

Delaware



Soy News

A Newsletter from the Delaware Soybean Board

Contents

<i>From the Desk of the President, Matthew Webber, DSB</i>	2
WHO IS THE DELAWARE SOYBEAN BOARD?	3
<i>Summary Financial Statement</i>	3
<i>Delaware Soybean Board</i>	3
MASA SPECIAL ANNOUNCEMENT	4
<i>Local/Regional News</i>	4
Delaware, Mid-Atlantic Soybean Boards Work Together, Gain National Checkoff Funding	4
Soybean Rust Update – 2007—Mr.....	5
DELAWARE BIODIESEL NEWS	5
New Biobased Information Guide Available Online	5
DSB PROJECT REPORTS	6
Effectiveness of Seed Treatments for Yield Enhancement	6
Comparison of a Seed Treatment and Foliar Insecticide for Dectes Stem Borer Management	6
Agronomy and Soybean Day at DE Ag Week.....	7
YOUR MARKETING REPORT:	8
Soy Market Update, Vol. 4, Issue 3: Soybean Market News Briefs.....	8
Commodity Price Volatility to Remain Strong through Winter Months	8
Market Strategy	8

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December 2007

From the Desk of the President, Matthew Webber, DSB

As the new president of the Delaware Soybean Board, I have much to be thankful for... I follow Jeffrey Allen, whose enthusiasm and commitment as president brought the Delaware soybean industry national recognition as a leader in soybean programs. Under Jeff's leadership, the Board has done much to strengthen our industry - partnering with the United Soybean Board, National Biodiesel Board, and with the Maryland, Pennsylvania, New Jersey, and Northeast Region Soybean Boards on programs that increased marketing opportunities, protected our crop, and improved the bottom line. Jeff was an extremely dedicated and effective president, and his guidance now - as vice president - will most certainly be a tremendous help to me.

I am pleased to announce the two new directors elected to serve three-year terms on the Board: Dennis Clay from Middletown, representing New Castle County and Kevin Evans of Bridgeville, representing Sussex County. I was also re-elected for a second three-year term as a director from Kent County. The new directors and I join Ray Staats, Smyrna; Mark Wilson, Smyrna; Jeff Wheatley, Greenwood; Roland Hill, Lewes; Dallas Wright, Millsboro; and Jeff Allen, Bridgeville as the nine-member Board. I encourage you to contact me or any of the directors with questions, concerns or recommendations. Contact information for each director is listed on page 2 of this newsletter.

The Board will continue to fund and support research, production, marketing, and education programs that benefit soybean growers. The Board is now seeking research proposals for the coming year and has identified priority areas we believe are important - insect and pest control; disease and disease prevention; yield improvement; weed control; and marketing. Proposals for soybean research are being accepted through January 15, 2008. More information, guidelines, and an application form are available on the Board's web site, www.desoybeans.org. We look forward to sharing the proposals with you in the coming weeks.

Our first effort of the year has been helping with the development of an agronomy/soybean session during Delaware Agriculture Week, January 7-12. The session will be held Thursday, January 10 from 9:00 a.m. until 11:15 a.m. at the Dover Building on the Delaware State fairgrounds. In addition, a grain marketing workshop and conference are scheduled for Monday, January 7 and Wednesday, January 9. The Delaware Soybean Board's research program has some promising news about soybean rust to share so please stop by our booth on Agronomy/Soybean Day during Delaware Ag Week and find out more!. View the entire schedule of Delaware Agriculture Week by visiting the Board's web site, www.desoybeans.org and click on the link to Delaware Agriculture Week. I look forward to seeing you there.

All the best for the holidays and the New Year!

WHO IS THE DELAWARE SOYBEAN BOARD?

The Delaware Soybean Board is a nine-member organization of soybean producers representing all three counties in Delaware. The Board was organized in 1980 by a group of Delaware growers who wanted to promote a more profitable soybean industry. As part of the 1990 Farm Bill (USDA Soybean Promotion, Research, and Consumer Information Act), a national soybean checkoff program began and was approved by farmers in 1994.

The soybean checkoff program is funded by an assessment of 0.5% of the market value on the sale of soybeans grown in Delaware. The Delaware Soybean Board manages half of these funds, while the United Soybean Board manages the rest. The Delaware Soybean Board develops statewide programs in soybean education, promotion, research, and producer communications.

The Directors for 2007-2008 are:

New Castle County:

Ray Staats—Smyrna
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Dennis Clay—Middletown
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Mark Wilson, Treasurer—Smyrna
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***Summary Financial Statement
Delaware Soybean Board***

Fiscal Year 2007—October 1, 2006 through
September 30, 2007

Total FY07 Assessments	\$166,609
50% to United Soybean Board	<u>\$ 84,920</u>
Delaware Soybean Board	\$ 81,689
Interest & FY06 Project Funding	
Carryover.....	\$160,205
Miscellaneous	<u>\$ 11,084</u>
Total Revenues FY07	\$252,978

DISBURSEMENTS

Administration, Collection, Compliance & Board	
Operating Costs.....	\$ 23,781
Special Projects	\$ 19,341
Producer Communication	\$ 3,110
Promotion	\$ 32,693
In-state Research	\$ 29,386
Total Disbursements FY07	\$108,311

Ongoing Project Funding FY08 \$144,667

MASA SPECIAL ANNOUNCEMENT

The Mid-Atlantic Soybean Association (MASA) invites all soybean growers to attend its annual membership meeting and dinner on January 10, starting at 3:15 p.m., following the agronomy/nutrient management portion of Delaware Ag Week at the Delaware State Fairgrounds in Harrington, Del. American Soybean Association President John Hoffman will be among the guests. Members will elect new representatives to the Board of Directors and get a brief update on MASA activities in the preceding year. To reserve a seat, please call Carol Kinsley, Executive Director, at (302) 628-1385 or (410) 924-3582, or send email to cjkinsley@comcast.net.

Local/Regional News

Delaware, Mid-Atlantic Soybean Boards Work Together, Gain National Checkoff Funding

The Delaware Soybean Board (DSB) joined forces with the Maryland, Pennsylvania, New Jersey and Northeast Region soybean boards to apply for marketing funds from the United Soybean Board (USB) recently.

The strategy has resulted in more than \$100,000 in support from the USB coming back into the region for this fiscal year. "That support is significant to our programs at the DSB," explained Susanne Zilberfarb, executive director of the DSB. "Our annual DSB budget is only a little more than that amount. And even though we are sharing the funding with other boards, we have been able to stretch those dollars further by sharing resources."

The regions received funding through two different USB initiatives – one to promote biodiesel and the other to promote the advantages animal agriculture provides through contributions to the economy, environment and quality of life in the Mid-Atlantic. Together, the two programs will provide a total of \$80,500 from USB.

In two other applications, DSB was approved for \$10,000 in matching funds for a media campaign and, separately, in-kind support of labor and materials for Soybean Day at Ag Week. Through the biodiesel promotion program, DSB will be holding a meeting for fuel distributors to explain how they can take advantage of the federal tax incentive for biodiesel blends, and how to maintain quality control through the distribution stream. The biodiesel program will also promote Bioheat (the use of up to 5 percent biodiesel in home heating oil) at the Atlantic Region Energy Expo, a gathering of 5,000 home heating oil distributors throughout the Northeast. Other expenditures will include a paid media campaign and materials to distribute during other trade shows.

The animal ag initiative will support activities at the Delmarva Chicken Festival, June 20-21, 2008, and the Delaware State Fair in July 2008. The initiative also promotes animal agriculture's contributions to Delmarva at Perdue Stadium, and supports the maintenance of the www.thankachicken.com website and a new "sister site," www.thankafarmer.info. Both sites contain useful facts and links related to animal agriculture.

Animal agriculture consumes 98 percent of domestic soybean meal, making it an extremely important market for soybean farmers. The national soybean checkoff program began an awareness campaign several years ago to highlight the importance of the animal agriculture industry.

Soybean farmers fund the soybean checkoff through an assessment of one-half of one percent (50 cents per \$100) on soybeans at the first point of sale. Half of the assessments are kept in-state to fund research, marketing and education through the DSB; the other half are sent to the USB for national and international research, marketing and education. For more information, visit www.desoybeans.org.

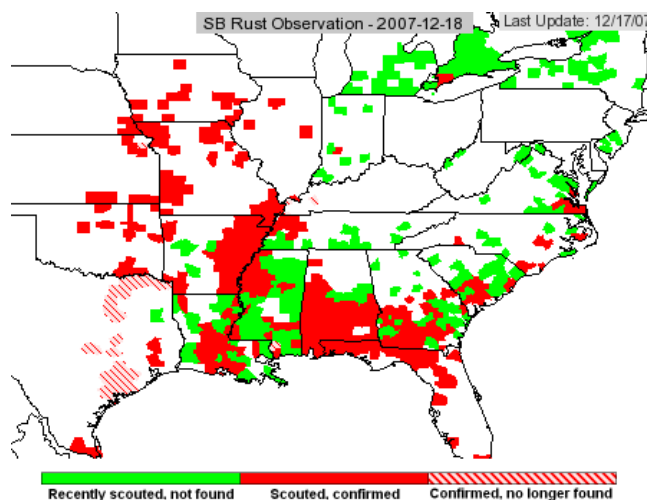
Soybean Rust Update – 2007—Mr. Bob Mulrooney, Extension Plant Pathologist, University of Delaware

Soybean rust has now been found in 321 counties in the United States (Map 1). This is the highest number of counties reporting the disease since it was first discovered in the continental United States in 2004. Soybean rust has now been detected in one Province in Canada, in two states (3 municipalities) in Mexico, and in 19 states and 319 counties in the United States including: 36 counties in Alabama (19 soybean), 33 counties in Arkansas (soybean), 24 counties in Florida (11 soybean), 42 counties in Georgia (14 soybean), four counties in Illinois (soybean), one county in Indiana (soybean), 14 counties in Iowa (soybean), nine counties in Kansas (soybean), three counties in Kentucky (soybean), 21 parishes in Louisiana (18 soybean), 26 counties in Mississippi (21 soybean), 37 counties in Missouri (soybean), four counties in Nebraska (soybean), six counties in North Carolina (soybean), 12 counties in Oklahoma (soybean), seven counties in South Carolina (soybean), seven counties in Tennessee (soybean), 26 counties in Texas (25 soybean), and nine counties in Virginia (soybean).

As you can read in this report soybean rust managed to move around very extensively in 2007. Fortunately for most soybean growers the disease occurred too late to affect yield. But it was a threat to acreage in the South especially in Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Georgia, and Alabama. It was estimated by Extension Plant Pathologists in the affected states that 1.34 million acres were sprayed for soybean rust. The early appearance in Louisiana and the spread to Texas and Oklahoma where it was very wet this season, produced enough spores to spread north into Iowa and eventually to Ontario, Canada late in the season. The Canadian detection was very late in mid-Oct but demonstrated the ability of the fungus to move great distances.

Delaware growers have not had to deal with soybean rust yet. Delaware, Maryland, Pennsylvania, and Ohio have yet to see soybean

rust, but all we need is a wet spring and summer in the Southeast and we could be in the same situation as the upper mid-West or mid-South.



Map 1. Occurrence of soybean rust as of Dec. 18, 2007.

Don't let rust fatigue catch you unprepared. It is a disease that can be controlled as our neighbors to the South have shown, but to ignore or write it off could have serious yield loss consequences. Yield losses of 60% occurred in some fungicide trials in the South where soybean rust was not controlled. As you prepare for 2008 keep in mind the potential for disease control including soybean rust. There are no resistant varieties yet so the need for vigilance during the growing season is important if a fungicide spray decision is needed. The ipmPIPE website www.sbrusa is the primary source of up-to date- information on the presence of soybean rust and management information, in addition to local Extension information.

DELAWARE BIODIESEL NEWS

New Biobased Information Guide Available Online

Government representatives have two new resources to assist them in greening efforts. The United Soybean Board (USB) has updated its **Biobased Products Best Practices Guide** as a resource for government purchasing decision makers. The guide can be found at www.soybiobased.org/general/BPGuide_FAR.

On November 7, 2007, the federal government amended the **Federal Acquisition Regulation (FAR)** to add procurement preference provisions for biobased products. This is an important step in the implementation of the BioPreferredSM program because the FAR contains the uniform policies and procedures used by federal agencies when purchasing products and services. The new biobased provisions in the FAR include requirements that agencies consider the "maximum practicable use" of biobased products and services. The new provisions also require agencies to establish affirmative procurement programs for biobased products and sets procedures for contracting officers when purchasing biobased products or services using biobased products, including requirements for solicitation and contract clauses.

DSB PROJECT REPORTS

Effectiveness of Seed Treatments for Yield Enhancement - Joanne Whalen, Extension IPM Specialist; Bill Cissel, Extension IPM Associate; Bob Uniatowski, Associate Scientist; Richard Taylor, Extension Agronomist; and John Pesek, Associate Professor, University of Delaware

The variety 'Southern States RT 3851N' was planted between April 20 and May 4 on 15-inch centers in replicated strip plots in four locations: Middletown, Smyrna, Georgetown and Selbyville. The following treatments were evaluated and compared to an untreated control: Apron Maxx RTA, Cruiser 5FS, and Cruiser Maxx (combination of Apron Maxx and Cruiser 5FS). Stand counts and insect data were collected in all four locations. Yield data was taken at the plots in Selbyville, Smyrna and Middletown at or shortly after physiological maturity.

At all four locations, no significant differences were detected between the untreated control and the seed applied treatments for stand count. For the locations where yield was taken, this same trend occurred for the yield component. Non-significant yield differences between the untreated control and the treated plots ranged from zero to two bushels per acre depending on

location. The Cruiser treatments did provide significantly better bean leaf beetle control with respect to fewer undamaged plants compared to the untreated check and fungicide alone treatment (Table 1) although this difference did not translate into a yield advantage for Cruiser seed treated plots. However since bean pod mottle virus was identified for the first time in Delaware in 2007, early season bean leaf beetle management may become more important in the future. Data from the Mid-West indicates that the use of seed treatments may be one part of an overall effective pest management program.

Table 1. Bean leaf beetle management effectiveness at four locations in Delaware in 2007 as measured by percentage of plants damaged by the bean leaf beetle.

Location and date sampled	Non-treated	Apron Maxx RTA	Cruiser 5FS	Cruiser Maxx
		5 oz/100 lb seed	1.28 oz/100 lb seed	3 oz/100 lb seed
% Bean leaf beetle damaged plants by site				
Middletown May 24	34.10 ^{a*}	29.37 ^a	4.87 ^b	5.77 ^b
Selbyville May 21	1.94 ^{ab}	3.77 ^a	0.70 ^b	0.00 ^b
Georgetown May 15	33.77 ^a	31.39 ^a	2.34 ^b	2.36 ^b
Smyrna May 14	55.67 ^a	47.13 ^a	3.49 ^b	7.16 ^b

^{*}, Means followed by the same letter are not significantly different (Tukeys: P=0.05)

Comparison of a Seed Treatment and Foliar Insecticide for *Dectes Stem Borer*

Management - Joanne Whalen, Extension IPM Specialist; Bill Cissel, Extension IPM Associate; Bob Uniatowski, Associate Scientist; Richard Taylor, Extension Agronomist; and John Pesek, Associate Professor, University of Delaware

Replicated research plots were established in two locations: University of Delaware's Middletown Demonstration site located near Middletown on May 25 and the Carvel Research and Education located near Georgetown on May 21. Two varieties were planted at each location: SS RT3851 N (Group III) and Asgrow 2802 (Group II). Plot size was 18 foot wide by 18 ft long. Treatments were established in a randomized, complete block design and replicated four times. Treatments included an

untreated check, fipronil seed treatment, and one foliar treatment of Warrior. Plots were sampled on a weekly basis from plant emergence through mid-August to determine the abundance of *Dectes* adults. The foliar treatment plots were sprayed on July 17 in Middletown and July 18 in Georgetown with Warrior at a rate of 3.2 oz per acre (0.025 lb ai/A). Prior to harvest, plots were evaluated for the percentage of lodged plants (counts per plot as well as number of stems that would lodge when pushed) and percentage of stems infested with *Dectes*. A section of the plots was harvested at physiological maturity to simulate a “timely harvest”. A second section of plot was harvested 2 -3 weeks after the “timely harvest” to determine the yield affects of late harvest.

Overall, the fipronil seed treatment provided significantly better *Dectes* stem borer control in both varieties and locations compared to the Warrior and untreated plots (Table 1 and 2). Although the Warrior treatment was applied after a “peak” in the adult populations, one application did not provide enough residual control. No significant differences were observed for final yields due to high variability among plots in part from the drought conditions experienced in 2007.

Table 1. *Dectes* stem borer management effectiveness at Middletown, Delaware in 2007.

Treatment	% infested stems Sept 19	# larvae/ 20 stem	# lodged stems/ plant Oct 16	% Lodged stems Oct 16	Yield bu/a Oct 22
Untreated AG2802	25.0 ^a	5.00 ^a	27.25 ^a	8.50 ^a	19.8 ^c
AG2802 + Fipronil ST 3 oz/100 lb seed	0.0 ^b	0.00 ^b	0.00 ^c	0.00 ^b	28.2 ^{bc}
AG2802 + Warrior 3.2 oz/a	15.0 ^{ab}	3.00 ^{ab}	18.50 ^{ab}	4.00 ^{ab}	24.0 ^{bc}
Untreated SSRT3851	11.2 ^{ab}	2.25 ^{ab}	11.25 ^{bc}	6.00 ^{ab}	33.6 ^{ab}
SSRT3851 + Fipronil ST 3 oz/100 lb seed	2.5 ^b	0.50 ^b	0.00 ^c	0.00 ^b	41.6 ^a
SSRT3851 + Warrior 3.2 oz/a	18.7 ^{ab}	4.00 ^{ab}	11.25 ^{bc}	5.00 ^{ab}	38.0 ^{ab}

* , Means followed by the same letter are not significantly different (Tukeys: P=0.05)

Table 2. *Dectes* stem borer management effectiveness at Georgetown, Delaware in 2007.

Treatment	% infested stems Sept 19	# larvae/ 20 stem	# lodged stems/ plant Oct 16	% Lodged stems Oct 16	Yield bu/a Oct 22
Untreated AG2802	10.0 ^{ab}	2.00 ^{ab}	2.50 ^a	7.75 ^a	41.5 ^a
AG2802 + Fipronil ST 3 oz/100 lb seed	0.0 ^b	0.00 ^b	0.00 ^a	0.00 ^b	35.8 ^a
AG2802 + Warrior 3.2 oz/a	11.2 ^{ab}	2.25 ^{ab}	1.00 ^a	9.50 ^a	31.8 ^a
Untreated SSRT3851	21.2 ^a	4.25 ^a	0.00 ^a	26.25 ^a	32.7 ^a
SSRT3851 + Fipronil ST 3 oz/100 lb seed	0.0 ^b	0.00 ^b	0.00 ^a	0.00 ^b	37.8 ^a
SSRT3851 + Warrior 3.2 oz/a	15.0 ^{ab}	3.00 ^{ab}	3.00 ^a	22.00 ^a	46.5 ^a

* , Means followed by the same letter are not significantly different (Tukeys: P=0.05)

Agronomy and Soybean Day at DE Ag Week

For soybean producers, a number of potentially useful talks are scheduled for the Agronomy Soybean Day on Thursday January 10, 2008. The morning program concentrates on agronomic issues with topics such as how much stover removal is too much, energy efficiency of alternative fuels, energy saving tips, and conservation and grant opportunities for farmers. The afternoon program will feature a number of talks on nutrient management providing growers two hours of nutrient management credit. Topics that will be covered include cover crops and water quality, irrigation and nutrient management, and tillage practices with nutrient management implications. The program will end with a panel discussion with the earlier speakers. Following the program, the Mid-Atlantic Soybean Association will have its annual dinner and meeting. For more information, visit the web site: <http://www.rec.udel.edu/AgWeek/home.htm>

YOUR MARKETING REPORT:

Soy Market Update, Vol. 4, Issue 3: Soybean Market News Briefs

Carl German, Extension Specialist, Crops
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clgerman@udel.edu

Commodity Price Volatility to Remain Strong through Winter Months

USDA released the December Supply/Demand report on December 11, 2007. The report confirmed pre-report expectations for lowered ending stock estimates of U.S. corn, soybeans, and wheat for the '07/'08 marketing year. U.S. corn ending stocks were reduced 100 million bushels; U.S. soybean ending stocks were reduced 25 million bushels; and U.S. wheat ending stocks were reduced 32 million bushels from the November report. World ending stocks for the '07/'08 marketing year were reduced for corn (- 1.33 million metric tons); soybeans (- 2.03 mmt); and increased slightly for wheat (+ .98 mmt) from the previous month.

The only change reflected in the supply and demand balance sheet for U.S. corn was a 100 million bushel increase in the projection for exports. The season average farm price for U.S. corn was increased from the November estimate by 15 cents per bushel on both ends of the price range, now placed at \$3.35 to \$3.95 per bushel. U.S. farmers are expected to place about 230 million bushels into the loan program as compared to 116 million bushels last year.

This month's supply and demand balance sheet for U.S. soybeans reflects a 5 million bushel increase in the projection for crushings and a 20 million bushel increase in the estimate for U.S. soybean exports. The season average farm price for U.S. soybeans was increased by 75 cents per bushel on both ends of the price range for the '07/'08 marketing year, now placed at \$9.25 to \$10.25 per bushel.

The December balance sheet for U.S. wheat reflected changes in the demand for food wheat

(+ 5 million bushels), seed wheat (+2 million bushels), and wheat exports (+ 25 Million bushels) from the November report.

Market Strategy

Profitable sales opportunities are currently available for old crop and new crop corn, soybeans, and wheat. Currently corn and soybean markets are said to be demand driven, heavily influenced by the price of oil and the value of the dollar. The wheat market is representative of a supply driven market, meaning the wheat price is expected to decline once the world supply gets back in line. Recent observations regarding the wheat market point to the widening disparity between old crop and new crop wheat futures. The new crop prices are dropping in anticipation of larger wheat acreages in the '08 production year. This widening disparity is likely to be indicative of a good time to price some new crop wheat, currently trading at \$7.88 per bushel (July '08).

Grain marketers need to be taking a critical look at their pricing options, particularly for new crop sales decisions. An important consideration has to do with choosing the marketing alternative that is appropriate to use for the sale in question e.g., forward cash contract, versus use of the put option? The answer to that question may depend in part on the individual grain marketer's flexibility.

The other significant consideration concerns price expectations? Price expectations, or what one expects prices to do, are not to be taken lightly. Grain marketers need to be able to compete, therefore, price expectations take on an importance of their own. High price volatility had been predicted for the fall and is expected to remain with us throughout the winter and beyond. Recent participation in commodity outlook webinars suggests that there is no reason to believe that current volatility will let up any time soon. Therefore, we can expect corn and soybean prices to remain extremely volatile. The bottom line is grain marketers can make profitable sales decisions now and should expect to be able to make as profitable, if not more

profitable, sales decisions into late winter sales decisions. The tricky part is likely to be the marketing alternative that one selects. In some cases the best alternative may not be available to the individual grain marketer.

Old crop corn futures are currently trading at \$4.34 Mar '08; \$4.45 May '08; and \$4.53 per bushel July '08. New crop Dec '08 corn futures are trading at \$4.46 per bushel. Old crop soybean futures are trading at \$11.54 Jan '08; \$11.72 Mar '09; \$11.86 May '08; and \$11.89 per bushel July '08. New crop Nov '08 soybean futures are trading at \$10.45 per bushel. Old crop wheat futures are trading at \$9.76 Mar '08; and \$9.72 per bushel May '08. For **technical assistance** in making grain marketing decisions contact:

Carl L. German, Extension Crops Marketing Specialist in the Dept. of Food & Resource Economics, 208 Townsend Hall, University of Delaware, Newark, DE 19716-2130
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AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION

EMPLOYER - The University of Delaware is committed to assuring equal opportunity to all persons and does not discriminate on the basis of race, color, gender, religion, ancestry, national origin, sexual orientation, veteran status, age, or disability in its educational programs, activities, admissions or employment practices as required by Title IX of the Education Amendments of 1972, Sections 503 and 504 of the Rehabilitation Act of 1973, Titles VI and VII of the Civil Rights Act of 1964, the Americans with Disabilities Act, Executive Orders 11246 and 11375 and other applicable statutes. Inquiries concerning Title IX, Section 503 and 504 compliance, Executive Order 11246 and information regarding campus accessibility and Title VI should be referred to the Affirmative Action Director, 305 Hullahen Hall, 302-831-2835, 302-831-4552 (TDD).

This newsletter was produced in cooperation with the Delaware Soybean Board, Delaware Department of Agriculture, and the University of Delaware.

SOY NEWS, DSB
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