



Texas Ag Line

Official Publication of the Texas Ag Industries Association ★ 726 Camp Lone Star Rd La Grange, Tx 78945 9792474300

TAIA 2007 Annual Conference Survives Austin Ice Storm

The Texas Ag Industries Association held its 2007 Annual Conference at the Embassy Suites in Austin, January 17 - 19, 2007. The theme for the 2007 Conference was "Capitalize Through TAIA," but it should have been as the news labeled it, "Ice Storm 2007." Those who were able to attend, which was about half of those preregistered, had a good time. We had some excellent speakers for our educational classes which were very well attended and received many positive comments. The Embassy Suites did everything they could do to accommodate us making the conference run as smoothly as possible under the existing conditions.

On Wednesday of the conference, we had plans to visit members of the Texas Legislature and Todd Staples, the Commissioner of Agriculture. Due to the weather the vast majority of the members of the legislature went home. A group of brave TAIA members made the trip to the capitol experiencing a historical event in that we were able to find a parking space and the halls of the capitol were totally empty during the middle of the day while the legislature was in session. The group was able to meet with Representative David Swinford from the Dumas area who is a true friend to Texas agriculture. The group also met with Todd Staples the newly elected Texas Ag Commissioner. We also took a quick tour of the capitol and the underground extension. There were many positive comments from the group, and they felt it is something that TAIA needs to do again in the near future.

Thursday turned into a very busy day due to a weather report that another ice storm was approaching the Lubbock area, and those attending from that area did not want to be stranded several more days in Austin. As said earlier, we had a great group of speakers for the educational classes who opened up some very good discussion on compliance issues facing our industry. As many made plans to leave early to beat the next ice storm, a decision was made to end the conference on Thursday. The Chairman's Reception went on as planned Thursday evening and to our surprise several staffers from the legislature joined us on a cold icy night. Another great surprise was that the silent auction for the scholarship fund raised more money than last year. Again we owe a big thank you to Linda Hlavinka for soliciting the auction items and to Shirley Aubey for helping set up the auction items at the conference.

After the Chairman's Reception, we took a short break to allow the hotel to set up for the Business Meeting. After the rescheduled dinner, Chairman Billy Wood called the meeting to order and attended to the association's business which included the passing of the bylaw change allowing a current officer of the board whose term expires to continue through the normal progression of offices. The following new members were elected to the board: Tommy Brandenberger, Migl Feed and Grain; Scott Coleman, A&L Plains Ag Lab; Bob Fisherkeller, BASF Corp; Dan Jones, Wilbur-Ellis Company; Ken Mull, Martin Resources; Woodrow "Woody" Sigmin, Agriliance; Dave Thomas, Helena Chemical Company; and Cord Willms, Delta and Pine Land Company.

Chairman Wood then presented the 2007 TAIA Awards. The following individuals and companies received awards: Member of the Year, Drew Wenner, Texas Agriculture; Company of the Year, Helena Chemical Company; 2007 Environmentally Conscious Dealer Award, Ag Supply Ltd., Willis Gass Award, Brad Cowen, Hidalgo County Extension Agent; 2007 Educator Achievement Award, Charles Stichler, Dupont Ag Products; 2007 Honorary Members, Lee Bowden and Glen Runion. The following board members who completed their terms on the board were presented with a certificate and a big thank you for all their work and dedication to move TAIA forward: Zandy Goode, ConAgra Fertilizer; Duane Hagert, Wilbur-Ellis Company; Doug Heck, Ag-Chem Equipment Co., Inc.; Tony Moskal, BASF Corp.; Tom Owen, Delta and Pine Land Company; and Bobby Wade, Helena Chemical Company.

Due to the weather conditions and schedule changes our guest speaker, Bruce Vernon with Agriliance, was called and asked not to make the trip which would have been impossible with all the flight cancellations. TAIA would like to thank Bruce for accepting our Business Meeting Speaker invitation and his efforts in trying to get to Austin.

Chairman Billy Wood then adjourned the 2007 Business Meeting and informed the board members the board meeting would start in fifteen minutes. The Board Meeting was called to order by Chairman Wood and after the routine

Chairman's Comments

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OFFICERS

Miichael "Hap" Hazzard ----- Chairman

Jerry Bellar ----- Vice Chairman

Scott Johnson ----- Sec./Treas.

Billy Wood ----- Imm. Past Chair.

Tommy Brandenberger ----- Exec. Comm.

Mark Hebert ----- Exec. Comm.

Tom Koranek ----- Exec. Comm.

STAFF

Donnie Dippel ----- President & Editor

Governmental Affairs and Marketing

Provided by CHB Consulting, Inc. Staff

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I would like to say welcome as your new chairman. It is a great honor to serve TAIA in this capacity this year. There will be many things to look forward to as the year progresses. Thanks to all who made the effort to make it to the annual meeting under some very trying weather conditions. Donnie and Kay did an excellent job working with the hotel to make the best of a trying situation. Any time that you have the chance to stay in Austin please try to stay at the Embassy Suites. They really took care of us on our misfortunes with the weather.

And speaking of weather, what a difference a year makes on moisture conditions. Virtually the entire state is now setting on some of the best moisture conditions there has been in the past couple of years. The grain prices have really peaked growers interest and this could be a good year for all to do a little "healing" with these crops. Timely rains for the rest of the year could make this one of the best grain crops in quite some time. There will be some challenges this year. Cotton will be down and those involved heavily in this crop could struggle somewhat. Fertilizer is up and we're all hearing about that. Hopefully supplies will be available to complete the year.

The membership of TAIA is coming along at a good pace. Our numbers were tracking about the same as they were last year. Efforts are being made to get more people to join or old members that have not paid their dues in the past couple of years to rejoin us. These membership numbers are very positive news in the face of reality of our declining number of people in our industry. Everyone keep up the good effort on recruiting new and old members. I will look forward to seeing as many of you as possible during the Regional Meetings. There is lots of hard work going in on planning these meetings and your input is needed in this process to have the meetings as beneficial and meaningful as possible to you.

In closing, I would like to wish each and every one of you a very prosperous year. Keep up the good work.

Hap Hazzard

President's Comments

I can not believe it is spring newsletter time. The 80th Legislative Session is about half over and it is time to have the regional planning committee meetings. It has been very busy around the office with the legislature in session, and the spring board meeting already having taken place. We moved to a new office, membership renewals are coming in, new directories are being mailed out, and research for the possibility of having a regulatory compliance meeting and bulk fertilizer workshop is in progress. TAIA has a lot of great things planned for 2007. It was disappointing that mother nature decided to send us an ice storm for our 2007 Annual Conference and Business Meeting. The conference showed the promise of being one of the best on record with large preregistration numbers, with many exciting events planned, and with the enthusiasm of the members who wanted to go capitol for visits with members of the legislature and the new Texas Ag Commissioner. But being involved in agriculture, this group knows that mother nature rules.

The legislative session is off to a fast pace with over 5800 bills being filed in the house and senate. Again there are a lot of bills being watched by agriculture on eminent domain, animal cruelty, water, transportation, and environmental issues. A couple of bills which seem to be moving and need to be watched are House Bill (HB) 2345 by Charles "Doc" Anderson that sets up an Organic Board at the Texas Department of Agriculture (TDA) and HB 2458 by Bryon Cook that moves the Structural Pest Control (SPC) to the TDA. If there is really a need to set up an Organic Board, I would want assurance that language be included in the bill disallowing use of the board to down grade the use of commercial fertilizer, pesticides and biotechnology. Having the board at TDA under the current administration, I feel confident such problems would not happen, but we have had previous administrations that would have used such a board to cause false concern about products used in agriculture production. Moving SPC to TDA concerns me since the move will also bring many environmental groups that follow SPC issues. This could bring many negative issues to TDA and the commissioner. I feel it is very crucial that SPC not be moved to TDA if we want to retain an agriculture commissioner who is a friend to traditional agriculture.

I have made a special effort to get e-mail addresses from our members to get information out faster on issues that concern our industry. If you are not getting information by e-mail, I do not have your current e-mail address. This is a great tool to keep our members informed on current issues.

Please check out the dates for the regional planning committee meetings and come join the committees to help plan another group of informative meetings for our industry. Spring looks promising for a great year.

Donnie Dippel

TAIA Would Like to Welcome New Members

Individual Members

Helena Chemical Company - Greg Griffin / Dave Thomas

Dealers

Ferti-Tex LLC - Rodney Stephens

Distributor

Truth Chemical - Dan Russell

New Member Information

Jose L. Silva With ORO AGRI Joins TAIA

ORO AGRI is unique from other Pesticide manufacturers in that PREV-AM is a Fungicide and Insecticide in one product with Zero Tolerance and less and a day PHI and REI. ORO AGRI has had to grow from word of mouth and is now available across 4 continents. "PREV-AM performs on contact with the insects or pathogens by attacking the exoskeletons of Egg-2-Adult and Spor-2-hyphae stages of insects and diseases, but has no residual effect making it an ideal IPM tool."

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Jose L. Silva Regional Manager - Texas 956-239-0886 / 956-783-9985

Thank you 2007 Annual Conference Sponsors

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Adams Fertilizer Equipment Mfg.	Helena Chemical Company
AGCO Corp / Ag Chem Equipment Co.	Intrepid Potash
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Ag Workers Mutual Auto Insurance Company	Martin Resources
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Albaugh, Inc.	Mosaic
AMVAC	PotashCorp.
Arysta Life Sciences	Syngenta
ASMARK Institute	Terra Industries Inc.
Bayer Crop Science	Tessengerlo Kerley, Inc.
CF Industries	United Agri Products
Dow AgroSciences	Valent USA Corp.
Dupont Ag Products	Wilbur-Ellis Company

TAIA Board Decides on Summer Meeting Location

At the Spring Board Meeting the TAIA Board decided to hold the 2007 Summer Meeting at the Wyndham Hotel in Arlington August 7-9, 2007. The Wyndham Hotel is located adjacent to the Ranger Baseball Park, Six Flags Over Texas, and Hurricane Harbor. The Rangers will be playing Oakland at home and plans are being made purchase group seats for the game on Tuesday. We have also ordered discount coupons for Six Flags Over Texas and Hurricane Harbor. This should be great fun for the family to enjoy. The board is also looking at the same location for the 2008 Annual Conference and Business Meeting. The board hopes you will put these dates on your calendar and join the other TAIA members to have fun, to get to know your board and other members, and to plan for TAIA's next year.

NEWS FROM THE INDUSTRY

Kelly M. Sears Enters Retirement

Kelly M. Sears, regional manager, agriculture sales, Plainview, Texas has announced his retirement effective April 1, 2007 from Tessengerlo Kerley, Inc.

Kelly has been with Tessengerlo Kerley, Inc. since 1984 in the Plainview area. Prior to joining Tessengerlo Kerley, Inc., his career spanned time as a sales representative for Olin Corporation from 1964 through 1984. A 1960 graduate of Texas Tech, Kelly has served the agriculture community his working life.

Tessengerlo Kerley, Inc. headquartered in Phoenix, Arizona, produces and markets specialty chemical solutions, including fertilizers, soil fumigants and process chemicals and services to a divergent market in the United States, Mexico, Central and South America and selected countries throughout the world. Tessengerlo Kerley, Inc. is a part of the Tessengerlo Group, Brussels, Belgium

Patti Beckham Joins Agricultural Workers Mutual Auto Insurance

Patti Beckham has been named Vice President of Public Relations/Communications for Agricultural Workers Mutual Auto Insurance Company Patti Beckham of Weatherford, Texas brings her expertise to Agricultural Workers Mutual Auto Insurance after 23 years of service from Farm Credit. Texas was "Built on the Promise" states Ms. Beckham. Ag Workers insures personal automobile insurance statewide. She expresses her team work as "the ability to work together toward a common vision and direct individual accomplishments toward organizations objectives. It is the fuel that allows common people to attain uncommon results." October 1, 2006 President Marcus Hill named Ms. Beckham Vice President of Public Relations and Communications for Ag Workers and Worth Casualty. Patti will use her expertise in areas of sales, marketing, media, website technology and agriculture marketing to administer a positive approach for both companies. Her professionalism from leadership, customer service, and implementation of a new regional management approach will be a benefit to policyholders. In order to better utilize personnel, create opportunities and facilitate productivity Ms. Beckham has regionalized the state for marketing representatives. Breinn Richter, Region I-North Texas, Region II-Wesley Holekamp, South Texas, Region III -West Texas, David Kercheval will be the regional representatives for the company. A crucial factor in this approach is to allow policyholders the ability to connect with one representative when the need arises. These three individuals' possess the necessary leadership skills to interact and serve as a liaison between their region and the home office. The background of these individuals will insure a successful transition to an operable format. We look forward to continued service to each of our policyholders with a marketing team of 21 people from marketing directors, consultants and university representatives serving the State of Texas. Marcus Hill extends his congratulations to Ms. Beckham as she joins Ag Workers Mutual Auto Insurance Company.

Bonus Crop Fertilizer Seeks Employee In Accounting Department

Bonus Crop Fertilizer has two locations in Texas(Greenville and Bay City). The main focus is the specialty markets(golf,nursery,lawn maintenance), but Bay City does have a presence in the Ag market. I have an opening for accounting as well as other responsibilities. Monthly financial reporting, insurance, etc. are some of the duties. Please contact Steve Barton at 979-244-6378. This is my mobil number.

Annual Conference Board Meeting Continued From Page 1

business was concluded, the board proceeded with election of officers for the 2007. The 2007 officers are Chairman Michael "Hap" Hazzard, Bayer CropScience; Vice Chairman Jerry Bellar, Ag Supply Ltd; Secretary/Treasurer Scott Johnson; Intrepid Potash. After hearing the educational class speakers at the conference, it was decided to investigate having a regulatory compliance meeting to help the agriculture industries with their compliance concerns. The Office of the State Chemist has contacted TAIA about hosting a bulk fertilizer workshop. The board felt that these two events could be held in conjunction with each other to keep down the cost to our members. Plans were made to hold the Spring Board Meeting in Fort Worth on March 7th. Hap Hazzard adjourned the meeting around 11:30 PM. It had been a long day for everyone at the meeting. Visit page 3 for a list of the sponsors that help make the 2007 Annual Conference and Business Meeting a success.

TAIA Leadership

2007 Officers

Chairman

Michael "Hap" Hazzard, Bayer CropScience, Crawford

Vice Chairman

Jerry Bellar, Ag Supply, Ltd., Earth

Secretary/Treasurer

Scott Johnson, Intrepid Potash, Arlington

Immediate Past Chairman

Billy Wood, Chem Nut Inc., Brownfield

Executive Committee Member (Manufacturer)

Mark Hebert, Texas Liquid Fertilizer, Hempstead

Executive Committee Member (Crop Protection)

Tom Koranek, DuPont Ag Products, Grapevine

Executive Committee Member (Plant Food)

Tommy Brandenberger, Migl F & G, Hallettsville



2007 Board of Directors

Dealer / Distributors

Leon Blackwelder, American Plant Food Corp., Liberty

Tommy Brandenberger, Migl F & G, Hallettsville

Mark Hebert, Texas Liquid Fertilizer, Hempstead

Dan Jones, Wilbur-Ellis Co., Austin

Clay Petrus, UAP Southwest, Caldwell

Woodrow "Woody" Sigmin, Agriliance, Memphis, TN

Randy Stephens, SureGrow Ag Products, Comanche

Dave Thomas, Helena Chemical Co., Collierville, TN

Billy Wood, ChemNut, Brownfield

Manufacturers

Bob Fisherkeller, BASF Corp., Hurst

Michael "Hap" Hazzard, Bayer Ag Division, Crawford

James Hopkins, Agrium U.S. Inc., Canyon

Scott Johnson, Intrepid Potash, Arlington

Tom Koranek, DuPont Ag Products, Grapevine

Benny Martinez, Dow AgroSciences, Kingsville

Ken Mull, Martin Resources, Plainview

James Nichols, Jim Hicks Co., Tyler

Cord Willms, Delta and Pine Land Co., Corpus Christi

Allied Industries

Scott Coleman, A&L Plains Ag Lab, Lubbock

Drew Wenner, Texas Agriculture, Waco

2007 Committee Leaders

Administration Committee

Ch: Tommy Brandenberger, Migl F & G, Hallettsville

Co: Scott Johnson, Intrepid Potash, Arlington

Communications Committee

Ch: Zandy Goode, ConAgra Fertilizer, Lorena

Co: James Hopkins, Agrium U.S. Inc., Canyon

Conference Committee

Ch: Vic Aubey, Mosaic Co. - Fertilizer Div, Channelview

Co: Jerry Christian, CF Industries, Crockett

Education Committee

Ch: Steve Frazier, United Agri Products, Harlingen

Co: Billy Wood, ChemNut, Brownfield

Governmental Affairs Committee

Ch: Toby Hlavinka, Helena Chemical Co., East Bernard

Co: Randy Stephens, SureGrow Ag Prod., Comanche

Membership Committee

Ch: Scott Johnson, Intrepid Potash, Arlington

Co: Mark Hebert, Texas Liquid Fertilizer, Hempstead

Nominating Committee

Ch: Billy Wood, Chem Nut Inc., Brownfield

Co: Zandy Goode, ConAgra Fertilizer Co. Lorena

Technology Committee

Ch: Tom Koranek, DuPont Ag Products, Grapevine

Co: Scott Piercy, Poole Chemical Co., Lubbock

Dumas Region Meeting Committee

Ch: James Hopkins, Agrium U.S. Inc., Canyon

Co: Kenneth Mull, Martin Resources Inc., Plainview

El Campo Regional Meeting Committee

Ch: Larry Hoelscher, Valent USA Corp., El Campo

Co: Jimmy Schulz, Farmers Coop of El Campo, Wharton

Lubbock Region Meeting Committee

Ch: Billy Campbell, Syngenta, Idalou

Co: Scott Piercy, Poole Chemical Co., Lubbock

Rio Grande Valley Region Meeting Committee

Ch: Clarence Wessels, DuPont Ag Products, Cuero

Co: Benny Martinez, Dow AgroSciences, Kingsville

Salado Region Meeting Committee

Ch: Clay Petrus, UAP Southwest, Caldwell

Co: Michael "Hap" Hazzard, Bayer CropScience, Crawford

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La Grange, TX 78945

ADDRESS SERVICE REQUESTED

TAIA MEMBERS

Does TAIA have your
current e-mail address?

Have you paid your 2007
TAIA dues?

Everyone is welcome to
attend the regional
planning committee
meetings!

Calendar of Events

April 10, 2007

TAIA Lubbock Regional Meeting
Planning Committee Meeting
Abuelo's Mexican Restaurant
Lubbock

April 12, 2007

TAIA Dumas Regional Meeting
Planning Committee Meeting
Dyer's Barbeque
Amarillo

April 24, 2007

TAIA Rio Grande Valley Regional
Meeting Planning Committee Meeting
ECHO Hotel
Edinburg

July 31- August 1, 2007

CCA Exam Training
Austin

August 3, 2007

CCA Exam
Austin

August 7 - 9, 2007

TAIA Summer Meeting
Wyndham Hotel
Arlington

January 15 - 17

TAIA Annual Conference and
Business Meeting
Wyndham Hotel
Arlington