

Markets for Specialty Soybeans in WI

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Despite almost record high prices for soybeans, several opportunities exist to capture even greater revenue per bushel by growing and selling soybeans for which premium markets exist. The keys to tapping into these markets are as follows:

1. Learn about what markets exist and are available to you as a grower
2. Contact the potential buyers and discuss the options available to you
3. Thoroughly examine and understand your responsibility as it pertains to the contract
4. Grow and deliver the crop according to the contract specifications.

In Wisconsin, markets and delivery points for specialty soybeans are very limited; however, there are several that can be very lucrative.

First, let's look at what markets' exist. The terms to familiarize your self with are "low-lin", food grade", "non-GMO" and "high protein and oil". The majority of premium contracts being offered in or near WI are one of these four types. The list below highlights each of these:

"Low" and "Ultra-low" linolenic

Public universities and private breeders have bred soybeans specifically to deliver linolenic acid levels lower than conventional soybeans. Low linolenic soybean varieties contain less than 3 percent linolenic acid vs. about 7 percent for conventional soybean varieties. The saturated fat content of low-linolenic oil is lower than that of partially hydrogenated soybean oil. "Ultra-low lin" soybeans and the resulting oil have only 1% linolenic acid content.

Contract specifications:

- Acre or bushel contract with an elevator or processor
- Resulting oil sold under "Vistive™", "TREUS™", or Asoyia™" brands
- Variety specific, many available
- Must be identity preserved
- Premiums of \$0.50/bu up to \$1.25/bu for ultra-low lin
- Very few delivery points in WI, lots more in IA and IL
- Some transportation allowances available
- Contacts: <http://www.vistive.com>
<http://www.pioneer.com>
<http://www.asoyia.com>
<http://www.agp.com>



Food grade and non-GMO

Food grade are soybeans with traits that are desirable for certain food uses including high protein products produced from soy milk and fermented food products. Non-GMO can be variety specific or variety not stated.

Contract specifications:

- Acre or bushel contract with an elevator
- Variety specific for food grade
- Must be identity preserved
- Food grade premiums of \$0.75/bu to \$1.00/bu over CBOT or specified delivery point bid
- Non-GMO premiums of \$0.50/bu over CBOT
- Several delivery points in WI including Walworth and Dunn counties
- Contacts: <http://www.delongcompany.com>
<http://www.pattisonbros.com>
<http://www.clarksongrain.com>
<http://www.worldfoodp.com>
<http://www.sunopta.com/foods>
<http://www.sb-b.com>
<http://www.grainmillers.com>

High protein and/or oil

Soybeans that contain over 35% protein and/or 19% oil may qualify for pricing premiums.

Contract specifications:

- Acre or bushel contract with an elevator
- Not variety specific, pick varieties with high protein and oil levels
- Usually a premium pricing program, not a discount program
- \$0.04 to \$0.10/bu per 1.0 point oil or protein premiums
- Very few delivery points in WI, more in IA and IL
- Contact: <http://www.worldsbestbeans.com>

Once you understand the markets available, contact a potential buyer and discuss contract specifications. Many specifications should be understood before entering into any agreement, but several important questions to ask include:

Premium price structure?	Delivery time?
Variety specific?	Identity preserved?
Delivery point?	Discounts for purity, moisture?
Is base price CBOT or local bid?	

Because the yield of soybean varieties ranges widely, if the contract requires a specific variety, check the performance of that variety using [state variety testing results](#) or local yield plots. A 50 bu/a variety with a \$0.10/bu premium, does not trump a 70 bu/a variety with no premium. Yield is still the most important driver in soybean profitability economics, especially in a high commodity price market. Enter any specialty contract with care and the knowledge of all possible financial gains and losses.

Contacts for Premium Soybean Markets

General Information

<http://www.worldsbestbeans.com><http://www.vistive.com><http://www.pioneer.com><http://www.asoyia.com><http://www.soyatech.com>

Ag Processing, Inc.
12700 West Dodge Rd.
P.O. Box 2047
Omaha, NE 68103-2047
402-498-2210
<http://www.agp.com>

CHS
5500 Cenex Drive
Inver Grove Heights, MN 55077
651-355-6000
<http://www.chsinc.com/>

Clarkson Grain Company
Box 80
320 East South Street
Cerro Gordo, IL 61818
217-763-2861
<http://www.clarksongrain.com/>

Crawford Grain International
29330 South Wallingford
Manhattan, IL 60442
815-478-4962

The De Long Co.
601 DeLco Drive
P.O. Box 552
Clinton, WI 53525
608-676-2255
<http://www.delongcompany.com>

Grain Millers Specialty Products
9531 West 78th Street
Eden Prairie, MN 55344
952-944-9512
<http://www.grainmillers.com>

Knewton Soy Products LLP
17303 State Highway 22
Good Thunder, MN 56037
507-278-4087

Microsoy Corporation
300 E. Micorsoy Drive
Jefferson, IA 50129
515-386-2100
<http://www.microsoyflakes.com>

Midwestern Soybeans
International
P.O. Box 289
500 3rd St.
Mason City, IA 50402-0289
515- 424-5669

Northland Organic Food
Corporation
495 Portland Avenue
St. Paul, MN 5102
651-221-0855
<http://www.northlandorganic.com>

Pattison Brothers
P.O. Box 670
701 King Street
Fayette, IA 52142
563-425-3361
[Pattison Bros. DDGS](http://www.pattisonbros.com)

The Seed Company Inc.
504 Center Street
Lynnville, IA 50153
641-527-2775
<http://www.supremesoy.com>

Sinner Bros. & Bresnahan
P. O. Box 549
Casselton, ND 58012
701-347-4900
<http://www.sb-b.com>

Specialty Grains, Inc.
231 N. Sangamon Ave
Gibson City, IL 60936-1344
217-784-4400
<http://www.sqigrain.com>

Sun Opta Grains and Foods
3824 SW 93rd St.
Hope, MN 56046
800-342-6976
<http://www.sunopta.com>

The Scoular Company
250 Marquette Avenue,
Ste. 1050
Minneapolis, MN 55415
612-335-8205
<http://www.scoular.com/markets>

World Food Processing
4301 World Food Avenue
Oskaloosa, IA 52577
641-672-9651
<http://www.worldfoodp.com>