Expo ‘17 sets attendance record

Nearly 300 soybean enthusiasts – the largest crowd in 36 years – gathered Jan. 11 in Topeka for Kansas Soybean Expo 2017. The Kansas Soybean Association (KSA) organized the annual event, with checkoff funding from the Kansas Soybean Commission (KSC), to coincide with the Topeka Farm Show at the Kansas Expocentre.

“We were really excited to have so many farmers and friends of the industry join us in Topeka,” said KSA Secretary Teresa Brandenburg, Osborne, who chaired the Expo planning committee. “It was a great day to network and advance the Association’s and Commission’s commitments to producer education.”

KSA President Raylen Phelon, Melvern, and KSC Chairman Kurt Maurath, Oakley, welcomed the attendees. The opening session featured updates from checkoff-partner organizations. The presenters were Jay O’Neil, senior agricultural economist at Kansas State University’s IGP Institute, and Mike Steenhoek, executive director of the Soy Transportation Coalition.

Participants then heard two K-State Research and Extension updates. William Schapaugh, Ph.D., soybean breeder and professor of agronomy, offered “Integrating Germplasm Evaluation, High-throughput Phenotyping and Breeding to Improve Soybean.” Dallas Peterson, Ph.D., weed-science specialist and professor of agronomy, led “The Ongoing Battle With Weeds.”

Clay Patton, Colby, a farm broadcaster for Kansas Farm and Ranch Radio, was the master of ceremonies at the luncheon. The featured speaker was Tracy Streeter, director of the Kansas Water Office. He discussed how Kansas is taking a regional approach to implementing its Water Vision and noted the Ogallala Aquifer will be 70 percent depleted in 50 years if users do not make changes.

To open the awards and recognitions, Andy Winsor, Grantville, and Matthew Atkinson, Columbus, who represented Kansas in 2015 and 2016, respectively, in the DuPont Young Leader Program introduced and congratulated Brett Neibling, Highland, and Blair Geiger, Denton, as 2017 Young Leaders. KSA First Vice President Lucas Heinen, Everest, presented a plaque to Phelon, the outgoing president.

The Friend of Soy award went to Kelly Lenz, Topeka, farm director for WIBW Radio and the Kansas Agriculture Network (KAN). In 1983, he started the Ag Issues program on WIBW Radio, one of the first agricultural talk shows in the nation, and the popular WIBW Farm Profit seminars. Under his leadership, the station also has presented annual programs at the Kansas State Fair, including debates for gubernatorial and senatorial candidates.

He currently heads up nearly 2½ hours of ag programming on WIBW Radio each day and 16 broadcasts per day on KAN. He also does a 2½-minute ag news and market report for WIBW-TV 13 in Topeka each day.

Next, Phelon presided over the KSA Annual Meeting. Kevin Scott, a member of the American Soybean Association’s governing committee from Valley Springs, South Dakota, outlined the national organization’s policy successes in 2016 and priorities for 2017. Dwight Meyer, Hiawatha, who chairs the policy committee, presented KSA’s guiding resolutions for 2017, which the voting members present accepted.

Phelon congratulated and thanked Marvin Wahl, Oswego, and James Zwonitzer, Horton, for being KSA’s top member recruiters. He then recognized...
less than a month after being elected Kansas Soybean Association (KSA) president, I found myself standing before the state House transportation committee in Topeka. My goal was to explain what it takes to get my grain to market. In conveying our Association’s support for allowing six-axle, 90,000-pound semitractor-trailers to operate on Kansas roads, I mentioned how it seems automobile drivers just don’t have a healthy respect for trucks and tend to make poor decisions in an effort to get around us.

My presentation might have been more effective if I hadn’t been sporting a fat lip at the hearing. You see, just that morning, I was spreading fertilizer. With the auto-steer engaged, I was checking e-mail on my smartphone when my tractor hit a washout in the field. The resulting jolt caused me to bite my lip.

There’s surely a lesson there. Maybe it relates to trying to do too much at once. These days, we consider multitasking among the most desirable of skills. On the other hand, we sometimes fail to give certain topics as much attention as they deserve, surrendering too much control to someone else in the end.

Policymaking is like that. It’s nice that we can activate the auto-steer of our KSA memberships and let staff monitor the directions things are heading in the Statehouse and on Capitol Hill while we go about our farm tasks. Still, there will be times that we have to take the wheel for ourselves and get personally involved in the process.

While you might not get recruited to testify before a state or federal committee, always be prepared to call or e-mail your elected officials to tell them how a proposal is likely to affect your farm.

Our lawmakers, both state and federal, like to hear real-world examples from their farmer-constituents. We are fortunate that they consider our input among the most relevant information to them. With the support of your dues dollars or corporate partnerships, KSA helps facilitate that communication.

So don’t be like those drivers I alluded to in my testimony. In your haste to get where you’re going, keep a healthy respect for the work our Association does. Make the wise decision to pay your dues, recruit a new member or corporate partner, answer the next call to action, and give proper attention to the things that will affect how you are able to produce and market your soybeans. Trying to get around that could have dire consequences.

### Expo ’17

Terry Reschke, Hiawatha, the outgoing KSA chairman, who is retiring from the Board of Directors after 15 years.

The Board elections resulted in Brice Bunck, Topeka, as the new District 2 director; Gail Kueser, Garnett, returning as District 3 director; and Meyer returning as a director-at-large.

Without a candidate for District 6, the Board will fill that vacancy at a future meeting. After adjournment, the KSA directors met and elected their officer team for the coming year.

Shoup, who coordinates the Kansas Soybean Yield and Value Contests, then announced the district and overall winners. (See page 7.)

The afternoon’s customary Planning for the Future session featured “Bold Talk for a 1-eyed Fat Man” by Darrell Holaday from Advanced Market Concepts in Wamego. He discussed managing the economic shifts in U.S. and world production agriculture by outlining capital flows, global efficiencies, how demand-led markets turn into supply-led markets, currency issues and the competitiveness of U.S. agriculture from a cost standpoint.

Expo photos and presentations are available via http://kansasSoybeans.org/expo on the web.

### 2017 Executive Committee

- **President**: Lucas Heinen
- **1st Vice President**: Dwight Meyer
- **2nd Vice President**: Teresa Brandenburg
- **Secretary**: Doug Shoup
- **Treasurer**: Gary Robbins
- **Chairman**: Raylen Phelon, Melvern

### Staff
- **Chief Executive Officer**: Kenlon Johannes
- **Director of Field Services**: Dennis Hupe
- **Director of Communications**: Brad Parker
- **Director of Operations**: Adam O’Trimble
- **Program Manager**: Jancey Hall
- **Accounting Assistant**: Dawn Bradley
- **Administrative Assistant**: Mary Lou Dillman

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www.KansasSoybeans.org | info@kansassoybeans.org

**2017 Board of Directors**

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<td>Andy Winsor, Granville</td>
<td>Dwight Meyer, Hiawatha</td>
<td>Teresa Brandenburg, Osborne</td>
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**Atchison County** | Scott Gigstad, Everest
**Brown County** | Greg Strube, Horton
**Cherokee County** | Roger Draeger, Galena
**Doniphan County** | Josh Falk, Robinson
**Labette County** | Marvin Wahl, Oswego
**K-State Research & Extension** | Doug Shoup, Ph.D., Parsons
**K-State Agronomy** | Gary Pierzynski, Ph.D., Manhattan
**Kansas Soybean Processors** | Jerry Murphy, Emporia
**Kansas Soybean Commission** | Kurt Maurath, Oakley
**American Soybean Association** | Charles Atkinson, Great Bend
**DuPont Young Leaders** | Matthew Atkinson, Columbus

**2017 Young Leaders.** American Soybean Association President Ron Moore (left) from Illinois and Kevin Diehl (right), DuPont Pioneer’s director of regulatory strategy and industry affairs, congratulate Brett Neibling, Highland, in the left photo and Brandon and Blair Geiger, Denton, in the right photo. The three Kansans were members of the 33rd class to complete the DuPont Young Leader Program. It wrapped up Feb. 28–March 3 at the annual Commodity Classic convention and trade show in San Antonio, Texas, with leadership and communication training, issues updates and discussions, and a recognition ceremony during the ASA awards banquet.
Corporate partners and advertisers are extremely important to the overall effort of the Kansas Soybean Association. They provide the Association with financial support and are links to the allied industries that provide soybean farmers with inputs and capital to manage our enterprises. KSA also relies on corporate partners to keep us up-to-date with the latest breakthroughs in production technologies, and we all work together to create and implement environmental and trade policies that benefit the soybean industry.

Thank you,
corporate partners
Update on the Roundup Ready Xtend Crop System

Monsanto is excited that, for the first time, farmers will have access to XtendiMax™ herbicide with VaporGrip™ Technology for in-crop use with dicamba-tolerant Roundup Ready 2 Xtend® soybeans. XtendiMax with VaporGrip Technology significantly minimizes dicamba’s volatility potential after spraying and is an integral part of the Roundup Ready® Xtend Crop System. It is an ideal dicamba option to help manage glyphosate-resistant and tough-to-control weeds.

In February, we posted a list of approved nozzles and tank-mix products, including herbicides and adjuvants, for XtendiMax with VaporGrip Technology. Only after tank-mix products and nozzles are listed on established tank-mix websites are they considered approved and lawful to use or recommend as stated on product labels. As customers finalize decisions for the upcoming growing season, we prioritized the initial list of tank-mix products for early-season application. We anticipate posting additional approved herbicides and adjuvants in the coming weeks. All approved tank-mix products and nozzles are listed at http://XtendiMaxApplicationRequirements.com on the web.

Heinen shares farm-bill roadmap at hearing

At a U.S. Senate agriculture-committee hearing Feb. 23 in Manhattan, the Kansas and American soybean associations outlined their initial approach to the upcoming farm-bill negotiations.

Lucas Heinen, Everest, president of the Kansas Soybean Association (KSA), testified the state of the farm economy is the most compelling reason for a robust risk-management framework in the farm bill. Citing falling soybean prices and the reduced cost of the 2014 farm bill, he noted KSA and the American Soybean Association will push to fund farm programs at adequate levels to address their needs, even if that means increased funding.

“I understand that the conventional view in Washington is that the cost of farm programs and other parts of the farm bill will need to be reduced again,” he said. “This is not acceptable to producers.”

Heinen emphasized four areas: stronger crop insurance, an improved Agriculture Risk Coverage option, support for current conservation and research programs, and energy policies focused on biodiesel and biobased products.

With an Environmental Protection Agency-approved label in hand, Monsanto and the industry have been building upon ongoing education efforts specifically about the approved-label application requirements. Since November, we have focused on reaching out to farmers, applicators, dealers, retailers and other key stakeholders. Our teams are utilizing in-person, online and phone conferences to educate them about the Roundup Ready Xtend Crop System and specifically the label and proper use of XtendiMax with VaporGrip Technology. They will continue training throughout the season to ensure success with the new, valuable technology.

In addition, we have employed about 130 field-engagement specialists to support the herbicide’s launch. Although not a substitute for the product label or any state and local recommendations, additional educational materials and videos can be found at http://RoundupReadyXtend.com on the web.

We are confident that, by combining applicator education, EPA-mandated-label application requirements and the benefits of new VaporGrip Technology, farmers will have positive experiences with XtendiMax in 2017.

Directors meet in January

Here are highlights from the Kansas Soybean Association (KSA) Board of Directors meetings convened Jan. 10–11 in Topeka.

- Filled a vacancy on the Board by appointing Andy Winsor, Grantville, as the first director-at-large.
- Updated the policy resolutions to submit to the voting members at the Annual Meeting.
- Authorized staff to develop policy suggestions for the American Soybean Association based on the updated state policies.
- Elected officers for 2017. (See the masthead on page 2.)
- The Board scheduled its next meeting for March 24 in Topeka. Those highlights will be in the summer issue of Straight Rows. The July 15 meeting will be in the Atchison or Hiawatha area. Association members can contact any director or Kenlon Johannes in the office to suggest agenda items.
Agriculture seeks increased truck weights

The Kansas Soybean Association (KSA) has been engaged in a legislative effort to increase the maximum gross weight for commercial vehicles on non-interstate roads in Kansas from 85,500 pounds on five axles to 90,000 pounds on six axles. There are several reasons the organization supports the measure, including the following.

- Because of the increased weight limit, there will be less truck-traffic density due to fewer trips. The additional axle also results in shorter braking distances.
- There will be no added stress on roads because the weight is spread over more axles.
- The main economic effect comes from making Kansas compatible and competitive with neighboring states.

HB 2095 was written after collaboration and careful vetting among many parties. KSA and the Soy Transportation Coalition were proponents before the state House transportation committee Feb. 2. Their testimonies are posted at http://KansasSoybeans.org/policy on the web.

The committee passed the bill with a technical amendment Feb. 16, and it passed the full House on a 77–48 vote Feb. 23.

The bill then moved to the state Senate transportation committee, which conducted hearings March 14–15. A week later, the committee amended then passed it to allow agricultural hauling with a special permit. Ag products are to be defined broadly and shall include raw or processed ag commodities, farm products, ag inputs, biofuels, and meat intended for further processing.

The limitation to agriculture was the only amendment to the bill. The original fee of an additional $200 for the special permit, over and above the registration fee needed to go to 85,500 pounds on five axles, was retained. An expected amendment to increase that to $500 was not offered. Neither was a rumored amendment to limit the ag hauling to only a few months of the year.

Notable opposition came from the railroads, but they said they would support the amended bill on the Senate floor if the ag proponents asked House conferees to concur with the amendment in conference committee. The ag groups agreed, and the full Senate passed the bill on a 39–1 vote March 30.

“A lot of really tenacious, professional effort has gone into the success of HB 2095,” said Gary Reser, who contracts with KSA as a legislative consultant and lobbyist.

At a couple of points, KSA asked its members for help in talking with legislators to show the industry’s support for HB 2095. If you want to ensure you receive such Action Alerts, confirm the Association has your e-mail address on file by sending a message to info@kansassoybeans.org or calling 877-KS-SOYBEAN (877-577-6923).

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Kansas Soybean Association (KSA) leaders were in Washington, D.C., March 21–22 for the American Soybean Association Board of Directors meeting. While there, they climbed Capitol Hill to share the industry’s legislative and regulatory priorities with their congressional delegation.

**2018 farm bill.** Strengthen the farm safety net to offset the significant reductions in farm prices and income since 2013. Oppose reducing premium subsidies or imposing means testing under the crop-insurance program. Keep the farm and nutrition titles intact. Reauthorize Agriculture Risk Coverage (ARC) and Price Loss Coverage (PLC), giving farmers the choice to sign up for either program on a crop-by-crop and farm-by-farm basis. Give farmers options to maintain current crop-acreage bases, re-allocate bases to reflect more recent plantings or update bases to include all acres planted to program crops. Continue to base ARC and PLC payments on recent historical crop production on base acres rather than current-year planting. Fully fund the Agriculture and Food Research Initiative, other agricultural research programs, and conservation programs. Double funding for Foreign Market Development and the Market Access Program. Fund the Bioenergy Program for Advanced Biofuels, Biobased Market Program and Biodiesel Education Program.

**Trade.** Ensure continued positive trade with China and North American Free Trade Agreement partners. Enhance trade relations with Asia-Pacific countries through bilateral or multilateral agreements. Remove barriers to trade with Cuba. Improve the timeliness and predictability of China’s and the European Union’s regulatory approvals for new biotechnology traits. Develop low-level-presence policies that facilitate trade and innovation in biotech products. Support a central role for the Agriculture Department and U.S. agriculture in developing and implementing international development programs.

**Taxes.** Ensure tax reform reflects the unique nature of farm enterprises – including cash accounting and full, immediate expensing of capital investments. Repeal the estate tax or increase exemption levels indexed for inflation. Maintain the Internal Revenue Code Section 1031 provision for like-kind exchanges. Extend and restructure the biodiesel tax credit.

**Environment.** Abolish the “Waters of the U.S.” proposal. Improve pollinator habitat, while opposing efforts to ban neonicotinoid crop-protection products.

**Biodiesel.** Extend the biodiesel tax incentive in 2017 and shift it from a blender to a producer credit. Seek optimal levels of annual Renewable Fuel Standard (RFS) volumes for biomass-based diesel and advanced biofuels and appropriate enforcement of RFS and World Trade Organization requirements for imported biodiesel.

**Transportation, infrastructure.** Ensure ag-industry priorities – such as upgrades to locks, dams, ports and harbors – are included in any large-scale infrastructure-funding initiatives. Increase funds for programs and projects supporting and upgrading infrastructure for inland waterways, ports and harbor maintenance.

**Budget.** Protect funding for crop insurance, export-market development, food aid, ag research, conservation practices, and the Inland Waterways and Harbor Maintenance trust funds.

**Aquaculture.** Support an environmentally sound and economically sustainable Gulf of Mexico Fishery Management Plan.

Another 96-bushel entry tops yield contest

Wisely selected varieties, a favorable growing season and the best farming practices helped Kansas farmers produce high-yielding, valuable soybeans in 2016.

“The annual Kansas Soybean Yield and Value Contests recognize outstanding Kansas farmers and provide fun incentives for them to improve,” said Doug Shoup, Ph.D., Parsons, K-State Research and Extension Southeast Area agronomist, completing his third year as the contests coordinator. “They also allow the Kansas Soybean Association, with checkoff funding from the Kansas Soybean Commission, to share what participants learned to benefit all Kansas soybean farmers.”

The yield contest included 52 entries, down two from 2015. The 30 winners in 11 categories had verified yields averaging 81.01 bushels per acre, compared to the reported state average of 48 bushels per acre in 2016. The contest winners' average increased by 6.6 bushels per acre, while the state average increased 10 bushels per acre from 2015.

The value contest had 22 entries, four fewer than in the previous year. For their protein and oil contents, the top three entries averaged $77.6¢ (8 percent) in increased value over the $9.68 base cash price. In 2015, that average was $61¢ (7.1 percent) above an $8.66 cash price.

Ernest Schlatter, Lebanon, topped the dryland division with a no-till entry that made 95.95 bushels per acre. Calvin Yoder, Hutchinson, led the irrigated division with a conventional-tillage entry of 93.79 bushels per acre. Henry Farms, Robinson, won the value contest with 80.3¢ per bushel of increased value (8.3 percent over the cash price).

The Kansas Soybean Association presented the state and district winners with plaques or certificates and monetary prizes from the Kansas Soybean Commission at the Kansas Soybean Expo, Jan. 11 in Topeka. The highest dryland and irrigated yields in the state each received a $1,000 award. In each district, first place won $300, second earned $200, and third received $100. The No-till on the Plains organization supplied additional prizes for the no-till categories.

Complete results and award photos are available via http://KansasSoybeans.org/contests on the web.

TURNING YOUR DOLLARS INTO FUTURE DEMAND

THE KANSAS SOYBEAN COMMISSION is an organization of active soybean farmers that works to grow the soy industry in our state – and nationwide. As soybean farmers, we’re focused on farmers’ priorities and make checkoff decisions that help to grow farmers’ bottom lines.

www.KansasSoybeans.org
877-KS-SOYBEAN

BREEDING, CROPPING AND ENVIRONMENTAL PROGRAMS
Researching efficient cropping systems and management practices that have minimal effect on the environment helps soybean farmers to meet consumers’ needs.

SOY CONSUMPTION
Increasing the utilization of soy in livestock feed and finding innovative uses for soy in human nutrition ensure future success.

NEW USES
Helping to develop and commercialize new industrial uses for soy means more demand for farmers’ soybeans.

FARMER OUTREACH
Providing up-to-date information about soybean pricing, crop disappearance, market share, crop-insurance options, yield protection, farm-program considerations and marketing options helps farmers to make smart decisions.

INTERNATIONAL MARKETS
Expanding international customers’ use of soy in markets like China, Mexico and Japan has the potential to create record-level demand for your crop.
Calendar of events

April 5–6  Center for Food Integrity meeting, Orlando, Florida
April 5–7  Great Bend Farm & Ranch Expo, Great Bend
April 6  Global Manufacturing Summit, Pittsburg
April 7  Sumner County Ag Day, Oxford
April 10–11  Kansas Grain & Feed Association annual meeting, Wichita
April 11–13  #FarmFoodTour 2.0, Saint Louis, Missouri
April 20  Parsons Kids Day, Parsons
April 26–27  Kansas Nutrition Council annual conference, Overland Park
April 27  Kansas Academy of Nutrition & Dietetics restaurant crawl, Overland Park
April 28  Jefferson West Kids Day, Meriden
May 3–4  Animal Agriculture Alliance Stakeholders Summit, Kansas City, Missouri
May 10  Riley County Kids Day, Manhattan
May 24–26  U.S. Meat Export Federation directors’ meeting, Arlington, Virginia
May 30  Topeka Family & Consumer Sciences Group meeting, Topeka
May 31–June 2  Kansas FFA Convention, Manhattan
June 12–15  USA Poultry & Egg Export Council annual meeting, Cancun, Mexico
June 12–15  U.S. Soybean Export Council aquaculture-investment workshop, Panama City, Panama
June 19–21  National Biodiesel Board meeting, Washington, D.C.
June 20–23  National Agriculture in the Classroom Conference, Kansas City, Missouri
Aug. 24  Governor’s Summit on Agricultural Growth, Manhattan
Sept. 10–15  World Soybean Research Conference, Savannah, Georgia

See more at http://KansasSoybeans.org/events