

# ZFSelect® Seed NEWS

A publication of Zeeland Farm Services, Inc.®

April  
2013

ZFSelect

## Bean Team Update

*By Dan Bailey, Seed Business Manager, Zeeland Farm Services*

One thing I've learned after a lifetime in the ag industry is that no two growing seasons are ever the same. After what we experienced in 2102, a little change will be welcome in 2013.

As I have traveled to seed, fertilizer and agronomic training meetings preparing for the upcoming growing season, one of the most used words I have heard is CHANGE.

We are seeing a change with chemicals to control more resistant weed species, and conventional soybeans are a great way to change your chemistry to prevent weed resistance. You can also get a premium for raising the conventional soybeans.

Planting soybeans earlier for higher yields, adjusting row spacing for soil management conditions, improving tillage and residue management practices, scouting for pests, weed control and plant health are all changes that can be made to improve profitability.

Testing for soybean cyst nematode (SCN) when you do soil testing in the fall is a great way to build a record for each field to be planted into soybeans. If we are going to improve

the soybean yields in Michigan, we need to try something new on a small scale and document the results. Choose one thing from the list in the previous paragraph and see what you can change to improve your soybean yields.

There are also changes taking place at ZFSelect Seed in 2013. Kyle Marshall accepted the seed sales position and joined the ZFSelect Bean Team on March 11 (you can read more about Kyle on Page 3). Kirk Geldersma will be joining the ZFSelect Bean Team on May 8 as our summer intern. (Page 2).

ZFSelect will also have a new variety of non-GMO soybean seed available this spring. The ZFSelect 1326 (2.6 maturity) has been a strong performer in many test plots and we expect the same in your fields. The plot results can be found at [www.zfsinc.com/seed](http://www.zfsinc.com/seed). There will be limited seed available for planting in 2013.

The ZFSelect Seed Team continues to help growers find profitable new markets around the globe for IP and non-GMO grain, including rapidly expanding markets such as aquaculture.

### In This Issue:

Grain market report ....2

Summer seed intern ....2

Bean Team addition.....3

SMaRT program.....3

Dates to remember ..... 4

Find us on  
Facebook

Follow us on  
Twitter

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 @ZFSSInc.



# Kirk Geldersma to serve as summer intern

Michigan State University senior Kirk Geldersma will be joining the Zeeland Farm Services Bean Team as a summer intern on May 8.

A native of Belding, Mich., Kirk is majoring in crop soil management, with a specialization in agribusiness management. He has a little less than

two semesters left at MSU before earning his bachelor's degree.

While at ZFS, Kirk will be helping out the seed sales team making seed deliveries in season, planting seed plots and working with special seed projects for 2013.



# Grain Market Update

*By Nick Reigler, Grain Originator, Zeeland Farm Services*

We have experienced a volatile and unforgiving market over the past few months, and many external factors play a role in the determination of prices and what lies ahead.

The United States corn belt is finally getting some moisture, while the South American bean harvest is now in full swing, and some believe it may be its largest yet. Increasing speculation on this large Brazilian soybean crop has moved the bean market into recent lows.

As if South America didn't already have enough transportation issues, there is great labor unrest amongst the port workers in Brazil, which is expected to effect import and export shipments and may impact the price of U.S. soybeans.

China is playing a large role in the soybean price movement with its constant exiting and re-entering of the market. Soybean export sales are up 16 percent, with a projected 97 percent of old crop beans already sold

in the U.S.

As for corn, we are seeing a decrease in ethanol production as supplies tighten and exports continue to drop, having fallen 47 percent from last year. Difficulty in transportation due to low river levels has led to increased costs of moving the crop internationally.

“Look at market fluctuations as your friend rather than your enemy; profit from folly rather than participate in it.”  
- Warren Buffett



# New Product Showcase

## ZFSelect® 1326



Product characteristics	Value
Yield	5
Relative maturity	2.6
White mold	n/a
Avg. seed per pound	2,800
Processor preferred	Yes
Standability	4
Emergence	4
No-till adaptability	4
Soybean cyst nematode	S
Good ground	5
Marginal ground	4
Muck	n/a
Hilum color	Yellow
Plant type	Med. bushy

1 = Poor, 5 = Best, S = susceptible



# Kyle Marshall joins the ZFSelect sales team

*By Kyle Marshall, ZFSelect Seed Sales Representative*

Hi, my name is Kyle Marshall and I am the new seed sales representative for Zeeland Farm Services.

I have loved farming for as long as I can remember, and it has always been my dream to work in the ag industry. I grew up on a dairy farm in Stockbridge, Mich., and I can still remember running around the farm as a 3-year-old, trying to keep up with my dad and my older brother.

We milked about 140 cows and raised about 800 acres of corn, wheat and alfalfa to help feed them. Eventually, I began helping out with the dairy, milking cows, driving tractor and basi-



I attended Michigan State University, where I earned a Bachelor of Science degree in agribusiness management. I am still a huge Spartans fan.

Following the best four years of my life in East Lansing, I started my career

cally doing whatever was necessary at the time. That's how family farms operate.

After graduating from high school,

with Pioneer Hi-Bred in Ithaca, Mich. I was with the company for about three years before joining Zeeland Farm Services.

I worked as an operator in the soy plant at ZFS, learning the processing side of the business, before becoming a member of the seed sales team. I am hoping to bring a fresh perspective to the Bean Team here at ZFS, and I look forward to working with you all.

Please don't hesitate to contact me with any questions or concerns, and let me know if I can provide you with any assistance regarding seed sales. I can be reached at (616) 748-1818.



# Five new SMaRT projects identified

*By Mike Staton, MSU Extension Soybean Educator*

The SMaRT (Soybean Management and Research Technology) program helps Michigan soybean producers evaluate new practices, products and equipment in on-farm research trials.

The SMaRT program worked with Michigan soybean producers to evaluate 14 projects in 2011 and 31 projects in 2012. The 2011 and 2012 SMaRT research reports are available online at [www.michigansoybean.org](http://www.michigansoybean.org) under "Grower Resources."

To identify research projects for 2013 we surveyed more than 450 soybean producers and agronomists. After compiling and summarizing the information, we chose five research projects for 2013. The projects are as follows:

- Foliar growth promoters/protectors
- Starter fertilizer (pop-up or 2 x 2)
- Broadcast potassium fertilizer with and without boron

The reliability of the information produced by any research project is greatly improved when conducted over multiple locations and multiple years. Therefore, we plan to conduct these five projects across as many sites as possible over the next two years.

I have developed simple research protocols for each of the projects and am currently distributing these to Michigan soybean producers interested in conducting one or more research trials on their farms in 2013.

By following the project protocols, cooperating producers will gener-

ate credible and meaningful results helping Michigan soybean producers become more profitable.

I realize that some soybean producers will want to evaluate new practices, products or equipment that are not included in the five projects listed above. I can provide a research protocol and statistical analysis specific to each of these projects. This will enable individual producers to determine within 90 percent certainty whether or not the new practice, product or equipment made a difference on their farm in 2013.

If you are interested in conducting a soybean research trial on your farm in 2013, please call me at (269) 673-0370 ext. 27 or e-mail [staton@msu.edu](mailto:staton@msu.edu). All SMaRT cooperator names will be kept confidential.



# ZFSelect Seed NEWS

A publication of Zeeland Farm Services, Inc.®

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

PRSR STD  
US POSTAGE  
PAID  
ZEELAND MI  
PERMIT NO 57

## Market Sensitive Reports

**March 28**  
Grain Stocks and  
Prospective Plantings

**April 10**  
USDA Crop Production

**May 10**  
USDA Crop Production

**May 27**  
CBOT Closed

**June 12**  
USDA Crop Production

## ZFSelect 2013 non-GMO premiums

Variety	Maturity	Benefit	Premium
1326	2.6	Test plot star	\$1.50/bu
251 LS	2.5	White mold king	\$1.50/bu
291 LS	2.9	Yield stability	\$1.50/bu
725 LS	2.5	High adaptability	\$1.50/bu
823 LL	2.3	North or south	\$1.75/bu
830 LL	3.0	Plot trial performer	\$1.75/bu
1125 LL	3.0	High yield potential	\$1.75/bu
DF 155	2.5	Consistent yield	\$1.75/bu