

Division of Marketing
Agricultural Development and Diversification (ADD) Program
1995 Grant Final Report
Grant Number 10052

Grant Title Identity Preserved Soybeans - Evaluation of Adaptability and
Development of Premium Markets for Wisconsin Producers (Phase 1)

Amount Awarded \$22,350.00

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APRIL 15, 1996

The following is a list of our Grant Objectives and how we view they were accounted for during the first year of our grant.

1. To determine the agronomic adaptability, yield, and quality of special food (IP) grade soybeans in Wisconsin.

The University of Wisconsin Agronomy Department tested and evaluated 13 private and public varieties for agronomic and grain quality characteristics at Janesville and Arlington, Wis.. From this along with 3 farm test plots we were able to select 2 new food soybeans varieties to continue testing and rule out 2 that were definitely unacceptable to be adapted in Wisconsin. Two others were ruled out because of their poor yields making them uneconomical to be grown in Wisconsin. We are very pleased with the data we received from these plots and plan on continuing this year with additional varieties along with retesting the current promising varieties.

2. To develop certification standards and mechanisms for production and marketing of IP soybeans for Wisconsin producers.

In conjunction with Wisconsin Crop Improvement we developed standards for chemical free soybeans grown in Wisconsin and have used these standards to help us merchandise these soybeans with a \$2.85 per bushel premium going directly to the producers. We also developed and implemented a plan to certify and Identity Preserve Food Grade Soybeans at our locations in Clinton and Janesville. These soybeans were kept separate by variety, production method, and final use. This made it very easy for us to meet the specific needs of our customers. The customers can call upon us to supply them with a particular type soybean that was grown and we were able to supply them.

3. To determine the risks and benefits of IP soybean production for Wisconsin producers.

The 1995 crop provided some very positive benefits as well as some small losses to producers and ourselves. We had 3 producers grow a new experimental food soybean on a limited

acreaage last year and the results from both a yield and quality standpoint were disappointing. Altogether between the producers and ourselves suffered approximately a \$15000 loss. But on the positive side we received approximately 95000 bu. of clear hilem soybeans, 120000 bu. of variety specific IP soybeans, 50000 of high protein IP soybeans, 25000 bu. of certified chemical free soybeans, 15000 bu. organic certified natto soybeans and 45000 bu. of organic certified high protein soybeans. Combined the producers of these special IP soybeans have received premiums of approximately \$974,000. In addition to that we as the processor added by the way of cleaning and packaging approximately \$172000 in value. Combined these added over \$1046000 to the value of Wisconsin grown and processed IP soybeans.

4. To identify and develop domestic and international markets for Wisconsin produced IP soybeans.

We are very pleased to say that this year we opened up two new international relationships and one new domestic relationship for Wisconsin produced IP soybeans. These new sales amounted to approximately 50000 bu. These sales were derived in part by your grant in helping us with the Identity Preserved Program.

5. To conduct educational programs with all Wisconsin soy bean producers and the grain handling industry regarding IP soybean production.

This year we constituted on small meetings with our local producers. We hope to next year with the help of the University of Wisconsin have meetings on more of a state wide basis.