

## Which Is Better for U.S. Soybean Farmers?

### WITH the American Soybean Association (ASA) you achieve...



*Increased awareness and legislative support for renewable fuels that use U.S. soybeans.*



*More accessible trade opportunities for U.S. soybean farmers.*



*Fair treatment for U.S. soybean farmers in the 2002 Farm Bill.*

### WITHOUT the American Soybean Association (ASA) there is...

— **No one** to carry a strong biodiesel message to Congress on behalf of U.S. soybean farmers.

— **No one** to stand up for U.S. soybean farmers against unfair trade restrictions and barriers.

— **No one** to monitor and seek changes to legislation to protect the interests of U.S. soybean farmers.

### It's Better With ASA...Become a Member Today

There is no other organization that can do for U.S. soybean farmers what the American Soybean Association can do to improve the industry through legislative achievements and international trade representation.

The American Soybean Association needs you as a member. Every member is important. Every member makes a difference. Your membership ensures a strong ASA voice to accomplish the vital work of protecting and improving the profitability of U.S. soybean farmers.

**To join ASA and for more information, go to [www.SoyGrowers.com](http://www.SoyGrowers.com) or call 1-800-688-7692.**

## China Moves Into Top Spot for U.S. Soybean Exports

The efforts of members of the American Soybean Association (ASA) helped to make China the number one export market for U.S. soybeans during the last marketing year.

From September 1, 2002 through August 31, 2003, the United States exported 7.68 million metric tons (282.16 million bushels) of soybeans to China, moving it into the top position for U.S. soybean exports.

For 21 years ASA has been working in China to promote U.S. soybeans. ASA's first China office opened in 1982 in Beijing. Initially, ASA's work focused on technical services to livestock and feed production. In recent years, ASA has been doing important work with China's livestock producers, feed millers, aquaculture industry and soybean processors, and the traders and distributors who supply their needs.

ASA has been particularly focused on work with the animal producers and animal feed producers in China who can best benefit from using the valuable proteins in soybean meal as a mainstay of animal diets.

The record soybean export year to China was

accomplished despite various roadblocks that arose due to China's new regulatory policies and import licensing procedures for biotech soybeans. ASA closely followed these developments and kept in regular contact with U.S. Trade Representative Robert Zoellick, Agriculture Secretary Ann Veneman and other Administration officials to express concerns on behalf of U.S. soybean producers. ASA's efforts helped address specific issues and problems so that resolutions were forthcoming and trade with China was kept on track.

Reducing trade barriers and increasing market access in general for U.S. soybean exports is a top ASA priority and will continue to be very important to ASA members as the Association works to improve competitiveness for U.S. soybean farmers.

ASA's activities to expand international markets for U.S. soybeans and products are made possible by producer checkoff dollars invested by the United Soybean Board and various State Soybean Councils, as well as by cost-share funding provided by the U.S. Department of Agriculture's Foreign Agricultural Service.

The American Soybean Association is a national commodity organization with 25,000 members and affiliation with 25 states. For membership details, call 1-800-688-7692.

## ASA Members View Brazilian Biotech Decree as Incomplete

One of the top issues for members of the American Soybean Association (ASA) is U.S. competitiveness — maintaining and protecting it. For many months ASA has been pushing for an end to the ill-gotten economic advantages enjoyed by Brazilian growers who are illegal planting Roundup Ready® soybean seed.

ASA producer-leaders were not particularly impressed with news in September that the government of Brazil will temporarily allow soybean producers to “legally” plant pirated Roundup Ready Soybeans® (RRSB).

ASA President Ron Heck, a producer from Perry, Iowa, said, “At best, this is only a small step in the right direction if it ultimately leads to a long-term strategy for biotechnology and adequate enforcement of Intellectual Property rights for seed technologies in Brazil.”

In late September, Brazil’s acting President Jose Alencar signed a presidential decree authorizing the planting of genetically modified soybeans in all of Brazil for the 2003-2004 growing season. It is ASA’s understanding that the decree also allows for sales of the crop coming from the biotech-enhanced seeds until December 31, 2004. Farmers planting and commercializing biotech seed between now and December 31, 2004 will have to sign a document

pledging to not buy seeds of untraced origin in the future.

“I am very skeptical,” Heck said. “Just because it’s a law in Brazil doesn’t mean that there will be any enforcement. Growers have been illegally planting pirated Roundup Ready soybean seed right under the government’s nose for more than six years.”

ASA has argued that because Brazilian growers are obtaining their RRSB seed illegally, they are gaining an ill-gotten \$9.30 to \$15.50 per acre (the cost range is affected by planting rates, row widths and other factors) competitive advantage over U.S. growers just from the failure to pay the royalties for patented seed technology like U.S. growers must.

The decree does not allow for the sale of new biotech seed, but rather allows farmers to plant the illegal seed they now have on hand, and would allow the Brazilian Agriculture Minister to extend the cutoff date for commercializing biotech seeds in Brazil, under condition that the farmer can demonstrate the origin of those soybeans.

“I’d like to know how the farmers are going to prove the origin of the soybeans when the seed they are planting was obtained illegally,” Heck said.

## ASA Members Invite All Growers to Commodity Classic

Corn and soybean growers are looking forward to Commodity Classic, the annual convention and trade show of the American Soybean Association (ASA) and National Corn Growers Association (NCGA). It will be held March 2-4, 2004, in Las Vegas, Nevada.

Growers can attend a variety of learning seminars on such topics as technology, production and marketing. There is the opportunity for networking and talking with the top leaders of ASA and NCGA. In addition, growers always appreciate the abundance of agriculture businesses and organizations with booths at the Commodity Classic trade show. In 2004 the trade show will have nearly 700 booths.

The Commodity Classic General Session always draws a big crowd, and this year’s program will include conversation on the issues, some humor, policy news, and entertainment with a motivational message.

The General Session will be on March 3, with the entertainment and motivational message presented by Jon Wee and Owen Morse, known as “The Passing Zone.” They juggle just about anything, including gasoline-powered devices. The Passing Zone notes that juggling is the perfect metaphor to describe what people

do in their workday and how they balance life’s many demands. Wee and Morse use their skill as motivational speakers, jugglers, comedians and entertainers to amuse audiences and deliver a message about teamwork and achieving goals.

Since 1988, The Passing Zone has been performing exciting shows all over the world. The Passing Zone has also appeared on numerous television programs, including The Tonight Show, The Today Show, and Live with Regis & Kathie Lee.

Start planning now to go to the 2004 Commodity Classic in Las Vegas. For more information, or to register for the event, visit [www.commodityclassic.com](http://www.commodityclassic.com).

PHOTO: COURTESY OF THE PASSING ZONE



John Wee and Owen Morse are known as “The Passing Zone.” These two men are amazing jugglers and accomplished comedians, who relate the art of juggling to the demands of life and achieving goals.