

Self-help Financing: A Weapon Against Snowballing Competition Threat to Soybeans

The U.S. soybean producer is "ready, willing and able" to fight the snowballing threat of competition from other oilseeds with self-help financing for expanded market development and research, declared Harris H. Barnes, Jr., president of the American Soybean Association.

Barnes, speaking to the annual meeting of Tri-States Oil Mill Superintendents, said the alternative would be to accept government production controls and watch soybeans retreat from a position of number one dollar-earner among U.S. agricultural crops.

Past and current soybean market development programs—such as the ASA's 10-year program in Japan—have been productive, Barnes pointed out. But they have not had the backing to keep pace with rapidly expanding soybean production and increasing competition.

He stated that U.S. soybean production has grown by more than 400 million bushels since 1960, opened up world markets and encouraged heavy foreign interest in oilseeds. Russian sunflowerseed and French rapeseed, to name only two, have surged forward as oil and protein competitors, along with urea and fish meal.

Even greater potentials exist for domestic and world sales of protein and oil, such as in poultry feed. It is primarily a matter of which commodity offers the most attractive return, soybeans or other crops, Barnes said.

Barnes, a soybean grower himself, feels that farmer financing, a per-bushel deduction according to volume, is the logical answer.

A high government price support for soybeans will only allow "foreign competition to 'keep its cool' under our nice price umbrella," he said.

Barnes used the example of cotton where high, rigid price supports and heavy government surplus storage caused the whole program to topple. "Soybean growers don't want to go down that same road," he said, "and wind up in the same fix. We want to prevent this in soybeans by acting now, not after the crash."

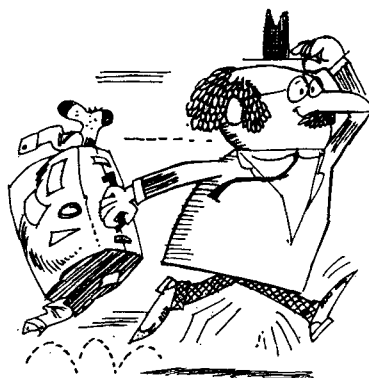
By having a team of on-the-spot representatives in world markets, the U.S. soybean producer would "let people know that we are interested in doing business," stated Barnes.

Increased funds for research will assist the soybean grower to "break the yield barrier," become more efficient through lower production costs and compete more effectively for domestic and world markets.

• *New Members*

Active

- Richard Gene Baldwin, Research Technician, City of Hope Medical Center, Duarte, Calif.
Sherman Andrew Boring, Technical Services Engineer-Refinery Oper., Hunt-Wesson Foods, Inc., Fullerton, Calif.
Marcel Matthew Gaschke, Section Ldr./Ind. Chemicals Appl., CIBA Chemical and Dye Company, Toms River, N. J.
Francis E. Horan, Director of Research, Archer Daniels Midland Co., Minneapolis, Minn.
Amin J. Khoury, Manager, Agricultural & Pharmaceutical Division, Technicon Corporation, Ardsley, N.Y.
Klaus Eberhard Kollmai, President, Tri-Lube Refining Co., Inc., Haysville, Kan.
Andrew Paul Menasian, Asst. Supervisor, Analytical Laboratory, A. Gross & Co., Div. Millmaster Onyx Corp., Newark, N. J.
Ray Marvin Nelson, Chemist, Procter & Gamble, Cincinnati, Ohio.



Meetings

AOCS National Meetings

- 1969—San Francisco, San Francisco Hilton, April 20–24.
Minneapolis, Leamington Hotel, Oct. 5–8.
April 26–30, 1970—New Orleans, Jung Hotel.
Sept. 27–Oct. 1, 1970—Chicago, Conrad Hilton Hotel.

AOCS Section Meetings

- * Nov. 19, 1968—Northeast Section, Franklin Motor Inn, Philadelphia, Pa.
- * Nov. 20, 1968—North Central Section, Swedish Club, Chicago; Jan. 15, 1969, Swedish Club, Chicago; March 19, 1969, Swedish Club, Chicago.
- Nov. 22, 1968—Northern California Section, Point Orient Restaurant, 199 Park Place, Point Richmond, Calif.

Other Organizations

- * Nov. 10–15, 1968—Crop Science Society of America, New Orleans, La.
- * Nov. 18–23, 1968—International Seed Testing Association, Palmerston, New Zealand.
- * Nov. 18–19, 1968—American Society for Testing and Materials, Committee D-12 on Soaps and Detergents Annual Meeting, Barbizon Plaza Hotel, New York City.
- Dec. 3, 1968—Society of Cosmetic Chemists Annual Meeting, Americana Hotel, New York, N.Y.
- * Dec. 9–13, 1968—A five-day Short Course in Statistics for Engineers and Scientists by the Catholic University of America, Washington, D.C.
- Feb. 20–22, 1969—First North American Meeting of the Catalysis Society, Traymore Hotel, Atlantic City, N.J.
- May 12–15, 1969—Twentieth Annual Mid-America Symposium on Spectroscopy, Sheraton-Chicago Hotel, Chicago, Ill.
- May 8, 1969—Society of Cosmetic Chemists Semi-Annual Scientific Meeting, Americana Hotel, New York, N.Y.
- May 21–23, 1969—IMPI's Fourth Annual Microwave Power Symposium, University of Alberta, Edmonton, Alberta, Canada.
- June 4–6, 1969—First Technicon International Congress on Automated Analysis, Conrad Hilton Hotel, Chicago, Ill.
- Sept. 7–11, 1969—XIIIth International Conference on the Biochemistry of Lipids, Athens, Greece.
- Sept. 8–9, 1969—Society of Cosmetic Chemists National Seminar, Riverfront Inn, St. Louis, Mo.
- Nov. 2–7, 1969—Society of Cosmetic Chemists Arden House Conference, Joint Sponsorship with Columbia University College of Pharmacy, Arden House, Harri-man, N.Y.
- Dec. 2, 1969—Society of Cosmetic Chemists Annual Scientific Meeting and Medal Award Dinner Dance, Americana Hotel, New York City.

* Additions to previous calendar