



**"Professionals  
For Texas Agriculture"**

# Texas Ag Line

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

## New Sales Tax Exemption Registration for Agriculture and Timber Operators

**(AUSTIN)** — Beginning Jan. 1, 2012, farm, ranch and timber operators who produce agricultural and timber products for sale will need a special registration number to claim a sales tax exemption on taxable products used in those businesses. Texas Comptroller Susan Combs announced, "They can get a registration number through either a mail-in application or an online application beginning Oct. 3."

Registration is required by House Bill 268 passed in the recent legislative session and supported by retailers and agriculture groups.

"Beginning Jan. 1, anyone who wants to claim the agriculture or timber sales tax exemptions for qualifying products will need a registration number to show retailers, instead of simply signing an exemption certificate at the time of purchase," Combs said. "The new registration process takes the burden off retailers to verify whether a purchaser is eligible for exemption. And it narrows the pool of purchasers claiming the sales tax exemption to those actually involved in production of agriculture and timber products for sale."

The new legislation requires a registration number to claim tax exemptions when buying items such as machinery and equipment; fertilizers; insecticides; irrigation equipment; and off-road motor vehicles used for farming and timber production. Those entitled to make tax-free purchases of taxable qualifying products include groups such as:

- farmers and ranchers who raise agricultural products to sell to others;
- fish farmers and bee keepers who sell the products they raise;
- custom harvesters;
- crop dusters;
- commercial nurseries engaged in fostering growth of plants for sale; and

## NPDES Permits Go Into Effect in Texas on November 2, 2011

The National Pollutant Discharge Elimination System (NPDES) Permits will go into effect on November 2, 2011 in Texas. According to Charles McGuire at the Texas Commission on Environmental Quality (TCEQ), EPA will have its regulations in place on October 31, 2011 and if that is the case TCEQ will have finalized their regulations on Wednesday, November 2.

Things are still moving in Washington D.C. to kill the need for the NPDES permits. As was reported in our last newsletter, the U.S. House passed a bill to kill the NPDES permits by a margin of 292 -134. The bill falls under the Reduced Regulatory Burdens Act which was a great help in getting it passed out of the house. The bill has now moved to the Senate where it passed the Senate Ag Committee on June 21. The bill has stalled due to not having bipartisan support. There is still a movement in the Senate to place the amendment on a bill that is likely to pass which will kill the NPDES permits.

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## Chairman's Comments

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145 West Travis  
La Grange, TX 78945  
979-968-5602  
FAX 979-968-5624  
E-mail: TAIA@txag.net  
Web Page: txag.net

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#### OFFICERS

Benny Martinez ----- Chairman  
John Oppelt ----- Vice Chairman  
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Brad Locke ----- Exec.Comm.

#### STAFF

Donnie Dippel ----- President & Editor  
Governmental Affairs and Marketing  
Provided by CHB Consulting, Inc. Staff

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Five Great Meetings and One to Go!

We started the string of the 2011 meetings with a great Summer Meeting. In addition to having a great turnout, we had great participation and a lot of fun. If you didn't make it this time around, you should really consider attending next year.

As many of you know, the Summer Meeting has become one of the most important for TAIA. This is the meeting where our members come together to discuss how we can advance our association in the future. Although we accomplished many key items, two I am most proud of are the newly amended Mission Statement and the adoption of our Vision Statement. Our new Mission Statement says so much about who we are, what we stand for and why we remain united.

The new Mission Statement reads as follows:

**TAIA advocates, influences, educates and provides services to support its members in their quest to foster a sustainable business environment while being productive stewards of agriculture.**

Our Vision Statement is simple, yet ambitious. It reads as follows:

**To be the Premier Agricultural Industry Association for Texas.**

With a Mission and Vision statement like these, there should be no doubt for non-member to get a sense that TAIA is an organization standing united to advance the Texas Agricultural Industries through a variety of methods while being productive stewards of agriculture. Feel good knowing that TAIA is an organization that you can be proud of. Don't forget that we have one more Regional meeting set for Dumas on November 9<sup>th</sup>. Just like the other regional meetings, it's a great opportunity to

stay up to date with the latest technologies and get your much needed CEU's. If anyone has any questions or concerns, please don't hesitate to give Donnie or me a call. We will be glad to help out in any way.

Sincerely,

Benny Martinez

TAIA Chairman of the Board

## President's Comments

The 2011 Regional Meetings have just flown by and there is only one more on November 9 in Dumas. The Regional Planning Committees have done a great job identifying interesting topics and finding superb presenters to deliver the topics. The number of sponsorships for the regional meetings broke all records with a total of 55 sponsors. I really enjoy the regional meetings in that you get to see so many of the members as you travel around the state. I hope you got a chance to attend at least one of the meetings or maybe you are planning to make the Dumas Meeting.

With the Regional Meetings drawing to a close we are working on getting the *2011 - 2012 Membership Directory and Buyer's Guide* information updated. If you have any changes, please let us know so we can make this valuable tool as up-to-date as possible. We have set a goal to have the directory published earlier this year to possibly distribute them at the Annual Conference. If you currently have an ad or would like to place a new ad in the directory, let us know as soon as possible so we can work with you to get it created.

In less than three months the 2012 Annual Meeting will be here. We have contacted Dr. Bryan Shaw Chairman of the Texas Commission on Environmental Quality to be our guest speaker at the Annual Meeting. We will again be at the Crowne Plaza in Addison on January 17-19.

Thank you,

Donnie Dippel

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## TAIA Would Like to Welcome New Members

### **Manufacturer**

Stacy Smith / CXI, LLC  
Cole Vestal / Lido Chem

### **Distributor**

Scott Pendery / Magnablend

### **Dealers**

Craig Forbis / The Forbis Company  
Greg Watkins / The Yard Doctor

### **Allied Industry**

Larry Curry / Ray Lee Equipment

### **Individual Members**

Jim Ed Davis / Pioneer  
Weldon Nanson / Bayer CropScience

## Capital Farm Credit Joins TAIA

For 95 years, Capital Farm Credit (CFC) has provided financial services to agriculture and agribusiness enterprises in Texas, and today is the largest rural lender in the state. We are committed to the agricultural industry and doing our part to ensure its success in Texas now, and in the future. As a proud member of the Farm Credit System, CFC is a customer-owned cooperative with 70 credit offices throughout the state. This means financial profitability for our Association normally results in valued distributions to our qualified customers. Historically, profits have been returned to our customers through cash and allocated equities on an annual basis. In April 2011 alone, we distributed more than \$105 million in patronage, and CFC has returned more than \$400 million to our customers in recent years.

Even though we have been around for nearly a century, we continue to grow and evolve. Historically, CFC has been a preferred lender for rural real estate financing and farm production needs, and that will remain the core of our business. However, the financial landscape of agriculture has seen some remarkable changes over the past few years. Volatile commodity markets, inflated input costs, fluctuating energy expenses and demanding marketing challenges have made access to reliable financing uncertain and inconsistent for many agribusinesses. For some lenders, simply keeping up with the increasing capital needs of their customers in a changing environment remains challenging. At CFC, we believe it is our mission to provide financing to individuals and businesses throughout the entire agricultural food chain, and the size of our total loan portfolio of \$5 billion, reflects our commitment to this industry.

To that end, it is our aim and desire to actively pursue and develop relationships with agribusinesses when and wherever possible. Over the past two years, CFC's Agribusiness Department has carefully assembled a talented and diversified team. The Agribusiness team focuses on delivering valued financial services to its customers in a reliable, consistent and outstanding way that enhances the value of their business while simultaneously benefiting our customers. For successful companies seeking a financial partner with a deep knowledge and understanding of their businesses and industries, as well as the financial capacity to grow with them, "*We're the answer.*"

Examples of the type of agribusiness enterprises we desire to partner with include, but are not limited to:

- Integrated farm and protein producers (involving crop, beef, poultry, dairy and pork)
- Farm supply (wholesalers and retailers)
- Grain elevators
- Farm equipment companies
- Food wholesale and retailers
- Food and fiber processors

If you have questions or would like additional information about what Capital Farm Credit can do for you, please contact us. We would love to further discuss your financing needs.

**Scot Vidrine | Senior Relationship Manager, Austin | 512.483.9295**

**Paul Strouhal | Senior Relationship Manager, Hereford | 806.364.1464**

**CapitalFarmCredit.com**

Continued on page 4

## NEWS FROM THE INDUSTRY

### New Sales Tax Exemption...

The primary owner or operator of a farm, ranch or timber operation may obtain one registration number that can be used by anyone authorized by the registrant – including family members or employees – to make tax exempt purchases of qualifying products for the business.

The application for a registration number should take less than 10 minutes to complete. Online registration begins Oct. 3 at [GetReadyTexas.org](http://GetReadyTexas.org). Online applicants will receive a registration number immediately. If you prefer, you may download a paper application form from the website or call 1-800-252-5555 to receive a form by mail.

### New Items From Dupont

Rains will come and pastures will recover. DuPont is one of those companies preparing for that day with a new chemistry that has a mode of action with minimal environmental and human effects. Dupont has received a registration for a new insecticide, Prevathon, for control of Lepidoptera in cotton, corn, sugarcane, alfalfa, pasture and grasses. Prevathon allows for better control with less management, and growers are less likely to get unexpected crop damage from worm pests. The Superior residual control of Prevathon allows you to build a season-long program that complements seed and trait selection and reduces application costs. Prevathon offers excellent protection with highly effective worm complex control, optimizing your least impact to production labor.

Dupont also received a 2(ee) on their Pastora Herbicide for suppression of KR Bluestem in bermudgrass pastures. For more information on these two products contact your local crop protection retailer or DuPont representative or visit [prevathon.dupont.com](http://prevathon.dupont.com) to learn more about Prevathon Insecticide. The rains will come, and the chemistry will be in place.

## Massive Fire at Magnablend Plant in Waxahachie

A fire sparked as workers mixed chemicals at the Magnablend Plant in Waxahachie. CBS News reported that the flames engulfed the large facility as fast moving blaze overwhelmed the sprinkler system and even consumed a fire truck. The good news was that there were no injuries reported from the fire or resulting smoke.

Magnablend Environmental Health and Safety Manager Donald Golden said, "The fire spread very rapidly. Fire departments were on the scene pretty quickly, but the blaze just seemed to take off and accelerate pretty quickly." Golden also said that 25 to 30 employees who were inside the plant's 100,000 square-foot warehouse evacuated safely when the fire broke out around 11 a.m. Although fire departments from multiple cities were called out to combat the blaze, the flames and fumes were so intense that fire crews decided to let the fire burn itself out.

Nicholas Brescia of the U.S. Environmental Protection Agency said air quality reading in the city did not require further action but that officials continued to monitor to ensure hazardous materials did not spread outside the plant. Texas Commission on Environmental Quality spokeswoman Lisa Wheeler said, "Magnablend has been in compliance with its state permits. A search of public documents revealed no significant violations for the company."

## Gary Fitzgerald Scholarship Raffle

Thanks to all the members who participate in the scholarship raffle each year. This year TAIA is giving away a hundred dollar gift card to those who buy raffle tickets at each regional meeting. The lucky winners thus far have been Scott Johnson, Lubbock; Jose Silva, The RGV; Mitch Gower, Salado; and Tommy Brandenberger, El Campo. At Dumas-maybe you.

TAIA also wishes to thank the sponsors who make the raffle possible.

Agrium, Bayer CropScience, Crop Production Services, DuPont Ag Products, Helena Chemical Co., Intrepid Potash, Mosaic, Poole Chemical Co., PotashCorp, Simplot Grower Solutions, Syngenta, and Wilbur-Ellis Co.

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## Gary Fitzgerald Scholarships Awarded

Each year, Texas Ag Industries awards four \$1,500 scholarships honoring Gary Fitzgerald. This year was another field of excellent candidates who always make the decisions for the committee extremely difficult. Congratulations to the winners and all applicants for achieving such high standards in their lives and studies. If you were not awarded a scholarship this year, please apply again for 2012.



Ben Wilde is the son of Sherry and Larry Wilde. Larry is formerly with Brandt Consolidated. Ben is attending Texas A & M University and majoring in Architecture. As a long term goal, he would like to own and operate his own mill and woodworking shop designing and building custom furniture and millwork.



Steele Coleman is the son of Kelly and Scot Coleman. Scot is the owner of A & L Plains Ag Labs. Steele is working toward a degree in biology from Texas A & M University and plans to go to medical school with a goal of becoming a Neurological Surgeon.



Christopher Scott Johnson is the son of Sherrie and Scott Johnson. Scott is with Intrepid Potash as director of potash sales. Christopher is attending Colorado Christian University this fall, majoring in Business Administration and playing for the soccer team. His goal is to work for a Major League Soccer Club in the States or Europe and help underprivileged kids through soccer.



Macy Cook is the daughter of Nicolynn and Robby Cook. Robby is the owner of Lonestar Ranch and Outdoors. Macy is attending Baylor University and plans to earn a Masters in Finance to become a certified financial planner.

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# 2011 Regional Meeting Sponsors

A & L Plains Ag Labs  
Adams Fertilizer Equipment Mfg.  
Ag Workers Mutual Auto Insurance  
Agrium  
Agrotain  
American Plant Food  
Americot  
AMVAC  
ASMARK  
BASF  
Bayer CropScience  
Boyd's Equipment  
CF Industries  
Chemical Solutions  
ChemNut  
Chemtura  
CHS  
CoreAgri LLC  
CPS  
Dow AgroSciences  
DuPont  
El Dorado Chemical Co.  
Farmers Coop of El Campo  
Gowan USA  
Heartland Tank  
Helena Chemical Co.  
Holt Agribusiness  
ICEC

Intrepid Potash  
Inter-Chem  
KBH Corporation  
Koch  
Lloyd Gosselink, Rochelle, &  
Townsend P.C.  
Martin Resources  
Monsanto  
Mosaic  
ORO Agri  
Poole Chemical  
Quick-Sol of Texas, LLC.  
Red Ewald Inc.  
Ray Lee Equipment  
Servi-Tech Laboratories  
South Plains Valley Irrigation, Inc.  
Specialty Fertilizer Products  
Syngenta  
Terral Seed Co.  
Texas Plant & Soil Lab  
Truth Chemical Co.  
United Suppliers Inc.  
UPI  
Valent USA Corp.  
Warren Cat  
Wilbur Ellis  
Winfield Solutions  
Wylie Manufacturing Co.

**Save The Date**  
**TAIA Annual Conference**  
**Crowne Plaza**  
**Addison, TX**  
**January 17 - 19, 2012**

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# TAIA Leadership

## 2011 Officers

### Chairman

Benny Martinez, Dow AgroSciences, Bishop

### Vice Chairman

John Oppelt, UPI/Advanta US, Castroville

### Secretary/Treasurer

Scott Piercy, Poole Chemical Co., Lubbock

### Immediate Past Chairman

Mark Hebert, Simplot Grower Solutions, Hempstead

### Executive Committee Member (Manufacturer)

Ken Mull, Martin Resources, Lubbock

### Executive Committee Member (Crop Protection)

Brad Locke, Crop Production Services, College Station

### Executive Committee Member (Plant Food)

Jimmy Schulz, Farmers Coop of El Campo, El Campo



## 2011 Board of Directors

### Dealer / Distributors

Tommy Brandenberger, Migl F & G, Hallettsville  
Darin Hofferichter, Wilbur-Ellis Co., China Springs  
Don Barry, Winfield Solutions LLC, Edinburg  
Linda Hlavinka, Helena Chemical Co., East Bernard  
Brad Locke, Crop Production Services, College Station  
Tony Savage, Helena Chemical Co., Bardwell  
Jimmy Schulz, Farmers Coop of El Campo, El Campo  
Todd Smith, Wilbur-Ellis Co., Round Top  
Jason Veesart, ChemNut, Lubbock  
Cord Willms, Terral Seeds, El Campo

### Manufacturers

Bob Fisherkeller, BASF Corp., Hurst  
James Hopkins, Agrium U.S. Inc., Canyon  
Mark Hebert, Simplot Grower Solutions, Hempstead  
Benny Martinez, Dow AgroSciences, Bishop  
Ken Mull, Martin Resources, Lubbock  
John Oppelt, UPI/Advanta US, Castroville  
Scott Piercy, Poole Chemical Co., Lubbock  
Sean Wells, American Plant Food, Arlington

### Allied Industries

Scot Coleman, A&L Plains Ag Lab, Lubbock  
Doug Heck, Warren Cat, Lubbock

## 2011 Committee Leaders

### Administration Committee

Ch: Tommy Brandenberger, Migl F & G, Hallettsville  
Co: Scott Johnson, Intrepid Potash, Denver, CO

### Communications Committee

Ch: Zandy Goode, Gavilon, Lorena  
Co: James Hopkins, Agrium U.S. Inc., Canyon

### Conference Committee

Ch: Linda Hlavinka, Helena Chemical Co., East Bernard  
Co: John Oppelt, UPI/Advanta US, Castroville

### Governmental Affairs Committee

Ch: Randy Stephens, SureGrow Ag Prod., Comanche  
Co: Todd Smith, Wilbur-Ellis Co., Round Top

### Membership/Marketing Committee

Ch: Scott Johnson, Intrepid Potash, Denver, CO  
Co: Mark Hebert, Simplot Grower Solutions, Hempstead

### Nominating Committee

Ch: Mark Hebert, Simplot Grower Solutions, Hempstead  
Co: Scott Johnson, Intrepid Potash, Denver, CO

## Regional Committees

### Dumas Regional Meeting Committee

Ch: James Hopkins, Agrium U.S. Inc., Canyon  
Co: Kenneth Mull, Martin Resources, Lubbock

### El Campo Regional Meeting Committee

Ch: Jimmy Schulz, Farmers Coop of El Campo, El Campo  
Co: Joe Martinez, Bayer CropScience, San Antonio

### Lubbock Regional Meeting Committee

Ch: Scott Piercy, Poole Chemical Co., Lubbock  
Co: Scot Coleman, A & L Plains Ag Lab, Lubbock

### Rio Grande Valley Regional Meeting Committee

Ch: Benny Martinez, Dow AgroSciences, Kingsville  
Co: Juan Zamora, Wilbur-Ellis Co., Edinburg

### Salado Regional Meeting Committee

Ch: John Oppelt, UPI/Advanta, Castroville  
Co: Mark Hebert, Simplot Grower Solutions, Hempstead

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TEXASAG INDUSTRIES ASSOCIATION  
145 West Travis  
La Grange, TX 78945

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## TAIA MEMBERS

Be sure to put January 17-19  
for the Annual Conference  
on your calendar

Have you sent in your ad for  
the *2011 - 2012 TAIA  
Membership Directory and  
Buyer's Guide?*

# Calendar of Events

November 9, 2011  
Dumas Regional Meeting

December 5 & 6, 2011  
Texas Plant Protection  
Conference  
Bryan

January 17 - 19, 2012  
TAIA Annual Conference  
Addison

January 31 & February 1, 2012  
CCA Exam Training  
Lubbock

February 3, 2012  
CCA Exam  
Lubbock