

Division of Marketing  
Agricultural Development and Diversification (ADD) Program  
1996 Grant Final Report

Grant Number 11024

**Grant Title** Identity Preserved Soybeans - Evaluation of Adaptability and  
Development of Premium Markets for Wisconsin Producers (Phase 2)

**Amount Awarded** \$27,620.00

**Name** Bo DeLong

**Organization** The DeLong Co., Inc.  
Clinton

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# The DeLong Co., Inc.

CLINTON, SHARON, EVANSVILLE, JANESVILLE, WI & WINNEBAGO, IL

## FINAL REPORT

July 30, 1997

### *Identity Preserved Soybeans*

### *Evaluation of Adaptability and Development of Premium MARKETS for Wisconsin Producers*

This project was designed to evaluate the agronomic adaptability of specialty soybeans in Wisconsin and to enhance the development of premium markets for soybeans produced in the state. In order to accomplish this objective, our project was divided into five components: testing, production, certification, marketing, and education. The goal of this project was to make Wisconsin grown soybeans a recognizable product in the international marketplace and to drive additional economic benefits to Wisconsin producers and handlers of \$8 million by 2004 with over \$4 million of increased revenue going directly to producers.

**Testing & Evaluation** of over 25 commercial and experimental varieties has been conducted over the past two years by the University of Wisconsin on Janesville and Arlington farms. These tests have provided producers with the opportunity to evaluate many food grade varieties and compare them to the varieties they currently produce. From this yield data and premiums available, they have determined the economic feasibility of growing soybeans for the food market. This testing has offered the opportunity to expand production into this market because it has been providing growers with growing information. The tests have also provided information to potential buyers. In fact, over 1,000 metric ton of IA2016 and IA2017 (2 varieties evaluated) were sold to a new customer based entirely on the data provided by these tests and a 3# sample. Since these tests were conducted in Wisconsin and involved looking at the adaptability of varieties to Wisconsin growing conditions, they, through selection of certain varieties, helped increase Wisconsin's competitive position in the Food Grade Soybean market.

**Production** of I.P. soybeans now includes over 75 producers that have diversified and adapted the Identity Preserved concept. We are now beginning to get enough production that our customers now consider us a reputable, consistent source of supply which in turn helps to increase sales. Besides increased producer production, we as a handler have been able to employ, on average, three additional people for cleaning and processing the I.P. soybeans.

**Certification** standard from the seed plots to the type of farming done, have been established to identify particular production. We have worked with Wisconsin Crop Improvement, O.C.I.A., and O.G.B.A. to help our growers become certified. The certification of these products has insured integrity in the market place and has resulted in increased production and sales.

**Marketing** expansion has taken place in the last two years when the I.P. beans went to Japan and domestic customers. In addition, Wisconsin grown I.P. beans are now finding their way into Germany, Italy and the lesser economically developed countries of the Far East. We have received numerous referrals through contacts at the Wisconsin Soybean Marketing Board. Initially, the soybeans were sold bulk in large quantities mixed with I.P. soybeans from other areas. Now, we have been able to process and package the Wisconsin grown I.P. soybeans and identify them all the way to the final customer. This has resulted in customers demanding product from Wisconsin.

Final Report 1997 cont.

Educational programs were conducted in which the University of Wisconsin, Rock County Extension, and The DeLong Co. personnel participated. We also had producers network among themselves to give production ideas on I.P. soybeans. Numerous times over the last two years, we have had foreign customers visit our plant and production fields. These visits have not only been to sell soybeans, but have also been educational in finding our customers needs in soybeans and the quality factors they want. In turn, we have used this information to educate growers on what our customers want. During this time, we have developed data to inform producers on the economics of I.P. soybeans and have also developed a sales brochure with the specifications of our varieties of I.P. soybeans.

We believe, based on these five original objectives, that we met our goal of having soybeans grown in Wisconsin being recognized in the world marketplace. The benefits that go directly to the grower for the crop year 1997 are estimated to be approximately \$2.5 million.

We view this as a growing market and expect in the next few years growth in producer numbers and acreage will grow as a result of the initial help that this grant has given.

THE DELONG CO.,

1997 SPECIALTY SOYBEAN CONTRACT

IN 1997 I, \_\_\_\_\_ AGREE TO GROW SPECIALTY  
SOYBEANS FOR THE DELONG CO., INC., CLINTON, WI.

VARIETY \_\_\_\_\_ ACRES \_\_\_\_\_

VARIETY \_\_\_\_\_ ACRES \_\_\_\_\_

VARIETY \_\_\_\_\_ ACRES \_\_\_\_\_

SPECIFICATIONS:

Moisture	13.0% maximum
Test Weight	54.0# minimum
Damage	1.0% maximum
Purity	98.0%
Heat Damage	None
Foreign Material	1.0% maximum with no discounts

**NO DIRT-COVERED SOYBEANS**

No green or stained soybeans

No cracked seed coats

No corn in soybeans

No second crop soybeans

Soybeans must qualify for human consumption.

\* VINTON and 2016 / 2017 SOYBEANS must be less than 1900 seeds per pound.

\* N.K. 23-12 SOYBEANS must be less than 2000 seeds per pound.

The DeLong Co., Inc. reserves the right to inspect fields, and reject soybeans if they do not meet a food quality grade.

All Soybeans will be shrunk to 13.0% moisture.

\* Harvest equipment should be clean before harvesting food quality soybeans to prevent contamination.

\* Soybeans must meet all specifications or be subject to rejection as food quality soybeans.

\* DO NOT USE SENCOR / LEXONE ON VINTONS.

## 1997 SPECIALTY PROGRAM SOYBEANS

<u>VARIETY</u>	<u>PREMIUM</u>	<u>SEED COSTS</u>
VINTON 81	+\$1.50 C.B.O.T.	\$15.00 / 60#
2016 / 2017	+\$1.50 C.B.O.T.	\$15.00 / 60#
N.K.23-12	+ .10 C.B.O.T.	ASK
ASGROW 2247	OPTION C.B.O.T.	ASK
CLEAR HILEM	-- .10 C.B.O.T.	ASK
ORGANIC SOYBEANS	ASK	

Premiums will be paid only on cleaned whole soybeans. Each load of soybeans will be graded as it is brought in from the field. The procedure used will be to screen each sample for F.M. and SPLITS, this percentage will be taken and DOUBLED, this will be your CLEAN OUT. You will not be paid a premium on the CLEAN OUT.

### VINTON AND 2016 / 2017

\*\* In addition to screening for SPLITS and F.M. on Vinton and 2016 / 2017 soybeans will be screened through a 17/64 round hole sieve. You will not be paid a premium on this percentage either.

### DISCOUNT BASED ON SPLITS

<u>SPLITS</u>	<u>DISCOUNT</u>
0 - 5.0%	NONE
5.1 - 10.0%	5 CENTS / BU
10.1 - 15.0%	10 CENTS / BU
OVER 15.1	SUBJECT TO REJECT

I have read the above specifications and recognize that the soybeans I produce for food quality must meet these specifications or be subject to rejection.

PRODUCER \_\_\_\_\_ DATE \_\_\_\_\_

DELONG CO REPRESENTATIVE \_\_\_\_\_

Please attach a map of the farm and where the field is located.

## FOOD GRADE SOYBEAN VARIETY TRIAL

1995 - 1996 PERFORMANCE AT ARLINGTON AND JANESVILLE RESEARCH  
CONDUCTED BY ED OPLINGER U.W. EXTENSION.

<u>VARIETY</u>	<u>1995</u>	<u>1996</u>
Vinton 81	47.4	38.5
2016	53.8	52.5
2017	59.0	46.9
Agrow a2247		54.0
Diamond 213	63.1	54.8
N.K. 2020	60.2	54.8
N.K. 2312	67.3	57.0

For more plot information please ask a DeLong Co. Representative.

**Table B-1. FOOD GRADE SOYBEAN VARIETY TRIALS\***  
**1995 Performance Public and Commercial Entries at Arlington and Janesville, WI Expt. 9500-01**

Originator/Brand	Entry	Arlington Janesville		Yield		Lodg.	Height In.	1995 2-Test Average**				Seed Weight Sd/lb
		Yield	bu/a	bu/a	1-5			Matur- ity ***	Date	Protein %	Oil %	
PUBLIC	PARKER	63.4	60.3	61.9	4.5	37	12-Sep	36.2	18.9	6.46	399	2619
PUBLIC	VINTON 81	53.2	41.7	47.4	4.0	36	22-Sep	38.9	16.8	6.42	304	2176
PUBLIC	IA 2011	62.5	52.8	57.7	3.3	33	20-Sep	37.3	17.9	6.42	370	2373
PUBLIC	IA 2012	51.7	31.3	41.5	2.5	23	24-Sep	37.4	17.0	6.29	261	1860
PUBLIC	IA 2013	50.7	38.3	44.5	3.0	27	22-Sep	36.6	17.4	6.28	279	1985
PUBLIC	IA 2016	58.2	49.4	53.8	4.0	35	16-Sep	39.0	17.3	6.50	350	2138
PUBLIC	IA 2017	65.6	52.3	59.0	4.8	33	23-Sep	38.9	16.9	6.43	379	2178
CONNECTIONS	SAMPLE-A	40.8	12.7	26.7	1.0	13	18-Sep	37.1	17.3	6.31	169	1842
CONNECTIONS	SAMPLE-B	43.4	23.8	33.6	1.0	17	24-Sep	37.5	15.9	6.14	206	1273
ICI	DIAMOND 213	67.4	58.9	63.1	4.3	36	16-Sep	35.7	18.0	6.28	396	2430
NORTHROP KING	S19-90	69.0	58.7	63.8	2.3	37	19-Sep	36.1	18.0	6.32	403	2365
NORTHROP KING	NTRP S20-20	63.8	56.6	60.2	3.3	35	20-Sep	36.1	18.6	6.40	385	2601
NORTHROP KING	NTRP S23-12	72.1	62.6	67.3	1.8	40	21-Sep	35.8	18.6	6.37	429	2339
Means		58.6	46.1	52.3	3.0	31	20-Sep	37.1	17.6	6.35	333	2167
LSD 10%		6.2	6.4	4.5	0.9	4	1.8					195

\* Support for this research was provided by the Delong Company, Clinton WI and Japan Connections, Bloomington MN.

\*\* Heights and lodging data from Janesville only other data are averages from both sites.

\*\*\* Early frost on September 24 ended the maturity data before all varieties reached physiological maturity.

# FOOD GRADE SOYBEAN VARIETY TRIALS\*

1996 Performance Public and Commercial Entries at Arlington and Janesville, WI Expt. 9601-02

Originator/Brand	Entry	Arlington Janesville		196 2-Test Average**					Seed Weight Sd/lb		
		Yield bu/a	Yield bu/a	Lodg. 1-5	Height In.	Matur- ity*** Date	Protein %	Oil %		EPV \$/bu	EPV \$/a
PUBLIC	HARDIN 91	55.1	51.5	2.6	33	18-Sep	36.7	18.2	7.7	421	3097
PUBLIC	NATTO	40.9	40.0	4.0	31	02-Sep	37.3	17.3	7.6	308	4268
-PUBLIC	VINTON 81	39.6	37.3	2.0	33	24-Sep	38.5	16.7	7.7	296	2259
PUBLIC	A93-651012	51.6	55.3	2.8	35	22-Sep	38.5	15.9	7.6	406	2669
PUBLIC	IA 2011	28.0	26.0	1.8	29	30-Sep	35.8	18.2	7.6	204	2545
-PUBLIC	IA 2016	54.2	50.9	3.3	36	23-Sep	39.0	16.8	7.8	410	2310
PUBLIC	IA 2017	47.7	46.1	3.6	34	21-Sep	39.3	16.3	7.8	364	2336
ASGROW	A2247	49.2	58.9	1.9	33	23-Sep	36.3	18.0	7.6	412	2576
DIAMOND	213	53.0	56.6	2.0	31	19-Sep	35.8	17.5	7.5	409	2629
DELCO	CM 1550	37.7	41.0	1.6	32	19-Sep	34.9	18.8	7.5	296	2771
DELCO	3063024	53.4	67.8	1.9	35	28-Sep	36.5	17.6	7.6	459	2776
DELCO	870409-01	48.0	52.2	2.5	32	22-Sep	36.3	17.6	7.5	378	2415
DELCO	910231	28.4	41.5	1.8	29	21-Sep	35.4	19.2	7.7	267	3033
KRUGER	2595	55.0	72.5	1.8	34	27-Sep	36.0	17.7	7.5	479	3074
KRUGER	K-0999	41.0	51.1	1.1	28	15-Sep	34.5	18.5	7.4	340	2703
NORTHROP KING	NK 19-90	52.0	56.9	1.8	32	20-Sep	36.0	18.4	7.6	415	2451
NORTHROP KING	NK 20-20	50.4	59.2	2.5	33	19-Sep	36.1	18.4	7.6	419	2617
NORTHROP KING	NK 23-12	51.9	62.1	1.5	36	23-Sep	34.9	18.8	7.5	428	2272
NORTHROP KING	X9527	53.5	58.0	2.5	32	22-Sep	36.4	17.7	7.6	422	2512
PIONEER	9305	57.0	64.1	2.0	33	27-Sep	35.9	18.1	7.6	457	2826
Means		47.4	52.6	2.2	33	21-Sep	36.5	17.8	7.60	380	2707
LSD 10%		4.7	5.8								

\* Support for this research was provided by the Delong Company, Clinton WI.  
EPV= Estimated process value in dollars per acre.

**OCIA CERTIFIED ORGANIC**  
**CHEMICAL FREE SOYBEANS**

**Typical Specifications**

<b><u>Factor</u></b>	<b><u>Limits</u></b>
<b>Moisture</b>	<b>11-14 percent</b>
<b>Purity</b>	<b>98 percent</b>
<b>Test Weight/Bushel</b>	<b>56 pound minimum</b>
<b>Damage</b>	<b>2 percent maximum</b>
<b>BCFM</b>	<b>.5 percent maximum</b>
<b>Splits</b>	<b>2 percent maximum</b>
<b>Seed Count (Depending on variety and crop year)</b>	<b>1800-2500 seeds/pound</b>
<b>Insect Evidence</b>	<b>none</b>
<b>Rodent Evidence</b>	<b>none</b>
<b>No dirt covered soybeans</b>	
<b>Other Factors</b>	<b>US #1</b>

**Can be packaged bulk , bulk bins, totes, containers, 60# or 30 Kg. Bags**

**Soybeans are sized to individual specifications**

**Soybeans can be variety specific**

# VINTON 81 / IA2016 / IA2017

## SOYBEANS

### Typical Specifications

<u>Factor</u>	<u>Limits</u>
Moisture	11-14 percent
Purity	98 percent
Test Weight/Bushel	56 pound minimum
Damage	2 percent maximum
BCFM	.5 percent maximum
Splits	2 percent maximum
Seed Count (Depending on variety and crop year)	1800-2100 seeds/pound
Insect Evidence	none
Rodent Evidence	none
No dirt covered soybeans	
Other Factors	US #1

Can be packaged bulk , bulk bins, totes, containers, 60# or 30 Kg. Bags

Soybeans are sized to individual specifications

Soybeans can be variety specific

# CLEAR HILEM SOYBEANS

## Typical Specifications

<u>Factor</u>	<u>Limits</u>
Moisture	11-14 percent
Purity	98 percent
Test Weight/Bushel	56 pound minimum
Damage	2 percent maximum
BCFM	.5 percent maximum
Splits	2 percent maximum
Seed Count (Depending on variety and crop year)	2000-2500 seeds/pound
Insect Evidence	none
Rodent Evidence	none
No dirt covered soybeans	
Other Factors	US #1

Can be packaged bulk , bulk bins, totes, containers, 60# or 30 Kg. Bags

Soybeans are sized to individual specifications

Soybeans can be variety specific

# YELLOW FOOD CORN

## Typical Specifications

<u>Factor</u>	<u>Limits</u>
Moisture	12-15 percent
Breakage	8 percent
Test Weight/Bushel	56 pound minimum
Damage	2 percent maximum
BCFM	.5 percent
Floaters	consistent
Other Color	2 percent
Aflatoxins	20 ppb.
Insect Evidence	none
Rodent Evidence	none
Other Factors	US #1

Can be packaged bulk , bulk bins, totes, or 50# bags

# WHITE FOOD CORN

## Typical Specifications

<u>Factor</u>	<u>Limits</u>
Moisture	12-15 percent
Breakage	8 percent
Test Weight/Bushel	56 pound minimum
Damage	2 percent maximum
BCFM	.5 percent
Floaters	consistent
Other Color	2 percent
Aflatoxins	20 ppb.
Insect Evidence	none
Rodent Evidence	none
Other Factors	US #1

Can be packaged bulk , bulk bins, totes, or 50# bags