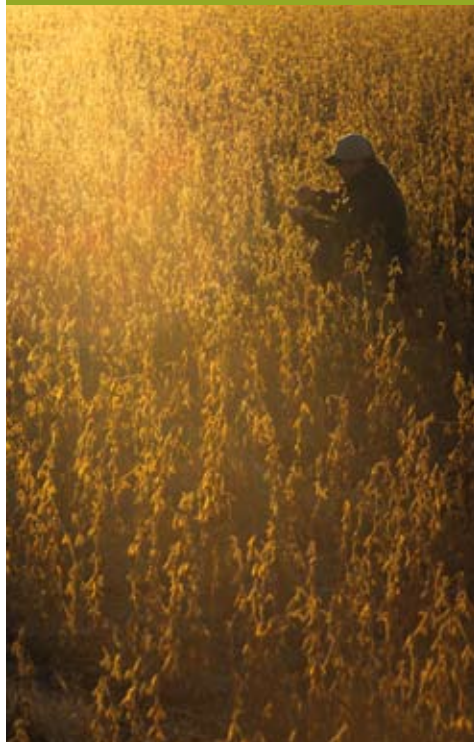


NJ Soybean Board News

Keeping you up to-date on your checkoff investment

ISSUE 2 • Summer 09



Welcome to the Summer 2009 issue of *New Jersey Soybean Board News*

Your soybean checkoff has created this newsletter to keep you informed about what's happening at the state and national levels. Covering the latest issues in the soybean industry, *NJ Soybean Board News* is just one more way your checkoff is working for you.

From the Chairman

If you're like most farmers, once the seed is in the ground, you're a lot more worried about how the weather will affect this year's harvest than you are about how soybean research will affect your crop five years from now.

That's where your soybean checkoff comes in. Your state and national checkoff organizations worry about such things so that you don't have to. We're constantly working behind the scenes to drive demand for your soybeans and find ways to maximize your profit opportunities. Through promotion and research, both in this country and around the world, we're always looking for new buyers of your beans.

If you listen to New Jersey-101.5 or SoJO-104.9, you probably heard our biodiesel advertisement. Aimed at the huge number of truck drivers who cross our state every day, the spot invited them to stop at Woodruff Energy in southern New Jersey or Woolley Fuel in the northern part of the state and fill up on the fuel made from your soybeans.

In this issue of *New Jersey Soybean Board News*, you can read about some of the other efforts of your soybean checkoff.

Below you'll find information on Lansing Trade Group's relatively new and continuously growing market and shipping facility in North Bergen. That facility will make growing soybeans pay off even more for New Jersey farmers. World demand for soy is very strong, and there's an overall upward trend in soybean plantings. Many of the beans sold in North Bergen go straight to China, our best international customer.

Your soybean checkoff is constantly working to maximize your profit opportunities.

Later in this issue, we'll update you on some of the research projects that are supported by the checkoff. Researchers are working to find solutions for the Mexican bean beetle, slugs in no-till fields and manganese-deficient soil in the coastal portion of our state. Finally, we'll give you an update on the new and improved United Soybean Board Web site unitedsoybean.org, which contains tools that I think all soybean farmers will find useful.

So, please, take a look through this edition of *New Jersey Soybean Board News*. I think you'll find it helpful and interesting to know how your checkoff dollars are being used to bring profit opportunities back to you. Good luck to you this season!

—RICK STERN, *Chairman*, NJ Soybean Board

Growing Port Means More Marketing Options for New Jersey Farmers

Did you know that essentially every other row of U.S. soy is exported? It's true. Last year, U.S. soybean farmers harvested 2.96 billion bushels of soybeans, more than 1.5 billion of which were exported.

Finding new ways to get more soybeans to expanding international markets is important. Lansing Trade Group operates a market and shipping facility in North Bergen seeking to do exactly that. Already shipping soybeans that come in on trucks from northern New Jersey and northeastern Pennsylvania and on rail cars from New York, Lansing is looking to funnel more soy through that facility and on to Asian markets.

"Basically, we've got unlimited possibilities in export markets," said Grieg Dougherty, Lansing's soybean specialist for the northeastern U.S. and eastern Canada. "We've been shipping about 300,000 to 400,000 bushels of

soybeans, but we're trying to increase that number, hopefully to about 2 to 3 million bushels just from trucks."

The North Bergen facility, which has been open for about two years, does not store any soybeans. Operating on a contract-only basis, Lansing coordinates scheduling to have available containers waiting when trucks arrive to unload their haul. All of these soybeans are exported, with a majority headed for China, Dougherty said. China imported 490 million bushels of soy last year, accounting for nearly a third of last year's U.S. export total.

The North Bergen facility offers farmers in New Jersey and the surrounding areas an additional option for marketing their beans. And farmers who utilize this option know their beans are going to an expanding market and helping to improve the relationship between the U.S. soy industry and one of its best customers.

For more information on Lansing Trade Group's North Bergen facility, call 315-258-4394.



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Our soybean checkoff.
Effective. Efficient. Farmer-Driven.



Slugs, Manganese and Beetles Among the Targets of Checkoff-Funded Research

The New Jersey Soybean Board and soybean checkoff invest checkoff dollars in research projects that preserve and protect New Jersey's soybean crop.

Bill Bamka, field crop agent for Rutgers Cooperative Extension, manages several checkoff-funded research projects.

No-till soybean fields, Bamka says, have seen increased populations of slugs over the past few years. Bamka continues to educate farmers who aren't accustomed to battling the slugs on preventive methods, including modified planters with scrapers to remove residue and altered planting dates.

Another regional problem is the manganese deficiencies in coastal soil. Bamka is a proponent of using a foliar application of manganese and grows demonstration plots of soybeans with and without the application, which, he says, have been

successful in persuading farmers to use this method.

Additionally, Bamka organizes an educational program to help train farmers to identify diseases. Many farmers misdiagnose some diseases as soybean rust, which has not made its way to New Jersey yet, he says. Finally, Bamka is growing variety comparison plots again this year and will have results at winter grower meetings.

Mark Mayer, an entomologist at the New Jersey Department of Agriculture (NJDA), said this year's cool, wet spring offered perfect conditions for a big rebound by the Mexican bean beetle.

The soybean checkoff continues to fund a NJDA program to annually release swarms of *Pediobius foveolatus*, a wasp that attacks the beetles. As a result of the program,



Mexican bean beetle

New Jersey soybean farmers have not had to spray for Mexican bean beetles since 1987, according to NJDA, resulting in annual savings of more than \$1.2 million worth of unneeded pesticides. NJDA must release new wasps each year because they are unable to overwinter.

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Stay Connected with the Checkoff

With the new tools on the United Soybean Board's Web site, www.unitedsoybean.org, farmers can work around the clock. The soybean checkoff brings up-to-the-minute ag headlines, weather, market prices and analysis, and an online grain exchange to farmers' fingertips. The interactive and fully customizable site provides farmers with convenient access and control of the tools they need to make informed and profitable decisions for their operations.


Register today in these simple steps:

Visit www.unitedsoybean.org, then click on login/register, located on the upper-left corner of the home page, to fill out your information fields.

Congrats! Now you are ready to begin customizing your individual home page.

Now, just **click on add content** in the upper-left corner. This will display your customization options.

Add the modules that meet the needs of your operation, including localized weather, livestock and additional crop information.

Click the  at the top of an individual module to remove it from your home page.

To **edit the module content**, just click the  icon.

Click the  icon to minimize a module.



Coming Soon: Enhancements to njsoybean.org

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