

81

Soya bluebook

Lucas Meyer



We are
a service company to
the soya industry.
Over 30.000 tons
of soya bean lecithin
and soya fatty acids
are yearly being marketed
by us worldwide.



LUCAS MEYER

Ausschläger Elbdeich 62, 2000 Hamburg 28, Tel.: 78 17 01, Telex: 2 163 220 myer d

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Soya Bluebook is published each June. Listings are provided to qualified members of the soybean industry. Every effort has been made to present a publication free of errors and/or omissions. In the event that errors or omissions occur, the editor of *Soya Bluebook* requests communications to that effect so that corrections can be made in future editions. Additional copies of *Soya Bluebook* are \$25. Contact Circulation & Sales Department.

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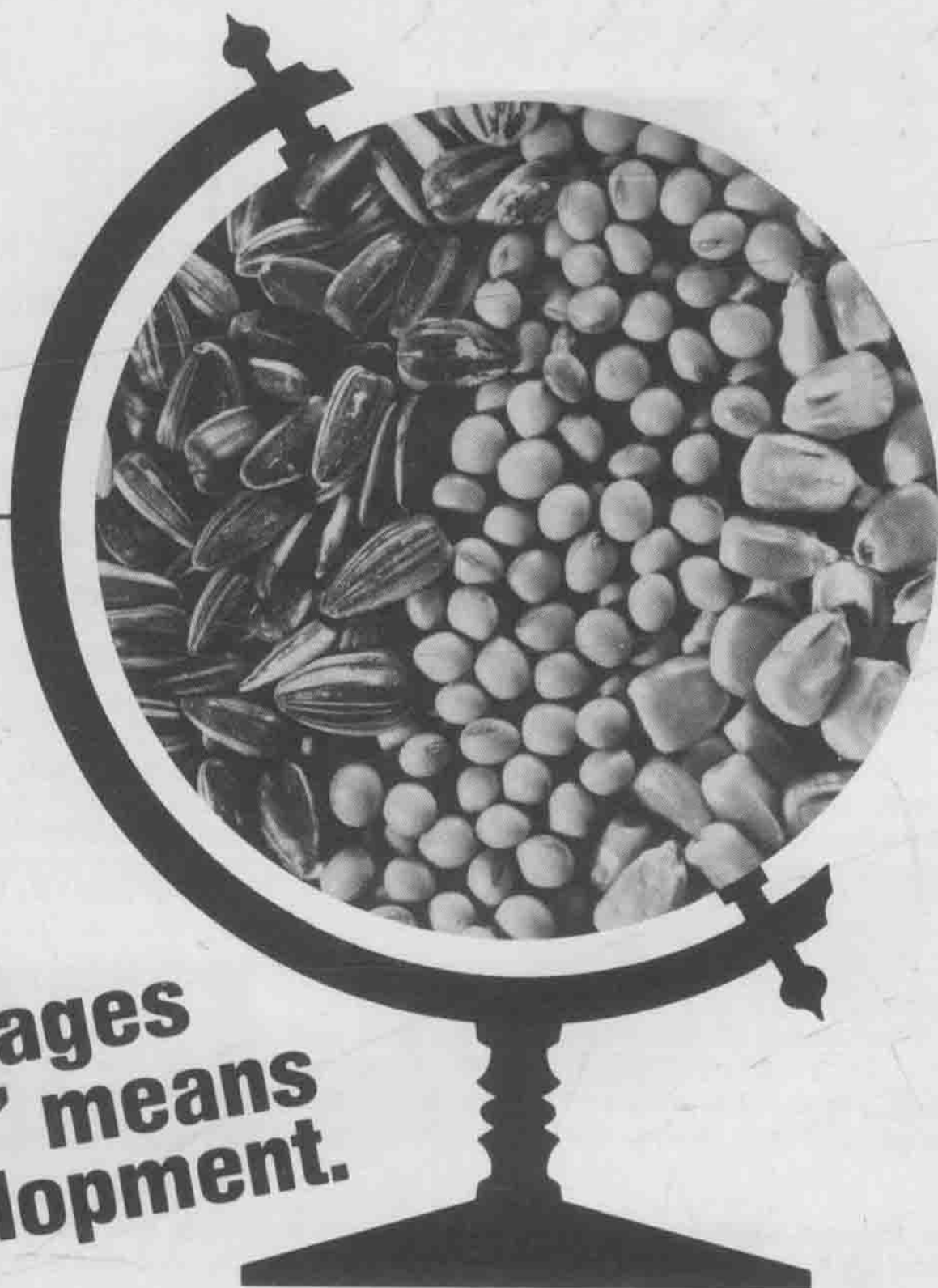


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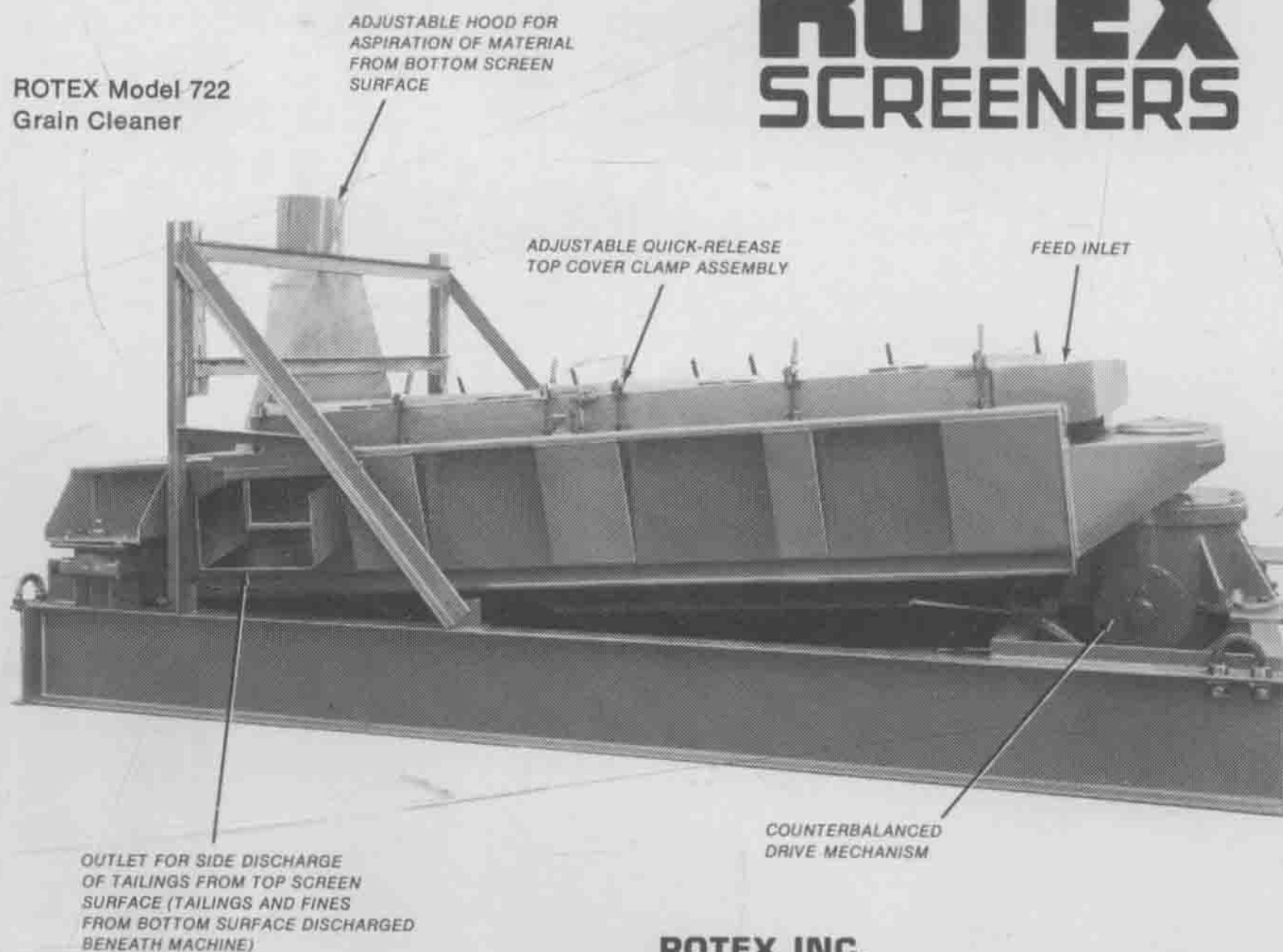
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THE SOYBEAN SUCCESS SAGA

The ascension of soybeans as a major U.S. and international farm commodity represents a saga unparalleled in the evolution of agriculture. Today, U.S. farmers produce 63 percent of the total world soybean supply. And, U.S. soybean growers continue to sell half their crop outside the United States.

U.S. soybean growth has been spectacular. Beginning as an experimental crop early in the 1900's, it took soybean farmers until 1968 to reach their first one billion bushel crop. In 1979, just 11 years later, soybean growers produced their first two billion bushel soybean crop.

Rapidly increasing acreage characterized the supply side of the recent U.S. soybean equation. In the past ten years alone, U.S. soybean acreage has nearly doubled — from 42 million acres to nearly 70 million acres. We cannot and should not assume such massive soybean acreage increases in the future.

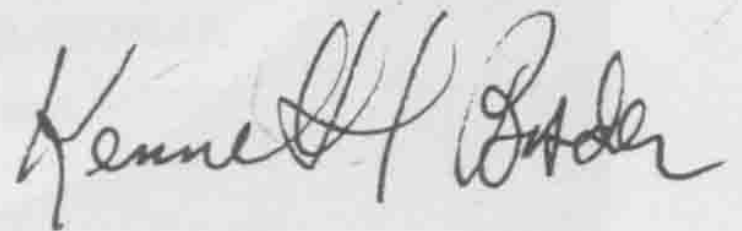
Three major factors have created the soybean's soaring success:

- Soybean growers have been producing their crop for its demand, not for government programs. As a result, U.S. soybean production is sensitive to changes in the market place. And, U.S. soybean growers are concerned about meeting the needs of their customers around the world. U.S. soybean production will continue to increase or decrease based on soybean prices resulting from consumption.

- U.S. agriculture in general and soybeans in particular have been the most productive sector of the U.S. economy. An aggressive federal, state and private research effort has created increased productivity as well as improved product quality. But, we're living today on yesterday's research. To meet the opportunities of the 1980's, U.S. soybean growers will continue to press for additional soybean research to improve production technology and increase the quality of soya products. U.S. soybean growers invest more than \$3 million of their own money in soybean research.

- U.S. soybean growers - in cooperation with industry and government are working throughout the world to build demand for soybeans and soybean products. In fact, U.S. soybean growers invested this year more than \$5.3 million of their own money in these market promotion efforts. Soybean growers are committed to providing staff and technical experts to assist other countries in their efforts to use soybeans and soybean products.

The American Soybean Association looks forward continuing our worldwide efforts to increase the use of soybeans and soybean products and to make soybean farming more profitable. We hope this edition of SOYA BLUEBOOK will help the worldwide soybean community.



Kenneth L. Bader
Chief Executive Officer
American Soybean Association

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Founded: 1920

Organized: 1925

Incorporated: February 28, 1946

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Ph. 314-432-1600. TLX: 447297 (USBEANS STL).

Washington Office: 1575 Eye Street, NW, Suite 360, Washington, DC 20036.
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ACTIVITIES

The American Soybean Association is a national non-profit, volunteer, single commodity organization of soybean producers organized to assure the opportunity of a profitable soybean industry.

To accomplish the above, ASA:

1. Conducts and supports programs for market development of soybeans and soybean products.
2. Conducts and supports effective programs of research and education.
3. Monitors governmental programs that are of vital concern to soybean producers.
4. Develops information programs of public affairs activities which identify and promote ASA.

OBJECTIVES

1. To be the worldwide spokesman for all U.S. soybean producers.
2. To make the soybean industry a profitable venture in the U.S..
3. To maintain a national association of soybean growers to act as an umbrella organization for all affiliates.
4. To assure a free world market for soybeans, and therefore a continued increase in demand for U.S. soybeans.
5. To assure adequate support for soybean research.
6. To inform U.S. soybean producers of all available production and marketing information.

GOVERNMENT

The American Soybean Association staff and officers maintain constant contact with all branches of government at the national level in order to further the objectives of soybean producers. ASA encourages legislation and governmental actions that will benefit soybeans and result in an orderly growth of the crop and industry and discourages legislation or actions that will prove harmful or restrictive to the crop, in cooperation with state soybean associations.

ASA works with the U.S. Department of Agriculture

and the industry in efforts to expand markets for U.S. soybeans and soybean products at home and abroad; it strives to maintain reasonable support levels without inducing excessive acreage and over-production; it constantly presents to Congress the need for adequate government research in the production, marketing and utilization of the crop.

HOLDS CONFERENCES with the nation's outstanding soybean authorities as speakers. Its resolutions are adopted by soybean farmer delegates at the ASA annual meeting and serve as guides for the association during the year.

ANSWERS YOUR QUESTIONS. The world headquarters of the American Soybean Association at St. Louis, MO, serves as a clearinghouse of information for the industry, answering thousands of inquiries that come throughout the year.

PUBLICATIONS

The American Soybean Association publishes four publications on a regular basis:

SOYBEAN DIGEST is the only production/management magazine in the world produced for soybean growers. Issued nine times a year, **SOYBEAN DIGEST** is packed with information on improved management skills and production techniques that help increase soybean grower profits.

SOYBEAN UPDATE is provided exclusively to ASA members 50 times a year to provide growers with timely information to help them make soybean marketing decisions.

SOYA BLUEBOOK, published each June, is an annual directory of the soybean industry. **BLUEBOOK** is available to anyone at a subscription price of \$25 per book.

SOYWORLD provides a quarterly look at market development, research and government relations programs for soybean producers as well as articles on issues facing soybean farmers. **SOYWORLD** is sent free to soybean growers and other persons interested in the soybean industry.

MEMBERSHIP

ACTIVE PRODUCER MEMBERSHIP in the American Soybean Association is open to U.S. growers of soybeans, whether as owner, manager or operator. Annual dues are set by each affiliated state association and entitle the grower to professional marketing and management information through various membership publications such as **SOYBEAN UPDATE** and **SOYWORLD**. This package is available exclusively through a soybean association membership. Active grower members have full voting rights.

NON-GROWER ASSOCIATE MEMBERSHIP is open to U.S. persons, business organizations, corporations, partnerships and other agencies who are engaged in the promotion and interests of soybeans or soybean products. Such non-grower associate members will carry all membership privileges in the association except the right to vote and may receive various membership publications such as **SOYBEAN UPDATE** and **SOYWORLD**. Annual dues are set by each affiliated state association.

FOREIGN CONTRIBUTING MEMBERSHIP is open to any foreign business organizations, corporations, partnerships and other agencies and persons interested in the welfare of the soybean industry. Annual dues shall be fixed by the American Soybean Association. Such members will carry all membership privileges in ASA except the right to vote. ASA publications such as **SOYBEAN UPDATE**, **SOYWORLD**, **SOYA BLUEBOOK** and **SOYBEAN DIGEST** are mailed highest priority mail.

AFFILIATED ASSOCIATIONS—ASA now has 24 affiliated state associations, a rapid development since the first state association was organized 14 years ago.

MEMBERSHIP INFORMATION may be obtained by writing to: Membership & Field Services Department, 777 Craig Road, P.O. Box 27300, St. Louis, MO 63141. Ph. 314-432-1600; TLX: 447297.

MARKET DEVELOPMENT PROGRAMS

Soybean exports provide about half of the income for each soybean grower. Nearly 60 cents of every export dollar comes back to the soybean grower. Soybean growers, through their state soybean grower investment checkoff, are supporting nearly 200 market promotion activities in 76 countries around the world. These programs have successfully created a new or expanded demand for soybeans overseas.

- U.S. soybean exports to Japan have increased by 120 million bushels since ASA began market promotion efforts in 1956.

- U.S. soybean exports to Mexico have doubled in the past year and ASA is continuing to work in this exciting country.

- Soy oil usage in West Germany has increased 65 percent and West Germans now consume about 1.2 billion pounds (the equivalent of 112 million bushels) of soy oil.

- Italy has imported over a \$1 billion of U.S. soybeans and meal in the past three years and ASA expects its promotion efforts to lead to a 7-8 percent annual increase.

- Southeast Asia is one of the fastest growing soybean markets. The area should import about 30 million bushels by 1985 compared with 10 million bushels this year and only 790,000 bushels in 1975.

- U.S. soybean exports to the People's Republic of China increased from 5 million bushels in 1978-79 to 30 million bushels in 1979-80. And, ASA's market promotion efforts in this tremendous market are just beginning.

RESEARCH

Soybean research is a key to increasing profits for your soybeans. Through grower investment checkoffs, soybean growers fund soybean research at the state and national level. Research investments help stimulate demand by improving product quality and developing new uses. Soybean research helps reduce production costs by helping you cut harvest losses, reduce disease problems and use improved varieties. Some of the grower-funded research projects helping increase profit-per-acre potential include:

- A Winter Nursery In Belize, Central America, provides two additional plant generations and speeds important varietal research.

- Experiments have led to new equipment such as the parabolic super chisel plow for silty clay and clay loam soils. Current efforts involve a computer controlled combine that automatically adjusts five combine functions to cut harvest losses.

- Research to solve major yield barriers includes a study to learn why the soybean plant aborts 65 percent of its pod-producing blooms. Other studies are developing basic information on the soybean plant's inability to fill pods during low moisture periods.

- Major research efforts are underway to improve soy oil quality by reducing or eliminating linolenic acid, a soy oil component which adversely affects stability, color, flavor and odor. Soy oil represents 35 percent of the soybean's value.

- Research projects to develop soybean varieties resistant to phytophthora root rot, cyst nematodes and other plant pests will pay for themselves through increased yields or lower costs.

AMERICAN SOYBEAN DEVELOPMENT FOUNDATION

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VICE PRESIDENT—Carl Gangwish
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VIRGINIA—Merle McCann

The farmer-boards managing the 23 state checkoff programs allocate a portion of their funds to the American Soybean Development Foundation (ASDF). ASDF directors contract with the American Soybean Association to implement market development, research and education programs designed to build soybean farmer profits as outlined according to the state checkoff programs.

NATIONAL SOYBEAN PROCESSORS ASSOCIATION

Organized: 1930
Executive Office: 1800 M Street, NW, Washington DC 20036. Ph. 202-452-8040.

OFFICERS

CHAIRMAN—C. Lockwood Marine
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TREASURER—Donald H. Leavenworth
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DIRECTOR OF PUBLIC AFFAIRS—Murray C. Keene
MANAGING DIRECTOR
National Soybean Crop Improvement Council (NSCIC)—Robert W. Judd, 211 S. Race St., Urbana, IL 61801.

Regular membership in the National Soybean Processors Association is open to individual firms or corporations regularly engaged in the actual processing of soybeans. The association now has 33 member firms which process more than 95% of the soybeans crushed in the United States.

Firms which are consumers of soy oil and/or soybean meal are eligible for associate membership. A number of refiners and mixed-feed manufacturers are now associate members of the association.

The association policy is determined by its board of directors who represent all sections of the processing areas and all types of processing units. The 16 committees of the association carry on the general activities group.

Through this organization, equitable trading rules have been developed which have admirably and fairly served the buyers and sellers of soybean products during the years in which the soybean industry has made such remarkable growth.

Government relations activities of NSPA have insured close cooperation between the soybean processing industry and the Federal government, on such issues as international trade negotiations, environmental protection regulation and domestic agriculture legislation.

The NSPA Meal Export Development Committee has since 1978 reviewed extensively the American soybean meal export system and has developed revised and new trading rules improving the efficiency of the export process and the quality of products in international trade.

The intense research activity fostered by the association and its members has played an important part in placing the industry on the high plane which it enjoys today. The promotional efforts of the association and its members have established a place for soybean products in highly competitive fields. Through this research and promotional activity the products of soybeans have become standard essentials in our food, feed and industrial markets.

The national Soybean Crop Improvement Council was established in 1941 by the association to cooperate with agricultural interests to encourage the growing of soybeans in the United States. Robert W. Judd is the managing director located in Urbana, IL.

The council cooperates with agronomy departments and experiment stations in the soybean-producing states, the U.S. Department of Agriculture and all segments of the soybean industry to encourage agronomic research for the purpose of reducing soybean production costs per bushel and providing improv-

ed strains of soybeans for producers, processors and consumers. The educational activities of the council serve to promote the adoption of improved agronomic practices.

An advisory board for the council was formed in 1950 and consists of 25 university agronomy department heads, 4 scientists from USDA, a representative from commercial soybean breeders and one representative from ASA. The advisory board serves as a liaison between the council and scientists engaged in all phases of soybean production research.

The council publishes SOYBEAN NEWS in January, April and October. The publication is designed to help increase soybean production efficiency. It is available to all interested persons on request.

Official trading rules governing the purchase and sale of soybean meal and soy oil are carried in the YEAR BOOK AND TRADING RULES of the National Soybean Processors Association. Copies of the yearbook may be obtained at \$10 per copy at the association's Washington offices.

FOOD PROTEIN COUNCIL

Organized: 1971

Executive Office: 1800 M St., NW, Washington, DC 20036. Ph. 202-467-6610.

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VICE CHAIRMAN—Willis Clark

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EXECUTIVE COMMITTEE—Kent N. Mittelberg, Willis Clark,

Donald Crisp, Ed Senska, Thomas L. Welsh.

DIRECTOR OF PUBLIC AFFAIRS—Murray C. Keene

DIRECTOR OF REGULATORY

AFFAIRS COMMITTEE—Dinah D. McElfresh

The Food Protein Council is comprised of firms and corporations regularly engaged within the United States in the actual processing or sale of vegetable proteins or products containing vegetable protein products derived from agricultural sources for use and consumption in human foods.

Goals of the council are to build awareness of the established nutritional properties of commercially available vegetable proteins and to participate in the formulation of U.S. nutrition goals and policies; to assist government agencies, the scientific community, the food processing industry, and public interest groups in the better understanding of the role and utilization of vegetable proteins in the food system; and to work toward the establishment of harmonized world food regulations that maximize the economic and nutritional properties of vegetable proteins in the world food supply.

A total of 12 firms are members of the Food Protein Council.

ONTARIO SOYA-BEAN GROWERS' MARKETING BOARD

Office: Wheels Plaza, 175 Keil Dr. S., P.O. Box 1199, Chatham, Ont. N7M 5L8, Canada.
Ph. 519-352-7730; TLX: 064-78546.

OFFICERS

CHAIRMAN—Donald Lumley, R.R. 3, Iona Station

FIRST VICE CHAIRMAN—Allan Ford, 150 Mary St., Apt. 302, Chatham

SECOND VICE CHAIRMAN—Allan Verbrugge, R.R. 2, Ridgetown

EXECUTIVE DIRECTOR—Bernard Calhoun, R.R. 2, Essex

SECRETARY MANAGER—Otis McGregor, P.O. Box 1199, Chatham

Sixteen thousand grower members. Purpose is to control and regulate the marketing of soybeans in Ontario. The board negotiates the terms and conditions of sales with dealers and processors. The board does not conduct actual purchase and sale, though it has power to do so. The board is financed by license fees paid by each grower according to the number of tonnes of soybeans sold. At present the fee is 90 cents per tonne, of which 37 cents is designated to promotion, research and advertising.

The Ontario Soya-Bean Growers' Marketing Board provides a toll-free telephone service 24 hours a day on price offered by crushers to dealers and growers.

STATE RESEARCH EXPERIMENT STATIONS

ALABAMA

Agricultural Experiment Station, Auburn 36830.
Department of Agronomy and Soils, 205-826-4100.
Evans, E.M.; Growth Regulation
Hiltbold, A.E.; Soil Microbiology
Thurlow, D.L.; Crop Management
Touchton, J.T.; Crop Nutrition
Walker, R.H.; Weed Science
Ward, C.Y.; Administration, USDA Collaborator

Alabama A&M University, Normal 35762.
Department of Natural Resource and Environmental
Studies, 205-859-7266.
Sapra, Val T.; Soybean Breeder
Stevens, Clauzell; Soybean Pathologist

ARKANSAS

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Agricultural Experiment Station, 501-575-4446.
Beatty, K.D.; Agronomy
Caviness, C.E.; Agronomy, USDA Collaborator
Mueller, A.J.; Entomology
Oliver, L.R.; Agronomy
Riggs, R.D.; Plant Pathology
Robbins, R.T.; Plant Pathology
Stutte, C.; Agronomy
Walters, H.J.; Plant Pathology

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Duclos, L.; Agronomy

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Giddens, J.; Agronomist (Microbiology)

Agricultural Experiment Station, Experiment 30212.
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Phillips, D.V.; Pathologist

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Dept. of Ag Ent 217-333-6656; Dept. of Agronomy,
217-333-3420; Dept. of Food & Science, 217-333-0130;
Dept. of Plant Pathology, 217-333-3170.

Banwart, W.L.; Agronomy
Bernard, R.L.; Agronomy
Boyer, J.S.; Agronomy & Botany, USDA
Collaborator
Bravo, J.; Agronomy
Camacho, L.; Agronomy
Chaven, C.; Agronomy
Cheryan, M.; Food Science
Cole, M.A.; Agronomy
Edwards, D.I.; Plant Pathology, USDA Collaborator
Engelbrecht-Wiggans, B.; Agronomy
Erdman, J.W.; Food Science
Erickson, D.; Agronomy
Everett, H.W.; Ag Economics
Fullerton, T.M.; Agronomy
Good, D.L.; Ag Economics
Goodman, R.M.; Plant Pathology
Gray, L.E.; Plant Pathology, USDA Collaborator
Hadley, H.H.; Agronomy
Hageman, R.H.; Agronomy
Harper, J.E.; Agronomy
Hassett, J.J.; Agronomy
Hesketh, J.D.; Agronomy
Hieronymus, T.A.; Ag Economics
Hill, L.D.; Ag Economics
Hittle, C.N.; Agronomy
Hummel, J.W.; Ag Engineering, USDA Collaborator
Hymowitz, T.; Agronomy
Irwin, M.E.; Ag Entomology
Jackobs, J.A.; Agronomy
Judy, W.H.; Agronomy
Knake, E.L.; Agronomy
Koeppel, D.E.; Agronomy
Kogan, Marcos; Ag Entomology
Kurtz, L.T.; Agronomy
Lim, S.M.; Plant Pathology
McGlamery, M.D.; Agronomy
McKibben, G.E.; Agronomy