



Joya bluebook

an ASA publication

Lucas Meyer



LECHININ

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 world wide.



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 July. 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 either occur, please contact the editor of SOYA BLUEBOOK so corrections can be made in future editions. For additional copies of SOYA BLUEBOOK (\$25), contact Circulation & Sales Department. For advertising rate information, contact SOYA BLUEBOOK Advertising Manager. All inquiries should be directed to:

SOYA BLUEBOOK P.O. Box 27300 St. Louis, MO 63141 U.S.A.

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Oya blue book

an ASA publication

The Lecithin people

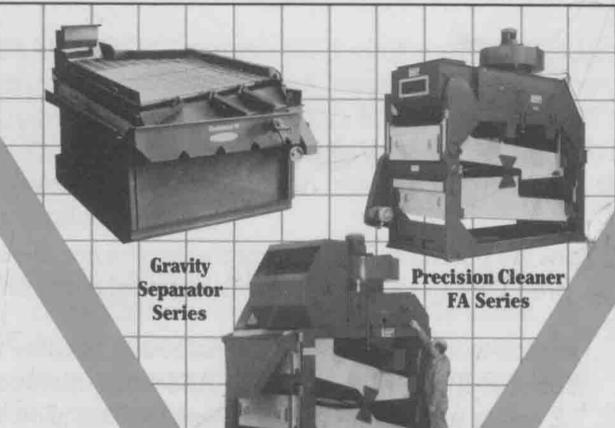
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nhance Your Quality Reputation Specify Gustafson's Seed Conditioning Equipment



General Purpose Cleaner

SI Series

If you condition soybeans, corn or small grains, you know what you're looking for in a seed cleaner...cleaning efficiency, simple operation, low maintenance and quick clean-out between lots.

All of the Gustafson cleaning machines are dependable and easy to operate. Adjustments, lubrication and maintenance are simplified by streamlined construction, and you are assured of quick, easy change-over between products.

Our quality line of machinery features rubber ball screen cleaners, which keep the screens continuously clean.

Centralized within each machine, the single fan system is an integral part of the Gustafson cleaners. This gives you the advantage of a balanced system with uniform product aspiration, without loss or waste of electrical power.

All of the Gustafson cleaners can be equipped with Kamatrol™, the computerized seed cleaning system. Kamatrol adjusts the cleaner automatically, keeping the machine in tune continuously as raw material or atmospheric changes occur. Operators will now be able to reduce the loss of good seed with rejected material, and maintain consistent control over the quality of the good product.

Gustafson (

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SEAL OF APPROVAL.

The soybeans we purchase from America's farmers are of such fine quality, we'd be proud to put an ADM label on each and every one.

This commitment to absolute quality has helped us become the leading domestic processor of soybeans with 14 plants. ADM also operates 3 vegetable oil refineries and 2 edible soy protein plants. These facilities allow ADM to offer the most complete line of soy products including soy flour, soy protein concentrate, isolated soy protein, TVP® textured vegetable protein, soybean meal, and soybean oil products.

Users of our soybean products know they can achieve better quality, increased production, and controlled costs in their food products.

For over 50 years ADM has sought top quality soybeans to produce top quality products. And while an ADM label may not appear on a soybean . . . our name and reputation is solidly behind each and every one we process.



SOYBEANS: A SUCCESS SAGA

The soybean success saga involves farmers, processors, transporters, grain companies and international trading firms.

SOYA BLUEBOOK represents a vital tool for this worldwide soybean industry. This directory and buyer's guide brings international soybean buyers and sellers together. From BLUEBOOK's directory of suppliers to its tables of economic data, SOYA BLUEBOOK provides valuable information for soybean specialists here in the U.S. and around the world.

The American Soybean Association—as a farmer-controlled U.S. commodity organization—is pleased to present the 1984 SOYA BLUEBOOK as an important marketing tool for all who are involved in the worldwide soybean industry. Our farmers are interested in growing and selling soybeans at profitable prices.

The American Soybean Association's strategic study "2002, A Blueprint for Soybeans" projects the world will need seven billion bushels of soybeans by the year 2002. The U.S. market share will most likely reach four billion bushels. This project requires increased U.S. soybean production to meet continued increases in worldwide utilization of soybeans, soybean oil and soybean meal.

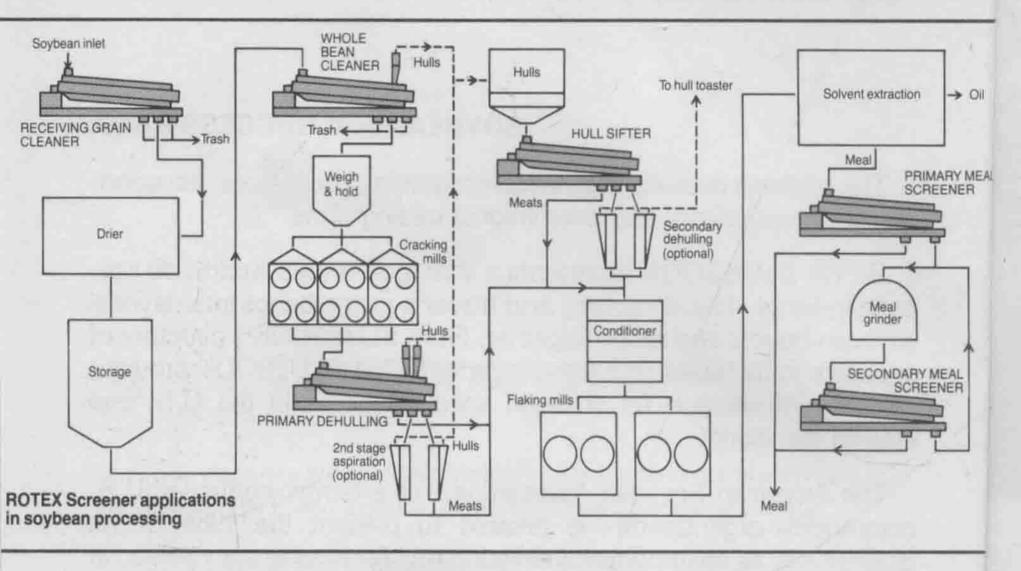
We look forward to assisting you and your company in the use of high quality soybeans. We hope this issue of SOYA BLUEBOOK will assist your efforts.

Dr. Kenneth L. Bader Chief Executive Officer

Kennel of States

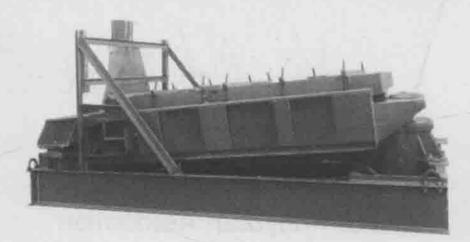
American Soybean Association

How Rotex Screeners increase profits for soybean processing plants



It's surprising how many ways soybean processing plants use ROTEX Screeners. And every application area, from receiving station to meal processing, contributes directly to the soybean plant's bottom line. You profit through greater yields, as ROTEX Screeners minimize the loss of good product during processing. You profit from ROTEX reliability and less downtime. And from more accurate and uniform sizing, for a better quality end product. In every respect, ROTEX Screeners are specifically engineered to meet the requirements of difficult soybean applications.

Receiving cleaning — Increasing emphasis is being placed today on the cleaning of incoming grain to remove fines, whose presence tends to restrict circulation and cause product loss during storage. ROTEX Grain Cleaners are ideal for this application because they use a long stroke low frequency horizontal screening motion. The motion quickly stratifies the fines down against the screen openings without violent agitation and remixing; fines



Model 722 ROTEX Grain Cleaner equipped for aspiration

readily pass through while the gentle motion minimizes grain breakage and produces maximum yields.

Prep room whole bean cleaning — Field trash and other oversize foreign matter are quickly removed by ROTEX Screeners as the horizontal gyratory motion minimizes upending of trash and helps prevent screen blinding. ROTEX Screeners can be furnished with aspiration for automatic removal of loose hulls and other light material off the top of the bed of whole beans — while removing grit and fines prior to cracking.

Cracked bean dehulling — The ROTEX horizontal gyratory motion causes hulls to ride up on top for easy aspiration, as the meats move to the bottom for steady conveying off the screen surface. Efficient hull removal is accomplished with minimum loss of meats.

Hull sifting — ROTEX Screeners produce accurately and uniformly sized fractions, which permits use of falling bed aspirators for additional meat recovery in secondary dehulling systems.

Meal sifting — The high capacities of ROTEX Screeners save floor space and power while producing efficient separations and reducing recycle load on the grinding mill.

Over 70 years' experience — Whatever your requirements in soybean processing, ROTEX INC. can help increase your yields and your profits. Our test lab is available for analysis and demonstration on your material, or field visits can be arranged to ROTEX installations. Call or write today for further information. ROTEX INC., 1236 Knowlton Street, Cincinnati, Ohio 45223.

For name of your nearest ROTEX representative, call TOLL-FREE 1-800-243-8160 (in CT 1-800-842-0225).

ROTEX INC.

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Soybeans, one of the top cash crops for U.S. farmers, are responsible for creating more and more jobs in industry and a better balance of payments for the nation.

This year, farmers will again raise more than 2 billion bushels of soybeans. One-third or so of that crop will be exported as whole beans. An additional share of this crop will be shipped abroad as processed oil and meal; oil for cooking, meal for use in animal feeds.

And that's worth noting. Because the point is: The more processing we can do here at home, the more "value added" to the soybeans and the more our economy benefits.

For example, each \$1 million of whole soy-

beans exported will generate about 135 jobs for American workers. If that same amount of soybeans is first processed into oil and meal before being exported, their dollar value will rise considerably and another 50 or so workers will be needed to do the job.

But whether we're exporting these "value added" products or whole soybeans, our freedom to trade is the real key to adding more jobs to America's payrolls and more income for America's farmers.

Continental Grain Company, 277 Park Avenue, New York, NY 10172.

Continental Grain

When value is added to soybeans, jobs are added to payrolls.

FROM THE EDITOR . .

SOYA BLUEBOOK has been published annually by the American Soybean Association since 1947 and serves as an international reference and directory to promote the sale and utilization of American soybeans and soybean products.

SOYA BLUEBOOK is divided into four sections. (1) Organizations concerned with soybean research, utilization and market development are listed in the first section. (2) The Soy Directory identifies processors and refiners, soyfoods manufacturers, industrial product manufacturers and exporters/importers. (3) The Buyer's Guide lists companies that provide appropriate equipment, supplies or services to the industry. (4) The statistical section has maps and tables of U.S. and world production, its value, utilization and export/import.

Information for all listings is obtained from questionnaires sent directly to the companies. Firms responding with updated or verified information are identified by an asterisk (*). Established policy of some firms restricts information available for publication, however, the information is as complete as possible. The publisher of SOYA BLUE-BOOK will not be responsible for any omissions which may have been made unavoidably.

organizations

The following organizations are independent or government groups that serve the soybean industry as informational sources and whose activities are directed toward or include emphasis on production, processing, research, marketing and use of soybeans and soybean products.

AMERICAN SOYBEAN ASSOCIATION

Founded: 1920

Organized: 1925

Incorporated: February 28, 1946

Home Office: 777 Craig Road, P.O. Box 27300, St. Louis, MO 63141.

Ph. 314-432-1600. TLX: 4312061 (USBEANS STL).

Washington Office: 600 Maryland Ave., SW, Suite 510, Washington, DC 20036.

Ph. 202-554-7804.

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REGIONAL MANAGERS

Provide support to state checkoff and state soybean association boards in the establishment, execution and maintenance of checkoff, membership, export promotion, research, education and government relations programs. REGION 1: Minnesota, North Dakota, South Dakota

Aleks Cerne; Jeff Olson, 360 Pierce Ave., Suite 110, North Mankato, MN 56001, Ph. 507-388-1635.

REGION 2: Kentucky, Tennessee, Carlton Earhart, 215 East 21st Street, P.O. Box 526, Hopkinsville, KY 42240, Ph. 502-885-1446.

REGION 3: Kansas, Oklahoma, Texas Alan Krob, 6308 S. Cedar Ave., Broken Arrow, OK 74011, Ph. 918-455-7904.

REGION 4: Iowa

Les Rhodes; Steve Pedersen, Marc Heiden, Scott Stone, Suite 600, West Towers, 1200 35th St., West Des Moines, IA 50265, Ph. 515-223-1423.

REGION 5: Missouri

Tony Ballmann, 322 Jefferson, Box 1771, Jefferson City, MO 65102, Ph. 314-635-3819.

REGION 6: Illinois, Wisconsin Bill Tiberend; Dave Drennan, P.O. Box 2901, Bloomington, IL 61702, Ph. 309-663-9433.

REGION 7: Indiana

Darwyn Nelson, 130 E. Washington, P.O. Box 1290, Indianapolis, IN 46206, Ph. 317-263-7836.

REGION 8: Michigan, Ohio

Doug Leith, 2097 S. Hamilton Road, Office 205, Columbus, OH 43232, Ph. 614-864-7692.

REGION 9: Delaware, Maryland, New Jersey, North Carolina, Pennsylvania, Virginia Jerry Kennedy, One Plaza E., Suite 420, P.O. Box 319, Salisbury, MD 21801, Ph. 301-742-9500.

REGION 10: Arkansas, Louisiana, Mississippi Kenny Brantley, 237 Primrose, Greenville, MS 38701, Ph. 601-332-0146.

REGION 11: Alabama, Florida, Georgia, South Carolina

Don Koehler, 1001 N. Central Ave., P.O. Box 2007, Tifton, GA 31794, Ph. 912-382-4900.

REGION 12: Nebraska

David Bohling, 301 Centennial Mall So., 4th Floor, Box 95144, Lincoln NE 68509, Ph. 402-471-2341.

COUNTRY DIRECTORS

Overseas Directors are assigned the broad task of increasing the utilization of U.S. soybeans and soybean products outside the U.S. Currently, more than 74 countries are directly serviced by ASA's 11 foreign offices.

Country Directors work closely with the U.S. Department of Agriculture, Foreign Agricultural Service; agricultural attaches and trade officers assigned to overseas posts; and local individuals and groups involved with oilseeds production, consumption and marketing.

ASA maintains the following offices:

ASIA, SOUTHEAST

Dr. Don Bushman, 541 Orchard Rd. #15-01 Liat Towers, Singapore 0923, Republic of Singapore. Ph. 737-6233; TLX: 33229 (USATO).

EUROPE, EAST

Tom Brennan, Gatterburggasse 18/2/3, A-1190 Vienna, Austria. Ph. 374118; TLX: 847-135132 (AMSOY A).

EUROPE, NORTH

Dr. Karl W. Fangauf, Pelzerstrasse 13, 2 Hamburg 1, Federal Republic of Germany. Ph. 330516 or 336783; TLX: 841-2163420 (SOYA D).

EUROPE, WEST

Dennis Blankenship, Centre International Rogier, Rm. 2501-2506, Boite 521, 1000 Brussels, Belgium. Ph. 217-2075; TLX: 846-26128 (AMSOYA B).

JAPAN

Gunnar Lynum, Akasaka Tokyu Bldg., 11th Floor, 2-14-3 Nagatacho, Chiyoda-ku, Tokyo, Japan 100. Ph. 593-2501; TLX: 781-28638 (US-BEANS).

KOREA

Dr. Kyung Lee, 63 Euljoro 1-ka, Chung-ku, K.P.O. Box 1704, Seoul, Korea. Ph. 778-9114; TLX: 787-25823 (SOLATO K).

MEXICO AND CENTRAL AMERICA

Gil Harrison, Rio Sena No. 26, Col. Cuauhtemoc, Mexico, D.F. 06500. Ph. 566-9490; TLX: 1762261 (SOYA ME).

MID-EAST & IBERIAN PENINSULA & AFRICA David Wilson, Piquer 7, 4° Izda., Madrid 33, Spain. Ph. 202-9142; TLX: 831-46008 (SOYA E).

PEOPLE'S REPUBLIC OF CHINA

Terence B. Foley, Hepingmen Kaoyadian 406, Beijing, People's Republic of China. Ph. 34-2476; TLX: 716-22203 (USCOP) or 716-22439 (JGHBJ CN).

SOUTH AMERICA & CARIBBEAN

New office. Position unfilled as of print date.

TAIWAN

Dr. Steve Chen, Rm. 603, Kwang-Wu Bldg., 386-12 Tun Hua South Rd., Taipei, Taiwan. Ph. 781-2110; TLX: 19422 (USBEANS).

ACTIVITIES

The American Soybean Association is a national non-profit, volunteer, single commodity organization of soybean farmers organized to assure the opportunity of a profitable soybean industry. Approximately 28,000 members from 26 affiliated state associations are members of ASA. State associations elect directors, based on production levels, to serve on the ASA Board of Directors. The Board of Directors is responsible for directing activities in accordance with ASA policies, approving budgets, evaluating ASA programs and contracting with the American Soybean Development Foundation to carry out education, research and market development activities. ASA does not directly market soybeans and/or soybean products. ASA:

- Conducts and supports programs to create and develop markets for soybeans and soybean products.
- 2. Conducts and supports effective programs of research and education.
- Monitors and influences U.S. governmental programs and policy to represent the best interest of American soybean farmers.
- Provides production and marketing information and develops public relations programs which identify and promote ASA.

OBJECTIVES

1. To promote profitable soybean production for U.S. farmers and the total soybean industry.

To be the worldwide spokesman for all U.S. soybean farmers.

 To maintain a national association of soybean farmers to act as an umbrella organization for all affiliates.

 To promote utilization of U.S. soybeans and soybean products worldwide through cooperative producer, industry and government market development programs.

To assure a free world market for soybeans, and therefore, a continued increase in demand for U.S. soybeans.

To assure adequate support for soybean research.
 To inform U.S. soybean farmers of current production and marketing information.

PUBLICATIONS

The American Soybean Association publishes three

publications on a regular basis:

SOYBEAN DIGEST is the only production/management magazine in the world produced for soybean farmers. Issued nine times a year, SOYBEAN DIGEST publishes information on improved management skills and production techniques that help increase soybean farmer profits.

organizations

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

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

MEMBERSHIP

ACTIVE MEMBERSHIP. Any person who is an actual producer of soybeans whether as owner, manager or operator may apply for active membership in the Association by completing an application form furnished by the Association and submitting the same to the Association, together with payment of the dues fixed by the Association. Such application shall be considered by the Board of Directors or by such person or persons designated by such board. If such application is granted, the applicant's name shall be entered on the Association's books as an active membership, and such member (or spouse) shall have full voting rights and may receive SOYBEAN UPDATE and SOYBEAN DIGEST.

ASSOCIATE MEMBERSHIP. Any persons, business organizations, corporations, partnerships and other agencies who are engaged in the promotion and interests of soybeans or soybean products may apply for associate membership in the Association by completing and submitting an application form furnished by the Association, together with payment of the dues established by the Association. Such application shall be considered by the Board of Directors or its designee, and if approved, the applicant may then be recorded as an associate member. Such associate members will carry all membership privileges in the Association except the right to vote and may receive SOYBEAN UPDATE and SOYBEAN DIGEST.

FOREIGN CONTRIBUTING MEMBERS. Any foreign business organizations, corporations, partnerships and other agencies and persons interested in the welfare of the soybean industry shall be extended the privilege of holding foreign contributing memberships in the Association by payment of the dues fixed by the Association. Such foreign contributing members will carry all membership privileges in the Association except the right to vote and may receive SOYBEAN UPDATE, SOYBEAN DIGEST and SOYA BLUEBOOK. Foreign includes all members outside the continental United States and Canada.

AFFILIATED ASSOCIATIONS—ASA now has 26 affiliated state associations, a rapid development since the first state association was organized in 1962,

MEMBERSHIP INFORMATION may be obtained by writing to: Membership & Education Department, 777 Craig Road, P.O. Box 27300, St. Louis, MO 63141. Ph. 314-432-1600; TLX: 4312061.

MARKET DEVELOPMENT PROGRAMS

Soybeans consistently provide the most cash income for American farmers. Over half the soyeans and soybean oil and meal produced in this country are exported, providing valuable trade revenue for the U.S. government and increased income to the U.S. farmer. The value of soybeans and soybean products exported in 1982 rose to \$8.4 billion, accounting for almost 20 percent of the total value of U.S. ag exports. Today, soybeans and soybean products are the largest agricultural export commodity in the U.S. In 1983, U.S. soybean farmers invested almost \$6 million of their own checkoff funds for more than 200 market development projects in 76 countries. These programs have successfully created a new or expanded demand for soybeans overseas and have helped to increase profits of U.S. farmers.

RESEARCH

Soybean research is a key to unlocking new opportunities for soybean profits. Through farmer investment in the soybean checkoff, farmers fund soybean research at the state and national level. Research investments help stimulate demand by improving product quality and developing new uses for soybeans and soybean products. Research also reduces production costs by helping cut harvest losses, reducing disease problems and developing improved varieties.

AMERICAN SOYBEAN DEVELOPMENT FOUNDATION

Farmer-boards managing the 25 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.

INTERNATIONAL FOUNDATION FOR AGRICULTURAL DEVELOPMENT

P.O. Box 12572, St. Louis, MO 63141, Ph. 314-432-7464

International Foundation for Agricultural Development (IFAD) is a wholly owned subsidiary of the American Soybean Association organized to provide expert technical assistance to the soy processing and utilization industry of the world.

Projects are supported by professional staff located in St. Louis, MO, Washington, D.C. and 11 foreign offices. Services range from feasibility studies to turnkey production operations. Special consultants are used to provide particular expertise. IFAD's primary objective is to improve the quality of nutrition through proper processing and utilization of soybeans.

NATIONAL SOYBEAN PROCESSORS ASSOCIATION

Organized: 1930

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

OFFICERS

CHAIRMAN - Donald H. Leavenworth, Cargill, Inc.

PRESIDENT-Sheldon J. Hauck

National Soybean Crop Improvement Council (NSCIC) — Robert W. Judd, 211 S. Race St., Urbana, IL 61801, Ph. 217-367-0412.

Regular membership in the National Soybean Processors Association is open to individual firms or corporations engaged in the actual processing of soybeans. The Association has 17 regular member firms which process more than 98% 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 associate

members of the Association.

Association policy is determined by its board of directors who represent all sections of the processing areas and all types of processing units. The 7 committees of the Association carry on the general activities of the

Through this organization, equitable trading rules have been developed to serve buyers and sellers of soy-

bean products.

NSPA encourages close cooperation between the soybean processing industry and the U.S. government, on such issues as international trade negotiations, environmental protection regulation and domestic agriculture legislation.

The NSPA Export Development Committee monitors 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 National Soybean Crop Improvement Council was established in 1941 to encourage U.S. soybean production. The Council cooperates with agronomy departments and experiment stations, 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 and providing improved strains of soybeans. 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 23 university agronomy department heads, 4 scientists from USDA, a representative from Commercial Soybean Breeders and one representative from the American Soybean Association. The advisory board serves as a liaison between the Council and scientists engaged in all phases of soybean production

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 \$15 per copy at the Association's Washington office.

SOY PROTEIN COUNCIL

Organized: 1971

Formerly Food Protein Council

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

OFFICERS

CHAIRMAN — Tony Cahill EXECUTIVE VICE PRESIDENT—Sheldon J. Hauck DIRECTOR OF REGULATORY AFFAIRS COMMITTEE-Dinah D. McElfresh

The Soy Protein Council is comprised of 6 member firms regularly engaged within the United States in the actual processing or sale of edible vegetable proteins or products.

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 U.S. government agencies, the scientific community, the food processing industry, and public interest groups in better understanding 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.

ONTARIO SOYA-BEAN GROWERS' MARKETING BOARD

Office: 180 Riverview Drive, P.O. Box 1199, Chatham, Ont. N7M 5L8, Canada. Ph. 519-352-7730; TLX: 064-78546.

OFFICERS

CHAIRMAN - Peter Epp SECRETARY MANAGER - Doug White

Nineteen thousand grower members. Purpose is to 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 18 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 prices offered by crushers to dealers and growers.

NATIONAL INSTITUTE OF OILSEED PRODUCTS

Organized: 1934

Executive Office: 111 Sutter, San Francisco, CA 94104.

OFFICERS

PRESIDENT - Robert E. Thomaier
FIRST VICE PRESIDENT - Albert F. Mogerley

This institute is a trade organization having as a principal objective the promotion of the general business welfare of persons and firms engaged in buying, selling, processing, shipping, manufacturing and otherwise interested in vegetable oils and vegetable oil raw materials.

COMMERCIAL SOYBEAN BREEDERS

Organized: 1977

For more information, write: John Schillinger, Chairman

c/o Asgrow Seed Company

634 East Lincolnway Ames, IA 50010

There are 61 current, active members in the organization. Soybean breeders in private industry may join.

Soybean variety development funded by commercial seed interests has grown dramatically over the last 10 years. With over 30 soybean breeders now working in the private sector (a number approximately equal to those working in the public sector), this organization represents the common interests of private efforts.

Purposes include:

- To encourage and promote a professional image and attitude among commercial soybean breeders.
- To encourage and promote a better working relationship among private and public soybean breeders.
- To encourage and promote more effective utilization of existing germplasm in all soybean breeding programs.

UNITED STATES DEPARTMENT OF AGRICULTURE

Office of Secretary

Secretary of Agriculture—John R. Block

Science and Education

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