WINTER 2021

SoybeaNebraska

A Publication of the Nebraska Soybean Association and the Nebraska Soybean Board

BRIDGING THE DIVIDE

Educating and communicating near and far, the Nebraska Soybean Board worked to adapt in a challenging year.
Learn more on pages 12–21.

Nebraska Soybean Association
4435 O Street, Suite 210
Lincoln, NE 68510

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OUR SOY CHECKOFF™

unitedsoybean.org

HELPING YOU DELIVER ON DEMAND

Whether it's improving soybean meal to outperform the competition or promoting the sustainability of U.S. soy, the soy checkoff has been working behind the scenes to help farmers satisfy their customers' needs. We're looking inside the bean, beyond the bushel and around the world to keep preference for U.S. soy strong. And for U.S. soybean farmers like you, the impact is invaluable.

See more ways the soy checkoff is maximizing profit opportunities for farmers at **unitedsoybean.org**

SoybeaNebraska

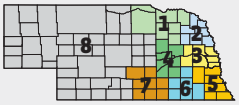
The Nebraska Soybean Association (NSA) and the Nebraska Soybean Board (NSB) are proud to share the FY21 Winter edition of this publication with you—members of our shared community.

Here's How It's Been Growing

NEBRASKA SOYBEAN BOARD

3815 Touzalin Avenue, Suite 101
Lincoln, Nebraska 68507
402-441-3240
nebraskasoybeans.org

The Nebraska Soybean Board is a private, nonprofit checkoff board responsible for the research and promotion of soybeans in an effort to increase the profitability of the state's 22,000 soybean producers.



On The Cover

Aerial view of the Nebraska landscape blanketed in snow.

Photo Credit:
Thomas Hoxmeier

Note from the

EXECUTIVE DIRECTOR

By Scott Ritzman

I hope everyone had a bountiful harvest and the new year is off to a great start! The 2020 year was a year to remember, and here at Nebraska Soybean Board (NSB) was no exception. Though it brought challenges to our producers and consumers, it also brought about new perspectives. Like other organizations, NSB successfully pivoted to virtual programs and activities. This edition features the education & communication programs that the board invests your checkoff dollars into each year.

The NSB has a strong presence in Nebraska schools with fourth-grade educational programs. The Ag Sack Lunch program allows students to visit our state capitol and learn about Nebraska agriculture. We were able to continue this long tradition by moving it to a virtual format. Another key program that provides valuable and relevant research information to producers is Soybean Management Field Days. This year we were able to reach more producers by hosting this event virtually. As we begin to navigate the next decade of agriculture, we need to continue to provide reliable and timely information to soybean farmers and consumers. As we've experienced this year, communicating is a vital piece to continue to drive demand and acceptance of soybean products. I see the potential for growth in how we educate and communicate with a virtual aspect going forward.

Have a safe winter and upcoming planting season.

View from the Chair

NEW YEAR OF OPPORTUNITY

By Eugene Goering
Nebraska Soybean Board Chairman, Columbus

I am writing this on Thanksgiving morning. I am thankful for the very many blessings that surround us, even during a pandemic and our daily distractions and challenges. I hope everyone can see something in their lives to be thankful for.

The Nebraska Soybean Board continues to adapt and work to promote the soybean industry. The staff and board have been busy accomplishing our goals, while adjusting on short notice to meet as a board (on Zoom) while dealing with COVID and finishing our own harvests. A lot of our projects have also adapted, especially in education & communication investments. A long-running and successful "Soybean Management Field Days" was planned, prepared and grown on the four sites across Nebraska. We could not have growers visit on-site, and instead, it is available online. In addition, we are planning to have the 2021 field days at the same locations. We thank the University of Nebraska staff for their work and the farmers who will host two years in a row.

At our November board meeting this week (held via Zoom) we welcomed Brent Steinhoff to the board from district five and also thank Daryl Obermeyer for representing this district for the past six years. Brent did very well in his first meeting and is now on several committees including chairman of international marketing.

The board has adjusted many of our investment projects, but continues most all of them. For instance, we cannot host foreign grain buyers to visit Nebraska in person, but instead sent professionally made videos to these buyers to reinforce the relationships that were built over many years. We want to show that Nebraska farmers continue to produce abundant, high-quality soybeans, and we value their purchases of these soybeans and soy products.

I close this article as I smell the turkey cooking in the kitchen and remember it was fed soybean meal, and I am thankful for the Nebraska farmer who grew these soybeans!

Happy New Year!

From the Association

POLICY MATTERS IN 2021

By Shane Greving, NSA President

With all the uncertainty that's been tossed at us this past year, we did have some normalcy. Our crops got planted, and we had a timely harvest. I am amazed by the work Nebraska farmers and ranchers have accomplished and how we adapted to supply safe and affordable food, even during a pandemic. We have a lot of unknowns we are facing going into 2021, but we have much to be thankful for.

Soybean farmers are making plans for the 2021 growing season both on the home front and in the policy arena. With the new elections, new names and new faces will be filling many seats both in Washington DC and at our statehouse and local offices. Now is the time to build the relationships and relay our top issues. The American Soybean Association and Nebraska Soybean Association continue our policy work at the state and national level. Even though it may be virtually attending meetings, listening in on conference call updates, logging into a webinar, or having virtual visits with elected officials, we find ways to stay connected and keep the information flowing.

Dennis Fujan

I want to congratulate ASA Director, Dennis Fujan of Prague, for being elected to the ASA Governing board as an At Large member during their virtual board meeting in December. The American Soybean Association leaders will guide the organization through the changing policy landscape on Capitol Hill in the coming year.

Developing new markets and good trade policy into 2021 will be a top priority along with gaining regulatory approvals and building biodiesel demand.

These issues confirm why it is important to be an engaged member of the soybean association. We will continue to carry our message to the Administration and our elected officials. Your membership is important to us, and I encourage others to join the Nebraska Soybean Association and help build on our impact. Contact the NSA office at 402-441-3239 to join.

May the coming year bring success to your farm.

Corteva Agriscience Young Leader Program

Nebraska soybean producer, **Cale Buhr of Trumbull**, has been selected to participate in the American Soybean Association 2021 Corteva Agriscience Young Leader Program. This program provides training for leaders who are passionate about the possibilities of the future of agriculture.

Through training, participants will strengthen leadership skills while building a strong peer network and someday may serve in a leadership role within the industry. Cale farms with his father and brother near Trumbull, Nebraska.

The leadership training programs will take place later in 2021 at Corteva Agriscience in Indianapolis, IN.

Nebraska Soybean Association

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nesoybeans.org

2020 President
Shane Greving, Chapman, At Large

State Directors
Brent Svoboda, Pender – **District 1**
Robert Johnston, Clearwater – **District 2**
Clint Hostler, Boelus – **District 3**
Kent Grotelueschen, Octavia – **District 4**
Doug Bartek, Wahoo – **District 5**
Adam Ickes, Roca – **District 6**
Wade Walters, Shickley – **District 7**
Craig Frenzen, Fullerton – **At Large**
Shane Greving, Chapman – **At Large**
Myles Ramsey, Kenesaw – **At Large**

American Soybean Association

A member-driven, grassroots policy organization that represents U.S. soybean farmers

American Soybean Association Directors
Dennis Fujan, Prague
Ken Boswell, Shickley

soygrowers.com

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YOUR 2021 BOARD LEADERSHIP

Put faces with the names of the Nebraska Soybean Board's elected officers and committees.

Eugene Goering | Doug Saathoff | Clay Govier | Anne Meis

Nebraska Soybean Board Officers - FY21

Chairman: Eugene Goering, District 4 – Columbus

Vice Chairman: Doug Saathoff, District 7 – Trumbull

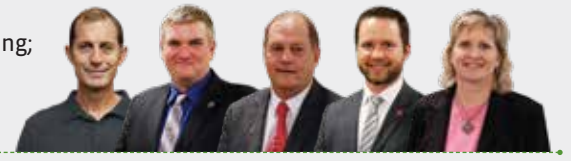
Secretary: Clay Govier, District 8 – Broken Bow

Treasurer: Anne Meis, District 1 – Elgin

Committees

Research Committee:
Nathan Dorn, *Chairman;*
Eugene Goering; Clay Govier;
Doug Saathoff

International Marketing Committee:
Brent Steinhoff, *Chairman;*
Nathan Dorn; Eugene Goering;
Clay Govier; Anne Meis



Education & Communication Committee:
Jason Penke, *Chairman;*
Greg Anderson; Richard Bartek;
Anne Meis; Brent Steinhoff

Domestic Marketing Committee:
Richard Bartek, *Chairman*;
Greg Anderson; Jason Penke;
Doug Saathoff;

For more information about the board and a list of board members, visit nebraskasoybeans.org and unitedsoybean.org.

Appointments to the USB

In November, the U.S. Department of Agriculture (USDA) announced the appointment of 43 directors and five alternates to serve three-year terms on the United Soybean Board (USB). Greg Greving will join Tony Johanson, Ed Lammers and Ron Pavelka as Nebraska's four USB representatives.

Greg Greving

Tony Johanson

Ed Lammers

Ron Pavelka

In addition, USB farmer-leaders elected Dan Farney from Morton, Illinois, as 2021 USB Chair and 10 other farmer-leaders, including Ed Lammers, to serve on the Executive Committee of USB at the annual meeting on December 9-10.

USB continues to focus on three priority areas for investment: meal, oil and sustainability. During the board meeting and strategy sessions, USB directors considered market impacts and challenges in 2020 as well as opportunities that will affect soybean value into 2021.

"Soybean farmers are the definition of resilient," said USB CEO Polly Ruhland. "You can't knock them down, and you certainly can't count them out. The checkoff is a reflection of that spirit. Your dedicated farmer-leaders not only push the checkoff forward, but they also rightly expect more from each successive project in which they invest."

Key successes for 2020 include checkoff-funded research, planning, analysis and design to inform the dredging of the lower Mississippi River and opening new export channels for U.S. soybeans. Demand was driven domestically as well, with large companies such as Skechers and Goodyear committing to using more U.S. soybean oil than ever in their products. And companies creating new products in infrastructure, including soy-based asphalt and a soy oil-based concrete enhancer, took key steps forward to reach widespread adoption and use on roadways and bridges.

USB leadership, with oversight from USDA, guides the activity of the national soy checkoff in accordance with the strategy outlined by the 78-member board.

SOYBEAN FARMERS: LET YOUR VOICE BE HEARD

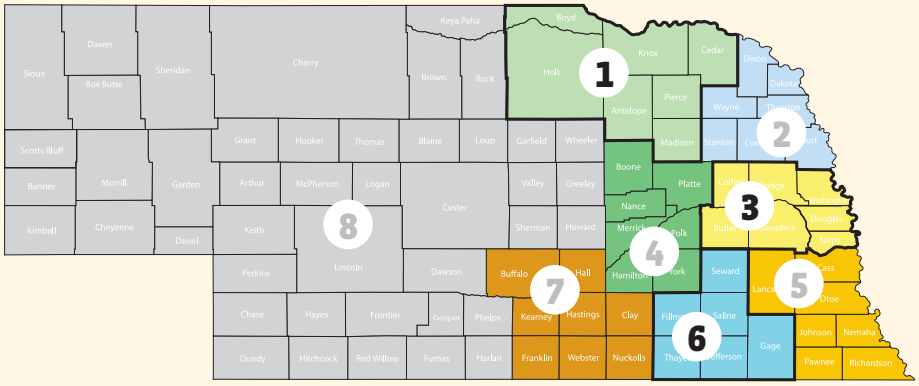
CAST YOUR VOTE IN THE 2021 BOARD MEMBER ELECTIONS.

Election Schedule

2021 *Districts 1, 3 & 6*

2022 *Districts 2, 4 & 8*

2023 *Districts 5, 7 & At-Large*



Nebraska Soybean Board District Map

The election is conducted by mail-in ballot in July for Districts 1, 3 and 6. Soybean farmers who reside in counties that are up for election in 2021 will receive ballots and candidate information regarding NSB's election process via direct mail.

Election districts and counties are:

- District 1: Counties of Antelope, Boyd, Cedar, Holt, Knox, Madison and Pierce
- District 3: Counties of Butler, Colfax, Dodge, Douglas, Sarpy, Saunders and Washington
- District 6: Counties of Filmore, Gage, Jefferson, Saline, Seward and Thayer

To apply for a candidacy in District 1, 3 or 6 you must:

- Obtain a NSB Candidacy Petition by contacting NSB's executive director at (402) 432-5720
- Complete the petition and collect the signatures of at least 50 soybean farmers in their district
- Return petition to NSB office on or before April 15, 2021

Nebraska Residents Cast the Deciding Vote

Our shared soybean farmer community determines electoral winners. These voters must be:

- **Nebraska residents,**
- **District 1, 3 or 6 residents and a**
- **Soybean farmer who owns or shares the ownership and risk of loss for such soybeans, by reason of being a partner in a partnership, or is a shareholder in a corporation, or is a member of a limited liability company, during the current or immediately preceding calendar year.**

Election Calendar:

DECEMBER 1, 2020
Candidacy petition period began

APRIL 15, 2021
Candidacy petitions due to NSB office

JULY 2021
Ballots mailed to eligible voters

JULY 31, 2021
Final day to return ballots for consideration

OCTOBER 1, 2021
Newly elected board members' terms begin

Reach out to the NSB team for more information at 402-441-3240.

SOY-BASED ROOF REJUVENATION

ROOF MAXX
MORE LIFE. LESS MONEY. GUARANTEED.

As Americans, we're spending more time in our homes than ever and are more motivated to protect our comfort and value than ever before. Roof Maxx, **www.RoofMaxx.com,** the U.S.-based network of roof restoration experts, became the nation's fastest growing roofing business in 2019 by delaying costly replacements of asphalt roofs with an all-natural, soy-based shingle rejuvenator spray application.

Today the company is taking its growth to a new arena: Roof Maxx has forged an alliance with Kevin Harrington, an original "Shark" from the hit TV show Shark Tank. Together, Roof Maxx and Harrington intend to make every homeowner in America aware of its eco-friendly and cost-effective alternative to rejuvenate instead of replace asphalt roofs.

"More than 80 percent of roofs are asphalt and increasingly, asphalt shingles are failing more quickly," says Mike Feazel, Roof Maxx co-founder and CEO. "Worse still, the increasing desire for solar makes failing roofs an even greater challenge, as it is impractical or infeasible to install solar panels on a roof with fewer than five years remaining of reliable use."

The home improvements industry accounted for $394 billion in 2018 and is expected to reach $680 billion by 2025. Even prior to the days of #WorkFromHome and COVID-19, homeowners are increasingly conscious of protecting and building the value and comfort of one of their biggest investments: the family home.

Harrington is well aware of this motivation, as home improvement was his first focus and the theme of many of the "million-dollar products" he has launched and grown since pioneering the modern infomercial in 1984 and leading increasingly effective business acceleration programs in the three and a half decades since.

"What Roof Maxx has accomplished is revolutionary, not only for homes but for every variety of building with an asphalt roof," Harrington said. "It is an ideal solution and time for the marketing megaphone I can help them create. I am excited to participate in this tremendous company to help maximize the effectiveness of their next phase of growth."

When used every 5 years, Roof Maxx extends the life of a roof by as many as 15 additional years. The average replacement cost of an asphalt roof is about $12,000, but a Roof Maxx treatment typically costs only 15%-20% of the price of replacement.

> "There's so many great things about Roofmaxx that it's hard not to love! Being able to offer a faster, more affordable alternative to an expensive roof replacement. Saving property owners thousands of hard-earned dollars! Our SoyFusion technology is backed by the farmers, is 100% green and offers yet another great soybean product to the market. Born and raised in Nebraska, it makes me proud to know I can make an impact on our local landfill and support soybean farmers"
>
> — JEREMY SCHAFER, NEBRASKA ROOF MAXX DEALER

Roof Maxx' impact on the environment is significant as well. According to an Ohio State University study, approximately 7 percent of U.S. roofs are replaced every year. If even 1 percent of single-family homes (about 15 percent of yearly replacements) applied a SMEE (Soy Methyl Ester Emulsion) formula like Roof Maxx instead of replacing their roof, we would avoid 5.6 billion pounds of landfill waste and 1.1 million metric tons of CO_2 equivalents in emissions.

In 2019, Roof Maxx received global recognition from the World Bio Markets as a Top 10 Most Dynamic and Inspiring Startups of 2019.

Learn more at roofmaxx.com

FULL-CIRCLE RETURN

HERE'S HOW THE SOY CHECKOFF WORKS. The national soy checkoff was created as part of the 1990 Farm Bill. The Act & Order that created the soy checkoff requires that all soybean farmers pay into the soy checkoff at the first point of purchase. These funds are then used for promotion, research and education at both the state and national level.

FARMERS SELL BEANS TO ELEVATORS, PROCESSORS & DEALERS

1/2 of 1% of the total selling price collected per the national soybean act & order

0.5%

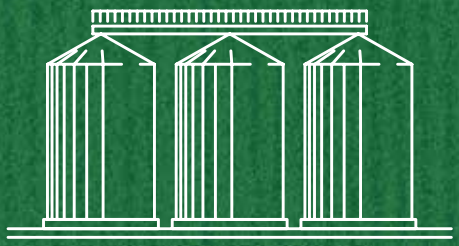
Half goes to the state checkoff for investment in areas that are a priority for that state.

PROMOTION

RESEARCH

EDUCATION

Half goes to the national checkoff for investment in USB's* long-range strategic plan.



ROI TO THE FARMER

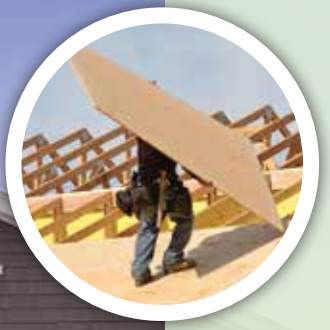
* Led by 73 volunteer soybean farmers, the United Soybean Board (USB) invests and leverages soy checkoff dollars to MAXIMIZE PROFIT OPPORTUNITIES for all U.S. soybean farmers.

unitedsoybean.org

OUR SOY CHECKOFF™

THE HOUSE THAT SOY BUILT:

Soy-Based Products Are on the Leading Edge of Sustainable Housing



Higher performance, increased sustainability and lower cost—these are just a few of the demands that today's modern customers expect from the home improvement industry. For companies relying on petroleum or formaldehyde in their products, this can seem like a challenging ask. But many find their sustainable solution in soy.

"Choosing soy is a win-win," said Lee Walko, biobased business developer and technical advisor to the United Soybean Board. "Corporate sustainability initiatives and consumer demand for safe products drive soy technology development to replace petrochemicals and other additives."

Although several biobased ingredients can appear as suitable replacements for petrochemicals, manufacturers need the most cost-effective and highest-performing ingredients — which in many cases presents an opportunity for soy. Not only is soybean oil traditionally more affordable than canola or sunflower oil, its abundance of C-18 links (linolenic acid, etc.) and its fatty-acid profile make soybean oil very versatile. These qualities have allowed countless leading industrial product makers to successfully introduce soy, replacing chemicals based in petroleum while reducing volatile organic compounds.

Soy has already proven successful in this segment, and many of the success stories can be found in and around the home. A growing list of large and small companies already implement soy in their products and reap the benefits of how effective it can be. In fact, there are more than 1,000 soy-based products currently on the market, from flooring and roofing products to candles and carpets.

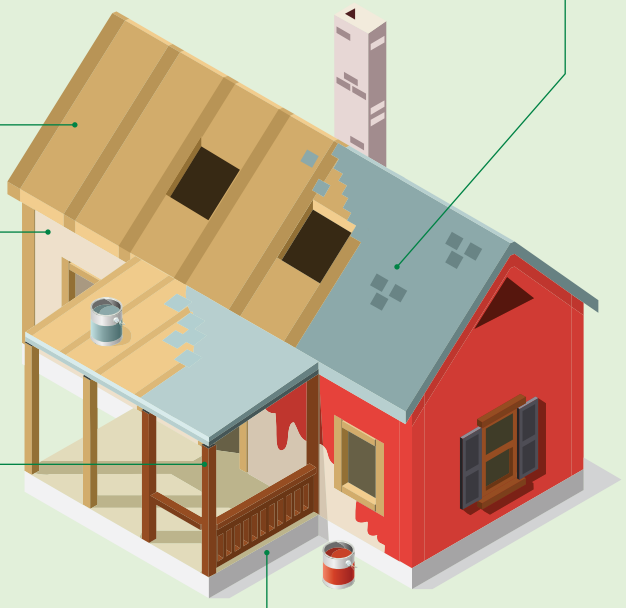
Several leading biobased home products using soybeans include:

Plywood: PureBond®
When the Agency for Cancer Research classified formaldehyde as a known carcinogen, plywood producers who used formaldehyde to bond wood needed an alternative. With the support of USB, researchers developed a soy-based, formaldehyde-free resin that bonds wood naturally and tightly.

Insulation: Demilec Heatlok Soy 200 Plus®
Environmentally friendly and energy-efficient insulation is possible with the introduction of soy. Demilec Inc.'s closed-cell spray foam polyurethane insulation also provides multiple control layers into a single application, saving time and money.

Wood Stains: Rust-Oleum®
Rust-Oleum's soy-based Varathane® wood stains penetrate wood twice as deep as other products on the market due to the properties soybean oil brings to the stain. Soy's hydrophobic nature also increases the water resistance of wood stains, making it a great option for outdoor applications.

Roofing Products: Roof Maxx®
Developed by Battelle Labs, Roof Maxx is the first soy-based, roof-rejuvenating spray treatment that restores a roof's flexibility and waterproofing protection, extending the life of a roof by up to 15 years. Due to its incorporation of soy, Roof Maxx provides a safe option for people, pets, property and the environment.



Sealers: Acri-Soy™
Soy-based sealers penetrate and protect a variety of surfaces such as concrete, wood and grout by creating an integral bond and seal that allows the substrate to breathe while providing outstanding repellency.

Companies interested in learning how soy can be used in specific products and applications can contact the United Soybean Board or visit the Soy New Uses website.

About United Soybean Board: United Soybean Board's 78 volunteer farmer-directors work on behalf of all U.S. soybean farmers to achieve maximum value for their soy checkoff investments. These volunteers invest and leverage checkoff funds in programs and partnerships to drive soybean innovation beyond the bushel and increase preference for U.S. soy. That preference is based on U.S. soybean meal and oil quality and the sustainability of U.S. soybean farmers. As stipulated in the federal Soybean Promotion, Research, and Consumer Information Act, the USDA Agricultural Marketing Service has oversight responsibilities for USB and the soy checkoff.

For more information on the United Soybean Board, visit unitedsoybean.org.

UNITED SOYBEAN BOARD™

EDUCATION & COMMUNICATION

BRIDGING THE DIVIDE

The Nebraska Soybean Board reached its audiences in new ways in 2020, deploying virtual education and communications during the pandemic.

EDUCATION AND COMMUNICATION COMMITTEE

Jason Penke (chair) | Greg Anderson | Richard Bartek | Anne Meis | Brent Steinhoff

AN AUDIBLE FOR ODD TIMES

The obstacles of COVID-19 forced our Education and Communication Committee to pivot on the fly, using virtual avenues for outreach.

Travel, in-person interaction, and on-site meetings drive the Nebraska Soybean Board's education and communication efforts in a typical year.

It goes without saying that 2020 broke the mold.

The initially scheduled Soybean Management Field Days, a staple in-person program featured throughout the state, was canceled. Communication and education opportunities at events like Husker Harvest Days, the Nebraska State Fair, and county fairs across Nebraska were limited. Fourth-grade school programs like the Ag Sack Lunch Program and Soy Education Program needed to pivot.

With each of those facets upended by the pandemic, board member Jason Penke and his colleagues on the Education and Communication Committee switched gears for NSB outreach this year.

> "While the in-person interaction was reduced, the Nebraska Soybean Board has had the ability to go forward with more virtual opportunities to stay in contact with Nebraskans."
>
> — JASON PENKE, NSB EDUCATION AND COMMUNICATION COMMITTEE CHAIRMAN

"It triggered discussions within the board and staff to find different avenues to get in touch with growers, consumers and potential users of soybeans to keep our markets and products moving in the right direction," said Penke, the chairman of the committee.

The NSB worked on the fly to bridge the gap with its audiences created by COVID-19. Immediately, video conferencing through Zoom became an essential tool to safely conduct meetings normally held in person. Online conferences and video recordings allowed for the same lessons to be delivered to farmers, albeit with a little more planning and preparation.

The Education and Communication Committee modified some of its hallmark outreach programs to continue reaching audiences despite COVID-19.

- **Soybean Management Field Days:** In lieu of the normal in-person programming, NSB recorded a slew of videos. Farmers can now watch them online with unlimited access.
- **Soy Education Program:** The popular lessons for fourth-grade classes converted to a virtual format utilizing Zoom so the NSB could still interact with students.
- **Print and digital media:** A renewed focus on reaching growers through marketing and advertising tactics—including postcards, social media, TV and radio spots, and issues of *SoybeaNebraska*.

Topics of Conversation

During 2020, the NSB focused on core soy messaging areas.

- Domestic and international marketing for meat and soybean meal
- Advances in biodiesel and bioproducts
- Ongoing and new research to improve:
  - Efficiency, yield and end use
  - Soybean pest management
  - Enhancing soybean germplasm

Looking back on the year that was, Penke is proud of the NSB staff and board for responding to adversity and getting the message about soybeans' value.

"I would say the biggest achievement our committee had this year was to adapt to the changes that were brought on in 2020," Penke said. "Many of us are hands-on learners, and to be able to get the same information to producers and end users in a more virtual setting—while still maintaining the quality of learning that was attained—is a huge success."

Rethinking SOYBEANS: A TO Z

By Teri Zimmerman, NSB Director of Education & Outreach

Despite a pandemic, the Nebraska Soybean Board's soy education efforts continue to reach students. In a year full of the unknown, change is one thing that was certain, especially for schools and the *Soybeans: A to Z* program. In its previous 28 years, this program consisted of a soy educator visiting 4th grade classrooms and spending approximately 60-90 minutes engaging with students about soybean farming and soy products, complementing their Nebraska Studies curriculum. This year, however, the program had to be modified to meet a variety of new guidelines and ensure the safety of students, teachers and soy educators due to COVID-19.

Keeping in mind the substantial workload teachers are tasked with during this time, it was imperative to offer the longstanding program in an easy and simple manner. With many hours of testing video communication platforms and learning how to use assorted features, the soy educators have individually adapted to fit the needs of both the presentation and classroom capabilities. After four months of practice, Marla Hunt, a soy educator for Omaha and metropolitan schools, has become quite proficient with the platforms and says that "technical problems are now a rarity, but instances do come up on occasion."

While 2020 has been a challenge in itself, it seems there is always a solution to be found. Sharon Ryan, a 25-year soy educator for the Omaha and metropolitan areas, has worked through the obstacles of teaching this highly interactive program virtually. "We knew that interaction with the students was not going to be as easy as when we were in the classroom, but masks and socially distanced seating arrangements have also made it difficult to see and hear. The problem was solved by asking the teachers to sit by the computer and repeat the answers the students give us. This takes more time, but, somehow, we still manage to present all the information in the time allotted."

Joy Ullstrom is a soy educator for Lincoln and surrounding area schools. She reviews soybean facts by playing the "Use Your Bean" game with students.

Sharon Ryan displays soy oil as she references the contributions of George Washington Carver.

Working through the hindrances of transitioning *Soybeans: A to Z* to virtual has allowed us to add more tools to our toolbox. With the capabilities virtual platforms offer and the experience our soy educators have gained, expanding the program is an exciting opportunity to look into. We're hopeful to utilize this experience to reach schools and students that were formerly outside the travel range.

Throughout the last few months, teachers have shared their gratitude for the adjustments and continuation of the *Soybeans: A to Z* program.

"The students love this program each year, and we're so appreciative of the changes you made to still make it possible for them," says Megan Videtich, 4th grade teacher at Cavett Elementary in Lincoln, Nebraska.

The Nebraska Soybean Board is proud of the dedication from our soy educators to be able to provide supplemental programming to Nebraska Studies curriculum as well as share the amazing components of the 'miracle bean.'

CONNECTIONS BUILDING VALUE

Why is social media important in agriculture?

Social media is all about people. It is a way to build relationships, share information, and connect with a diverse audience of people you may never meet in real life. Interacting on social media, whether it is Twitter, Facebook or Instagram, allows you to develop a community and share your story. The general public still has faith in farmers and ranchers, but some are still wary of modern farm practices. It is important that the agriculture community has a chance to tell its side of the story. Social media is one way to make your voice heard.

What should agriculture's story be?

- Evolving
- Family
- Integrity
- Stewardship
- Way of Life
- Leadership
- Passion

Need some ideas about what to talk about online?

1. What is your favorite place on your farm? Why is it so special?
2. Post pictures of your farm and explain why it's important to you to care for the welfare of your animals.
3. Post pictures of your family and what it means to them to work on the farm.
4. Post weekly updates about what is going on at your farm (harvest, births, new fences, etc.)
5. Create or share a video about what sustainability means to you and your farm.
6. Discuss the one thing that you would like the public to understand about agriculture and farming.
7. Describe a typical day on your farm either in words, pictures or video.
8. Engage other farmers in conversation and learn about what they do differently on their farm.
9. What does animal welfare mean to you and your farm?
10. Who is your role model in agriculture?

@NebraskaSoybeanBoard @NESoybeanBoard @nebraskasoybeans Nebraska Soybean Board

FACTS Not Fear

CommonGround Nebraska, a group of farm women from across the state, are helping consumers make informed decisions about their food and dispelling myths about sustainability, animal health and food safety along the way.

Sustainability

Our world's natural resources matter. The agriculture industry depends upon clean water, soil and air—as does the world's supply of food, fuel, feed and fiber. Every year, Nebraska's farmers grow more with less—less water, fewer chemicals, less land and a lower impact on the environment.

CommonGround helps consumers understand:

- Animal agriculture's impact on greenhouse gas emissions.
- What steps farmers take to protect soil and improve its health through sustainable farming practices.
- How farmers conserve water and safeguard our water supply from chemicals.

Animal Health

Consumers deserve to know that food is safe and raised humanely. Nebraska farmers respect their livestock, raise it responsibly and deliver a great product.

CommonGround helps consumers understand:

- How farmers care for and provide healthy environments for cows, pigs and chickens.
- The safe practice of treating livestock with antibiotics, why added hormones are used and how neither endanger consumers.
- The nutrient profiles and cost differences between grass- and grain-fed beef.

View the full "Facts, Not Fear" Q&A with CommonGround volunteers at NECornStalk.com.

CORPORATE VS. FAMILY FARMING

98% U.S. farms that are family run

88% National agricultural production accounted for by family farming

Food Safety

Most concerns about food boil down to one question: Is it safe? The truth is, more is being done to ensure the answer to that question is always yes.

CommonGround helps consumers understand:

- How genetically modified organisms (GMOs) aren't harmful to human health and help decrease the use of chemical pesticides.
- The truth about food labels, which can sometimes be misleading because of marketing tactics.
- Why our abundant food choice gives consumers choices and what goes into foods' organic certification.

The Facts, Not Fear CornsTalk publication recently went out in all Nebraska newspapers. Want to learn more? **Visit necornstalk.com**

CommonGround Nebraska is funded by out state's corn and soybean farmers and their checkoffs.

A DECADE OF DETERMINATION

CommonGround Nebraska looks back on 10 years of progress.

With the help of the United Soybean Board and the National Corn Growers Association checkoffs, CommonGround Nebraska was born in 2010. The grassroots movement of farm women across Nebraska has been dedicated to reaching consumers to tell the true story of how food is grown and raised. The women share with consumers their firsthand knowledge of working on farms as well as food production science and research. This helps buyers make food decisions based on fact instead of fear.

CommonGround Nebraska spokeswoman, Dawn Caldwell—one of the group's first three volunteers when it formed a decade ago—said the group started with the goal of bridging the information gap between consumers and farmers.

"Those of us raising food, fiber and fuel not only feel an obligation to humanity to provide for basic needs, but genuinely want those we are providing for to trust our intentions and methods," said Caldwell, who lives near Edgar and raises cattle with her family.

The group began with Caldwell and two other original members, Shana Beattie (Sumner) and Kristen Eggerling (Martell). Since then, CommonGround Nebraska has grown to a group of more than 45—across the country, 200 farm women are involved in CommonGround chapters across 21 different states.

CommonGround Nebraska volunteers started with grassroots engagement, reaching consumers wherever they were: grocery stores, community meetings and food shows. Now, they've broadened their communications, speaking with food companies and retailers who make critical decisions about what food to stock.

The mission remains the same. Diane Karr—a CommonGround Nebraska volunteer who raises corn, soybeans, wheat, grain sorghum and cattle with her family on their farm near Blue Hill—said, "Consumers deserve the truth about how their food is grown, and farmers deserve to have their work represented accurately."

Proud to Support

Supporters of the Nebraska FFA Foundation like the Nebraska Soybean Board help us to grow leaders, build communities and strengthen agriculture. The foundation worked to grow leaders in 2019 by supporting the XLR8 (eXcellence in Leadership for Retention) professional development program for agricultural educators who have taught seven to fifteen years. Retaining quality, experienced teachers is critical. Thirteen agriculture teachers attended XLR8 in November of 2019. Those who attended have experienced the demands as an agriculture educator to do it all. XLR8 helped them identify how to increase their longevity and satisfaction with their chosen career as a professional teaching agriculture.

We are grateful for the Nebraska Soybean Board's support of agricultural education and FFA for over 10,000 FFA members and their advisors in Nebraska. The Nebraska Soybean Board is helping the foundation to strengthen agriculture by providing funding for the Fiber and/or Oil Crop Proficiency Award. The awards were presented virtually in May to the top three. Zachary Paasch of the West Point FFA chapter received first place, John Wetovick of the Fullerton FFA chapter received second place and Emily Hanson of the Mead FFA chapter received third place.

Nebraska FFA has recently grown dramatically with seven chapters added in the fall of 2020, bringing the total number of chapters to 200. The local chapter grant program builds communities by funding grants for projects in the agricultural classroom, FFA chapter or student Supervised Agricultural Experience (SAE). In 2020, 27 grants were awarded totaling $80,000. Eleven of the grants were for the agricultural classroom or FFA chapter, and the remaining 16 grants were for Nebraska FFA members SAE projects. The grant projects ranged from poultry SAE to welding supplies to agriscience classroom supplies. The grant application will open in April of 2021, and previous grant projects will be showcased on the Nebraska FFA Foundation's website and social media.

Thank You **Nebraska Soybean Board for supporting Nebraska FFA.**

USFRA:

Planting the Seeds for a More Resilient, Climate-Smart Agriculture System

Anne Meis, USFRA chairwoman and Nebraska Soybean Board member

With an annual convening of over 200 food value chain thought leaders—including farmers, ranchers, researchers, CEOs, journalists and many more—the release of a groundbreaking scientific report and the launch of a 10-year Decade of Ag Vision, U.S. Farmers and Ranchers in Action seized multiple opportunities to keep farmers and ranchers at the center of the sustainability dialogue this fall.

During our second annual Honor the Harvest Forum (HTH), thought leaders from across the country gathered virtually to co-create the sustainable food systems of the future. The September 9-17 invitation-only event, co-hosted by the The Aspen Institute, built on the momentum from the 2019 HTH Forum and culminated by calling on attendees to sign onto a first-of-its-kind sector-wide Vision.

The Vision aligns the value chain around four outcome areas:

- Restore our environment through agriculture that regenerates natural resources
- Revitalize our collective appreciation for agriculture
- Invest in the next generation of agricultural systems
- Strengthen the social and economic fabric of America through agriculture

USFRA is also proud of our new report, U.S. Agriculture's Opportunities to Contribute to the Sustainable Development Goals (SDGs). Agriculture has a powerful story to share in providing solutions for resiliency in climate change and Nebraska's farmers and ranchers are well positioned to play a key role.

Anne Meis, USFRA chairwoman and Nebraska Soybean Board member from Elgin, Nebraska, was one of the first farmers/ranchers to speak up to support the Vision. In her endorsement video, Meis calls on fellow leaders across the food value chain to step up and join our unified movement while also focusing on individual tactics at the farm level. For example, the Meis family incorporates crop rotation, no-till, micro-nutrient soil testing, drop nozzle irrigation and intensive grass management—all of which are practices that improve soil health, reduce erosion, increase water infiltration and ultimately contribute to the economic resiliency of farm businesses.

If you, like Meis and her family, are interested in taking actionable steps to join this larger movement, please visit us at usfarmersandranchers.org to learn more about our shared Vision. Every action counts, and we need farmers and ranchers like you to help steer us towards realizing our mission.

Join the Movement usfarmersandranchers.org

LEARNING AT A DISTANCE

Virtual programs allow farmers to continue education through distance learning opportunities during the pandemic.

While in-person events normally fill the calendars for Nebraska Extension and the Nebraska Soybean Board (NSB), the inability to safely gather in groups has meant finding new ways to keep farmers abreast of the latest innovations.

The delivery method has often been online virtual learning, whether through Zoom or recorded videos.

"We continue to provide subject matter information via television, radio and print media," said Keith Glewen, an educator for Nebraska Extension. "However, face-to-face programming has dropped off significantly and, in most cases, is not happening as we speak. Hopefully, we will be able to go back to in-person teaching sooner than later. The thing we have discovered is there are great tools available for educators to do virtual training."

One such example is how Nebraska Extension and NSB modified Soybean Management Field Days for 2020. Instead of being able to offer the customary in-person field days around the state, they worked together to change the event into one that had a much longer shelf life than just a few days. Videos of extension educators speaking on important trends, topics and growing practices were recorded and published online for farmers to watch whenever they want, however many times they want.

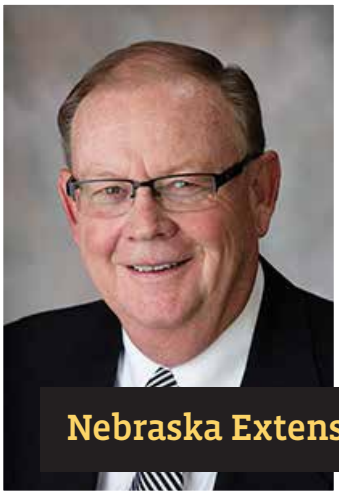
To this day, the 29 videos from this year's event are posted online at **enrec.unl.edu/2020soydays**—farmers can return to them as often as they like.

"We still encourage growers through media sources to access the website and view video segments while they are braving the cold north winds, whether in their recliner at home or while they are planting soybeans next spring," Glewen added. "The information in many of the video segments is not time sensitive. Therefore, we will encourage those growers and industry professionals who are digitally inclined to access these at their convenience."

Find information for each event at extension.unl.edu.

Aside from the 2020 Soybean Management Field Days, the following educational opportunities are coming up or available online, post-event:

- **Nebraska Cover Crop-Soil Health Conference 2021**
  UNL IANR
  On-site locations with limited attendance. Also available virtual.
- **NE Soybean Day & Machinery Expo 2020**
  UNL IANR
  Virtual
- **Nebraska On-Farm Research Network - Research Update**
  UNL IANR
  On-site locations with limited attendance. Also available virtual.



Nebraska Extension's Glewen Retiring

Longtime educator in Saunders County has had an accomplished, award winning career.

University of Nebraska–Lincoln faculty member and Extension Educator Keith Glewen is retiring after 40 years with Nebraska Extension. Working for Saunders County Extension out of the Eastern Nebraska Research Center (ENREC), Keith had a long and decorated career helping Nebraska's growers, specifically with innovative cropping and water systems.

Keith rose to have regional and statewide responsibilities for agronomic issues related to natural resources and the environment. His emphases were in agricultural profitability, on-farm research and soil and water management stewardship. He also spent considerable time developing programs for industry consultants who support farmers across the Midwest.

With faculty and stakeholders, Keith successfully developed the Crop Management and Diagnostic Clinic at ENREC. Field-based training sessions offered during the growing season help crop consultants and industry agronomists with diagnostic training to improve the use of row crop production best practices. In 2019, 240 participants representing 36 Nebraska counties and six states estimated the value of this training to be $28.7 million dollars.

He was a member of several national, regional and local professional organizations, including the American Society of Agronomy, Nebraska Soybean Association, Soil Science Society of America and USDA Saunders County Food and Agriculture Council. Keith was also often recognized for his excellence as an educator and leader, winning several awards—in 2018, the Lower Platte North Natural Resources District named him its Water Cooperator of the Year.

Overall, Keith spent 45 years with UNL. After earning his bachelor's in crop and soil science from the University of Wisconsin-Platteville, he spent the first five years of his career as an agriculture technician in the Agronomy Department. In 1980 (the same year he earned his master's in agronomy from UNL), he transitioned to an educator role with Nebraska Extension, a mantle he held for 40 years.

The Nebraska Soybean Board wants to thank Keith for his tireless work in supporting Nebraska's farmers and being an excellent partner for the Nebraska Soybean Board. Congratulations on your retirement!

4 Questions WITH UNL'S BRAD LUBBEN

Our Q&A with the professor and agricultural economist explores the impact soybean farmers have on Nebraska's economy.

Dr. Brad Lubben wears many hats. He is an associate professor and policy specialist for Nebraska Extension as well as the director of the North Central Extension Risk Management Education Center, hosted by the University of Nebraska–Lincoln's Department of Agricultural Economics. He's worked with the Nebraska Soybean Board before, speaking at Soybean Management Field Days to help farmers understand their impact within the economy of a state driven by its agriculture.

In a recent Q&A, he shared how soybeans contribute to the vitality of Nebraska's economy.

Dr. Brad Lubben

Nebraska Soybean Board (NSB): What is the economic value of soybeans to Nebraska's Gross Domestic Product (GDP) and how has that trended over the last 5 years?

Brad Lubben (BL): A recent study "The 2017 Economic Impact of the Nebraska Agricultural Production Complex" was based on 2017 data from the Agricultural Census and other sources, and it found soybean production equal to $2.8 billion, or a little more than 30% of total crop output in the state.

Looking at additional production data from National Agricultural Statistics Service Quick Stats, the production value for soybeans has increased more than six-fold (500%) since the early 1990s as acres, yields and prices have all grown. Acres jumped substantially in the 1990s, particularly after the production flexibility implemented in the 1996 Farm Bill. In the past decade, total production value has been fairly stable around $2.7 billion in spite of lower prices since the highs of 2012 and 2013. The 2020 crop could surpass that as current estimates of production multiplied by a $10 price would produce a crop around $2.9 billion.

This data provides the direct estimate of soybean production value, but the multiplier effects of soybean production that ripple through the rest of the economy mean that soybean production adds an additional $1.9 billion in impact for a total economic out of $4.7 billion in Nebraska. Recognizing that this output has to pay for inputs, resources, etc., the total value added was estimated in the study at just over $900 million for soybean production with an additional $1.1 billion in value added from multiplier effects (value added in both input and output sectors) for a total value added of just over $2 billion out of the state's total GDP or GSP of $126 billion in 2017 ($130 billion in 2019).

That accounts for the direct and indirect economic linkages between soybean production and the state's broader agricultural and general economic activity. It understates the importance of individual segments like soybean production to the extent that soybeans are an integral component of crop rotations or that the production base in Nebraska gives rise to the processing

sector in the state and the feed supplies that make livestock production more viable in the state. Each of those other activities adds and gets credit for its respective contributions to state economic output, but they are dependent on each other to create the vibrant ag sector in the state.

NSB: The past three years have been stressful on soybean producers, battling trade tensions, 2019 floods and COVID-19 this year. What economic and farm income impact do you expect and how has that changed the economics of farming in Nebraska?

BL: The challenges of the past three years have had significant impacts on Nebraska agricultural production and prices and thus farm income. The 2019 flooding meant dramatic losses for producers in the flood zone as well as those affected by more widespread wet fields that prevented planting or limited production. However, those production losses were tempered by strong production in other parts of the state to keep overall economic losses limited.

In contrast, the market challenges and losses from both trade conflicts and COVID-19 disruptions affected everyone and have been substantial, particularly for a crop like soybeans that previously benefited from strong trade with China. Ad hoc government payments from two rounds of the Market Facilitation Program for trade losses and two rounds of the Coronavirus Food Assistance Program have substantially helped Nebraska producers offset the economic losses. Improved trade prospects at present offer substantially improved income from the market but will be tempered by expected reductions or elimination of ad hoc government payments. As a result, farm income prospects in 2021 could struggle compared with 2020, but more importantly, a much greater share of the bottom line will be expected to come from the market instead of the government.

NSB: You recently presented the 2017 Economic Impact of the Nebraska Agricultural Production Complex. What were the outcomes of that study, and what we might expect in the next report?

BL: The overall report showed that production agriculture and the broader agricultural sector represented more than one-third of total economic output, and between 20%-25% of Nebraska Gross State Product (value-added) as well as employment. This reaffirms the importance of agriculture as more than 1 in 5 of total added value and total jobs in the state, even in a down year for agriculture.

As noted, we used 2017 as the reference year due to the availability of Agricultural Census data, but that also was the lowest farm income year in the past decade. Farm income and output growth since then would add substantially to the farm sector's direct contribution to the state GSP and indirect effects of farm household purchases. However, the agribusiness effect would be more muted as much of the ag-related input and processing sector activity is built on volume and not specifically farm price levels.

While the rest of the state's economy should continue to grow, a rebound in the agricultural sector by the time we conduct any future report could show a stronger direct impact from farm production in the state.

NSB: The study showed growth in agriculture-related manufacturing contributed more to the state's GDP than to the crop and livestock sectors combined. Why do you think that is, and how can Nebraska continue to recruit agriculture-related manufacturing and increase crop/livestock production?

BL: The study demonstrated that direct agricultural production, ag-related manufacturing and other ag activities are all important to the total impact of ag on the state.

Consider, for example, that in soybean production much of the production costs go for crop inputs and machinery that are economic outputs of ag-related industries. Thus, only a portion of the farm-level price represents the value added at the farm level due to the actual production process. Then, consider soybeans that are transformed into meal and oil at one of the state's processing plants. Based on current prices for soybeans, soybean oil and soybean meal, the processing stage adds more than $1.50 in value above the raw price of soybeans.

Noting that we estimated the direct ag impact with reference to a relatively low income year (2017) while the estimates of ag-sector impacts are more stable (more tied to total production than to production value), it is not surprising that the ag-related sector may look stronger in a down year for the farm sector.

However, looking forward, it will be critical to always find ways to add value to the agricultural production in Nebraska, whether that is through further research and productivity gains on the farm or through further processing, feeding, manufacturing or other activities related to the state's ag output. Adding value to the crop while it is in or stays in Nebraska brings broader impacts to the state than simply producing it here and shipping it to other states, regions or countries.

Research Links

Read or visit the materials referenced by Dr. Lubben online.

- The 2017 Economic Impact of the Nebraska Agricultural Production Complex
  AgEcon.UNL.edu/AgImpact
- National Agricultural Statistics Service Quick Stats
  QuickStats.NASS.USDA.gov

Opportunities FOR OUTPUT AND THE ECONOMY

After 15 years of empowering livestock producers and communities, the Alliance for the Future of Agriculture in Nebraska looks forward.

Hannah and Debbie Borg

The Alliance for the Future of Agriculture in Nebraska, or AFAN, has been working to grow the livestock sector for the last 15 years and will continue to do so for years to come.

AFAN was formed in 2005 by the leading agricultural organizations in Nebraska to be a resource for Nebraska producers. Aside from working to advance livestock development within our state, AFAN also works to recruit agriculture and food processing businesses to the state. Since the conception of the organization, AFAN has been focused on encouraging the development of livestock and working with communities and Nebraska leaders to create opportunities for industries that add value to Nebraska agricultural output and energize the economy.

One way that we work to advance livestock development in the state is by working with Nebraska producers who are looking to add to or expand their current operations. AFAN's free one-on-one consulting services is a resource we provide for any producers considering expansion or modernization of livestock facilities. This resource aids in the areas of state regulations, zoning, site feasibility and financing questions.

One major project that has kept us busy the last four years has been the Lincoln Premium Poultry (LPP) project. In 2020, we were able to see this project come to fruition. In September, the LPP plant in Fremont, Nebraska, reached full plant capacity which will supply Costco with nearly 2 million chickens each week! The LPP project will use about 350,000 bushels of corn and 3,000 tons of soybean meal every week. The soybean meal translates to about 126,000 bushels of soybeans being used each week. Throughout this project, our team at AFAN helped countless families walk through the process of building barns—from attending zoning hearings, siting barn sites and hosting open houses.

LPP offered an opportunity for many families to add value back to their operations by building barns which also got generations moved back to the family farms more times than not. Take Springbank Poultry in Allen, Nebraska, for example. Hannah Borg, whose family added a poultry operation, says it has given her the opportunity, as the sixth generation, to return to the family farm for her career. "My parents decided to expand and diversify our crop/cattle farm operation by building barns for Lincoln Premium Poultry," she said. "Starting any new business is hard, but

starting a new business with no existing knowledge is even harder. My mom and I had never stepped foot into a chicken barn before the day we got our first batch of chickens, so every aspect of raising chickens was brand new to us. Everything that we do daily had to be learned. It took us awhile, but now we are confident in our abilities to be successful pullet growers. We are proud to be a part of growing chickens for Costco."

Contract feeding has been a great thing for our state and family farms. The greatest opportunity within our state for the upcoming year in contract feeding lies within the pork industry. Despite everything that happened in 2020 we are still seeing growth in Nebraska pork production. Darren Hegemann from Howells, Nebraska, is a recent graduate of the University of Nebraska–Lincoln. He is returning to the family farm to contract feed hogs for Cactus Family Farms with his parents. Darren knew early on that he wanted to return to the family farm as the fourth generation after he finished college, but knew that acquiring more land to farm would be difficult. That's when the conversation started about adding livestock. Darren comments that "Adding livestock allows us to add to our operation so I can return home, and feeding hogs will allow us to utilize the manure on our crop acres which will cut down the use of synthetic fertilizers."

Pork production in Nebraska continues to be a growing topic of discussion. This is something our team at AFAN recognizes and wants to encourage at our Annual Nebraska Pork Expo. The Expo is an opportunity to learn about the swine industry and talk directly to integrators and others to help producers decide if swine production is right for their operation. The 2020 Nebraska Pork Expo was held online as a webinar, but will be held in York, Nebraska, July 21, 2021.

In the upcoming months, AFAN will be co-hosting multiple open houses with some of our partners in the agriculture industry. These open houses will give producers the opportunity to tour new facilities in the areas of pork production and confined cattle production. Be sure to visit our Facebook page for specific details.

The agriculture industry has suffered many hardships over the last few years from the bomb cyclone, commodity prices and COVID-19, but as we look into the future, we are ready to stand as a partner and advocate for all of our producers to grow the livestock industry within the great state of Nebraska.

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BEST FUEL PRACTICES POST-HARVEST

By Lisa Pedderson, MEG Corp Fuel Consulting

Winter's frigid temperatures are upon us once again. Take a few moments to review these winter fuel management tips to prevent some of the common fuel issues brought on by cold weather. You've heard the saying, "Not your daddy's diesel?"—that is because ultra-low sulfur diesel (ULSD) has made winter fuel management a little more challenging than previous generations.

Make plans for how you will winterize your fuel and stick to it. Don't try to predict the weather. Typical No. 2 diesel starts clouding anywhere from 0°F to 12°F and No. 1 diesel clouds at -40°F or below. During winter months, No. 1 diesel can cost 20-50 cents more per gallon than No. 2, is sometimes scarce and has lower BTU content resulting in lower fuel economy. For these reasons it is often more cost-effective to utilize a combination of No. 1 diesel and cold-flow additives. No. 1 diesel is lighter than No. 2 diesel so put the No. 1 in the tank first and the No. 2 on top to ensure the two mix.

Paraffin is a naturally occurring material in petroleum diesel fuel. The cloud point of diesel refers to the temperature when the first paraffin wax crystals appear. When the temperature of the fuel is at or below its cloud point, more paraffin appears and sticks together forming bigger compounds and falls to the bottom of the tank. Anti-gel additives with Wax Anti-Settling Agents are used to keep paraffin from attaching to each other and suspended in the fuel rather than collecting at the bottom of the tank where they can cause filter plugging. Fuel additives must be added when the fuel temperature is at least 10-15 degrees above its cloud point to work, so plan ahead and don't wait until problems have already occurred.

Water is a major source of winter fuel problems. Water accumulates over time in tanks from condensation caused by warmer daytime temperatures and cooler nighttime temperatures. Water accumulates as this process is repeated over time. Once the temperatures fall below 32°F, icing occurs which can lead to plugged filters. Today's ULSD is also less stable and is less tolerant of less-than-ideal conditions.

You CAN use biodiesel in the winter. Biodiesel blends up to 5% have the same physical characteristics and perform the same as No. 2 diesel. Biodiesel provides excellent lubricity to fuel, extending engine life by reducing wear on moving parts and directly benefits soybean farmers by providing added value to each bushel of soybeans. Know what percentage of biodiesel is in your tank. Blends higher than 5% will raise the cloud point of the fuel. This is manageable, but you need to know your numbers.

HOT TIPS FOR DIESEL IN COLD WEATHER

Use these tips to keep your diesel fuel working in cold temperatures.

Cloud Point

The temperature at which the first wax crystals form and are visible to the naked eye. Diesel is generally expected to operate at temps as low as the cloud point.

- The typical cloud point of Nebraska No. 2 diesel is 0°F to +12°F. No. 1 diesel is <-40°F.
- To lower the cloud point, add No. 1 diesel. For every 10% of No. 1 added the cloud point is typically lowered 4-5 degrees.

Cold Filter Plugging Point (CFPP)

The temperature under a standard set of test conditions at which the filter plugs.

- Cold flow improvers lower the CFPP, helping diesel operate at temps below the cloud point.
- Wax Anti-Settling Agent (WASA) prevents wax crystals from attaching to each other and forming larger wax crystals, keeping them suspended in the fuel to prevent them from collecting at the bottom of the tank and plugging filters.

Remember Good Housekeeping Practices Throughout the Year

- Check tanks for water and remove if found. Water is the most likely cause of problems when temps are below freezing (32˚F).
- Before winter, install a new 30-micron or higher dispenser filter prior to winter. The increased viscosity of the fuel in cold is further slowed by dirty filters.
- Keep both storage and equipment tanks full to prevent air in the headspace which leads to condensation and fuel degradation.
- Check that caps are on tight and that hoses and gaskets aren't cracked or leaking.

If you have any fuel-related questions or need help troubleshooting a fuel-related problem, contact us at the Diesel Helpline: 800-929-3437 or email info@megcorpmn.

No dicamba may be used in-crop with seed in the Roundup Ready® Xtend Crop System unless and until approved by the U.S. EPA and the appropriate state agency for such use. As of October 26, 2020, no dicamba formulations are currently registered by the U.S. EPA for in-crop use with seed in the Roundup Ready® Xtend Crop System in the 2021 season.*

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NOTICE: DO NOT APPLY ANY HERBICIDE TO SEED IN THE ROUNDUP READY® XTEND CROP SYSTEM UNLESS IT HAS A PRODUCT LABEL SPECIFICALLY AUTHORIZING THAT USE. TO USE A HERBICIDE IN ANY MANNER INCONSISTENT WITH ITS LABELING IS A VIOLATION OF FEDERAL LAW. REFER TO THE BAYER TECHNOLOGY USE GUIDE FOR DETAILS AND RECOMMENDATIONS ON USING APPROVED ROUNDUP® AND LIBERTY® BRANDED HERBICIDES ON SEED IN THE ROUNDUP READY® XTEND CROP SYSTEM.

ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. It is a violation of federal and state law to use any pesticide product other than in accordance with its labeling. NOT ALL formulations of dicamba, glyphosate or glufosinate are approved for in-crop use with products with XtendFlex® Technology. ONLY USE FORMULATIONS THAT ARE SPECIFICALLY LABELED FOR SUCH USES AND APPROVED FOR SUCH USE IN THE STATE OF APPLICATION. Contact the U.S. EPA and your state pesticide regulatory agency with any questions about the approval status of dicamba herbicide products for in-crop use with Roundup Ready 2 Xtend® soybeans or products with XtendFlex® Technology.

Products with XtendFlex® Technology contain genes that confer tolerance to glyphosate, glufosinate and dicamba. Glyphosate will kill crops that are not tolerant to glyphosate. **Glufosinate** will kill crops that are not tolerant to glufosinate. **Dicamba** will kill crops that are not tolerant to dicamba. Contact your seed brand dealer or refer to the Monsanto Technology Use Guide for recommended weed control programs.

BAYER