FY18 REQUEST FOR PROPOSALS

RFP Title:
Soy based adhesives for wood products applications

Proposal Manager’s Name:
Keith Cockerline

RFP Contact:
Lisa Childs

Proposal Start Date:
10/1/2017

Completion Date:
9/30/2018

Proposal Deadline:
4/24/2017

Anticipated Decision Date:
7/22/2017

Action Team: Demand
Target Area: Meal
Program Goal: Industrial Uses - Meal
Road Map: Industrial Uses - Diversifying soybean meal/oil market through research and commercialization of high value and/or high volume industrial uses of soybean meal/oil.

Track: New Utilization (Developing new demand for U.S. soy by matching unmet domestic or international market needs with the best soy solution)

Milestone(s): Grow industrial soy meal usage by 70,000 tons by 2021.
Audience: End Users
Objective: Objective A
Industrial product manufacturers will be aware of the availability, proper use, benefits and technical support for products derived from soybean meal.
Stage: New Utilization Stage 4 - Introduction Stage - Collaborate with partners to commence production and support the market launch

Innovativeness: Moderate (New but familiar market or solution)

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<tr>
<th>Description/Purpose of RFP</th>
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<td>Opportunity is to create soy based wood adhesives for use in new wood product applications to help grow the industrial meal market by 70,000 tons by 2021 (United Soybean Board Long Range Strategic Plan Goal).</td>
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**Current Market Environment:**
Industrial soy meal market size in 2017 is estimated to be between 120,000 tons and 150,000 tons. The identified growth for soy meal is estimated to be 47,000 tons (Omni Tech commercial analysis FY2017) for use in adhesives based on current programs. 2017 usage is 26,000 tons in adhesive applications. We have industrial uses in the interior hardwood panel and coated paper markets with growth opportunities in interior and exterior wood panel applications as well as additional volume potential in pulp and paper.
- Veneer (current usage 13,000 tons, projected 2021 usage 35,000 tons)
- Oriented Strand Board (projected 2021 usage 10,000 tons)
- Plywood (potential usage 10,000 tons to be confirmed)
- Pulp and Paper (current usage 13,000 tons, projected 2021 usage 28,000 tons)

**Proposal Direction:**
A proposal is requested that will move technologies forward to reach the next stage along the following path including an expected commercialization timeline for each of the selected opportunities:
- Adhesive formulation established and verified against industry performance standards.
- Production scale-up and process optimization.
- Soy adhesive technology transferred to multiple locations.
- Marketing and sales in place to support product.

**Proposal Submission Instructions:**
To request a proposal worksheet to assist you in developing your proposal in USB’s correct format, please contact:
Lisa Childs; lchilds@smithbucklin.com

For strategic and project specific questions, please contact:
Keith Cockerline; kcockerline@smithbucklin.com

For budget and compliance questions, please contact:
Lisa Childs; lchilds@smithbucklin.com