

NJ Soybean Board News

Keeping you up to date on your checkoff investment

ISSUE 7 • Spring 2013



Opportunity for N.J. Soybean Farmers

NJSB is looking for farmers interested in representing Eastern Region states as a USB farmer-leader. As a director serving on the United Soybean Board (national checkoff), you'll give a voice to soybean farmers in investing soy-checkoff funds at the national level. Current USB Director Rick Stern, whose term will end later this year, says the benefits of serving as a farmer-leader are numerous. "Serving on the board gives you a chance to directly impact the soybean industry for years to come," says Stern. Any farmers interested in learning more about the opportunity should contact Debbie Hart, NJSB executive director.



From the Chairman

Hello, New Jersey soybean farmers! With the sun staying in the sky a little longer each day, spring is right around the corner. After a long winter of superstorms and snow, the idea of warmer weather is most certainly welcome, and I'm sure we are all eagerly awaiting its arrival.

The New Jersey Soybean Board (NJSB) had a busy winter. The board met in January to discuss and outline the budget for the upcoming year. NJSB voted to invest in several research projects, including a Soybean Science for Youth initiative sponsored by the Rutgers Cooperative Extension and a project to research control of the Mexican bean beetle population in soybeans, among others. NJSB also received approval to use matching funds from the United Soybean Board (USB) for radio and billboard advertising, which will promote the use of Bioheat, a heating-oil alternative that can be made from soy oil. Keep your eyes out for the billboards this summer, when the messages will be placed along the New Jersey Turnpike.

In February, Treasurer Bob Lounsberry represented NJSB at the New Jersey Department of Ag Convention. This year marked the first time that NJSB had representation at the convention.

Also in February, NJSB hosted its second annual Producers Meeting at the Rutgers EcoComplex in Bordentown. The 85 farmers in attendance heard from a number of speakers on topics such as proper soybean storage, weed-management plans, marketing opportunities and other key issues facing Garden State farmers. For those of you not able to attend, this newsletter contains information presented at the meeting that may be useful for you on your operation.

As always, please feel free to contact me and NJSB Executive Director Debbie Hart with any questions or concerns.

I wish you a safe and productive planting season.

— Brian Palmer
Chairman, New Jersey Soybean Board

Rethinking Weed Management

Just as weeds continue to evolve, your weed-management plan should evolve, too, says University of Delaware extension agent Mark VanGessel, Ph.D. "Farmers must rethink their previous weed-management practices and consider bringing in some new elements to battle the weeds facing them today," he says. "Even if you haven't seen resistant weeds in your area yet, chances are you will at some point, and it is better to be prepared."

VanGessel highlights some of the best practices soybean farmers can employ to slow down the spread and growth of resistant weeds with the following recommendations:

- Start clean: A pre-emergent herbicide is a must, says VanGessel. Apply herbicides according to the full suggested rate and do so as close to planting as possible.
- Watch for weeds: Postemergent herbicides are also important, but need to be used at the right time.



Apply when the weeds are less than three inches tall and select an herbicide that will provide some residual control as well.

- Do not rely on just one mode of action – use a combination of herbicides that attack weeds differently. For this reason, it is also important to rotate herbicides from year to year based on their modes of action.
- Maximize non-chemical approaches to control. One idea is to space rows 15 inches apart, instead of 30, to get a crop canopy started sooner. That will decrease the amount of sunlight reaching the ground and slow weed growth.

New Jersey Soybean Board

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Successful Soybean Storage



New Jersey soybean farmers work very hard to produce a quality crop that contributes to an abundant supply of food, feed and fuel. Maintaining the value of that crop doesn't stop when

it's harvested and in the storage bin. North Dakota State University Professor Kenneth Hellevang, Ph.D., offered those who attended the NJSB Producers Meeting these suggestions for storing soybeans:

- Harvest your soybeans at the right moisture. The optimal moisture content to harvest for selling by spring is 13 percent. Harvest at 11 to 12 percent if you plan to store soybeans for a year or longer.

- Consider allowable storage times. Storing soybeans with 13 percent moisture at a temperature of 70 degrees would allow for maximum storage of 70 days. Moisture should be closer to 11 percent to allow for longer storage throughout the following summer.
- Control spoilage and insect infestation. Begin to cool soybeans throughout the fall and into winter. Continue to keep them cool going into summer.
- Monitor regularly. Continually pay close attention to temperature, smell, insects and carbon dioxide levels in bins to ensure obvious problems do not go undetected.
- Use a drying system. If moisture content exceeds what can be stored, you have two options: high-temperature or natural-air/low-temperature drying. If using high-temperature drying, keep the temperature at a maximum of 130 degrees. If using low-temperature drying, remember to maintain adequate airflow.

Five Reasons International Customers Prefer U.S. Soy

South American soy giants Brazil and Argentina are the world's second- and third-largest soybean producers behind the United States, respectively, and some reports expect a record crop for the countries. Even if a bountiful harvest from the countries is realized, though, buyers in the global market have a track record of turning to the U.S. for their soy needs. **Here are five reasons why:**

5. The U.S. is skilled at handling soybeans. Once harvested, soybeans grown in the U.S. are stored and transported safely, efficiently and at a small fraction of the cost required in most other soybean-producing countries. Technology and expertise among U.S. farmers and others in the U.S. soy industry allow soybeans and soybean products to be shipped with limited damage.
4. Customers get what they pay for. Quality standards for U.S. soybeans are specified and required by either government decree or industry regulations. These rules are applied with consistency by U.S. Department of Agriculture inspectors to assure buyers that they're getting what they pay for – quality soybeans.
3. Feed millers have a crush on U.S. dehulled soybeans. Soybean crushing plants around the world say they prefer U.S. soybeans because the beans are easier to process. Also, commercial feed customers agree that they prefer U.S. dehulled soybean meal in their feed because of the higher digestibility of nutrients when compared with competitive meals.
2. Sustainability sells soy. International customers appreciate the fact that U.S. soybean farmers grow crops in a sustainable manner that enhances the value of the farmland and the environment in which the farmers work and live.
1. U.S. soybean farmers are versatile and knowledgeable. U.S. farmers can provide international customers with commodity or specialty soybeans. Identity-preserved soybeans are segregated and delivered within very tight tolerances, complete with sufficient documentation to trace back to the originating farm and seed supplier.

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