

Official Publication of the Texas Ag Industries Association \star 145 West Travis La Grange, Texas 78945 979-968-5602

# Seventeenth Annual Conference

Save January 20 - 22 to attend the Texas Ag Industries Annual Conference at the Crowne Plaza in Addison. The networking has made the conference the premier winter event to meet with staff, clients, future clients and other companies to plan for 2015. Eighteen company meetings rooms are booked and sleeping rooms are filling up quickly. To reserve a meeting room call the TAIA office at 979/968-5612 and to make guest reservations call 972/980-8877 and Push 1. Use the code TA1 to get the 129 group rate. You can register for the conference by filling out the enclosed form or going to txag.net. Please book your rooms by January 10th to guarantee the group rate.

This meeting also provides an opportunity to engage in making TAIA plans for 2015 and receiving association updates from 2014. If you have not previously attended, start the Happy New Year off right resolving to become an active TAIA member. TAIA is a members' organization working for agriculture and providing events throughout the year to meet the needs of members. Work is done during the year to fight for and against policies that may permanently affect members and their businesses. Join TAIA for this year's conference!

# **Annual 2015 Sponsors**

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#### **Texas Ag Line**

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Ag Industries Assn.

## **Chairman's Comments**

Unbelievable; we are on the verge of another year end, the crops are out for the most part, the holidays are upon us and we are staged to start a new year with as much uncertainty as we have had in a while. We have a new farm bill that has caused much confusion, commodity prices that fell at harvest, with the exception of cattle, and input prices that continue to stay up. Fortunately for the most part we have been blessed with rains that have provided our producers much needed sub-moisture to go into this next crop year. We will all have our challenges this year, as we do most years in our chosen profession, the ag industry, the greatest and most important industry in the world, the industry that feeds the world no matter what challenges are faced.

All our regional meetings are behind us, they were a great success with a tremendous line up of speakers that were relevant to that particular region. The meetings that I was able to attend were fantastic and I appreciated that opportunity to be there. We all need to be thankful of the committee members who arranged these meetings and made them possible, it takes a lot of work and coordination and I want to send my personal thanks to all involved. Involvement and participation is the back bone of our association, we need both to continue to grow and provide the needed support to our ever evolving industry. We need to give a special thanks to Donnie and Kay for all the work they do every year in facilitating these meetings, acknowledge their dedication every opportunity you can.

Our association (TAIA) continues to be very involved in the new proposed legislation being written to address the fire and explosion at West Fertilizer Company. TAIA's goal from the beginning was to keep this proposed legislation an "ammonium nitrate" bill; others have tried to expand this bill to include other fertilizers and pesticides. The only constant representation our ag industry has had representing our interests has been TAIA. Donnie has worked tirelessly representing us at every hearing, testifying at both the state and federal Homeland Security Committees. Unfortunately the end is not in sight at this time but our legal costs have continued. This is probably one of the most important involvements that our association has participated in and fortunately for our industry our membership has supported this effort. Letters will go out to our industry leaders asking for monetary support to keep our voice in this legislative process. This is not just a Texas issue, what happens legislatively in Texas will certainly have national implications.

The TAIA Annual Conference will once again be at the Crowne Plaza Hotel in Addison January 20 through January 22. Please make plans to attend. If you have attended before you know what it's about, if not you will find it to be one of your best opportunities to network with customers as well as vendors. We've structured this meeting to meet the networking needs of our members along with formal meeting rooms to accommodate companies needing them. If you're interested in meeting room accommodations, please contact the TAIA staff.

Have a great Holiday season and look forward to seeing you all in Addison.

Jimmy Schulz, TAIA Chairman



## **Fall Newsletter New Members**

#### Manufacturer

Agro-Culture Liquid Fertilizers/Clint Walker

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Linco Precision LLC/Kent Klinefelter Bag Supply/ Doug Edwards

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## **President's Comments**

Can you believe 2015 is here? The year has flown by so fast. In just three weeks the Eighty-Fourth Legislative Session begins and in four weeks TAIA Annual Conference will take place. 2015 will bring many changes to our state - a new governor, lieutenant governor, attorney general, agriculture commissioner, general land commissioner, comptroller, and several new house and senate members. I cannot remember ever seeing this many changes at one time. It will be guite interesting to see how all these changes will affect legislation coming out this next session. The coming session will bring one of the biggest challenges our industry has ever seen. For the last year and a half we have worked very closely with the Homeland Security Committee on legislation coming from the West Fertilizer Fire and Explosion. TAIA's goals have been to keep the legislation focused on ammonium nitrate storage and not let it define how we store other fertilizer products and agricultural chemicals. The other part of the goal is to have good rules to protect the public from a disaster like we had a West while not making it so costly that we cannot afford to handle ammonium nitrate in Texas. These are not going to be easy goals to accomplish. TAIA will need the support from our entire industry in order to accomplish this task. We need to show a strong membership from our industry. While testifying in one of the Homeland Security Hearings, I was asked if I represent one hundred percent or at least the majority of the agriculture industry. TAIA has been the only agriculture association that has attended every hearing and testified at every hearing where industry testimony has been allowed. I cannot guarantee that the industry will like the legislation that will come out of the session, but I can guarantee if TAIA is not there to represent our industry, you will not like the legislation you will get. House Bill 417 has been filed and one of our goals has been accomplished in the bill in that it only addresses ammonium nitrate. The second part of our goal is not clear on how ammonium nitrate will be stored in Texas. House Bill 417 might only be the first of several bills that will be filed on fertilizer and chemical storage in the upcoming session. We need your support financially and are working on getting as many companies that sell agriculture products on board as members.

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# **Summer Success**

The 2014 summer extravaganza was held at Horseshoe Bay Resort in Horseshoe Bay. Great Attendance! Fantastic Brandenberger steaks! Everyone has an impressive time and there is talk of a return next year. We are going to check with several other locations for comparison and if you have any thoughts on location let the TAIA office know soon.

TAIA thanks the summer sponsors for their support in making this working summer retreat a summer success!

## **2014 Summer Meeting Sponsors**

A & L Plains Ag Labs ADAMA Agrium AgXplore International, Inc. AM-AG LLC **American Plant Food** AMVAC ASMARK BASF **Bayer Crop Science Capital Farm Credit** CNI (Chem Nut) CHS **Crop Production Services Dow AgroSciences** DuPont El Dorado Chemical Equalizer Gowan USA Heartland Tank Services Helena Chemical Intrepid Potash

Koch Agronomic Services, LLC Martin Resources **MK Minerals** Monsanto Monsanto BioAg Inc. Mosaic Murray Equipment Co. Nachurs NuFarm Americas Inc. **ORO AGRI** Poole Chemical PotashCorp Sanders Servi-Tech Laboratories **Simplot Grower Solutions** Sipcam/Advanta Syngenta **Terral Seed** Tessenderlo Kerley Inc. UPI Warren Cat Wilbur- Ellis Winstead PC

# Thank You to all the sponsorships and for all the support TAIA received in 2014.

# **Five Regionals**

Five regional meetings took place from September through November. Hopefully, you attended at least one. Regional walk-in numbers reached higher than ever. Perhaps the rains kept many attendees guessing as to whether they could be in the field or would take a rainy day and attend; at least this year we can say that in many areas. Lubbock will move locations next year from the Scottish Rite Temple to the Bayer Museum of Agriculture. West Texas Ag Chem has also changed its meeting location to the Museum. Salado move to a different room in the Belton County Expo Center and surveys will tell us if that was a positive move to retain. The El Campo Civic Center made us a bit nervous opening the doors late, but the meeting went off without a hitch even having the meal catered by Hinze's after their facility in Wharton burned. Dumas and South Texas remain anchored.

Make 2015 a year you repeat attendance or make your first meeting for the convenience of a one stop receipt of TDA and CCA credits for the year.

Again thank the regional sponsors. Without sponsors, TAIA could not offer the regionals and the excellent meals at the meetings.

2014 Regional Sponsors					
A & L Plains Ag Labs	J R Simplot-One				
Adams Fertilizer Equipment Mfg.	Koch Agronomic Services, LLC				
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Holt Agribusiness	Winfield Solutions LLC				
Inter-Chem	Winstead PC				
Intrepid Potash	Page 5 Wylie Manufacturing Company				

# 2011 Pagional Spansors

# The Ray Smith Leadership Award

During my recent attendance at the Texas Plant Production Conference I was honored to be present when Donnie Dippel was awarded the recently re-named Ray Smith Leadership Award. This award is awarded from time to time to individuals that have made a special contribution to Texas Agriculture. Below is what was said during the presentation.

### Donnie Dippel

The Ray Smith Leadership Award goes to Donnie Dippel. Donnie began his relationship with our industry when he was with TDA. He served on the TPPA Board as the TDA representative in the early years of the conference.

Donnie now serves as President of the Texas Ag Industry Association and as the CCA program manager. In the aftermath of the West, Texas ammonium nitrate fertilizer explosion, Donnie has worked tirelessly with members of Congress and with the Homeland Security Committee to help safeguard the industries interest. His efforts have been to maintain a narrow focus on any legislation and to not affect other fertilizer or chemicals that our industry provides to farmers and ranchers. He has been invited to speak at numerous state and federal legislative meetings to represent our industries interests and has not missed a single state homeland security committee meeting when the fertilizer legislation was discussed. He has been the only constant individual there representing us. Donnie's support of industry has greatly exceeded his responsibilities as President of TAIA because, evidently, that is his passion, his support of agriculture and our industries success Because of his special leadership, TPPA is pleased to award Donnie the Ray Smith Leadership Award. Join me in congratulating Donnie on this well-deserved award.

Jimmy Schulz, TAIA Chairman

# House Bill 417

Representative Pickett, Chairman of the House Homeland Security Committee, filed House Bill 417 on December 1. The bill omits the creation of the Ammonium Nitrate Storage Facility Advisory Group and instructs the Insurance Commissioner to consult with the State Fire Marshall to adopt fire protection standards by April 1, 2016. This bill as written addresses only ammonium nitrate storage. The major concern of the bill is that it places the responsibility of writing regulations on the Fire Marshall for AN storage using the NFPA guidelines at a minimum. The following is a broad summary of proposed legislation; for a complete copy of the bill contact the TAIA office or go to the TAIA website. To understand the legislation in its entirety, take the time to read the proposed language and formulate your own thoughts about the effects of this legislation on agriculture industries. The proposed legislation will face numerous House and Senate Committee hearings before reaching the floor in each house to be finalized. There may be other bills filed on this issue during the session. TAIA will continue to monitor this bill and others if filed during the session

In summary, the bill addresses ammonium nitrate storage facility using the NFPA guidelines and outlines those who will be responsible for creating the standards and enforcing those standards. It proposes the handling of violation options as determined by a fire safety expert whether standards adopted by the Insurance Commissioner are met. If violations are not corrected in the allotted time or the violation is too severe, the fire marshal can direct the OTSC to handle enforcement. The bill proposes the Tier II program be moved from DSHS to TCEQ. The Tier II reports would be required to be updated no later than the 90<sup>th</sup> day after the date on which the operator has a change in the chemical weight range of a previously reported hazardous chemical and as otherwise provided by TCEQ rule.

A required Tier II report has to be filed within 72 hours with TCEQ after the operator begins operations of an ammonium nitrate storage facility as defined in the Agriculture code or has a change in the chemical weight range of previously reported ammonium nitrate.

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# Texas Ag Industries Association 2015 Annual Conference Registration Form

TAIA Annual Conference Registration January 20 - 22, 2015				
<b>Conference Registratio</b> Registrations by January 10, 20 After January 10, 2015 Memb	15 Members \$150/ Non Members/\$200	\$		
Spouse Registration \$50		\$		
Conference Sponsorship Members \$275.00/Non Members \$375.00		\$		
Reception/Banquet Sponsor \$1,000.00		\$		
Company Meeting Room \$200		\$		
	se contact our office at 979-968-5602	T		
Sponsorship Does Not Incl	ude Registration Unless A Display Is Set U	-		
	<b>Total Amount Due</b>	\$		
Name	Spouse			
Company				
Address	City/State/Zip			
Telephone	E-mail			
Name of Individual Setting Up Display If Different Than Above Name				
Payment Options for Sp	oonsorship Or Meeting Registration			
Payment Enclosed	Type of Card MC, Visa, AMEX	Exp Date		
<ul> <li>On-Site Registration</li> <li>Invoice Me</li> </ul>	Name on card			
Credit Card	Number	Code		
You Can Register Online At TXAG.net	Signature			
FAX 979-968-5624	Email			
QUESTIONS? 979-968-5602	Charged as "CHB Consulting Inc."			

ADA: Please mark if you need assistance to fully participate in any portion of this program. We will contact you to determine your specific needs.

## **Company Meetings Being Scheduled** Please contact one of the following to schedule your meetings during the conference.

James Hopkins	800/256-5864 303/324-4920
Dr. Larry Unruh	713-675-2231
Scott Muennink	830/426-6767
Bob Fisherkeller	817/219-8955
Jason Kroener	405/368-2767
Ken Mull	806/224-6089
Tom Koranek	817/442-6089
Doug Koop	254/799-4979
Randy Childress	940/464-4147
Darren Rowe	816/584-2240
Rosty Walker	855/449-6186
Tom Haigh	785/227-3338
Josh Louder	512/605-9547
Hugh Harbour	432/367-5530
Mark Newman	806/367-5530
Open	
Howard West	979/826-8063
Scott Rieckhoff	512/869-9066
Darin Hoefferichter	254/366-9842
	Dr. Larry UnruhScott MuenninkBob FisherkellerJason KroenerKen MullTom KoranekDoug KoopRandy ChildressDarren RoweRosty WalkerTom HaighJosh LouderHugh HarbourMark NewmanOpenHoward WestScott Rieckhoff

# ResponsibleAg

ResponsibleAg recently launched online registration for retail facilities. It's hard to believe less than one year ago ResponsibleAg was the nascent idea of forward-thinking industry leaders like you. Today, the initiative is breaking new ground to ensure our shared goals of health, safety and security of agribusinesses and the communities we serve across the country.

Your support is key to the continued success already achieved by ResponsibleAg. This initiative was met with strong support from national political leaders when it was unveiled in March. They quickly recognized that a voluntary, industry-driven compliance program can best respond to industry issues. We have for-mally organized an independent nonprofit organization, appointed a management team and implemented a strategic plan with a very aggressive timeline. Working closely with the Asmark Institute, auditors are being trained for the ResponsibleAg program at the Ford B. West Center for Responsible Agriculture in Owensboro, Ky. We have recently announced the credentialing of the first class of retail facility auditors.

With all these achievements, now the real work on ResponsibleAg begins. We have set high expectations for the initiative through industry support and participation. But make no mistake, ResponsibleAg is being closely watched. Implementation of the Obama Administration's executive order issued in August 2013 is still on the horizon. And, regulators at every level of government are placing renewed scrutiny on our operations.

ResponsibleAg needs your support. You can provide valuable leadership by registering and becoming a part of this important initiative. Companies eager to participate can register at http://www.responsibleag. org/Register.cgi. Associations can register as an affiliate at http://www.responsibleag.org/Register2. cgi?FacilityType=Affiliate. In addition, ResponsbleAg has many online information resources such as Frequently Asked Questions and a Tutorial that provide more details on the program

## House Bill 417 continued

The Tier II report will be sent to the state fire marshal and TDEM will send forms to local fire departments and the local emergency planning Committee. The state fire marshal will provide, at minimum, the NFPA 1 guidelines for pre-planning and best practices for the storage of AN.

Fines for violation have been moved from the Health and Safety Code to the Water Code with civil and criminal penalty amounts discussed. Legislation is set to take effect on September 1, 2015 or can take effect immediately to correct a hazardous situation.

## **President's Comments Continued**

I hope you are planning on attending the annual conference in Addison. Each year the conference has grown in attendance and support. Why do we continue to get calls from new companies asking about the conference? Is it because those companies that are attending are getting the word out how important this conference is to their business? Listed in the newsletter is the contact information for those with meeting rooms. Also check the sponsor list to see what other companies are attending that do not have meeting rooms. Give them a call to set up a meeting time before they are booked. I have already had one company call and tell me they are totally booked.

Thank you for all your support this past year and we will need all you can give this coming year. Donnie Dippel

#### <u>Dumas</u> Kyle Keim



<u>South Texas</u> Steven Flowers Wilbur Ellis Co.





<u>Lubbock</u> Phil Sullins Wilbur Ellis Co.



<u>Salado</u> Mitchell Gower Florence Grain



<u>El Campo</u> Cliff Mock Cliff Mock Consulting

# **TAIA Leadership**

## 2014 Officers

<u>Chairman</u> Jimmy Schulz, Sanders, El Campo

Vice Chairman Darin Hofferichter, Wilbur-Ellis Co., China Springs

<u>Secretary/Treasurer</u> Charlie Grymes,DuPont Ag Products, Inez

Immediate Past Chairman Scott Piercy, Poole Chemical Co., Lubbock

#### Executive Committee Member

Randy Stephens, SureGrow, Comanche <u>Executive Committee Member</u> Howard West, Simplot, Hempstead <u>Executive Committee Member</u> Noble Laminack, Bayer CropScience, San Angelo



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#### Allied Industries

Matt Murphree, Heartland Tank Services Inc, San Marcos Doug Heck, Warren Cat, Lubbock

## 2014 Committee Leaders

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### Communications Committee

Ch: Doug Heck, Warren Cat, Wolfforth Co: James Nichols, SureGrow Ag Prod., Tyler

### Conference Committee

Ch: Noble Laminack, Bayer CropScience, San Angelo Co: Lynae Austin, Weatherford, MK Minerals

### Governmental Affairs Committee

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#### **Regional Committees**

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Ch: David Reinart, Better Harvest, Inc. Dumas Co: Tim Robertson, CPS, Dumas

#### El Campo Regional Meeting Committee

Ch: Leon Blackwelder, American Plant Food, Liberty Co: Jimmy Schulz, United Ag. Coop, Inc., El Campo

#### Lubbock Regional Meeting Committee

Ch: Justin Bellar, Wilbur-Ellis Co., Littlefield Co: Katie Parrish, Dow AgroSciences, Lubbock

### Rio Grande Valley Regional Meeting Committee

Ch: Juan Zamora, Wilbur-Ellis Co., Edinburg Co: Rick Hernandez, Bayer CropScience, Edinburg

#### Salado Regional Meeting Committee

Ch: Justin Allen, Sanders, Rosebud Co: David King, Nichino America, San Antonio TEXAS AG INDUSTRIES ASSOCIATION 145 West Travis La Grange, TX 78945

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# **Calendar of Events**

January 20 - 22, 2015 TAIA Annual Conference Crowne Plaza Addison, TX