ARE YOU READY FOR 2016?

CONSIDER COMPOSITION AT SEED SELECTION TIME

ASSESS DOUBLE-CROP OPTIONS FOR YOUR FARM
COVER STORY

It’s Time for 2016 Seed Selection

Weather challenges this year are not anticipated to have much impact on 2016 seed supplies. With harvest just around the corner, now is the time to start reviewing your seed needs and variety options for the next growing season. See what the major seed companies have to say.

YIELD, QUALITY, PROFITABILITY

Illinois Winds Down Strange Production Season

ISA Soy CCA (Certified Crop Adviser) Envoys encourage farmers to reflect on their production season and any experiences that may be useful for next year’s management toolbox. Read more about their observations from 2015 and ideas for 2016.

MANAGEMENT MATTERS MYTHBUSTER

Can You Consider Double-Crop Soybeans?

Double-crop soybeans have a solid history in southern Illinois. New research and seed varieties have the potential to push the practice farther north. Find out if double-cropping can work for you.

TRANSPORTATION

Farmer Surveys Confirm Time for Transportation Improvements

Infrastructure challenges affect farmer efficiency, profitability and global market share. Two surveys conducted by the Illinois Soybean Association earlier this year confirm it’s time to make improvements. See what farmers have to say about Illinois transportation infrastructure.

FREEDOM TO OPERATE

Farmers Put Face to Illinois Soybeans in Taiwan

An Illinois Soybean Association group visited Taiwan this summer to promote Illinois soybeans. Taiwan was Illinois’ second largest soybean export market last year. Get a glimpse of their experience through this photo essay.

I’M A LEADER

Lifelong Soybean Leader Dwain Ford

Many Illinois farmers have worked with Dwain Ford from Kinmundy, Ill., who passed away in August. Read about his leadership, and what other Illinois soybean leaders have to say about the mark he left on the industry.
Perspective

Soybean Quality is Bright Spot

It’s been a tough soybean growing season. The weather has not been conducive to plant development. Many Illinois farmers were forced to abandon acreage, replant acreage or plant acreage that will be harvested with a much-reduced yield.

My name is Daryl Cates. I am a soybean farmer from Columbia, Ill., and the new Illinois Soybean Association (ISA) chairman. I, and many other ISA directors, recognize these challenges. Many of us experienced them. As we start to look ahead to 2016 and seed selection, know that soybean checkoff-funded projects are targeted at finding ways to help you increase yield and profitability, and to grow and deliver the best possible soybeans to the marketplace.

Most Illinois soybeans are used to feed pigs, chickens and cows. Those customers buy soybeans for protein, amino acids and energy to help maximize production and profitability. Customers in food or industrial markets buy beans for other traits, such as oil quality.

One of the programs ISA created last year to address farmer and end user needs is the HY+Q (High Yield Plus Quality) program. It is designed to increase soybean value by promoting the development and selection of varieties with the highest yields and best composition available.

During the last year, we have been working with industry sectors, from seed to feed, to increase soybean value through the HY+Q program. The challenge is that farmers need yield to maximize income, while soybean customers desire the best composition to maximize value. HY+Q ensures everyone’s needs get met while showcasing our dedication to be the best at both.

All seed companies are invited to participate in HY+Q, partner with ISA to measure soybean composition and identify the best varieties. Sampling programs to measure composition have been completed for three years, with participation from elevators in nearly every county.

In the future, HY+Q will make it easier to work with seed companies to find top-performing varieties and it also will encourage seed companies to select for protein and other traits in their breeding programs, in addition to yield. Working with our favorite seed companies, we can deliver high-quality soybeans to the market. Read more about these plans in the pages ahead.

DARYL CATES
ISA Chairman

Checkoff FACT:

Soybean protein content nationally has been trending lower. Farmers don’t always ask for high-protein, high-yield varieties, so seed companies don’t focus on it in their breeding and marketing programs. This is a classic chicken-or-egg-first challenge that the soybean-checkoff funded HY+Q is working to overcome. For more information about HY+Q, visit www.hyqsoy.com.

ISA Pursues Higher Soybean Quality

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FOR ADVERTISING INFORMATION
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The American Seed Trade Association (ASTA) is working on a five-year strategy to ensure a better quality of life through development of better seed to produce better crops. Ensuring farmers have access to better seed begins with innovations in breeding and genetics. Whether you produce biotech soybeans, organic soybeans or conventional soybeans, you should have access to the latest and greatest products on the market.

Research allows companies to create diverse genetic traits that increase yields, prevent damage from soybean cyst nematode and protect against weather conditions. When seed companies invest in research and in superior products and mixes, farmers know better seed is coming.

Ensuring access to new seed products includes navigating government policies and regulations, because farmers should have options. That includes the option to choose from a diverse range of soybean varieties, as well as the option to choose whether you will grow soybeans using organic practices, conventional practices or new and emerging technologies.

We know we’re producing better crops, but are we sure they’ll get to those who need them most?

ASTA continues to encourage legislators and regulators to harmonize government policies to avoid creating trade barriers and disrupting markets. During our recent convention in Washington, D.C., more than 129 ASTA members “stormed the Hill.” We spoke with representatives and senators about high priorities such as trade agreements, conservation programs and uniform labeling. Subsequently we have seen GMO labeling legislation pass in the House of Representatives and move to the Senate to support a uniform, consistent labeling initiative similar to the USDA Organic System. The legislation would go a long way to assure access to better seeds and to keep food prices down so consumers enjoy better quality of life.

Better quality of life also is ensured through valuing our environment and soil resources. Soil and water conservation efforts continue, and cover crop use continues to expand. Government programs supporting the use of these beneficial practices also are expanding, as are yields and soil health. So why don’t we hear more about this outside our internal ag media channels?

One of the biggest hurdles we face in agriculture today is communication, especially in this age of social media. There is a projected growth of two billion more people by 2020, many of them in urban areas where they are disconnected from food, clothing and fuel sources.

By telling our stories, we can help consumers understand that much of what surrounds them every day originates from seeds; seeds that constantly improve their quality of life. ASTA recently initiated an aggressive communications strategy to engage consumers and to tell the great stories of agriculture to those who have the power to institute change.

I invite you to join us, help us tell the story — your story — of how you’re providing a better quality of life through better crops that start with better seeds. Email me your ideas and your stories at RisaDeMasi@GrasslandOregon.com.

Better Seed, Better Crops, Better Quality of Life

> BY RISA DEMASI

“The American Seed Trade Association (ASTA) is working on a five-year strategy to ensure a better quality of life through development of better seed to produce better crops. Ensuring farmers have access to better seed begins with innovations in breeding and genetics. Whether you produce biotech soybeans, organic soybeans or conventional soybeans, you should have access to the latest and greatest products on the market.

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Risa DeMasi is ASTA’s 2015-16 chairperson and the first female chair in ASTA’s 132-year history. She has worked in the seed industry for more than 25 years. In 2000, she co-founded a seed research company, Grassland Oregon, and became ASTA’s Lawn Seed Division chair. She will help host ASTA’s 2016 Annual Convention in Portland, Ore., next year.
Illinois soybean farmers have had a challenging 2015 season. Water was an albatross for the state’s crop much of the year. The good news is the weather’s impact on 2016 seed supplies is expected to be minimal, so it’s not too early to start evaluating needs.

“This was a year of extremes. Some areas of Illinois have had decent weather, but many others have not,” says Malin Westfall, Bayer CropScience U.S. soybean lead marketing manager. “Our seed production areas are fine, and we expect no reduction in seed availability.”

Such is the case for Monsanto, also. Mike Bachman, Asgrow product development manager, says Illinois weather conditions have been good enough to meet all anticipated seed supply needs for 2016, although some varieties may be in tighter supply than others.

“This year has been a unique season with the inundation of water. Farmers should review local data for seed product performance this season, but their production selection decisions should be based on multi-year yield performance and agronomic needs,” he says.

Brad Rademacher, DuPont Pioneer Heartland Business Unit technical product manager, says a high percentage of their soybean production acres were able to be planted as well, along with some additional acres, so they were prepared for the challenging growing season.

NEW SEED OFFERINGS

With adequate supplies, Illinois soybean farmers can anticipate a good selection of proven varieties, along with new offerings. Pending regulatory approvals, both Monsanto’s Asgrow and Dupont Pioneer expect to launch Roundup Ready 2 Xtend soybeans for the 2016 season.

“This will give growers an additional mode of action with dicamba tolerance to manage weeds,” says Rademacher. “We have several new glyphosate tolerant varieties as well.”

Bachman says Roundup Ready 2 Xtend varieties will cover several maturities that work well in Illinois, from early Group IIs through late Group IVs.

“Most of our seed volume for 2016 will be Roundup Ready 2 Yield varieties, but we are hopeful farmers will be able to plant Roundup Ready 2 Xtend varieties, also,” he says.

Bayer CropScience will have another option for trait weed control. Many Illinois farmers planted Credenz soybeans in 2015 as part of their first-year launch.

“Seed availability will be expanded for 2016. We have a wide range of Credenz Liberty Link varieties and also Roundup Ready 2 Yield varieties, so farmers can choose the trait or traits that will be best for their weed control needs,” says Westfall.

SEEK DISEASE PROTECTION

Westfall encourages farmers planting Credenz soybeans to select the genetics they want and pair them with ILeVO seed treatment to also get sudden death syndrome (SDS) protection and activity on soybean cyst nematode. This is the second season the seed treatment is available.

“Seed traits are designed to mitigate stress, but don’t lose sight of the variety’s genetic potential. You should still select for high yield, and then consider how to protect it,” says Westfall. “Consider your cost per bushel, not cost per acre to determine your economic return.”

Rademacher agrees farmers should continue to select the highest yielding varieties that also have good disease tolerance and protect the investment with a seed treatment.
“Maximizing yields gives farmers additional bushels to sell, and is the best way to cushion against lower commodity prices,” he says. Newer, high-performance varieties will have the highest yield potential and often a better trait package, adds Bachman. He encourages farmers to pencil out the cost of new genetics. “Review field trials in your area, and choose varieties with advantages for your farm,” he says.

Asgrow has soybean varieties new this year with defensive packages that include Phytophthora stacks with multiple resistance genes and also SDS-tolerant varieties. “Disease outbreaks have not been good for farmers or soybean production the last few years, but they have helped us search for the best resistance in varieties,” he says.

Rademacher advises farmers in central and southern Illinois to look for varieties with strong SDS tolerance and pay closest attention to white mold tolerance in northern Illinois. “Varieties should have at least above average tolerance to the common diseases in their geographic areas. A race horse variety might provide a lot of yield in a low-disease year. But over a period of years, growers will profit the most from planting varieties that combine both high yield potential and good disease tolerance,” he says.
NEW TRAITS IN THE PIPELINE

Illinois soybean farmers can expect varieties in the future with additional herbicide tolerant traits and composition traits. Bachman says Monsanto is focused on the conversion to Roundup Ready 2 Xtend for the next few years and additional herbicide tolerances down the road. For composition, Vistive Gold soybeans with low saturated fat and high oleic oil should be available.

Bayer CropScience will release Balance GT in 2017 and Balance GTLL in 2018, pending approvals. Balance GT has tolerance to both glyphosate and isoxaflutole, while Balance GTLL will be a triple stack that also includes tolerance to Liberty herbicide.

CONSIDER HIGH PROTEIN VARIETIES

When choosing soybean varieties to plant, consider the customers buying the end product. Livestock and poultry farmers are the top soybean meal consumers, and they value high protein feed ingredients that provide essential amino acids and energy for their animals.

Farmers and nutritionists look for the best feed to maximize animal production profitability and performance. Hans H. Stein, swine nutritionist at the University of Illinois, says soybean meal has several nutritional benefits for livestock, including a balanced amino acid profile.

“The amino acid concentration in soybean meal compares very well with what is required for swine,” he confirms. “Energy can come from many other ingredients, but more amino acids come from high-quality soybean meal than from any other plant-based ingredient.”

Low fiber concentration in soybean meal is another reason farmers prefer it versus other ingredients. According to Stein, fiber can impair digestion and nutrient absorption, preventing animals from absorbing as much of the amino acids as they might otherwise. Stein adds that many feed sources contain anti-nutritional components, but most of those components have been eliminated from soybean meal so nutritionists are more apt to choose it.

“Soybean meal is a very consistent product with little variability. Producers know what they are getting when they choose meal produced from high-quality soybeans,” says Stein.

ISA Promotes Value Beyond Yield

Three years of ISA-collected elevator, farmer and seed company data prove the soybean industry has a commitment to soybean yield and quality.

“Three years of protein and oil testing confirm U.S. farmers already do a great job. ISA is taking a refreshing approach to protein and oil improvement that focuses on that success and boosts soybean value from seed to feed,” says Daryl Cates, soybean farmer from Columbia, Ill., and ISA director. “Yield is a familiar topic, but quality doesn’t get enough time in the spotlight. We need to tell the whole story, because that boosts U.S. soy demand and supports higher prices.”

ISA created HY+Q, or High Yield plus Quality Program, earlier this year to help showcase composition success. The program plans include adding seed companies to the confidential 2014 list of 10 participants, recruiting more farmers to send in soybean samples for testing, loading HY+Q beans onto containers destined for global livestock markets, and then telling a story of HY+Q success throughout the value chain.

ISA currently is recruiting farmers throughout the state to help with the 2015 HY+Q rollout. Approximately 75 percent of farmers asked sent samples last year. See card included inside this issue.

“Every sample counts. With fierce competition from South America and global protein demand increasing, we sell ourselves short if soybean buyers don’t have the best information,” Cates says. “We don’t want to leave the door open to South America or synthetic protein to steal our business. The 2015 data will help show customers that U.S. soybean farmers care that the soybeans we grow are valued by our customers.”

Participating in HY+Q is as simple as requesting a postage-paid sample kit. Contact Pat Herron at Centrec Consulting at 217-352-1190 or pherron@centrec.com.

Illinois soybean farmers who participate will be among the first to receive a special HY+Q report with sample results. HY+Q farmers also will get personal and confidential test results so they can compare how their soybeans fit into the HY+Q story.

“We do a good job, and we want our customers to know,” says Cates. “Recognizing success is a great way to encourage farmers to improve and ensure our soybeans are valued and competitive.”
ILLINOIS WINDS DOWN STRANGE PRODUCTION SEASON

Soy CCA Envoys Share Observations about 2015 Production

With harvest on the horizon, farmers are thinking ahead to the 2016 growing season. But before 2015 draws to a close, ISA Soy CCA (Certified Crop Adviser) Envoys encourage farmers to reflect on the year and any experiences that may be useful for next year’s management toolbox.

EARLY PLANTING PROVIDES STRONG ADVANTAGE

“The season couldn’t have started out any better,” says Mike Wilson, District 9 Soy CCA Envoy based in southern Illinois. “We had good planting conditions and got our soybeans in on time. We actually had one of the best starts to a crop I have ever seen.”

While Wilson witnessed optimal conditions in southern Illinois, others faced an abnormally cold and wet spring. Some farmers were nervous about conditions and planted later than usual. But early planting paid off in western Illinois, says Lance Tarochione, District 3 Soy CCA Envoy.

“The earlier crops were planted in my area, the better they could tolerate the wet pattern we had for a large part of June and July,” he explains. Jeff Keifer, District 2 Soy CCA Envoy in northern Illinois, says the best-looking beans in his area were planted the first week of May.

EXCESSIVELY WET SEASON CREATES CHALLENGES

Soy CCA Envoys note heavy rains started in early June and continued through July, delivering a hard hit to soybean fields around the state.

“The wettest parts of my area had almost a year's worth of rain from early June through mid-July,” says Tarochione. “The dry spots had about twice the normal amount of rain, while the hardest hit area had more than four times the average.”

Heavy rains extended to southern Illinois. “There has been a lot of ponding and water-logged soils,” says Wilson. “High rainfall put a lot of stress on soybeans during critical growth stages. Root digs found two-thirds had inadequate node production simply because of waterlogged soil.”

In mid-July, farmers in southern and even central Illinois already had spotted sudden death syndrome (SDS) and pockets of white mold. “We normally wouldn't see either of these until weeks later in the season. But weather had stressed the beans so much that diseases were already exhibiting themselves,” Wilson says.

Keifer saw similar weather concerns in northern Illinois, adding it offered prime conditions for disease. “Wet weather and humidity together can create a breeding ground for disease. Farmers should protect what they have with fungicides to ensure better yield potential,” he says.

MANAGEMENT MATTERS EVEN IN TOUGH YEARS

While Illinois may not break any yield records like last season as a result of the unusual conditions, some management strategies could give soybeans the strong finish they need.

“With the right management, there will be some very good soybeans yields,” says Tarochione.

Keifer observes great variability among fields as harvest approaches. “We will probably have below-average yields due to some drowned out and unplanted beans, but there are a number of fields that look as good as they ever have,” he reports.

Despite the challenges of 2015, Wilson says farmers who reduced crop stress and took a proactive management approach throughout the season will see the best results.

“Anything farmers can do to reduce stress will more than pay them back on their investment. Years like this are tough, but you can show the big difference you can make by giving soybeans more attention,” he says. “We have so many tools today that can add four or five bushels without breaking the bank.” ■
TRUE or FALSE?
Can You Consider Double-Crop Soybeans?

Double-crop soybeans have a solid history in southern Illinois. New research and seed varieties have the potential to push the practice farther north. From doubling the time you have a crop in the soil, to improving on-farm profit potential, double-cropping may be a tool for more farmers.

**DOUBLE-CROP ROTATIONS ARE ONLY REALISTIC FOR FARMERS IN SOUTHERN ILLINOIS.**

**FALSE:** According to the Illinois Wheat Association, approximately 80 percent of the wheat grown in Illinois is grown in the southern third of the state. However, as seed companies continue to innovate and word spreads about the benefits of winter wheat, there are new possibilities for double-crop rotations to move farther north.

“We’re developing wheat varieties with up to seven days earlier maturity at harvest,” says Ken McClintock, regional manager with Limagrain Cereal Seeds. And they are not the only one. Companies including Growmark, AgriMAXX and Beck’s Hybrids are all working on wheat varieties that ease harvest and allow soybeans to be planted earlier.

**SOYBEANS PLANTED AFTER WHEAT OFFER THE PROFITS OF FULL-SEASON BEANS.**

**TRUE:** Gary Berg, ISA director and farmer from St. Elmo, Ill., has planted double-crop beans for years and says he sees the profits. “I grow wheat and soybeans because I can make money off of two crops instead of just one,” he says. “Wheat gives you a source of income in the summer, which you wouldn’t have if you only grew corn or soybeans.”

Studies show that, over time, double-crop rotations can increase soybean yields. A 15-year study in Monmouth, Ill., from 1998-2012 found that wheat/corn/soybean rotations increased soybean yields by nine bushels per acre. The long-term crop rotation and tillage trial was completed by the University of Illinois Northwestern Illinois Agricultural Research and Demonstration Center.

**DOUBLE-CROP ROTATIONS MAKE FOR LESS TIMELY PLANTING.**

**DEPENDS:** “Timing is critical for successful double-crop soybeans,” says Berg, who also served on the Illinois Wheat Association board. “But there are steps farmers can take to overcome that challenge. Make sure to choose a mid- to early variety and plant right after the wheat combine, if possible.”

McClintock adds that some of the farmers who benefit most from double-crop rotations are those with many acres who need a timely solution when it comes to planting. “If you farm above-average acres, you often can’t plant them as timely as you would hope,” he says. “Double-crop rotations spread out management and labor over four months, from April through July.”

**ADDING WHEAT TO A SOYBEAN ROTATION DOESN’T OFFER AGRONOMIC BENEFITS.**

**FALSE:** Not only can wheat-soybean rotations increase soybean yields, they also can reduce disease pressure. A study at the University of Wisconsin found that two years of winter wheat can increase total soybean yield and greatly decrease the incidence of white mold.

Berg adds that wheat also offers soil health benefits during the winter. “People don’t usually consider wheat a cover crop, but it is,” he says. “Having a wheat-soybean rotation means you’re growing a crop 12 months out of the year. That cover protects soil all fall, winter and spring, keeping soils from eroding and losing nutrients. Those changes make for healthier crops.”

**Wheat-soybean double-crop rotations are becoming a proven tool to boost on-farm yields and profits.**

ISA Develops Double-Crop Initiative

**ISA in early 2014 initiated a collaborative effort to explore and expand double-crop soybean production in the state. That discussion led to additional conversations and checkoff funding for a research project. As a result, farmers were able to pick up double-crop production tips at farm shows this summer, including the Farm Progress Show and ILSoyAdvisor.com Field Days. ISA continues to identify gaps in existing research to further determine the most efficient and effective double-crop practices. For more details, visit ilsoy.org/profitability/double-crops.”**

**Checkoff FACT:**
SOY TALK

Selecting soybean varieties for 2016

When selecting seed for 2016, you can do much of the work by paying attention during harvest.

To help you manage your soybean acres, Andy Robinson, Mycogen Seeds commercial agronomist for southern Illinois, recommends focusing on these five important factors:

1. **Consider performance across maturity groups.** Compare local and statewide yield performance of varieties from different companies, sourcing university Extension data where available.

2. **Understand soil types.** Analyze your soil textures during harvest this year, and work with your Mycogen agronomist to determine what adjustments you might need to make.

3. **Diversify your maturities.** This will help minimize weather-related risks and maximize your harvest window.

4. **Select appropriate varieties for your row width.** Whether drilling or planting in 15" or 30" rows, choosing the right variety for each system will help ensure easy harvest and high yields. To reduce weed pressures, favor a more upright plant in narrow rows and a bushier plant in wider rows.

5. **Address disease and insect pressures.** As witnessed this year, untreated plant disease pressures can hurt yield. It is essential to properly diagnose which diseases are impacting your yield. Then, focus on varieties with high ratings for disease tolerance against pressures such as sudden death syndrome, white mold and Phytophthora root rot.

“At Mycogen Seeds, our access to soybean germplasm allows us to develop top-performing and diverse soybean products that growers need for successful yield,” Robinson says.

Robinson urges farmers to work with their local Mycogen Seeds commercial agronomist to build a customized cropping plan that puts the right varieties on their acres next year. For more information, visit Mycogen.com/Agronomy.

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Mycogen SEEDS

Variety | Relative Maturity
--- | ---
5B264R2 | 2.6
5N293R2 | 2.9
5N354R2 | 3.5
5N374R2 | 3.7
5N405R2 | 4.0

New Mycogen® brand soybean varieties

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**By the Numbers**

48%

Total proportion of phosphorus lost to the Mississippi River by ag non-point sources.

82%

Total proportion of total nitrogen lost to the Mississippi River by ag non-point sources.

25% **BY 2025**

Goal: Amount Illinois will reduce its phosphorus load through Nutrient Loss Reduction Strategy (NLRS) best management practices for wastewater treatment plants and urban and agriculture runoff.

12

Number of states in the Mississippi River basin that have pledged to develop strategies to reduce nutrient loads leaving their borders.

5 YR. Running Average

How NLRS progress will be measured.

Source: Illinois Nutrient Loss Reduction Strategy

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Source: Illinois Nutrient Loss Reduction Strategy
YOU WERE MEANT FOR THIS.

When all the planting, feeding and protecting grow into more than just your yield. More than a job well done — it’s a realization. That this is what you were meant to do. We’re with you. It’s what Mycogen Seeds is all about. A shared passion for the life of your land. For the life that you love.

Visit Acres of Possibility.com to maximize the potential of your corn and soybeans.
Farmer Surveys Confirm Time for Transportation Improvements

Farmers may adjust to having to make detours to avoid issues with road weight limits, bridge closures or other transportation roadblocks. But two surveys conducted by the Illinois Soybean Association (ISA) earlier this year confirm it’s time to make improvements. Infrastructure challenges affect farmer efficiency, profitability and global market share.

The first survey was conducted in January 2015 with Illinois soybean farmers and Grain and Feed Association of Illinois (GFAI) elevator members. The second was completed in February 2015 as an online survey funded by ISA to Illinois soybean farmers.

Illinois Roads are in Rough Shape

- 87% of farmer respondents say poorly maintained roads have some or significant impact on their farm. (February survey)
- 51% say their farm would benefit if the current legal limit of 80,000 lbs. gross vehicle weight rating was increased to 97,000 lbs. (January survey)
- 31% say their truck drivers expressed concern regarding specific safety issues on county or other nearby transportation systems. (January survey)

Road Closures Cause Concerns

- 65% say bridge and road closures have some or significant impact on their farm. (February survey)
- 43% say inadequate infrastructure reduces usable truck route availability. (January survey)
- Only one-third are aware of infrastructure improvements that could improve transport. (January survey)

Fix Rather Than Replace

- 88% of respondents would prefer prioritization of infrastructure projects be focused on existing infrastructure facilities rather than building new ones. (January survey)

Checkoff FACT:

Survey results help ISA understand what issues are important to soybean farmers. The results also help educate community and business leaders who can address transportation challenges that overcome obstacles and improve Illinois soybean competitiveness.
WHY NOT?

Farmer/Trucker Finds Multiple Benefits with Biodiesel

Ask Tom Bauman, co-owner and operating manager of R&N Trucking LLC, why he uses biodiesel blends in the company’s 16-truck fleet and his response is, “Why not?” Bauman also is a farmer, and says the benefits of biodiesel on his farm are just as positive as they are for truckers.

“Biodiesel is a good product that is regulated with good standards, so I am not sure why all farmers wouldn’t use their own product,” says Bauman. “I run it all year long in all my farm equipment and vehicles and in the trucking business. The emissions are better than with diesel, Illinois offers a tax incentive and no engine modifications are needed. It’s an easy switch.”

Bauman has been in the trucking industry for more than 20 years. R&N Trucking was established to transport crops to local processors, but over time branched out to include rock, gravel, sand, dry cement and fertilizer transportation. The R&N Trucking fleet travels more than one million miles per year, using 250,000 gallons of B20 annually.

“R&N Trucking is committed to the sustainability and health of farming and supporting the local ag economy,” says Bauman, who raises corn, soybeans and pumpkins near Princeville, Ill.

“It is important for companies to make choices like these to lower their input costs and show their customers they value air quality,” says Rebecca Richardson, Illinois Soybean Association (ISA) biodiesel lead. “Tom is a benchmark for environmental stewardship. He has not only been a biodiesel supporter, he has implemented numerous other sustainability practices on his farm, including conservation tillage and geothermal power operation for his machine shed.”

Bauman encourages other farmers to try B20, noting the fuel has come a long way in terms of consistent performance, especially during winter, since it was introduced.

“The one piece of advice I offer is that farmers should have their fuel supplier come out and clean their tanks to get rid of any junk settled in there. That will assure that when the biodiesel is in the tank, you are working with a clean, high-quality product,” he says.

SUSTAINABILITY AT A GLANCE

R&N Trucking’s fleet has reduced its emissions with B20 use. The American Lung Association in Illinois, which has partnered with ISA in creating the B20 Club to recognize B20 users, estimates the business has cut emissions as follows:

- **Particulate Matter**: 222 lbs. annually
- **Hydrocarbons**: 186 lbs. annually
- **Carbon Monoxide**: 654 lbs. annually
- **Carbon Dioxide**: 27.8 tons annually (55,600 pounds)
- **Or equivalent to**: 2,838 less gallons of gas annually
- **Planting**: 647 trees annually

“The emissions are better than with diesel, Illinois offers a tax incentive and no engine modifications are needed. It’s an easy switch,” says Tom Bauman, R&N Trucking LLC.

**B20 Club Promotes Cleaner Air from Biodiesel**

The B20 Club, with funding from the Illinois soybean checkoff, recognizes Illinois-based fleets running on blends of B20 or greater and B20 producers and distributors. The club launched during the National Biodiesel Conference in January 2015 in Fort Worth, Texas. Ten inaugural B20 Club members were introduced, including R&N Trucking, and currently are promoting clean air in their communities and supporting Illinois soybean farmers by running on America’s first advanced biofuel. Learn more at www.ilsoy.org/biodiesel/b20club.
New Harbor Opens More Soy Transport Options

The opportunity will soon exist to load soybeans into shipping containers, put the containers on river barges and send them down the Illinois and Mississippi rivers to the Port of New Orleans. From there soybeans could be moved across oceans and perhaps through the Panama Canal, and to the populations and consumers around the world.

A new harbor at America’s Central Port just across from St. Louis on the Illinois side of the Mississippi River is slated to open this fall. The port’s amenities could make it a hub for containerized commodity shipments, and make the vision above a reality.

“We think this will have a big impact on consumer goods and agricultural commodity movement up and down the Mississippi River, especially container-on-barge (COB) shipments,” confirms Dennis Wilmsmeyer, executive director of America’s Central Port. “We are adding new railway loops, an area for container storage and infrastructure for loading and unloading ag commodities onto containers so that we can support container shipments once that becomes available.”

America’s Central Port has proven that COB shipments are feasible. A logistics exercise, which included shipping a barge loaded with empty containers from Paducah, Ky., to the Granite City, Ill., port was a recent success. “We’ve demonstrated and shown through different scenarios that shipping containers on barges is definitely achievable,” says Wilmsmeyer.

The Illinois Soybean Association (ISA) and some of its contractors have helped facilitate and garner support for the new port project. “The new port facilities are designed anticipating future development around the M-55 portion of the marine highway system on the Illinois and Mississippi Rivers, and increasing containerization opportunities being identified on inland rivers,” says Scott Sigman, ISA transportation and export infrastructure lead. “We see the new port as a platform for a hub in a major metro market like St. Louis that will be advantageous for container shipments.”

Wilmsmeyer credits ISA with playing an integral role in making the project a reality. “We really have benefited from ISA taking a leadership position in the development of containerized shipping,” he says. “We don’t have the resources to push this project on a daily basis. ISA has been incredibly diligent in identifying potential challenges and scenarios associated with COB delivery and resolving those issues as they come up.”

The new harbor at America’s Central Port will benefit Illinois soybean farmers especially. “Any time elements of transportation are improved, it benefits us,” says David Droste, ISA director who farms near Nashville, Ill., not far from St. Louis. “If we can make it more efficient for fertilizer and other commodities to come in, that helps our farm input costs. And if we can make it easier for commodities to be exported, especially if that means creating new export opportunities like containerization, that has a positive impact as well.”

The new harbor dock is set to open this fall, and would be the most northern ice-free, lock-free port terminal on the Mississippi River.

“We think this will have a big impact on consumer goods and agricultural commodity movement up and down the Mississippi River, especially container-on-barge (COB) shipments.”

DENNIS WILMSMEYER, executive director of America’s Central Port

Soybean Farmers Drive Transport Innovation

ISA has been a driving force in establishing a container-on-barge infrastructure to transport soybeans and soy products. By working with industry stakeholders to develop commercially competitive and sustainable infrastructure improvements, like the new harbor at America’s Central Port, ISA is working to establish a model for consistent and reliable container shipments via the Illinois and Mississippi rivers. Visit www.ilsoy.org/transportation for more details.

Checkoff FACT:
Farmers Put Face to Illinois Soybeans in Taiwan

Taiwan was Illinois’ second largest soybean export market last year after China, with exports valued at $282 million, according to Informa Economics.

To promote Illinois soybeans, two ISA directors, John Longley of Aledo, Ill.; and Lynn Rohrscheib of Fairmount, Ill.; along with ISA Communications Director Amy Roady, visited Taiwan’s top soybean importers and soyfoods processors this summer. They were joined by U.S. Soybean Export Council representatives to also investigate consumer trends, including sustainability and non-GMO/GMO soybean marketing opportunities.

An employee at Ming-Trust Tofu Company in Taipei made tofu during the visit. The company imports soybeans from the U.S. and sells a trusted, high-quality product at higher prices than its competitors. ISA reps learned about soyfoods marketing and consumers’ preferences.

Soymilk and egg-based pancakes are sold at a soymilk store in Taiwan. The soymilk was made from the same non-GMO variety that ISA director Lynn Rohrscheib grows on her family farm.

During a visit to Central Union Oil Company (CUOC) in Taichung, ISA representatives promoted the sustainability, quality and reliability of Illinois soybeans. CUOC is the second-largest soybean importer in Taiwan and processes soybeans at its portside location.

A representative of TTET Union Corporation talked about soybean oil and other products from Illinois and U.S. soybeans that his company processes in Tainan City. Company officials said they were excited to meet Illinois soybean farmers because they try to source their soybeans from Illinois due to their price and quality.

ISA learned about tofu processing and marketing from Chung Hwa Food Industrial Company, a tofu and soymilk maker in Kaohsiung City. The company said they get soybeans from Illinois. Due to consumer demand, the company is making more non-GMO soybean products.

Many types and brands of tofu are sold in Taiwan grocery stores and markets, including this one at Taipei 101. Tofu and soymilk are staples of the Taiwanese diet with an annual soybean demand estimated at 10.3 million bushels.

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You’re invited to connect with DTN/The Progressive Farmer editors and authoritative speakers.

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Don’t miss Cargill Chairman Greg Page on how agribusiness leaders are building resilience to climate change. Learn what new technologies will make weather forecasting more accurate from Schneider Electric’s top meteorologist Jim Block. Prepare for potential changes in the future of crop insurance from U.S. Senate Agriculture Committee adviser Keith Coble.

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ISA Elects New Executive Committee, Adds Directors

The Illinois Soybean Association (ISA) elected a new executive committee and seated new directors at its July 31 meeting. Daryl Cates was elected the 2015-16 chairman. Cates, a farmer from Columbia, is on his second board term. He previously was assistant treasurer-secretary.

Other executive committee members include: Lynn Rohrscheib, Fairmount, as vice chairman; Stan Born, Dunlap, as treasurer; Doug Schroeder, Mahomet, as secretary; Jered Hooker, Clinton, as assistant secretary-treasurer; John Longley, Aledo, as Production Committee chair; and John Hagenbuch, Utica, as Marketing Committee chair.

Newly seated board members include William Awe, St. Charles; Sherri Kannmacher, Martinsville and Tom Kentner, Danville. Re-elected board members include Jered Hooker, Clinton; Doug Schroeder, Mahomet; Timothy Scates, Carmi; and David Droste, Nashville, Ill.

Illinois Beef Association Chooses New President

Mike Martz, a cattleman from DeKalb, Ill., was elected this summer to lead the Illinois Beef Association (IBA). Martz will be the first president under the reestablished beef checkoff, which passed earlier this year. He and his wife, Lynn, have participated in Illinois Farm Families.

"The 50-cent per head checkoff will allow us to have promotions and programs that we can’t even dream about today. It will allow us to promote Illinois beef,” says Martz.

Joni Bucher, Marietta, was elected as vice president. Bucher is past chair of the IBA checkoff division. She grew up on a purebred Angus cattle farm, where she is a fourth generation farmer.

USSEC Introduces Sustainability Infographic for Customers

The U.S. Soybean Export Council (USSEC) has launched a sustainability infographic available on the website, USSOY.org. USSOY.org works to share the story of U.S. farmers with international buyers who are interested in how their crops were raised. The infographic shows sustainability practices U.S. soybean farmers use, including conservation tillage, water management, nutrient management, pest management and buffer practices.

Soy Aquaculture Alliance Names New Director

The Soy Aquaculture Alliance (SAA) named Bridget Owen its new executive director last month. She previously worked at Novus International and for the National Soybean Research Laboratory at the University of Illinois, where she managed the American Soybean Association’s Global Aquaculture Program.

Calendar of Events

- **Women in Agribusiness Summit**
  > Sept. 28 • Minneapolis, MN

- **Oilseed & Grain Trade Summit**
  > Sept. 30 • Minneapolis, MN

- **DTN Progressive Farmer Ag Summit**
  > Dec. 7 • Chicago, IL

- **ISA Board Meeting**
  > Dec. 14 • Chicago, IL

For more information, visit www.ilsoy.org.
Voice for Soy Users Take Action

"One person can make a difference, and everyone should try."

– John F. Kennedy

Illinois Soybean Growers (ISG) recently surveyed more than 1,000 registered users of Voice for Soy about why, how and how often they use the online legislative action center. And users are active. One-third of survey respondents said they visit www.VoiceforSoy.org once a week.

According to respondents, the most valuable Voice for Soy web pages are “Key Issues” and “Take Action.” ISG keeps the Key Issues pages updated with the latest news and information that is most relevant to Illinois soybean farmers.

The story behind the Take Action page is similar. Before ISG encourages any Voice for Soy user to take action on an issue, guidance is solicited from farmer board members to make sure the organization advocates only on issues that matter most to Illinois soybean farmers.

That’s why ISG board members decided to launch Voice for Soy three years ago: To make sure the voices of Illinois soybean farmers are heard in Washington, D.C., and Springfield. There are other legislative action centers online, but only www.VoiceforSoy.org is specifically geared to tackling issues important to the state’s soybean growers.

Voice for Soy survey respondents said the top three reasons they’ve taken action on an issue are:
- The topic affects my business
- The result would benefit agriculture
- I care about the topic

ISG’s advocacy work — coupled with Illinois being the top soybean-producing state in the nation for the second year running — is garnering attention. Retaining the top spot confirms Illinois has become a nationwide leader in soybean production, and complements ISG’s ongoing efforts to build demand, support soybean growers and give farmers a voice in legislative affairs.

Trade groups, legislators and regulators increasingly turn to ISG board members and staff for input, advice and counsel on a wide range of issues that impact agriculture. ISG will continue working to ensure soybean farmers’ voices are heard in Illinois and in the nation’s capitol. If you haven’t registered at www.VoiceforSoy.org, add your voice to the chorus.
Most people in the soybean industry worked at some point with Dwain Ford from Kinmundy, Ill., who passed away Aug. 10, 2015. He began volunteering with local groups early on, and throughout his career worked his way to leadership with two national boards. When you ask today's ISA directors, they say Ford was the perfect example of lifelong leadership and its impact on an industry and its people.

Ford raised soybeans, corn and wheat for more than 41 years. He co-owned the family farm and M&D Seed Company with his wife, Melba. Ford began his agricultural career after obtaining a bachelor's degree in business administration/economics with a concentration in finance from McKendree University. He later earned a master's degree in agriculture with a concentration in international trade and marketing from Southern Illinois University Carbondale. He returned to the family farm in 1973 to focus on the soybean industry.

He became vice president for Marion County Farm Bureau before joining the ISA board, then called the Land of Lincoln Soybean Association. He served from 1991-2000, and was chairman from 1997-1998. He was president of the American Soybean Association (ASA) from 2002-2003. In his time as ASA president he directed major efforts for the 2002 farm bill to increase demand for U.S. soybeans both domestically and internationally.

He was appointed by the Secretary of Agriculture to serve on the Agricultural Policy Advisory Committee, where he worked closely on World Trade Organization issues, creating a legal playing field around the world for U.S. soy.

In December 2014, he was elected secretary of the United Soybean Board (USB), having served on that board for more than six years. He also served as aquaculture chairman and on the marketing and strategic management committees. ■

Ford had a lasting impression on those Illinois leaders who worked with him.

“Dwain was a true gentleman and always had soybean farmer interests first in his heart. His knowledge and experience gave him great insight into issues and projects important to soybean farmers. He was a fantastic advocate for soybeans.”

Ron Moore, ISA Chairman 2009-2011

“You can tell Dwain was a good leader by looking at his resume. But it is the little things he has done that aren’t shown on his resume that distinguished him as a great leader. He had a passion for the soybean industry and the interest and concerns of his fellow soybean producers. When I was elected to the board, Dwain was the first to call and congratulate me and took it upon himself to mentor me, with no recognition for himself. I’ve always thought that was a real indication of his character and his leadership style.”

Bill Raben, ISA Chairman 2013-2015

“Dwain’s knowledge of the soybean industry and his years of experience made him an influential leader and valuable resource for me and for the Illinois Soybean Association. His positive relationships with people in Illinois, the U.S. and around the world helped to shape the success of today’s soybeans industry.”

Bill Wykes, ISA Chairman 2012-2013
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