THE COLOR’S THE SAME.

THE PERFORMANCE ISN’T.

There are plenty of look-alike seed treatments out there, but don’t let them fool you. With CruiserMaxx® Vibrance® Beans you get the industry-leading combination of fungicides and insecticide. Nothing else protects your soybeans while boosting root health and yield with the same kind of power. To learn how that helps you win at harvest, talk with your local Syngenta retailer or visit SyngentaUS.com/CMVB.

*A combination of separately registered products.
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About the Cover
Soybean Management Field Days completed its 20th year of presentations in 2018. This picture features a soybean field plot on the final day of the tour at the Ray J r. and Kevin Kucera farm near Cedar Bluffs, Nebraska.

Note from the Executive Director
Soybean production in the U.S. for 2018 is projected to be more than 4.5 billion bushels, all due in part to favorable weather, superior genetics, and sustainable agronomic practices. While an abundant, high quality soybean crop is always good news for our customers, soybean farmers need to be assured their checkoff will find a market for all the beans they raise.

Continuing to build preference and demand for U.S. Soybeans remains key to this goal. Developing and maintaining good relationships with our customers is vital to the success of the soybean checkoff.

Recently I had the opportunity to hear a presentation by Thomas Mielke of OIL WORLD, a leading research organization on global supply and demand. Some of his top points included:
• Soybeans are gaining market share worldwide.
• Globally, 1 million tons of soybeans is used every day (more than 33 million bushels).
• Soybean meal growth is at 7 million tons per year—worldwide.
• Biodiesel consumes 13 percent of the world’s vegetable oils and fats.
• Soybean samples tested at Madrid University, has U.S. Soy showing the highest nutrient value of all other soybean producing countries. U.S. Soy Quality the best!

Your soybean checkoff will continue to market the U.S. Soy advantage—exceptional composition, sustainable growing practices and a consistent supply.

Note from the Executive Director
Victor Bohuslavsky

About the Cover
Soybean Management Field Days completed its 20th year of presentations in 2018. This picture features a soybean field plot on the final day of the tour at the Ray J r. and Kevin Kucera farm near Cedar Bluffs, Nebraska.
It feels like in just a blink of an eye, the Nebraska Soybean Board fiscal year is over. I appreciate the privilege of being your chairman again this past year. This year, I used the theme “Putting the Pieces of the Soybean Puzzle Together” and with the political events that have occurred the last few months, it feels like our puzzle has been destroyed by a tornado! Putting politics and tariffs aside, the soybean producer puzzle looks strong as ever with the USDA estimating a record crop in the state of Nebraska and across the USA.

I’ve always been a firm believer in controlling what you can control. With that in mind, the Nebraska Soybean Board, along with our great staff, strive each day to bring new uses and markets to the soybean industry and our farmers. We will not compromise our efforts to educate our producers and consumers, strengthen research efforts to maximize yield potential, and find new domestic and international markets to move our product. In times of economic struggles, the NSB and our 22,000+ Nebraska soybean producers need to work together to find ways to increase the return on investment on every acre.

I truly believe the future of Nebraska is bright. We are on the cusp of breaking through the soybean yield barrier and creating varieties capable of fighting the disease and insect challenges facing us now and in the future.

I wish everyone a safe and bountiful harvest this fall.

Tony Johanson
NSB Chairman
From the Association

Nebraska Trade Matters
– by Robert Johnston, President

Over the last few months the soybean industry has seen many factors that impact our profitability. From drought in certain regions of Nebraska to timely rains in other areas. One can hope for soybeans to reach top yields with these timely rains. We will see what the harvest brings. We cannot predict what mother nature has in store but by using tools to manage that risk we hopefully come out on the positive end of things. Farmers are ready to implement a new Farm Bill that provides some of those tools.

One opportunity I had to represent the soybean industry this summer was the Governors Trade Mission in Mexico City. I represented soybean growers along with a 25-person trade delegation representing Nebraska agriculture, agribusiness, industry and economic development for a three-day mission led by Governor Ricketts. Mexico, behind China, is Nebraska’s second-largest agriculture export market. For Nebraska soybeans that means over $190 million in total export value. We thanked our Mexico partners for their trade in the past and relayed our interest for opportunities to expand our exports of both agricultural and manufacturing well into the future. We need every trading partner and opportunity we can get.

The Governor’s Council for International Relations released a plan recently which named Mexico as one of several countries that Nebraska is focusing on to increase exports and identify new business opportunities. This Mission was a step in the right direction to putting this plan into action. Soybeans are definitely a key component to building more trade with many countries.

The earlier announcement that the U.S. and Mexico have reached an understanding regarding bilateral issues within the North American Free Trade Agreement is encouraging. We hope this opens the door for Canada to return to the table and move the trilateral agreement one step further. We need new free trade agreements to build and ensure the certainty of our markets for soy and livestock product exports. Approval would be a big step in the right direction for us with the uncertainty and market loss resulting from China’s tariff on U.S. soybeans. We are hopeful that a new agreement will set the tone for more trade agreements to come.

Have a safe and bountiful harvest.

I Believe, I Belong...

I belong to the Nebraska Soybean Association and the America Soybean Association because of what it does for me and others in the soybean industry. It gives me the opportunity for my voice to be heard, promotes our products, and fights to keep rules and regulations from taking over our industry. The membership is a small investment with a big return. I believe in the future of agriculture and the next generation of my operation, that’s why I belong.

– Brent Svoboda, Pender, NSA District 1 Director
2018 July Election Results

The Nebraska Soybean Board held an election in July for board members in Districts 1, 3, and 6. Nebraska soybean farmers in those districts voted with the following results:

District 1 (Counties of Antelope, Boyd, Cedar, Holt, Knox, Madison, and Pierce)

Candidates:
Anne Meis
Elgin, NE, Antelope County
Re-elected
Ron Stech, Osmond, NE
Pierce County
Bret Wallin, Madison, NE
Madison County

The re-elected board member, Anne Meis, will begin her second term on the board.

Richard Bartek
Ithaca, NE, Saunders County
Re-elected
Rebecca Kreikemeier, Bellwood, NE
Butler County

The re-elected board member, Richard Bartek, will begin his fourth term on the board.

“An special thank you to all the candidates who took time out of their busy schedule to run in this year’s election. The two returning directors and one new director will continue to face the many challenges and seek opportunities that will benefit all soybean farmers in Nebraska,” said Victor Bohuslavsky, Nebraska Soybean Board executive director.

District 2 (Counties of Burt, Cuming, Dakota, Dixon, Stanton, Thurston, Wayne)

District 3 (Counties of Butler, Colfax, Dodge, Douglas, Sarpy, Saunders, and Washington)

District 6 (Counties of Fillmore, Gage, Jefferson, Saline, Seward, and Thayer)

Candidates:
Nathan Dorn
Firth, NE, Gage County
Elected
Larry Tonniges, Utica, NE
Seward County

The elected board member, Nathan Dom, will begin his first term on the board.

Candidates:
Richard Bartek
Ithaca, NE, Saunders County
Re-elected
Rebecca Kreikemeier, Bellwood, NE
Butler County

The re-elected board member, Richard Bartek, will begin his fourth term on the board.

The nine-member Nebraska Soybean Board collects and disburses the Nebraska share of funds generated by the one half of one percent times the net sales price per bushel of soybeans sold. Nebraska soybean checkoff funds are invested in research, education, domestic and foreign markets, including new uses for soybeans and soybean products.

In 2019 there are three district seats on the board eligible for election. Soybean farmers in the following districts are invited to run:

District 2 (Counties of Burt, Cuming, Dakota, Dixon, Stanton, Thurston, Wayne)

District 4 (Counties of Boone, Hamilton, Platte, Polk, Merrick, Nance, York)

District 8 (Counties of Arthur, Banner, Blaine, Box Butte, Brown, Chase, Cherry, Cheyenne, Custer, Dawes, Dawson, Deuel, Dundy, Frontier, Furnas, Garden, Garfield, Gosper, Grant, Greeley, Harlan, Hayes, Hitchcock, Hooker, Howard, Keith, Keya Paha, Kimball, Lincoln, Logan, Loup, M C P herson, M orill, Perkins, Phelps, Red W illow, Rock, Scottsbluff, Sheridan, Sherman, Sioux, Thomas, Valley, and Wheeler)

Interested candidates are required to fill a candidacy petition by the April 15, 2019 deadline. For more information, call (402) 441-3240.
Anne Meis
Farming Operation:
Anne and her husband, Jim (along with his brother, Joe, and wife, Pam) farm 1,500 acres with a 60 percent corn and 40 percent soybean rotation, feed cattle and raise alfalfa. They practice no-till farming to conserve moisture and enhance soil quality, use soil moisture probes to manage water, and use technology like Precision Planting and variable rate fertilizer.

Industry Involvement:
District 1 Board Member on the Nebraska Soybean Board (second term), NSB representative as a Board Member on the U.S. Farmers & Ranchers Alliance, Chairwoman of the NSB Producer Education-Communications Committee, Class 33 graduate of the Nebraska LEAD Program, 10 year 4-H Leader, Antelope County 4-H Council Treasurer, member of the Nebraska Soybean Association, Nebraska Corn Growers Association, and Nebraska Farm Bureau.

What are the main benefits of the Nebraska Soybean Checkoff?
I believe the soybean checkoff has increased profits for soybean producers and should continue to open markets and support research. We need to continue to support international markets, the livestock industry, the biodiesel industry, look for new uses of soybeans, and gain customer trust in farming and food.

What are some of the important issues facing Nebraska soybean producers today?
As a soybean industry we have become more efficient and can raise more bushels per acre with improved genetics and farming methods. The constant challenge is to develop and grow markets to sell this increased production of soybean. Free trade and infrastructure to move our product are vital issues for Nebraska producers today.

Richard Bartek
Farming operation:
Richard has farmed his whole life in addition to working at the local grain elevator in high school, and managing the University of Nebraska Beef Experimental Unit for several years after graduating college.

Industry Involvement:
District 3 Board Member on the Nebraska Soybean Board (fourth term), NSB representative on the Soy Transportation Coalition (STC), Chairman of the NSB Domestic Marketing Committee, past and current member of the American Soybean Association (ASA) and Nebraska Soybean Association (NSA), member of the Nebraska Cattlemen, Nebraska Corn Growers, Saunders County Soybean Association, and Saunders County Corn Growers.

What are the main benefits of the Nebraska Soybean Checkoff?
The Nebraska Soybean Checkoff is important because it helps make the soybean industry and soybean production better in Nebraska, which makes soybean production more profitable for our growers. The checkoff helps promote foreign trade and partnerships with soybean related industries, co-ops, manufacturers, marketers and foreign buyers.

What are some of the important issues facing Nebraska soybean producers today?
I believe that foreign trade, research, resistant weeds, and consumer education are all important issues. I also think that domestic and foreign markets are critical, as well as the viability of the livestock and poultry industry, and profitability for all soybean producers is important.
The Nebraska Soybean Board (NSB) continues to invest checkoff dollars toward marketing bioproducts that replace petroleum-based consumer goods with products and materials made with soybeans. From foam seats to carpet insulation, cleaning products to ink, as well as many other soy-based products, the soybean checkoff continues to fill consumer demand with more sustainable products.

At the 2018 Soybean Management Field Days, the NSB decided to give one lucky farmer the opportunity to use a new and innovative bioproduct on a machine that is used frequently – if not every day. Terry Vaverka, a farmer from Milford, Nebraska, is this year’s winner of a set of four brand new Goodyear Assurance® WeatherReady® tires made with soybean oil. The tires feature a soybean oil-based rubber compound that is used in the treads to help increase traction and grip in extreme weather. The WeatherReady® tire was funded in part by the soybean checkoff more than six years ago and is now commercially sold.

John Motter, former United Soybean Board (USB) chair and farmer from Jenera, Ohio, explains the impact that the new bioproduct has for farmers. "Goodyear and the soy checkoff share something special: a commitment to innovation," says Motter. "When we started working with them more than six years ago, it was just an idea, a way to build demand for soybean oil. Now, we have a tire that shows what soy can do on the road."

More than 240 participants from 141 towns and 49 counties in Nebraska entered their names into the drawing over the four day trip around the state. A majority of farmers in attendance had heard about the tires, but very few had the opportunity to see them before the field days. "I had heard some talk in the past about research being done, but I hadn’t heard that there was an actual tire being made," says Vaverka.

"Anything to use our own product as opposed to imported oil or fossil fuels where there is a limited amount is great."

Goodyear offers the WeatherReady® tires in a variety of sizes that can be found on Goodyear’s website at [www.goodyear.com/en-US/tires/assurance-weatherready](http://www.goodyear.com/en-US/tires/assurance-weatherready) or by contacting your local tire retailer that offers Goodyear products. For more information on other bioproducts that the soybean checkoff has to offer, visit [http://unitedsoybean.org/farmer-resources/tools/soy-products-guide/](http://unitedsoybean.org/farmer-resources/tools/soy-products-guide/)
Scholarship Opportunity for Academic Year 2019-2020

Apply now for the 2019-20 Soy Scholarship which is a $5,000 one-time scholarship award presented to a current, eligible high school senior who is planning to pursue a degree in agriculture at an accredited college or university. The scholarship is managed by the American Soybean Association (ASA) and is made possible through a grant by BASF Corporation.

The scholarship is awarded in $2,500 increments (one per semester) for the 2019-20 school year. The student must maintain successful academic progress and be in good standing with the college or university to receive the full amount of the scholarship. Complete program requirements are posted online. High school seniors may apply online now through Nov. 19, 2018 at https://soygrowers.com/award-programs/soy-scholarship/.

In order to apply for the scholarship, applicants must be the son, daughter or grandchild of a current NE Soybean Association /American Soybean Association member.

BASF sponsors the winner and one parent to attend Commodity Classic to participate and receive special recognition at their booth and the ASA Awards Banquet in Orlando, FL Feb. 28 - March 2, 2019.

To join as a member or to check on the status of your membership, contact the NE Soybean Association at 402-441-3239 or association@nebraskasoybeans.org

$5,000.00 School Scholarship
Biodiesel is growing in popularity in Nebraska, thanks in part to the vision of the Nebraska Soybean Board (NSB) to make sure biodiesel was easily available to those that want to use it. A few years ago, after supporting biodiesel projects in other states, the NSB wanted to support biodiesel use closer to home and got creative to increase the availability and use of biodiesel in Nebraska. NSB entered key partnership projects that encouraged capital investments by fuel distributors and retailers in infrastructure needed to handle biodiesel. These projects have significantly increased the availability of biodiesel in Nebraska.

The petroleum network is made up of a series of pipelines and terminals. Diesel leaves refineries by way of pipeline and is stored in large storage tanks at terminals. Fuel suppliers load their transports with gasoline and diesel at “the rack” located at the terminal. Biodiesel is not available at most terminals, so infrastructure is needed so that fuel suppliers can get biodiesel near the terminal where they get their fuel and blend it with the diesel. This is easily done by loading the diesel at the first location, then driving a short distance to a second location to bottom load enough biodiesel to achieve the desired blend level (typically B5, B10 or B20). Biodiesel needs to be kept warm when temperatures can dip below 30 degrees. Insulated tanks and heated loading arms help keep the biodiesel warm to ensure a complete blend. The pumps on the biodiesel tanks are able to dispense at 200 gallons per minute. A Bill of Lading is printed out for the driver and customer records.

The first project in 2012, was at Jerry’s Service in Hartington, followed up by Shoemakers Travel Center in Lincoln. Both locations installed an insulated tank with meter and pump system that allowed them to blend biodiesel with diesel on site. The biggest project has been the rail site installed by Victory Renewables in North Platte where several rail cars per week are brought to the site, allowing fuel distributors to pick up full transport loads or blend biodiesel into the diesel on their trucks. The Bosselman truck stop in Grand Island utilizes underground biodiesel and diesel tanks and blending equipment that allows management to blend all fuel to the desired blend. The newest blending sites which have opened in the last year are operated by Sapp Bros. in Norfolk, Columbus and Geneva. Sapp Bros. installed 20,000-gallon insulated storage tanks, meter and heated arm. They blend biodiesel for all their truck stops and sell biodiesel to other fuel suppliers in the area. The Nebraska Soybean Board also conducts petroleum industry outreach and education to help Nebraska fuel distributors become more knowledgeable and comfortable with handling and selling biodiesel blends.

Over 50 percent of all biodiesel in the U.S. is made from soybean oil. The biodiesel industry adds 63 cents in value to the price of a bushel of beans. On 1,000 acres of soybeans, biodiesel adds about $35,000 to the bottom line of an average yield. Soybean farmers created the biodiesel industry over 20 years ago and it has grown close to 3 billion-gallons a year in annual consumption. For questions about using biodiesel or finding biodiesel in your area, contact us at the Regional Diesel Helpline at (800) 929-3437.
Teacher Awareness Immersion Engages Urban High School Teachers

- by Billy Gutierrez, Senior Marketing Manager, U.S. Farmers & Ranchers Alliance

In June, the Nebraska Soybean Board in collaboration with U.S. Farmers & Ranchers Alliance (USFRA) conducted a Teacher Awareness Immersion in Omaha, Neb., and Austin, Texas. The immersion offered 45 high school science and social studies teachers from both cities an opportunity to learn more about how food is grown and raised through farm tours, one-on-one interactions with farmers, a presentation about USFRA’s Discovering Farmland curriculum, and an interactive 360-degree farm video activity.

Omaha Teacher Immersion: In Omaha, the teachers visited two family-owned farms and businesses, including Arp Cattle and Dunklau Dairy. Teachers were able to see first-hand how each farm is managed differently and how certain technologies are used to help farmers enhance sustainability. At Arp Cattle, teachers experienced a custom pig feeding operation and learned about advances in manure management. At Dunklau Dairy, teachers were shown robotic milking systems, and how they improved efficiency on the farm. Both farms brought attention to the care and passion these farmers have for their land and their animals, as well as the importance of continuous improvement.

Austin Teacher Immersion: The farm tour in Austin started at the Stiles Farm, managed by the Texas A&M AgriLife Extension Service. The tour allowed teachers to see various crops being grown and learned more about the equipment and precision used for planting and harvesting. Stiles Farm is also a learning facility, and the teachers were able to learn more about the importance of biotechnology, and how climate can affect crops. Planting methods, sustainability and water conservation were key topics discussed at various points of the tour.

Following the farm visits in both cities, instructional sessions highlighted the importance of teaching agriculture in high school STEM classes. All the teachers on the immersion received virtual reality viewers with an accompanying iPod so they could view USFRA’s 360-degree videos with their students, available with the Discovering Farmland curriculum (available at www.discoveringfarmland.com).

Overall, it was an impactful experience and allowed teachers to better understand today’s agriculture.
A critical goal of the Nebraska Soybean Checkoff is to foster relationships with our international customers. We recently had an opportunity to spend time with soybean meal buyers from Thailand and Vietnam, and show them this year’s soybean crop. This particular visit was unique to me because we had the opportunity to showcase four generations of farming at my home near Trumbull, Nebraska.

One of the key components of international trade is the relationship that is established between the buyer and the seller. We took that experience one step further and allowed the buyer to meet with the grower to see the origin and growth of our product. Before we even set foot in the field, the team was interested in the family history and how they began farming. Instead of prices, they asked Harvey Buhr about the evolution of farming over the last 50 years. Instead of tariffs, they asked Greg and Kelan Buhr about what it takes to farm together as a family. This team was more interested in building relationships instead of talking business, which is what international trade is all about.

As we examined the soybeans and talked about production practices, the topic of trade was brought up. We listened to different opinions on the current political state and how it affects our commodity prices, and the team shared their perspectives as well. It was refreshing to hear their opinions on such an emotional topic, and we believe it’s valuable to have these types of discussions when the opportunities arise. We can’t begin to understand another perspective unless there is dialogue and discussion first.

While we don’t know what the future will bring, we do have one key takeaway from this experience. It’s evident that in order to be successful, there needs to be an established relationship between two or more parties. Whether it’s between a buyer and seller, or a father and son, the relationship that is present will be a determining factor of the final outcome. At a time where tension is high and emotions are strong, the Nebraska Soybean Checkoff is committed to sustaining our current relationships and developing new ones.
CREATING A FUTURE WORTH GROWING

From the first sale of U.S. soy to China to the release of the first soybean oil-based tire, the soy checkoff has been behind the scenes, growing new opportunities and customers for the soybeans you produce. 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 brings value to farmers at unitedsoybean.org
Farmer-Led Soy Organizations Double Down on Collaboration

Partnerships and leveraging could lead to greater value, new opportunities for farmers

Working together is always important to agricultural organizations, but in today’s ever-changing climate, it’s rising to greater importance. Collaboration allows organizations like the soy checkoff to leverage checkoff investments and bring more value back to U.S. farmers. This was an important topic during the United Soybean Board (USB) Summer Meeting held in Omaha this past July, as the board considered its plans and investments for the upcoming fiscal year, which begins October 1.

“Soybean farmers have made significant contributions to telling the story of US agriculture. Now we need to focus more closely on telling soy’s unique story to the global marketplace,” says USB CEO Polly Ruhland.

U.S. soybean farmers can be assured that their three national soybean organizations — USB, the American Soybean Association (ASA) and U.S. Soybean Export Council (USSEC) — work closely together on many issues. U.S. soy’s image has been on the mind of the soybean CEOs, who have stressed the importance of coordinating their unique roles and functions to best benefit the industry.

“The soy brand has been elevated,” says ASA CEO Ryan Findlay. “Right now, media and the public in general are talking about soybeans, agriculture, and American farmers. We need to take their interest in soy as an opportunity to further enhance the perception of our versatile and vital commodity—while also protecting the economic stability and trade relationships we have worked for years to establish for our producers.”

ASA advocates for soy growers in Washington, D.C. on such important issues as Farm Bill, biodiesel, biotech labeling, and—in the news almost daily right now—trade. This works in tandem with USB’s education and outreach efforts to support a strong soy brand.

Internationally, USSEC builds the reputation of U.S. soy and will continue that work in partnership with USB, ASA and the U.S. Department of Agriculture Foreign Agriculture Service. According to USSEC CEO Jim Sutter, USSEC is focusing on connecting buyers with farmers to build that relationship and preference for U.S. soy.

USB is also looking outside of soybeans to see what other partnerships could benefit U.S. soybean farmers. The soy checkoff will partner with the National Pork Board to understand the full chain of sustainability and how U.S. soy’s sustainability impacts U.S. pork sales here in the United States and internationally. Globally, animal agriculture consumes 97 percent of all U.S. soybean meal, making animal agriculture U.S. soy’s number one customer.

“As a farmer who produces livestock and soybeans, this is exactly the type of work I want these organizations to be working together on,” says Lewis Bainbridge, USB chair and soybean farmer from South Dakota. “We know that we’re stronger together, and I’m looking forward to seeing what this increased focus on collaboration brings to the U.S. soy and agriculture industries.”
SUSTAINABILITY NEVER GOES OUT OF SEASON

CUSTOMERS PREFER U.S. SOY BECAUSE IT’S SUSTAINABLE.

But as demands for sustainability continue rising, meeting those demands remains a journey of continuous improvement. Which sustainable practices do you do now? Which ones could you adopt to improve your sustainable footprint? Show your commitment to sustainability with a free truck magnet available at unitedsoybean.org/sustainability.
A lot has changed in the past 20 years. In 1998, 72 million acres of soybeans were planted in the United States compared to 80.1 million acres of corn. In 2018, for the first time ever, the number of soybean acres planted surpassed corn at 90.1 million compared to 89.1 million acres. The average U.S. soybean yield in 1998 was 38.9, while on August 10, the USDA-NASS projected that the average U.S. soybean yield in 2018 will be 51.6 — a record yield.

Soybean Management Field Days, sponsored by the University of Nebraska Extension with support from the Nebraska Soybean Board (NSB), celebrated its 20th year in 2018. Victor Bohuslavsky, Executive Director of the NSB, talks about the changes that he’s seen over the past 20 field days. “Since the development of our Soybean Management Field Days, we’ve seen a lot of changes in technology and varieties that we have to work with,” says Bohuslavsky. “We’ve also seen changes in herbicide technologies and pest management practices that we have to work with.”

Each year, the field plots are planted at four different areas of the state. This allows researchers to test their work in different growing conditions, and to give soybean growers an opportunity to attend to a location that is close to them. This year, the field days were held at the following locations:

- **August 7** — Dean Jacobitz Farm near Kenesaw
- **August 8** — John and Mike Frey Farm near Albion
- **August 9** — Ed Lammers Farm near Hartington
- **August 10** — Ray Jr. and Kevin Kucera Farm near Cedar Bluffs

This year, more than 420 growers attended one of the locations to view unbiased, research-based information from University presenters and industry consultants. As the years go on, the field days continue to improve with the ever-changing agriculture industry. Bohuslavsky explains one of the recurring changes each year. “One other thing that we’ve taken and changed is that we’ve taken all of our plots to yield, which gives the producer and researchers a good idea of what particular things are working and what’s been effective for that particular growing year.”

University and industry presenters left growers with a list of take home messages for the upcoming year. This year’s topics and presenters consisted of:

**Marketing, Risk Management and Farm Policy** — Austin Duerfeldt, Jessica Groskopf, Jim Jansen

**Take Home Messages:**

- Pricing soybeans in 2018 at lower prices than early season expectations is not fun for anyone. Remain proactive during this period of lower prices by writing a grain marketing plan that allows you to take advantage of increases while protecting yourself from downside price movements.

- Current farm program support in 2018 payments (paid out 2019) are expected to be minimal. Reforms and future program decisions more than likely lay ahead for 2019.

- Analyze risk and the role of crop insurance in choosing crop insurance products and coverage levels in upcoming production years.
Cover Crops: Managing Soybean Insects and Pathogens – Nick Arneson, Loren Giesler, Tom Hunt, Justin McMechan, Wayne Ohnesorg, Ron Seymour, Bob Wright

**Take Home Messages:**
- Both pest and beneficial insects can be found in cover crop to soybean transition systems.
- Scouting is a fundamental for minimizing risk and maximizing returns in a cover crop system.
- Environmental interactions with pest and beneficial insects complicates prediction of risk or benefits from arthropods.


**Take Home Messages:**
- When growing cover crops that will be terminated just before planting soybeans, it is always important to make sure the pivot is ready to apply water before the crop is planted in case the soils are dry.
- Cereal rye is a productive cover crop in Eastern and Central Nebraska when interseeded into corn and followed by soybean.
- Soybean yields were not influenced by cereal rye in most site-years.
- Soil health was improved by cereal rye.

Weed Management: Cover Crops and Weed Control, Conventional vs. Trained Soybean Variety Production, Herbicide Resistance and Dicamba Update – Chris Proctor, Rodrigo Werle

**Conclusions and Take Home Messages from 2017 Dataset**
- Conventional varieties yielded an average of 2-3 bushels less than the RR2 and RR2Xtend varieties.
- Early maturity soybean varieties (RM=2.2-2.4) yielded an average of 2 extra bushels when compared to the late season varieties (RM=3.2).
- The study is being replicated in 2018 for validation of our 2017 findings.

**Take Home Survey Results:**
- Farmers who adopted the technology in 2017 observed significant improvement in weed control.
- Most farmers spray their own herbicide programs; therefore, proper training on dicamba handling and application is crucial to minimize application errors.
- Off-target dicamba movement in Nebraska in 2017 was believed to occur not only from applications in Xtend soybeans but also from applications in corn (most likely from late-POST applications for control of common waterhemp and Palmer amaranth). Therefore, applicators should be mindful not only when spraying dicamba in Xtend soybeans but also in other crops.
- Nebraska soybean farmers believe that volatility played an important role in off-target dicamba movement during the 2017 growing season.
Nebraska Takes Part in U.S. Soy Global Trade Exchange  
by Jen Del Carmen, USSEC

Seven hundred plus attendees from more than 53 countries gathered in Kansas City, Missouri for the 6th Annual U.S. Soy Global Trade Exchange & Midwest Specialty Grains Conference & Tradeshow. The event took place from August 28 – 30.

The GTE is the U.S. Soybean Export Council’s (USSEC) biggest event of the year, bringing together international trade teams and U.S. Soy industry representatives for key discussions and personal networking. The annual affair connects buyers and sellers of whole soybeans, soybean meal, and soybean oil.

Before the conference began, international trade teams took part in field tours to Kansas and Missouri. The visitors headed to a number of farms outside Kansas City to get a firsthand look at U.S. growers’ sustainability practices. The tours also included various industry stops, providing the delegations with a closer look at U.S. infrastructure, inspection, and supply.

Prior to the teams’ departures, U.S. Department of Agriculture’s (USDA) Foreign Agricultural Service (FAS) Deputy Administrator Mark Slupek reiterated, “It’s a great time to buy U.S. Soy.”

Later that night, USSEC and the Midwest Shippers Association co-hosted an opening reception at the Abbott in Kansas City’s Crossroads district. The gala offered participants from both visiting countries and the U.S. an opportunity to visit informally and connect prior to the formal event.

Once the conference officially kicked off on August 29, participants heard from a number of speakers on a wealth of topics, including trade, world soy supply and demand, infrastructure, and nutrition, to name just a few.

This year was the first time that the Trade Team Invitational (TTI) was held concurrently with the GTE. The TTI helps to build personal relationships between buyers and sellers and is USSEC’s annual buyer / seller speed meeting. Exporters met directly and privately for 30 minutes with trade teams broken up by country and buyer type. These brief meetings help to quickly connect exporters to qualified international buyers. More than 220 trade team members from the trade teams met with exporters over the two-day TTI.

Greg Greving of Chapman attended the 2018 GTE. Greving is a past director on the United Soybean Board (USB) and an ex-officio member of the Nebraska Soybean Board. “The GTE always provides farmers with a great opportunity to directly connect with our customers,” Greving says. “In this day and age, when we can do so many things electronically, it’s still nice to be able to talk face to face and build those personal relationships.”
USMEF Hosts Nebraska Producers in Japan
- by Cale Buhr, Nebraska Soybean Board

Our Nebraska pork and soybean producers had the opportunity to see soybean checkoff dollars at work recently in Osaka and Tokyo, Japan as part of the United States Meat Export Federation (USMEF) Heartland Team. The team consisted of U.S. meat industry contacts from the Midwest, including members from the beef, pork, corn and soybean industries, as well as others.

The Heartland Team had the opportunity to view U.S. pork promotions in different locations, featuring the cartoon character, Gochipo. “Gochipo is a mascot character that was created by USMEF to increase awareness and convey a familiar, positive image of American pork among Japanese consumers,” explains USMEF Japan Director, Takemichi Yamashoji. “Image is important in Japan, and the Gochipo character is tremendously popular and exudes a very positive image for U.S. pork, leading consumers to want to purchase it and try it.”

USMEF studies show that Japan is the top export market for U.S. beef, with volumes increasing since 2016. U.S. exports to Japan have increased 19% to 307,559 metric tons, while chilled beef volume is up 32% to 148,688 metric tons. U.S. Pork exports to Japan also increased 2% to 393,648 metric tons – increasing the value up 4% to $1.63 billion.

USMEF, along with support from the United Soybean Board (USB) and soybean associations from Minnesota, Ohio, Iowa and Illinois, hosted ‘Gochipo Day’ with a goal of increasing U.S. pork sales in supermarkets. “This year, Gochipo Day was strategically included as part of an overall campaign to expand U.S. pork space in retail meat cases as we entered the summer high-demand season,” says Yamashoji. “The advantage for U.S. pork, of course, is that it is a high-quality product with excellent flavor. So once Japanese consumers taste it, they come back and purchase more.”

The Heartland Team also had the opportunity to visit a Wagyu Cattle Farm, Wagyu carcass auction, U.S. Grains Council Japan office, as well as attend a trade seminar and tasting session. For more information on USMEF, visit https://www.usmef.org/.

Heartland Team

This year, the Nebraska Soybean Board was represented by four industry contacts, as well as United Soybean Board member, Ed Lammers, from Hartington, Nebraska.

Gwen Beckman
Pork Producer
Elgin, NE

Pat Gabel
Pork Producer
Osceola, NE

Ed Lammers, United Soybean Board
Hartington, NE

Duane Schumacher
Soybean Producer
Bloomfield, NE

Mike Wisneski, Nebraska Pork Producers Association Director
Omaha, NE

Photo by Kansas Soybean Association
On August 13th, 2018 more than 100 consumers had the opportunity to experience farm-to-plate conversations and food. CommonGround Nebraska, a group of volunteer farm women, held this food connection on the Joyce Wrich Farm near Kennard, NE. The rural backdrop gave guests the chance to link together the food chain with the crops and livestock Nebraska farmers raise. The audience was a group of targeted food influencers including dietitians, fitness coaches, bloggers, and culinary students. The hope is that these invited guests will then pass on their knowledge of facts to their customers, peers, and audiences.

CommonGround volunteers were able to address numerous topics as they visited with urban guests at the different learning stations setup at the farm. The stations addressed four food topics: Antibiotics and Hormones, GMOs and Biotechnology, Organic and Conventional, and Sustainable Agriculture. Live animals and visual exhibits were present at the antibiotics and hormones station. Guests could then discuss GMO’s and the science behind crop technology with farmers that actually grow them. Another topic of interest included sustainable agriculture, where volunteers shared information about modern conservation practices such as cover crops, buffer strips, no-till, and terracing. Other valuable dialogs were held at the organic and conventional station addressing the different production methods. Each station also complimented the topics with a relevant appetizer and beverage.

The consumer discussions didn’t end at the station activities as partakers were able to round out the event by continuing conversations and enjoying a gourmet BBQ supper prepared by Chef John Benton from the Venue Restaurant. Norris FFA helped add to the farm experience as they assisted with serving each course of the meal. The food and comradery provided the platform for the CommonGround volunteers to connect with the consumers on values and share their stories.

The Nebraska Soybean Board and other commodity groups that sponsored the event would like to thank all of the volunteers that made this farm connection possible. It’s vital to keep communications from farm to plate transparent to develop a trusting relationship from farmer to consumer. Events and organizations like this help bond that relationship to provide the consumers trust that they are able to deliver a safe and nutritious product.
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A unique research project was recently completed that involved 10 states, more than 9,000 soybean fields, 700,000 acres, and 16 researchers sifting through four crop seasons’ worth of survey data.

Patricio Grassini, associate professor of agronomy at the University of Nebraska-Lincoln, and Shawn Conley, agronomy professor at the University of Wisconsin-Madison, are the co-Principal Investigators for “Benchmarking Soybean Production Systems in North-central USA.” The project delved into soybean farming management factors that influence yield across the Midwest. The team has worked for three years on the project, which was funded by the North Central Soybean Research Program (NCSRP) as well as several state soybean boards including Nebraska and Wisconsin.

“Our aim was simple, but also very ambitious, says Grassini. “Our project aimed to identify practices that can be further optimized, or fine-tuned, to close the gap between what the farmers are obtaining in their fields versus what they can potentially obtain in terms of yield, based on their climate and water availability.”

The research team followed a different approach using farmer survey data instead of running costly experiments, Grassini says.

“We collected information for 9,000 soybean fields across the region,” says Grassini. “We learned where the fields are located, we know the yield and we have information on more than 20 management practices.”

Peter Kyveryga, Iowa Soybean Association (ISA) director of analytics, was part of the research team that helped collect the farmer survey data for Iowa. His role at ISA was to help the researchers who were tasked with cleaning the data and filling in missing information. The Iowa final tally was approximately 1,500 fields.

“This study is different than strip-trial types, which just look at one or two factors to tell you the cause and effect relationship of the treatments in question,” says Kyveryga. “This study is different. It is looking at the big picture and how different factors may impact soybean yield directly or indirectly, assuming we have a sufficient amount of data.”

The survey asked farmers about their fields including: number of acres, average yield, tillage method, planting date, seeding rate, row spacing, irrigation vs. rainfed, and more. The fields were then grouped into different climate-soil categories so that suites of management practices could be identified that consistently led to higher yield in each specific environment.

Examining the yield gap

The research team then explored what causes gaps in yield between maximum yield potential and farmers’ actual yield. They estimated annual yield potential for rainfed fields and irrigated fields using daily weather data for each zone. Yield gaps were calculated as the difference between yield potential and average producer yield. In Nebraska and Iowa, average farmer yield in rainfed fields was 20-30 percent below its potential. In irrigated fields, the range was from 11-15 percent below potential.

They found that when soybeans were planted in late April to early May, they yielded consistently higher than fields planted in late May to early June, especially in Iowa and Nebraska. Later-planted fields could not make up the yield difference under any of the reported management practices such as tillage or seed treatment.

The researchers also compared yield response to planting date with available water during pod setting phase (R3-R5). As the degree of water limitation increased, yield response to planting date diminished. The rainfed fields in harsh environments suffered the least yield penalty due to consistent water limitation during pod-setting. In regions of Nebraska, the contrasting response of soybean yield to planting date was evident in irrigated versus rainfed fields.
Kyveryga says this research can help farmers to anticipate getting in the field earlier, but there are other forces that affect when planting can begin, mainly weather.

"Of course, farmers can’t control the weather, but they can control other factors that can close the yield gap such as getting into the fields as early as they can and switching to no-till,” he says.

Other factors explaining on-farm yield variation included planting dated, use of in-season fungicide or insecticide, tillage method and maturity group. Grassini and the team recently received a new research contract from NCSRP to move to the next phase. They will take the results from the first three years and test what they found on actual farmer fields.

“Now we are going to do more translation work,” says Grassini. “We will try to bring the information from the previous project back to the farm. We’ll show farmers that what we found can be implemented on their farms to increase yield and profit for them. It’s like closing the loop.”

This article is brought to you by NCSRP, a farmer-led organization that invests soybean checkoff dollars in regional research. Twelve state soybean boards actively participate and fund NCSRP including Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin. For more information about research funded by NCSRP visit: soybeanresearchinfo.com or soybeanresearchdata.com.
U.S. soybeans are certainly in the news these days. With all eyes on trade tensions between the U.S. and China, it’s important to remember that U.S. Soy is present and working in targeted markets around the world.

One such market is Thailand. U.S. Soybean Export Council (USSEC) analyst John Baize says a number of factors make Thailand a rising star for increasing U.S. Soy imports.

“Thailand has been a key growth market for soybeans and soybean meal for several years as its economy and average per capita income have expanded,” he explains. “It is also a major and growing tourist destination that will contribute to demand for pork, poultry, and seafood, driving up demand for soybean meal. This should result in continued growth in U.S. Soy exports to Thailand.”

The country has made tremendous progress in social and economic issues despite facing a number of political challenges. In 2011, the World Bank upgraded Thailand’s income categorization from a lower-middle income economy to an upper-middle income economy. Poverty has declined substantially over the last 30 years from 67 percent in 1986 to 11 percent in 2014, as incomes have risen.

A growing middle class with higher standards of living typically leads to a diet higher in protein, including meat. Soy-based protein is a top choice for fish, swine, and poultry diets.

According to the Alltech 2018 feed survey, Thailand’s feed production grew by 8 percent in 2017, raising the country to 12th place in total feed production. In 2017, total feed production in Thailand was estimated at 20.136 million metric tons (MMT), with primary sectors being poultry, swine, and aqua.

Thailand boasts the largest soy crushing industry in Southeast Asia, mainly supported by the feed industry.

As of August 31, Thailand is U.S. Soy’s tenth largest whole bean market globally. According to figures from the U.S. Census Bureau, Thailand imported 527,104 metric tons (MT) of whole soybeans from the U.S. in 2015. By 2017, that number nearly doubled to 1,041,124 MT. Year to date in 2018, the country has imported 1,433,618 MT of U.S. soybeans.

Thailand is a major poultry exporter to North America and the EU.

The country’s thriving aquaculture industry ranks in the top 10 in Southeast Asia and is the regional leader for shrimp production. Thailand produces 42 percent of the world’s shrimp.

Finally, Thailand’s soy food and beverage industry is the largest and most sophisticated in the region. It is estimated that Thais’ per capita consumption of soy beverages is about 12 liters per year, second in the world.

USSEC Regional Director – Southeast Asia Timothy Loh says, “USSEC’s efforts to build continued demand in this market focus on promoting the high quality and essential amino acid content of U.S. soybeans as a better measure of soybean value than price or crude protein content.”

In Thailand, as in other markets, U.S. Soy relies on a combination of trade and technical servicing to build continued demand. Trade servicing includes regional buyers’ conferences, U.S. Soy supply workshops, and bringing trade teams to the U.S. Technical servicing is a mix of workshops focusing on animal nutrition, feed formulation, and quality control; aquaculture feed demonstrations; and leveraging U.S. Soy quality through sponsorships.
Founded in 1985, the USA Poultry and Egg Export Council (USAPEEC) is a non-profit industry trade association and a designated cooperator with the USDA Foreign Agricultural Service (FAS). USAPEEC serves as a link between industry and government, liaises between exporters and importers, and represents the U.S. poultry and egg industry. By protecting current markets, aiding in the opening of new markets, and developing markets, USAPEEC serves as the industry’s voice on trade and policy issues.

USAPEEC has developed a strong relationship with the U.S. soybean and corn industries which support the organization’s efforts to increase U.S. poultry and egg exports. The relationship between USAPEEC and commodity groups is based on a simple premise — the more U.S. poultry and eggs that are exported means increased demand for U.S. soybean meal and corn. In fact, poultry is the largest livestock consumer of U.S. soy meal with 56 percent consumed by ducks, turkey, and chicken. Without U.S. poultry and egg production, U.S. soybean prices would decrease by 65 percent (all other things being equal), and without U.S. poultry and egg exports, U.S. soybean prices would decrease by 9 percent (all other things being equal). Therefore, USAPEEC coordinates between its 15 overseas offices worldwide to conduct projects that will benefit not only the U.S. poultry and egg industries but also U.S. soybean and corn farmers.

Since 2005, USAPEEC has been proud to partner with the Nebraska Soybean Board. In more recent years, the partnership has targeted markets including Mexico, Chile, the Middle East, and ASEAN region for U.S. poultry/egg exports. Through generous funding from the Nebraska Soybean Board, USAPEEC has been able to conduct such projects as educational seminars on poultry handling with Mexican border inspectors and government officials as well as continue a subscription to the Port Import Export Reporting Service trade data which tracks all truck shipments along the border. In Chile, USAPEEC has marketed U.S. poultry via in-store supermarket promotions thanks to funding from NSB, the South Dakota Soybean Research and Promotion Council, and the Illinois Soybean Association.

With additional support from the South Dakota Soybean Research and Promotion Council, NSB has also funded an ongoing project entitled “Improving Worldwide Market Access for U.S. Poultry and Eggs” which maintains USAPEEC’S Trade Regulation Database and Global Trade Barriers Table available to its members. These invaluable platforms disseminate key industry-relevant information that impact U.S. poultry and egg exports to 45 countries.

Looking forward to the 2019 fiscal year, USAPEEC has submitted proposals to NSB for continued projects in the Mexican and Chilean markets as well as for an expanded Trade Regulation Database. New this year are USAPEEC’s proposed plans to conduct activities within the recently opened Indian market. There, USAPEEC plans to conduct a study on “Protein Deficiency in India” as well as a subsequent multi-pronged communications strategy to bring awareness to poultry and its key nutritional benefits.

With approximately 144 million soybean bushel equivalents exported through U.S. chicken, turkey, duck, and eggs worth $4.5 billion in 2017, USAPEEC remains grateful for partnerships like that with NSB that allow for continued growth among not only the soybean but also corn, poultry, and egg industries.
While all U.S. soybean farmers are being adversely affected by the current trade friction with China and other international customers, an under-reported aspect of this standoff is how certain states – due to their lack of alternative transportation and marketing options – will likely absorb additional trauma. This insult to injury will likely fall on soybean farmers in western growing states, including Nebraska.

For many obvious reasons, a farm operation is not like a cupcake shop. One reason for this is the significant difference between how the two enterprises are able to react to a change in customer demand. For the cupcake shop, if there is a sudden dramatic decrease in the demand for chocolate cupcakes, it is simply a matter of going to the grocery store to increase production of vanilla or strawberry cupcakes. A cupcake shop can more easily and economically react to changing market conditions.

Contrast this with a soybean farming operation. If a dramatic decrease in demand occurs, adjusting and redirecting the production is much more complex and costly. The proliferation of soybean demand from China has arguably been the marketing game changer in the history of the industry. Farmers, particularly located in areas like Nebraska located far removed from reliable barge transportation have been able to access this growing international demand due to the billions of dollars of investment in shuttle train loading capacity, rail infrastructure, and export capacity in the Pacific Northwest. This pipeline, while far from perfect, has been consequential for facilitating the profitability of Nebraska soybean farmers and allowing them to be among the most international of entrepreneurs. However, since it was clearly designed to link soybean production in Nebraska and other western states to Asian, and especially Chinese, customers, it becomes all the more concerning to this area of the country when that market threatens to decline.

If a sizable amount of Nebraska soybeans no longer has access to one of its key international markets, the industry does not enjoy the luxury of the cupcake shop owner. Production cannot easily be redirected. Trying to access other customers – whether domestic or international – will present consequences. These soybeans pursuing a new market will not only compete with soybeans produced in other parts of the country, but it will also often require a supply chain that was not designed to link these soybeans to these destinations. This will come at a cost, and farmers will disproportionately absorb it.

An important, but incomplete barometer of determining soybean farmer profitability is the price of the commodity established by the Chicago Board of Trade. It has been widely documented how soybean prices have significantly declined over the past several months. However, to paint a more complete picture, it is important to examine how basis – the discrepancy between the Chicago Board of Trade price and the price a farmer receives at the point of delivery – will also fluctuate due to this trade friction. It certainly is unfortunate to witness the overall price decline. It becomes all the more distressing when soybean basis becomes more negative due to farmers in Nebraska and other states having less efficient access to customers. If soybeans from Nebraska must incur a more costly, less efficient journey in order to access customers other than China, farmers growing those soybeans will receive a smaller percentage than normal of the market value of those soybeans. This rerouting of Nebraska soybeans will be a very expensive detour.

The soybean industry continues to promote a quick resolution to this turmoil in the international marketplace. Specifically, the Soy Transportation Coalition continues to explore and promote strengthening all modes of transportation used by the industry so that the system is more resilient and redundant.
Building Up Biodiesel

Farmers across Nebraska are investing their checkoff dollars in biodiesel, supporting soybean production and a product that is fueling a sustainable environment. With fluctuating soybean prices, biodiesel adds significant value to the soybean supply chain, and the demand is continuing to grow.

In recent years the biodiesel industry has experienced a significant increase in the use of soybean oil as production volumes have grown exponentially. In the last 10 years, there has been a 300 percent increase. It is also predicated to jump from 6.9 billion pounds of soybean oil to biodiesel production to 7.8 billion pounds in the coming year. Last year, 33 percent of all domestic U.S. soybean oil was used for biodiesel – its second largest use.

“For Nebraska, soybean growers over the long term can expect to see $0.63 per bushel or $36 per acre with this value-added product,” said Tom Verry, National Biodiesel Board Director of Outreach and Development. “In the short term, an analysis from INTL FCStone shows that biodiesel is even more important. Their analysis shows that if biodiesel would go away today, it would remove 11 percent of the cash market, equivalent to almost one dollar off the cash price.”

Nationwide in 2017, biodiesel added on average $30 per acre and $2.7 billion in total soybean revenues.

“Biodiesel production is up 10 percent overall and domestic producers have seen increases of 25 percent. A lot of biodiesel producers around the country are sold out through the end of this year,” shared Verry. “The biodiesel and soybean oil industries are in a great spot.”

A big reason for this growth is the successful result of the U.S. biodiesel industry’s trade cases against Argentina and Indonesia last year. These cases returned over 700 million gallons of biodiesel demand back to U.S. production.

Along with significant increases in on-road use, the industry is also seeing expansion in the Bioheat® market.

“Nebraska has been a leader in biodiesel market development. We credit Nebraska Soybean for helping pioneer the Bioheat® market,” said Verry. “Biodiesel in the home heating oil sector is a 5-billion-gallon market potential with strong growth over the last several years. We expect to see that growth continue this year.”

The numbers continue to show a strong return on investment for Nebraska soybean producers. With biodiesel on an upward trend, Nebraska has an opportunity to promote a product that continues to support a sustainable future for agriculture.

With biodiesel on an upward trend, Nebraska has an opportunity to promote a product that continues to support a sustainable future for agriculture.
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