



SOY NOTES

for Kansas soybean farmers

News from the Kansas Soybean Commission – the soybean checkoff | Fall 2018

Export council works to maintain access to China

Now, more than ever, China is on U.S. soybean farmers' minds. While tariffs are of concern to everyone, the U.S. soybean industry continues to work on maintaining access to that important market. It has a lengthy track record of actively investing in programs that support China's food security and safety.

The U.S. Soybean Export Council (USSEC) is the industry's international marketing arm, building a preference for U.S. soybeans and soybean products through a global network of international offices and strong support stateside.

"USSEC wants soybean farmers to know that it and others in the industry are working on their behalf to build demand and expand



Members of a Chinese trade delegation look over a soybean plant during USSEC's Global Trade Exchange. They visited a Kansas City-area farm Aug. 28. (REUTERS/Dave Kaup photo)

market access for U.S. soy products in China," said John Wray, Ottawa, who represents the Kansas Soybean Commission on the council.

Market access to China long has been a focus for USSEC. That includes both proactive and reactive engagement, managing relation-

ships and crises and ensuring markets are open. In September 2017, U.S. farmer-leaders visited China to take part in a gala celebrating 35 years of partnership.

Tariffs are not the only market-access issue on which the U.S. soybean industry has worked. Biotechnology approvals and foreign material (FM) are other concerns in China.

Late last year, the U.S. Department of Agriculture cooperated with China's inspection and quarantine administration on an FM agreement. It went into effect Jan. 1 and was the result of Chinese demands about certain quality aspects, particularly weed-seed content.

China agreed to a systems

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Contests allow Kansas farmers to compete on yield, value

As fall harvest ramps up, farmers should think about the annual Kansas Soybean Yield and Value Contests. Entries must be postmarked no later than Dec. 1.

Kansas State University (K-State) Extension personnel or a designee must witness the harvest. A designee may be anyone not involved with the farm enterprise. For example, a family member or input supplier may not serve as the witness.



Verify the combine's grain hopper is empty before harvest begins.

(United Soybean Board photo)

Pertaining to harvest, some of the contest rules' highlights include the following.

- ❖ An entry shall consist of one field of at least five contiguous acres. Farm Service Agency measurements will serve to verify a field's size if entered in its entirety. If not,

the harvest witness must take measurements with a measuring wheel, GPS device or smartphone app. If using an electronic method, a color printout must accompany the entry.

- ❖ Contestants should notify their Extension county offices of when harvest is to begin as early as possible.
- ❖ The harvest witness must inspect the combine's grain hopper and verify it is empty before harvest begins.
- ❖ Only official elevator-scale tickets shall verify the soybeans' weight. While a minimum of 5 acres must be checked, the entire field's weight may be taken.

Thanks to the Kansas Soybean Commission (KSC), the highest dryland and irrigated yields in the contest each will receive a \$1,000 award. In each district, first place will win \$300, second will earn \$200, and third will receive \$100. A winner could earn an additional \$1,000 for achieving or surpassing 100 bushels per acre.

The No-till on the Plains organization will supply additional prizes in the no-till categories.

Managed by the Kansas Soybean Association (KSA), the contests are free to all Kansas farmers. There is a limit of one entry per field. One person may enter multiple categories – conventional or no-till, dryland or irrigated.

Farmers may enter the value contest, which evaluates protein and oil contents, without entering the yield contest and *vice versa*.

The complete rules are available at <http://KansasSoybeans.org/contests> on the web, from the Kansas Soybean office (877-KS-SOYBEAN, 877-577-6923 or info@kansassoybeans.org) and in K-State Extension offices across the state.

Doug Shoup, Ph.D., Scranton, a former K-State crops specialist, coordinates the project for the KSA Board of Directors.

"This is an incentive for farmers to maximize soybean yield and protein and oil contents and an opportunity to share the production practices that achieve those high levels of yield and value," he said.

Winners will receive their plaques, certificates and monetary awards during the Kansas Soybean Expo, January 9, 2019, in Topeka. 🌱

Biodiesel production contributes to Big 12 recycling championship

For the fourth time in the last five years, Kansas State University (K-State) won the annual Big 12 RecycleMania competition. The Big 12 recycling champions ranked 35th in the nation this year with a recycling rate of 45.32 percent and 486,286 total pounds.

K-State began its recycling program in 1989. Over the years, it has had several homes. Ironically, the former Wind Erosion Research Laboratory was damaged by a tornado, and that building became the current K-State Recycling Center soon afterward.

Through various grants and donations, the recycling program has grown immensely. Outdoor recycling bins are located all over campus, with thousands of desk-side bins indoors.

K-State's green movement does not stop there. Used cooking oils also are recycled and reused in the form of biodiesel. With funds from the Kansas Soybean Commission (KSC), the Wildcats established a biodiesel-conversion laboratory to back its Biodiesel Initiative (<http://j.mp/ksu-biodiesel>). KSC also provided a pickup to transport used cooking oil from the dining halls and K-State Student Union to the lab.



During the eight-week competition, K-Staters recycled 486,000 pounds of paper, plastics, aluminum, tin, food compost and cooking oil.

Once there, student workers test the oil's quality. Next, french fries and other solids are filtered from the oil. The quality-checked, filtered oil then is poured into a reactor and converted to pure biodiesel (B100). To fuel campus vehicles and equipment, the B100 is blended with petrodiesel to produce B20. K-State has reduced the amount of fuel it must purchase, thanks to its on-campus biodiesel production.

K-State is not the only Kansas school working with biodiesel. The University of Kansas, North Central Kansas Technical College and Seward County Community College do, too. Together, the four schools make up the Kansas Biodiesel Consortium.

While still an informal network, the consortium already has influenced the biodiesel industry. In January, it hosted its first daylong workshop to explain biodiesel-production basics, biodiesel's properties and how to implement biodiesel in fleets. Activities like that help to spread the word about renewable fuels and their effects on agriculture. *By Noah Scrimsher, one of the Commission's summer 2018 interns*

FY '20 funding decisions to be made in December

The Kansas Soybean Commission (KSC) is requesting research and education proposals for its fiscal year 2020, which begins July 1, 2019. Proposals are due Oct. 15, and an individual may be listed as the principal investigator or educator on only one. The commissioners will review ideas for breeding, production and environmental programs; animal- and human-nutrition or food-safety studies; commercially significant, value-added projects that will use large quantities of soybeans; and domestic or international marketing and transportation programs.

More information about KSC's priorities, complete instructions and application forms are available

at <http://KsSoy.org/forms> on the web or by calling the Kansas Soybean office at 877-KS-SOYBEAN (877-577-6923). Proposers who gain preliminary approval from the commissioners will make formal presentations Nov. 29–Dec. 1 in Topeka or via teleconferencing.

The three-day funding meeting will begin at 8 a.m. each day. The commissioners also will discuss current projects, market-development activities, educational programs and administrative items. To obtain a complete agenda or to suggest additional topics for deliberation, contact KSC Administrator Kenlon Johannes at johannes@kansassoybeans.org or at the office. 🌱



K-State's Gretchen Sassenrath presents a funding request to the commissioners. {KSC photo}

Weekly radio program adjusts schedule, expands online presence

Kansas soybean farmers face important issues in the field and the market. Listen to the *Kansas Soybean Update*, brought to you by the Kansas Soybean Commission, to keep up with the latest in soybean programs, news from the field, and interviews with soybean experts and industry leaders. The weekly, three-minute program helps soybean farmers make informed decisions and learn where their checkoff dollars are going.

In July, a couple of radio stations moved the *Update* to new time slots. You now can catch the program, hosted by Kansas farm broadcaster Greg Akagi, on the following schedule.

❖ KFEG-AM 680, Saint Joseph, Missouri, Monday at 12:20 p.m.

❖ KKOW-AM 860, Pittsburg, Tuesday and Friday at 5:30 a.m.

❖ WIBW-AM 580, Topeka, Wednesday at 6:40 a.m.

❖ KBUF-AM 1030, Garden City, Wednesday at 8:52 a.m.

❖ KXXX-AM 790, Colby, Wednesday at 10:20 a.m.

❖ K-State Radio Network, Thursday at 10:40 a.m. (during *Agriculture Today*)

❖ KRVN-AM 880, Lexington, Nebraska, Thursday at 1:43 p.m.

❖ KFRM-AM 550, Clay Center, Friday at 1:30 p.m.

Or hear it first on the Kansas Soybean smartphone app, available from <http://KsSoy.org/app> on the web. It appears shortly after that on its own webpage (<http://KansasSoybeans.org/radio>).

In addition, the *Ag A.M. in Kansas* TV show incorporates the *Update* into its "Farm Factor" program every Tuesday. Watch on these stations.

❖ KSNF-TV 16, Joplin, Missouri, at 5:10 a.m.

❖ KTMJ-TV 43, Topeka, at 5:10 and 6:10 a.m.

❖ KSCW-TV 33, Wichita, at 6:10 a.m.

❖ Cox Communications Channel 22 (Yurview Kansas), at 11:40 a.m.

The *Update* has moved into podcasting, too. Castbox, Google Play Music, iTunes, SoundCloud, Stitcher and TuneIn all carry the program. If you use the Amazon Alexa cloud-based voice service, enable the AnyPod skill on your Alexa-supporting device, then say "Alexa, ask AnyPod to play the *Kansas Soybean Update*." 🌱

WISHH partners prefer U.S. soy after IGP training

West African poultry producers saw the value of U.S. soy as a result of the World Initiative for Soy in Human Health's (WISHH's) sending them to Kansas State University (K-State) to participate in an IGP Institute feed-manufacturing short course in June.

Through the U.S. Department of Agriculture (USDA)-funded AMPLIFIES Ghana project, WISHH is improving Ghana's poultry-feed production capacity and increasing efficiency in poultry value chains. K-State has a contract with WISHH to provide feed-milling and grain-handling consultations to the Ghanaian feed and poultry industries.

WISHH, therefore, selected representatives of two Ghanaian poultry enterprises that have their own feed mills and currently are growing a combined total of nearly 15,000 layers and broilers. Together, they have the capacity to raise 22,000 birds per year.

"If you want quality product or quality soybeans, you do not talk about the price, you talk about the

quality," one of the participants said after the Kansas training. "Because of this course, I know, if I depend mainly on American soybeans because of the high-quality protein, it will help my poultry farm grow."

WISHH Executive Director Jim Hershey said the IGP Institute has excellent courses to help educate prospective customers about the advantages of using U.S. soybean meal or whole soybeans.

"One of our next steps is to further work with Seaboard to be an intermediate supplier that can offer the specific volumes needed by local buyers to increase access and availability of U.S. products," he explained.

AMPLIFIES connects trade and development programs, revitalizing Ghana's poultry industry while supporting ongoing chicken and feed-ingredient free trade with Ghana. That enables competition and increased export opportunity for U.S. products.

WISHH's success in securing AMPLIFIES and other government funding has allowed it to leverage

soybean-checkoff resources from the Kansas Soybean Commission and other state soybean boards by more than 6-to-1 over the last five years.

A program of the American Soybean Association, WISHH is the U.S. soybean industry's "trailblazer for trade." It focuses technical transfer and behavior-change efforts on weak links in agricultural value chains, delivering growth to local economies and improved nutrition to people and animals. 🌱

Above: Ghanaian poultry-feed millers Isaac Essiaw and Adu Douglas participate in a feed-manufacturing short course at K-State's IGP Institute. WISHH selected them for the training to help solidify their preference for high-quality U.S. soy. (IGP Institute photo)



Former commissioner-at-large Jerry Jeschke, Robinson, congratulates Laci Strickland of the Labette County FFA Chapter on her state oil-crop production proficiency award, which the Commission sponsors. (Kansas FFA photo)

Strickland has gone from riding in the tractor and combine to learning how to operate the machinery herself. She first helped out by cleaning facilities and equipment, then she helped move equipment between fields, and now she is gaining knowledge in various aspects of the enterprise.

Her knowledge of modern technology has been a true asset to Strickland Family Farms, and she has mastered the autosteer system. One of her most important jobs is driving the tractor during harvest so they can dump on the go.



Export council works

approach involving the entire U.S. soybean supply chain from farmer to exporter. The new policy will identify all soybean shipments that contain more than 1 percent FM. USSEC believes that will improve the quality of U.S. soybean exports over time and is optimistic the agreement will help the United States maintain its reputation as a reliable, responsive supplier.

Biotechnology is a matter in which the U.S. soybean industry has been engaged for some time. In 2017, a peer-reviewed white paper, "The Potential Economic Impacts of Delayed Biotech Innovation in Soybeans," detailed the benefits of biotech-enhanced crops for countries that accept them.

It also documented the economic effects of delays in regulatory approval, showing that a three-year postponement in global approval of soybean traits anytime in the next 10 years would cost farmers and consum-

ers nearly \$19 billion, compared with typical approval timelines.

USSEC has introduced a three-prong approach to help ease those issues.

- ❖ Engage the Chinese industry to talk with its government about potential supply problems if the biotech-approval process does not move expeditiously.
- ❖ Build consumer confidence and combat misleading media reports about biotechnology through programs like U.S. Farm Moms to China, which helps create a dialogue about food and families.
- ❖ Work through the International Soybean Growers Alliance of like-minded countries to oppose market restrictions, excessive tariffs and scientifically unsound trade barriers. 🌱 *Adapted from an article that originally appeared in the Missouri Soybean Farmer magazine's June edition*



Soy Notes is a service of the Kansas Soybean Commission – the soybean checkoff.



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Trip important as trade with Mexico faces challenges, opportunities

Mishek Inc. and Associates – an international marketing consultancy – conducted a trade mission and orientation in Mexico for farmer-leaders as part of a Latin America project with the Kansas Soybean Commission and other state soybean boards. The trip to the northwestern states of Sonora and Sinaloa took place July 8–13.

In partnership with Ag Processing Inc. (AGP), the project builds relationships and grows the market for U.S. soybeans and soy products in Mexico.

The trip was a chance for farmers

to meet customers, see their facilities and accomplishments, and gain a better understanding of Mexico's market potential. KSC Treasurer Bob Haselwood, Berryton, was in the group.

With both challenges and opportunities ahead for trade with Mexico, it was important to increase the project partners' efforts to get better acquainted and strengthen relationships. 🌱

Above: Bob Haselwood (left) tours a shrimp-feed mill in Los Mochis, Mexico. While there, he crossed paths with a gentleman who visited his farm last year. (Courtesy photo)



USB's new CEO visits Topeka

United Soybean Board (USB) CEO Polly Ruhland (front) visited the Kansas Soybean office May 9. On her way home to Saint Louis, Missouri, she tweeted: "Meeting staff and learning about @KsSoybean programs today in Topeka. What a fantastic #USsoy family we have! Proud of our QSSB partners."

Ruhland took the reigns at USB Nov. 1, 2017.

Soybeans feed the poultry that feed Colombia

Colombia hosted its fourth Annual Cocina Viva chef competition this summer. The Kansas Soybean Commission (KSC), USA Poultry and Egg Export Council (USAPEEC), and USA Rice again were the main sponsors.

The event's goals are to increase U.S. poultry offerings throughout Colombia and to educate hotel, restaurant and foodservice chefs about the flavor, price and quality of U.S. turkey, duck and chicken.

Thanks to funding from KSC, the competition has gained recognition and credibility. Hundreds of

chefs have been exposed to it and have become ambassadors for U.S. poultry products. They continue to include U.S. poultry on their menus, which can have a multiplier effect.

Building demand for poultry benefits the soybean industry because, as U.S. poultry exports increase, poultry production increases, requiring more soybean meal for feed.

Ten chefs competed each day of the three-day "Living Kitchen" competition. The first and second competitions were July 23–24 in Bogota. The last 10 chefs competed July 25 in Barranquilla.

Workshops inform future mechanics

Diesel mechanics and automotive technicians are key players in the acceptance of biodiesel, and the Kansas Soybean Commission (KSC) has known that for some time.

During the 2017–2018 school year, MEG Corp. Fuel Consulting conducted workshops for diesel-mechanics students at six technical colleges in Kansas. They received in-depth training about the history of diesel, refinery process, physical characteristics of diesel, the history of biodiesel, biodiesel-production process, common feedstocks, benefits of biodiesel, quality standards, biodiesel blends, biodiesel and original equipment manufacturers (OEMs), and troubleshooting common filter-plugging issues.

As part of its support for biodiesel, KSC has been sponsoring biodiesel education at the state's technical schools for several years. Slightly more than half of all U.S. biodiesel is made from soybean oil. Studies have shown that biodiesel has increased the price of soybeans by at least 63¢ per bushel.

The program was a response to repeated reports of diesel technicians' blaming biodiesel for problems customers were experiencing with their vehicles. Mechanics have a lot of influence with their customers.

"It was troubling when we would hear that farmers were being told not to use biodiesel by their local mechanics," said Hoon Ge, founder of MEG Corp.

After the training, students have a better understanding of diesel and biodiesel, which will help them accurately diagnose filter-plugging issues, recommend proper handling and uses, and provide correct information to co-workers and customers.

Mac Loucks, head instructor of diesel technology at Salina Area Technical College, said MEG Corp. has found a unique way to connect with students.

"Hoon's explanation of biodiesel is current, relevant and aligns perfectly with our curriculum," he said.

Diesel technicians are in high demand nationwide. Among the six diesel-mechanics programs, 169 students heard about diesel and biodiesel.

MEG Corp. also visited three collegiate automotive-technician programs to present fuels seminars to another 142 students. Because diesel-vehicle numbers are growing each year, the program included a segment about diesel and biodiesel for them, too.

Instructors count on the regular visits to their classrooms and have made the workshops part of their curricula.

When it comes to any fuel question, Dan Hyman, an instructor at North Central Kansas Technical College, said MEG Corp. has the answer and supporting data or can find the answer.

"Our students have benefited greatly with the knowledge Hoon has instilled in them," he said. 🌱



A competitor presents his chicken-and-rice dish to the jury. (USAPEEC photo)