

ZFSelect™ Seed NEWS

July
2010

ZFSelect™

Bean Team Updates

By Dan Bailey

Looking at the calendar and moving forward from a difficult wet spring with soybean planting completed, we have the makings of good crop expectations throughout the state. The old saying among farmers is: August rains will make or break the soybean crop potential.

The Bean Team at ZFS® would again like to thank everyone planting the LS and LL specialty soybeans and for their continued support and growth of the IP markets being developed. I would like to express my gratitude and thanks to Ed Ralston and Paul Wamhoff for all of their extra effort and help this spring while I was recovering from a health issue. Plots were planted, seed delivered, customers needs handled and inventory moved in a timely manner. With the continued growth and interest of the specialty soybean markets, ZFS is working harder to bring new products and opportunities to our grower customers.

MSU Non-GMO Weed Day

Another successful MSU Non-GMO Weed Day was had by all at the MSU Research Station on June 30th. Christy Sprague will be working on a research grant from the Michigan Soybean Association for Weed Control Systems in non-GMO soybeans. The results from the weed control plot trials will be provided to producers in a timely manner at our winter grower meetings, along with current updates from the Bean Team on new varieties, premiums, and

new markets for IP beans.

Glyphosate-Resistant Weeds

Problem weeds, Glyphosate-resistant, are increasing, but here's what you can do to arrest their spread: Use a known effective non-GMO weed control system. This will allow more producers to choose non-GMO production, offering additional profit opportunities and reducing the likeliness of specific herbicide resistance weeds. The Bean Team is evaluating four new LS varieties and four new LL varieties this year in small replicated trials throughout Michigan.

Conventional Hybrid Seed Corn

The buzz this summer for the Bean Team is that we are taking on a new project called corn. The Bean, and soon to be Corn Team, will be launching a new venture with the sale of conventional hybrid seed corn. Visit our tent at the MSU Ag Expo in East Lansing from July 20-22, or call any Bean Team member for more details.

As always, please contact or e-mail any member of the Bean Team with your comments, concerns or ideas on how we can better serve our customers with updates on agronomy information, plot data, new varieties and soybean traits.

Quote of the day:

"Expect the best. Prepare for the worst. Capitalize on what comes."

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ZFS is on Facebook and Twitter! If you use these sites, please become a fan of Zeeland Farm Services, Inc. (ZFS) and Zoye 100% Pure Soybean Oils and follow @ZFSInc.



Grain Market Updates

By Kurt Bergstedt, Jeff Johnston, and Travis Marshall

Record Number of Bean Acres Planted

The June 30th USDA report said that we are planting a record number of bean acres this year. The problem with this number is the unevenness of the crops and the acres that were never planted. Please keep in mind that this plantings intention number was as of June 1st. The monthly supply and demand report on the 9th of July continued to show the tightness of old crop soybeans taking the carryover to 175 million bu. Chinese demand for soy proteins continue for the 2010/2011 crop year and will remain strong with a weak dollar.

A lot has happened in the month of June. So with that said, like almost every year, we are facing a weather market again. So we expect to see some large price swings in the future as traders try to determine where the price of beans should be. We believe targets of around \$9.00 and higher are good investments for new crop beans.



Product Showcase

ZFS Select 923LS (New)



Product Characteristic	Value
Yield	4
Relative maturity	2.3
Stress	4
Average seed per pound	2,700
Processor preferred	Yes
Standability	4
Emergence	4
No-till adaptability	4
Soybean cyst nematode	S
Good ground	4
Marginal ground	4
Muck	
Hilum color	Black
Plant type	I

1 = Poor, 5 = Best, I = Intermediate



Foliar Feeding Soybeans

By Curtis Mans, Alpine Plant Foods Michigan Sales Manager

Foliar Feeding Soybeans

Foliar feeding is one of the most efficient methods of supplying nutrients during critical growing stages of the soybean plant. It can also supply needed nutrition to the plant during times when the plant is under stress from too much moisture in the soil, a situation that we have seen too often this year. When the soil is saturated with moisture, it reduces the oxygen levels in the soil and does not allow the root system of the plant to function properly. This causes reduced nutrient

uptake and results in poor plant growth rates. Foliar feeding can help supply nutrients to the plant during this time. Foliar feeding should always be used as a supplement to a good soil fertility program.

When foliar feeding soybeans, there are several things to consider:

- Use a high quality liquid foliar fertilizer.
- Make sure you have a product that is safe to the plant and is very pure.
- Make sure your application equipment is precise and accurate.

• Always use a low salt material. This will reduce the potential for leaf burn and damage to the plant.

• Always use a product that has high solubility.

• When applying foliar nitrogen, consider using a Slow Release product. This will allow for a longer window of nutrient uptake by the plant.

For more information, details or specific recommendations, contact your local Alpine representative or ZFS Select representative.

Thanks to everyone who came to the MSU Weed Tour on June 30. It was wonderful seeing all of you and sharing good conversation.

If you have any questions about anything that was discussed, please feel free to give us a call.

MSU Weed Tour



Spread the Zoye

As you may know, the soybeans processed at ZFS® are used to make a wide variety of Zoye® 100% Pure Soybean Oil products, and recently these products made their national debut. Zoye was recently featured in a segment on Lifetime's *The Balancing Act*, which aired on April 2nd and April 30th. The segment touched on the health benefits of Zoye, as well as the renewable energy that is used in processing the oil. To watch the segment, please visit our new website www.zoyeoil.com.



We are also pleased to announce that we have launched a new website for Zoye, as mentioned above. The new

site allows customers to purchase this MI grown and processed product nationwide! Consumers are also able to receive delicious recipes, health and cooking tips, retail locations to purchase the product, and much more. Make sure to check out the site, and look for coupon codes as well.

The Oil Sales Department has been hard at work making sure Zoye is available in as many locations as possible, including universities and colleges. The more locations that use Zoye, the more soybeans we will need from our valued growers! Here are a few new places that are using Zoye: Notre Dame University – South Bend, IN; Ohio State University – Columbus, OH; E-Z Mart C-stores – Texarkana, TX; Martan Stores – South Bend, IN.



Welcome Back Paul!

By Paul Wamhoff, Specialty Seeds Intern

I thought I'd let you all know that I am back again interning this summer under Dan and Ed. I've been driving around the past few weeks picking up pallets and extra seed. I've seen some dry fields in the state and some really wet fields that are hurting, but overall I would have to say things are looking good so far for this year's crop.

Later in the month of July, I'll start calling on growers about signing your fields, so you'll probably be hearing from me. Also, if you have any seed pallets or extra ZF-Select™ soybean seed, please give us a call. Have a good summer!



Mark Your Calendar

Upcoming ZFSelect™ Non-GMO Field Days:

- MSU Ag Expo – July 20-22 (visit our seed plot in lot #767)
- DF Seeds “Best of the Best” – August 12th (9 am start)
- ZFS Plot Days (dates to be announced by late July)
 - Scottsville, MI – Kurt Tiles Farm
 - Dowagiac, MI – Herb Mill Farm
 - Hopkins, MI – MSU Extension Field Day
 - TARE Plot Tour
 - Gratiot, Isabella, and Clinton County Plots
 - Harvey Milling Agronomy Tour – September 8th

Please mark these dates on your calendar. As dates, times and locations are confirmed, we will post them on our web site at www.zfsinc.com, or you can contact any member of the Bean Team for updates.



www.zfsinc.com
 800.748.0595 • F: 616.748.1878
 Zeeland, MI 49464
 P.O. Box 290 • 2525 - 84th Avenue



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