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## "Soft IP" Makes Handling a Snap



Growing and handling low-linolenic soybeans isn't as difficult as you might think.

The soybean and grain trade now uses the terms hard and soft identity preservation (IP) to differentiate between the IP systems required for soybeans and end products being marketed.

Hard IP requires a near zero tolerance of blending. Hard IP soybeans can never be mixed with non-specialty soybeans or any other grain product, so they have stricter handling guidelines.

Soft IP has less-strict handling guidelines. Soft IP soybeans can have a minimal amount of commingling with other grain products and still meet soft IP guidelines, yet blending is not allowed.

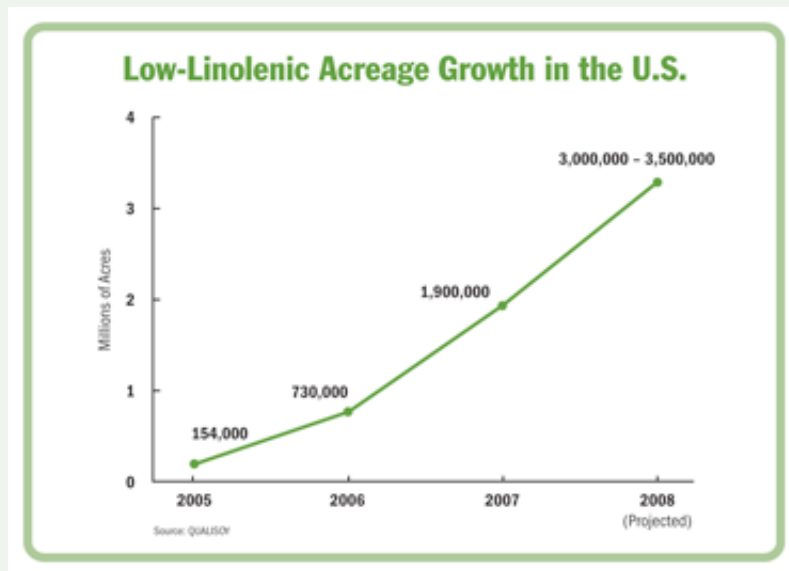
Generally, the marketing of non-biotech products and similar commodities, such as food-grade soybeans, requires a hard IP system.

However, enhanced-quality traits such as low-linolenic soybeans and high-oil corn require only a soft IP system, so some minor content of non-specialty soybeans or grain is acceptable. It is important to note that even if requirements for soft IP guidelines are met, impurities should be avoided. Farmers should check with their grain elevator to see what handling and delivery practices the elevator has in place.

## Low-Linolenic Acreage Triples from Last Year

As the food industry clamors for healthier cooking oils to replace hydrogenated oils that contain trans fat, soybean farmers are ramping up supply of soybean varieties to be processed into low-linolenic soybean oil.

Soybean farmers in the United States planted low-linolenic varieties on 1.9 million acres this year, compared with 730,000 acres last year. The 2007 harvest is expected to result in about 800 million pounds of low-linolenic soybean oil. Acreage has increased every year since low-linolenic varieties entered the market in 2005. The chart below tracks acreage growth since 2005.



Since their introduction, many low-linolenic varieties have come to include the same agronomic traits and yield capabilities as their commodity counterparts. Most processors offer premiums for growing low-linolenic varieties, and contracting opportunities are available. Visit the Low-Linolenic Locator tool at <http://www.qualisoy.com/farmers/index.html> to see where low-linolenic soybeans are grown, or for the most up-to-date information, talk with your seed dealer.

## People You Should Know:

### Robert Reeves



QUALISOY brings together an array of industry experts to research and promote enhanced-quality traits. One of these experts is Robert Reeves, immediate past president of the Institute of Shortening and Edible Oils (ISEO), a Washington, D.C.-based trade association representing the interests of refiners of edible fats and oils in the United States. Reeves has worked with the QUALISOY Board since its inception in 2004 and currently serves as interim director of public affairs. He received his master's degree in food science from the University of Tennessee.

**QUALISOY:** Why is soybean oil so important to the food industry?

**REEVES:** There are many reasons, actually. One is because it's such a versatile oil with a wide variety of applications. You can use it in margarines and spreads, retail cooking and salad oils, and in some deep frying applications. It's well-accepted because it allows the flavor of the food, not the oil, to be expressed. Another big factor is that it's cost-effective. Also, it's widely available in commercial quantities, which is very important to food manufacturers and restaurants, who want to know there is a dependable supply of the oil they use.

**QUALISOY:** Has soybean oil lost market share and, if so, to what competitive oils?

**REEVES:** If we look at the use of soybean oil in food, statistics from USDA show a slight decrease from 2004 to 2006 in food applications. But when you look at total soybean oil use, it's increasing due to additional demand for biodiesel feedstock. Other edible oils that may be used as trans-fat alternatives – including canola, cottonseed and palm – have shown slight increases over the past few years, but their market shares are significantly less than that of soybean oil. Of the total 22.8 billion lbs. of oils and fats used in food in 2006, soybean oil made up 74.5 percent, canola 7.1 percent, cottonseed 3.1 percent and palm 1.5 percent.

**QUALISOY:** Why is QUALISOY important to our industry?

**REEVES:** QUALISOY has been and will be instrumental in adding intrinsic value to soybeans, which increases soy's competitiveness, both domestically and globally. QUALISOY has helped usher in traits that benefit human health, animal health and environmental concerns. The coalition has worked on multiple fronts by pushing new traits through the value chain and pulling through various new products. It has done this through the collective forces of public and private research, support and buy-in from the agricultural community and marketing by private industry.

**QUALISOY:** What do you consider to be the most exciting enhanced-quality soybean trait in the research pipeline?

**REEVES:** I'm looking forward to the new, upcoming varieties of soybeans providing stable oils that may be used as trans-fat alternatives. Although low-linolenic varieties are already available, we will soon see additional stability provided by increased oleic acid levels. And later, we will see oil with those properties, but also with lower levels of saturated fat, which is something the food industry and consumers desire. These upcoming traits will create oils with great functionality that can be used in a wider variety of products.

**QUALISOY:** What oil traits do you see the food industry demanding the most of in the next five years?

**REEVES:** Over the next two or three years, new oils serving as trans-fat alternatives will be the most important. However, improved nutrition remains very important as well. Soybean oil already has a great fatty-acid profile, but oils from future varieties may contain omega-3 fatty acids, conjugated linoleic fatty acids, reduced saturates and increased monounsaturates. Each of these compositional improvements will increase soybean oil's healthfulness. We may use the science of nanotechnology to infuse beneficial substances, like sterols, at the molecular level. So, soybean oil is poised to become more healthful to consumers and more functional as an ingredient in many food products.

## QUALISOY Calendar of Events

Come see us at

### NFGA Annual Country Elevator and Feed Industry Conference and Trade Show

December 9-11, 2007

Chicago, IL

[2007 CECFIC Meeting](#)

### International Poultry Expo

January 23-25, 2008

Atlanta, GA

[www.internationalpoultryexposition.org](http://www.internationalpoultryexposition.org)



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