there,” says Don Guinnip, soybean farmer from Marshall, Ill., and ISA Production Committee chairman. “I encourage everyone involved in Illinois soybean production to join the online community.”

ILSoyAdvisor.com features management and production tips, the latest research, market information, weather forecasts and more. Read articles, post comments or ask questions. Share research and new ideas with others and learn about what’s happening across the state.

GREAT WAYS TO USE ILSOYADVISOR.COM:
1. Read management blog posts.
2. Register for the forum.
3. Check the weather and the markets.
4. Review research reports.
5. See what events are happening near you.

Join the Conversation Now

Registering for the forum is the first step in joining the conversation about Illinois soybeans. Follow these quick and easy steps:
1. Follow the link to the forum from the main navigation bar.
2. Click “register” in the upper left hand corner.
3. Check the box to indicate you have read and agreed to the forum rules.
4. Click the “register” button.
5. Complete the username and password sections.
6. Click the “complete registration” button at the bottom of the screen.
7. Now you are ready to comment on a post or start a new thread of discussion.
Use the Info on the Go

ILSoyAdvisor.com also comes in a mobile-friendly format, so you can access the site and have the information you are looking for available wherever and whenever you need it.

To add ILSoyAdvisor.com to the home screen of your iPhone:

1. Using your phone’s browser application (such as Firefox or Safari), go to ILSoyAdvisor.com. Click on the arrow on the bottom toolbar.

2. Select the “Add to Homescreen” icon.

3. When the screen says “Add to Home,” click the blue button in the upper right hand corner that says, “Add.”

To add ILSoyAdvisor.com to the home screen of your Android:

1. Using your phone’s browser application (such as Chrome), go to ILSoyAdvisor.com. Click on the “three lines” button on your phone to bring up the Chrome toolbar.

2. Select “Add to Home-screen.”

3. On the “Add to Homescreen” page, click “Add.”

Once you’ve completed the three steps on either phone, you will have ILSoyAdvisor.com on your homescreen, giving you soybean production information on the go.
If you define leadership as becoming the president or chairman of a group or association, one long-time Illinois agriculture leader believes that is not the case. Ag leadership is not a “one size fits all” proposition. In fact, David Erickson says there’s room at the table for all ages, skill and interest levels. He encourages farmers to get involved where they are most comfortable.

“Having membership in an organization and stepping into leadership roles should be about getting involved with something that interests you,” says the Altona, Ill., farmer. Erickson, a past president of the American Soybean Association (ASA) and Illinois Soybean Association (ISA), was elected vice president of Illinois Farm Bureau in 2013. “I believe members are the key to success, and farmers should get involved at the level where they want to be involved.”

Erickson’s interest in agricultural leadership was sparked at an early age. He was a 10-year 4-H member who participated at the local, county, state and national levels. He was active in FFA and served as Illinois FFA secretary-treasurer. At Western Illinois University, Erickson was involved with several ag clubs, his fraternity and Inter-Fraternity Council.

“I ran for the Land of Lincoln Soybean Association (now ISA) board my second year of full-time farming. I knew right away I wanted to continue to be involved in agriculture beyond my own farm,” he says. “I also have been active within my community, from church to the hospital and county boards to zoning. That has given me a different perspective on business.”

Erickson offers several tips to farmers on ways to get more involved:

**Try an activity or project of interest first.** Then, challenge yourself to do something outside your comfort zone. That will keep you on edge and improve your skills.

**Consider whether formal leadership development is for you.** Erickson says he did not participate in formal leadership development programs, but gained the knowledge he needed from the various organizations he joined. He encourages farmers to find what suits them. He also says while young leaders can develop into roles as they progress through their careers, starting at a young age is not the best route for everyone.

**Mentor those who share common interests with you.** If someone is new to a project where you have passion and experience, share it. Erickson says some of his best friendships evolved from activities with people he may not have otherwise met.

**Expand your involvement beyond agriculture.** When you work with people in various settings and from different perspectives, you tap into a broader range of knowledge than if you never leave the farm.

**Know when enough is enough.** You don’t have to say yes to everything you are asked to do. Erickson advises that is the best way to maintain good relationships at home. Don’t try to stay in one role forever, either. Change is good for groups and for you.

“Everybody is busy, so you have to determine what the right mix is for you and pursue it,” he says. “When you do, there is a tremendous amount of professional and personal reward.”

“Having membership in an organization and stepping into leadership roles should be about getting involved with something that interests you,” says David Erickson, former Illinois soybean leader and current Illinois Farm Bureau vice president.
THE WAY OUT OF THIS FIX IS TO START FIXING IT.

Closed roads. Crumbling locks and dams. Extensive detours. Outdated railroads. They’re all part of a deteriorating infrastructure that results in increased costs and lost productivity for Illinois farmers, processors and shippers, undermining our competitiveness in domestic and global soybean markets. And the problem will only get worse with added bushels in coming years.

Visit ilsoy.org/isa/transportation/ to learn more about how we can fix this fix we’re in.
While Illinois soybean farmers manage their crops for maximum yield and profits, soybean customers look deeper than the bushels. Customers focus on the soybean’s components that are important to their business – primarily protein and oil levels.

Just ask Dave Thompson, owner of Pearl Valley Eggs, Pearl Valley, Ill. His operation in northwestern Illinois currently produces more than 25 million dozen eggs per year. With that level of production, the farm uses an estimated 26 tons of soybean meal each week – or the meal from more than 1,000 bushels of soybeans. High protein levels are key to managing his business rations and costs.

“Getting the correct level of protein is very important to my chickens and it definitely has an effect on my costs,” explains Thompson. “If the soybean meal cost per unit of protein is too high, we look for other less costly ingredients.”

Thompson says in 1987, meal came with a 48 percent crude protein guarantee. Processors in his area now offer only a 46 percent guarantee. When protein levels are low, it increases his cost per unit of protein, and he is forced to look at other feed options to meet protein needs.

“Typically, we add a lot of distillers grains, bakery meal and even canola meal,” he says.

**Checkoff Fact:** ISA Study Tracks Components

ISA continues to try and match soybean customer needs with composition levels. Results from 2013, the second year of a three-year study to track protein and oil levels in Illinois soybeans, show protein levels from more than 500 soybean samples met the 35 percent target. Average oil content came in at 19.2 percent, just above the industry target of 19 percent. In 2012, these samples averaged 34.3 percent protein and 19 percent oil. The checkoff-funded work will continue at 2014 harvest. To learn more, visit ilsoy.org/composition.

Pearl Valley Eggs, Pearl Valley, Ill., produces more than 25 million dozen eggs per year. Pictured here are Ben Thompson (left), Dave Thompson (center) and Terry Thompson (right).
I will take action against herbicide-resistant weeds.
I will defend my crops with careful herbicide management.
And I will use multiple herbicide sites of action because every action counts.
I will take action before weeds outgrow control. I will apply the right herbicide at the right rate at the right time.
I will take action. This time, for all time.
Now is the time to take action against herbicide-resistant weeds. Visit www.TakeActionOnWeeds.com to learn how you can preserve herbicide technology.

Thompson and other livestock farmers represent a key role in the soybean value equation, as they comprise the majority of the domestic market for soybean meal. A United Soybean Board checkoff-funded study indicates that 98 percent of domestic meal goes to livestock feed.

Soybeans also offer value in their oil content. Soybeans with high oil content are valuable to producers of both industrial and edible products, as well as biofuel producers. After soybeans are dehulled, about 80 percent of processed crush product is meal and hulls. Most of the remaining 19 percent is oil, which finds its way into food and industrial products. Increasing demand for soybean oil will result in greater supplies of meal available for food rations.

“Data show protein and oil levels in U.S. soybeans are declining, which hurts our profitability and competitiveness,” says Bill Raben, soybean farmer from Ridgway, Ill., and ISA chairman.

“Farmers may not understand how closely composition levels are tied to the price they receive for their soybeans, but they actually get paid less for beans with lower protein and oil levels,” adds Sharon Bard, coordinator with Centrec Consulting Group, the firm that is conducting a multi-year soybean composition study funded by the Illinois soybean checkoff. “Soybeans with at least 35 percent protein and 19 percent oil content provide optimal value to buyers in today’s market.”

On average, results from the second year of a three-year study to find out how protein and oil levels in Illinois soybeans measure up to user demand show levels improved over 2012.
Power in Numbers is Value of Membership
By Bill Raben, ISA Chairman

In a recent Illinois Soybean Growers (ISG) survey of soybean farmers, we found the number one concern is regulation. We all clearly want the freedom to farm without government intervention.

ISG represents the interests of more than 45,000 soybean farmers in Illinois. Yet, ISG’s membership sits at less than 2,000. ISG lobbies on behalf of all farmers for favorable legislation at both the state and federal levels. The farm bill is a major, recent success of these efforts.

But imagine how much more we could accomplish if our legislators knew we were 10,000 or 20,000 strong? Legislators and their staff tell us they want to hear from farmers about issues. It’s time to raise your voice.

Joining ISG makes sense. When you combine the current $50 discount with valuable membership benefits, you actually are money ahead:

- $100 in biodiesel coupons to all one-year and three-year new and renewal members.
- A voucher from Novozymes BioAg, Inc., for the treatment of 100 units of soybean seed ($300 value) with Optimize or Tag Team LCO to all new and renewing three-year members.
- Achieve Links Reward Program from ASA
- Big discounts on Ford, Chrysler and GM vehicles
- Discounted Cabela’s gift cards
- Optional Soybean Weekly Update via email (must provide email address)
- Quarterly ISA Farmer Leader Newsletter
- Illinois Field & Bean Magazine delivered eight times per year

As your chairman, I urge you to join ISG today. Go to www.ilsoygrowers.org to complete a membership application and pay online. Let’s build power in numbers.

Illinois Farmer Completes Young Leader Training

Drew DeSutter, soybean farmer from Woodhull, Ill., and ISA Soy Ambassador, completed his American Soybean Association (ASA) DuPont Young Leader training in February. As part of the 30th anniversary class, DeSutter participated in leadership and marketing training, issues updates and discussion and was recognized at ASA’s annual awards banquet. For more information about the ASA DuPont Young Leader Program, visit www.soygrowers.com.

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  - Heads Up Plant Protectant
  - Stoller USA
  - The Andersons Inc.
  - URSA Farmers Co-op
  - WinField

**CALENDAR OF EVENTS**

- **Farm Journal/ISA Soybean College**
  - July 15
  - Heyworth, IL

- **ISA Anniversary Celebration**
  - July 31
  - Champaign, IL

For more information, visit www.ilsoy.org
Facts Prove It’s Time to Reconsider Biodiesel

TRUE: Biodiesel increases market demand for soybean oil while supporting soybean farmers and local communities. With its environmental and performance benefits, plus wide availability in Illinois, why isn’t everyone filling up with biodiesel? Illinois Field & Bean looked to current users to debunk myths that may prevent farmers from using the fuel that supports their crop.

“Even number two diesel fuel can gel at low temperatures. Filters should be cleaned and checked regularly no matter the fuel,” says Jeff Lynn, soybean farmer from Oakford, Ill., and ISA at-large director who has used biodiesel since the late 1990s.

■ MYTH: Biodiesel doesn’t work in cold weather.

FALSE: “Cold weather is a non-issue for biodiesel,” says Kevin Lockart, energy consultant with AgLand FS. Lockart explains biodiesel feedstocks such as soybean oil have a consistent cloud point -- or temperature at which liquid becomes solid -- making it easy for providers to formulate biodiesel with consistent quality.

“Technology continues to improve and I haven’t responded to any cold weather biodiesel issues in four years,” he says of his nearly 1,000 customers.

Jeff Lynn, soybean farmer from Oakford, Ill., and ISA at-large director, has used biodiesel since the late 1990s in pickups, semis, tractors and combines. “Even number two diesel fuel can gel at low temperatures. Filters should be cleaned and checked regularly no matter the fuel,” he says.

■ MYTH: Biodiesel requires special storage.

FALSE: Lockart estimates 95 percent of fuel-related issues he comes across with farmer customers are associated with basic tank maintenance. “These issues are easily preventable,” he says. “If a 30-year-old tank has never been fully depleted and cleaned, the old fuel, accumulation and oxidation will clog your engine filters.” Like petroleum, biodiesel should be stored in a clean, dry, dark environment. “In any industry, tanks need to be checked and cleaned regularly,” Lockart adds. For more management tips, visit www.ilsoy.org/biodiesel.

■ MYTH: Biodiesel fuel quality is inconsistent.

FALSE: National Renewable Energy Laboratory studies show the biodiesel industry meets national fuel quality standards. Biodiesel producers, marketers and laboratories certified under BQ-9000, the industry’s quality assurance program, consistently hit the quality mark. Facilities certified under the program represent more than 80 percent of the U.S. biodiesel market volume. “Although the program is voluntary, taking part in BQ-9000 is routine because not doing so hurts a providers’ credibility,” explains Lockart. For more information, visit www.bq-9000.org.

■ MYTH: Biodiesel-ready vehicles aren’t widely available.

FALSE: All major U.S. automakers and engine manufacturers accept the use of up to at least B5, and about 80 percent of those authorize the use of B20 blends, according to the National Biodiesel Board. Lynn is able to fuel up with biodiesel on and off the farm after recently purchasing a B20-ready Volkswagen Passat. “VW brought B20-ready vehicles to Illinois before other states because they recognize the demand and availability here,” he says.

Rebecca Richardson, ISA biodiesel consultant, says Illinois has always been a leader in supplying the market with biodiesel blends of 10 to 20 percent. “Car manufacturers are listening, and the number of vehicles available that support it is growing,” she says.

Checkoff Fact: ISA Provides Another Look at Biodiesel

Visit www.youtube.com/ilsoybean and watch “Get Pumped Up! On Biodiesel.” The two-minute, checkoff-funded animation tells biodiesel’s story in the U.S. and Illinois while sharing how the renewable fuel benefits farmers, diesel customers, the economy and environment.

The Illinois Council on Best Management Practices (CBMP) recently launched a three-year special nitrogen management program in the Lake Springfield watershed. The program encourages ag retailers and farmers to adopt a nitrogen management system in the watershed to minimize environmental impact, optimize harvest yield and maximize input utilization (MOM).

The purpose of the project is to partner with Springfield City Water Light & Power (CWLP) to help ensure they can deliver drinking water (finished product) five parts per million (ppm) below the U.S. Environmental Protection Agency drinking water standard of 10 ppm for nitrate-N, without the need for nitrate removal technology. Other vital partners include Sangamon County Soil and Water Conservation District and the Lincoln Land Community College ag program.

In March CBMP and the University of Illinois Department of Crop Sciences held a webinar to address some of these issues, including the fate of fall-applied N, use of inhibitors this spring, and how cool soils might affect soil N supply and plant uptake. Participants also learned about a program, newly funded by the Nutrient Research & Education Council (NREC), to conduct field-scale N rate trials in several dozen fields across Illinois in 2014.


IFCA, NREC Work on Illinois Nutrient Reduction Strategy

Illinois ag groups, including the Illinois Fertilizer and Chemical Association (IFCA), continue to work with the state on a Nutrient Reduction Strategy to submit to the U.S. EPA. Illinois agriculture will be accountable to reduce nitrogen and phosphorus to improve water quality for Illinois waters and waters that leave the state. The strategy document will list myriad practices that may reduce nutrient losses, such as cover crops on tile-drained acres, moving fall nitrogen applications to spring, utilizing bioreactors at the end of field tile lines and creating wetlands.

The Illinois Nutrient Research & Education Council (NREC) is funding substantial research in 2014 to determine what nitrogen management practices can reduce nitrate levels in field tiles. This includes the utilization of split nitrogen (fall and spring), stabilizers and determining the optimum nitrogen rate for a farmer’s field. The research will take place at several farm sites to quantify the amount farmers might reduce nutrient losses to the environment with a systems approach that makes practical sense and provides economic returns through increased yields.

Only peer-reviewed, published nutrient research can be incorporated into the Illinois Nutrient Reduction Strategy. NREC is the foundation of those research efforts, and helps make nutrient research a priority in Illinois for today and for the future. Visit www.illinoisnrec.org.
ISA and other commodity association representatives met with U.S. Army Corps of Engineers officials to tour Lock and Dam No. 22 on the Upper Mississippi River near Hannibal, Mo., this winter. The dam was dewatered for repairs, so the group was able to walk in and see firsthand the massive parts and pieces that help carry soybeans to market. They also experienced the frozen conditions surrounding the lock and dam that caused transportation delays.

The view into the chamber of the dewatered lock shows the scour on the concrete of barges having transited during the 75 years of the lock’s useful life. Engineered for 50 years, and rehabilitated to extend the operating life another 25 years, the lock is now practically at the end of its design life.

ISA Director Dale Asher (left) is 40 feet down from the dockwall on the floor of Lock 22’s chamber. He is listening to explanations of the dewatering and overall management for repair to critical components and general lock maintenance throughout the Mississippi Valley Division (MVD) of the U.S. Army Corps of Engineers, by commanding Brig. General Duke DeLuca.

At the Beardstown, Ill., dock and fleeting location of Logsdon Towing, deck barges have construction materials for sites on the Illinois River. Covered hopper barges, some of which are laden with grain cargo and others are empty, are readied for repositioning for their next load.

The new, more robust 150-ton lock mitre gate, which replaces a 60-ton mitre gate, is designed to withstand greater forces, as barges make their way up and down the Upper Mississippi River with soybeans and other cargo.

Photos submitted by Scott Sigman
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