



# Texas Ag Line

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

## 2008 10th Annual Conference and Business Meeting

The 2008 Tenth Annual Conference and Business Meeting held at the Sheraton Hotel in Arlington January 15 - 17 was very well attended by TAIA members and the agricultural industry. The theme "Fuel or Food" for the conference set the stage for very interesting topics for the educational classes. The Conference Committee also felt issues concerning the new Homeland Security Rules and water issues were topics that our members needed to hear.

We were very fortunate to have Bob Tadsen with The Fertilizer Institute address the group at the Business Meeting Luncheon. Bob, the Director of Government Relations, discussed working to protect and promote the fertilizer industry on nutrient use and other critical, emerging issues.

TAIA Chairman Michael "Hap" Hazzard gave the Chairman's Presentation calling 2007 "Wow What a Year" as he discussed his year as chairman and TAIA accomplishments. Hap recognized the great support we got from our sponsors in 2007, the participation of our industry at the Regional Meetings, adding two additional meetings - the Regulatory Compliance Seminar and the Bulk Blend Workshop, and setting up our first companies with the Asmark Institute. Hap then challenged the members to do more educational programs and to raise the membership to 500 in 2008 .

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## Date and Location Set For Regulatory Compliance Seminar and Bulk Blend Fertilizer Workshop

The Salado Regional Planning Committee has chosen June 10 and 11 to hold the Regulatory Compliance Seminar and Bulk Blend Fertilizer Workshop at the Stagecoach Inn in Salado. TAIA held these two meetings last year in Lubbock and both meetings received great reviews.

The Regulatory Compliance Seminar, to be held on June 10, will bring speakers from several federal and state agencies. Last year we had speakers from Occupational Safety and Health Administration (OSHA), Environmental Protection Agency (EPA), Department of Transportation (DOT), Department of Public Safety (DPS) and the Asmark Institute. Question and answer sessions allowed attendees to have their specific concerns addressed.

The Bulk Blend Fertilizer Workshop on June 11 is organized by The Fertilizer Institute and presented several times across the United States. We are very fortunate to have it two years in a row in Texas. Last year's topics included "Material Selection," "Plant Operations," "Formulations," "Quality Assurance," "Environmental Compliance," and "Fertilizer Issues in Texas." Speakers for the workshop came from the

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Official Publication  
of the

**Texas Ag Industries Association**

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Vol. 16, Num. 1 -----Spring, 2008

**OFFICERS**

Jerry Bellar ----- Chairman  
Scott Johnson ----- Vice Chairman  
Mark Hebert ----- Sec./Treas.  
Miichael "Hap" Hazzard - Imm. Past Chair.  
Tommy Brandenberger ----- Exec.Comm.  
Mark Hebert ----- Exec.Comm.  
Billy Wood ----- Exec.Comm.

**STAFF**

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

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Ag Industries Assn.

Dear TAIA Members,

I am very excited and honored to be addressing you as the 2008 TAIA Chairman. First of all I would like to thank Donnie, Kay, Dustin, all the board members and the membership on the many successes we had in 2007. I would also like to thank Hap Hazzard for his leadership as our Chairman in 2007 and look forward to his guidance as our Past Chairman in 2008.

I also want to take this opportunity to challenge every member to be an active part of our organization in 2008. In the thirty-two years I have been in this industry I can not remember a time when we have needed an organization more than we need TAIA today to bring us together to face the challenges we are seeing in our industry. The consolidation "snowball" has cycled all the way from manufacturing to the retail level which means there are fewer people to carry the needs of our industry to our legislators and policy regulators. If your company has consolidated or been bought by a larger organization you need to get them involved in TAIA if they are not already. We can not assume that someone else is taking care of these important issues for us. If your business is a part of TAIA, I would appeal to you to be proactive in getting all of the people in your organization active and on the membership roll as soon as possible. The challenge to have **OVER 500 ACTIVE MEMBERS** is a very realistic goal and one that every member should be working towards. I know that there are a lot of people in our industry who are not members of TAIA, and I urge you to call them and ask them to be a part of our Association. Look through the new directory and see if some of your friends or colleagues are not listed. If they are not in the directory then you need to ask them to join and let Donnie know so he can get them enrolled. We cannot

afford to sit around and hope that someone else will take care of our industry. It is our industry to protect just like all the the former members have done for us. I look forward to the many challenges and opportunities of 2008 and look forward to working with all of you.

Thank You,  
Jerry Bellar

## President's Comments

Spring is here; everyone is busy; it is the season. We have been working on the Regulatory Compliance Seminar and the Bulk Blend Workshop to be held in Salado on June 10 and 11. These two meetings were held in Lubbock last year and got great reviews from those attending. The TAIA Board feels that these types of meetings are a big part of our educational responsibility. Holding these meetings not only gives our members opportunity to learn, but also gives those regulating our industry the assurance that we are concerned about being in compliance. That concern about compliance also sends a positive message to the public and the legislature. I hope you will take the time to attend these two meetings with your employees.

We have completed the Salado Regional Planning Committee Meeting and are working on getting the other four planning meetings set. If you check on the event calendar on the back of the newsletter, the dates of those meetings are listed. We are always looking for new members to attend our planning committee meetings to get new ideas on topics and speakers so the regional meetings will be as informative as possible.

The big challenge for 2008, as Jerry Bellar discusses in the "Chairman's Comments," is the goal of 500 members. This will take every current member looking for potential members and asking them to become part of TAIA. Texas is the number two agricultural producing state, but our association is not even in the top ten state ag associations for the number of members. I hope everyone will take this as a personal challenge and help TAIA meet this goal.

As many of you know, I have taken on a personal challenge of running for State Representative in District 17. I was successful in the primary election and now it is on to the general election in the November. Thank you for the great support I received from so many of you.

Donnie Dippel

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# TAIA Would Like to Welcome New Members

## *Allied Industry*

**Yargus Manufacturing**  
Mark Anderson

## *Dealer*

**North Star Helicopters, Inc.**  
Barney Lee

## *Individuals*

**Ag 1 Source, LLC** - Ryan Gale

**DeBruce Fertilizer, Inc** - Darren Rowe

**Equalizer Inc.** - Cotter Stringer

**Farmers Coop of El Camp** - Garry Bram

**Frontier Fertilizer & Chemical Co., LLC** - Charlie Carter

**Helena Chemical Co.** - Kevin Roberts

**Monsanto** - Frank Plescia & Scott Taylor

**Syngenta** - Danelle Farmer, Jake Pustejovsky &  
Jana Shumaker

**Spra-Green, Inc.** - Kevin Breshears

**Texas Tech University** - Dr. Craig Bednarz

**Wilbur-Ellis Co.** - Steve Deitze

## Yargus Manufacturing Joins TAIA

Yargus Mfg "Layco" is a full line "in-plant" dry fertilizer equipment manufacturer. From receiving systems to blending systems Yargus has the experience and equipment to meet your requirements. Years of experience and knowledge is incorporated in our product line. Yargus employees eight full time draftsmen and engineers that can handle any project.

The Yargus receiving systems includes: Drag Paddles, Drag Chains, Bucket Elevators, Portable and Stationary Incline Conveyors, Overhead Conveyors, Field Loaders.

The Yargus blending systems includes: Taper Vertical Blenders, Horizontal Rotary Blender, Standard Volumetric and Declining Weigh Volumetric Blenders, and Tank and Tower Blend Systems

With the need for increase productive and speed, Yargus has designed receiving systems to handle up to and beyond 1,500 tons per hour – plus blend systems that can achieve over 400 tons per hour. Regardless of the size of your fertilizer operation, Yargus can design a system to give you the most productive with the greatest return on your investment. We here at Yargus can also help you design a new fertilizer building or building addition. Yargus works closely with several fertilizer building contractor in the industry.

If you are considering upgrading, adding or replacing your in-plant fertilizer system, we would like the opportunity to visit with you more. Regardless if your fertilizer house is 500 tons or 500,000 tons we can help! If you have a single retail operation, multi-operation, wholesale operation or bagging operation – we have the experience, equipment and service to meet your needs.

For more information, please visit our web site [www.yargus.com](http://www.yargus.com), it is packed full of information and pictures. You can also contact us directly at 217-826-6352.

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Office of Indiana State Chemist, Office of Texas State Chemist, CF Industries, and Agrium Retail. John Oppelt, Chairman of the Salado Regional Planning Committee, and committee members are working on finalizing this year's meetings, and you will be receiving registration information in early May. Please mark these two important dates on your calendar:

**June 10**  
**Regulatory Compliance Seminar**

**June 11**  
**Bulk Blend Workshop**

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## NEWS FROM THE INDUSTRY

### DuPont Announces Charlie Grymes as New Account Manager

DuPont is pleased to announce that Charlie Grymes has accepted the retail account manager position on the Texas Coast/ RGV vacated by Clarence Wessels. Charlie has been a part of the DuPont Crop Protection team as the development representative for several years and will continue to live in Inez, Texas. As a development representative, Charlie has played a key role bringing several of the new DuPont chemistries to registration. We are very excited to have Charlie as your retail account manager. You can contact Charlie by calling 361-781-0314 or 361-781-2399 and his email address is [charles.f.grymes@usa.dupont.com](mailto:charles.f.grymes@usa.dupont.com).

Tom Koranek  
Area Manager  
DuPont Company

### Dow AgroSciences Acquires Triumph Seed

*Acquisition Further Expands Sunflower and Corn Business*

**INDIANAPOLIS and RALLS, TEXAS** — Dow AgroSciences LLC, a wholly owned subsidiary of The Dow Chemical Company, announced today it will further expand its plant biotechnology business with the acquisition of Triumph Seed of Ralls, Texas. Triumph Seed began its seed business in 1965. Today, Triumph markets sunflowers, corn, and sorghum across the U.S. and in approximately 25 countries. Triumph has been one of the industry leaders in sunflowers and was the first company in the industry to market worldwide “short stature” sunflower hybrids.

“The Triumph acquisition is a great strategic fit for Dow AgroSciences. It strengthens our strong sunflower business by providing additional elite sunflower technology, a solid export business, and further expands our geographic corn and sorghum marketing areas in the U.S.,” said Stan Howell, vice president, North America, Dow AgroSciences. The agreement includes all commercial, production, research and development assets of the business. Noble Koepp, president and owner of Triumph Seed, will continue to work with the business in a number of leadership and strategic planning activities. Dow AgroSciences will continue to market Triumph seed under the Triumph brand to complement the company’s current Mycogen Seeds business. Koepp added, “Maintaining the Triumph brand is an important plus for the company and its customers, yet allows us to broaden our opportunities with access to exciting new technologies and genetics through Dow AgroSciences.”

Along with the acquisition, Dow AgroSciences has named John Monko as general manager of Triumph Seed. Monko most recently served as District Sales Manager based in North Carolina, and has worked for Dow AgroSciences for more than 28 years. Monko assumes the leadership role of Triumph effective immediately and will be relocating to Texas. “The people of Triumph welcome John in this new leadership transition,” said Koepp. “Our desire is that this will be a functional, seamless process allowing us to focus on the future of brand development, relationship building and product performance. This will continue to remain as our goal.”

Triumph Seed Company, Inc. is a planting seed company that develops, produces and markets premium quality seeds in the United States and throughout the world. Triumph Seed possesses a superior corporate commitment to product quality and customer satisfaction while maintaining a focus on providing the most advanced products today’s technology can offer. Visit us on-line at [www.triumphseed.com](http://www.triumphseed.com).

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NEWS FROM THE INDUSTRY CONTINUED ON THE NEXT PAGE

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The Business Meeting continued with the presentation of the 2008 Awards. The following awards were presented:

**Member of the Year** - Howard West, Texas Liquid Fertilizer

**Company of the Year** - Bayer Crop Science

**Environmentally Conscious Dealer** - Equalizer, Inc.

**Harry P Whitworth Award for Political Involvement** - Texas Farm Bureau

**Honorary Life Time Members** - Vic Aubey and Kelly Sears

**Educator Achievement Award** - Dr. Roy Parker, Texas Agrilife Extension, Corpus Christi

**Special Recognition Award** - Dr. Timothy Herrman, Office of the State Chemist, College Station

**The board members who served their terms on the board received a certificate for their service. Those board members completing their terms are:**

Leon Blackwelder  
Michael "Hap" Hazzard  
Tom Koranek

Clay Petrus  
Randy Stephens  
Drew Wenner.

**The newly elected board members consist of:**

Ron Cox  
Linda Hlavinka  
James Nichols  
John Oppelt

Scott Piercy  
Todd Smith  
Jason Veasart.

**The newly elected officers include:**

Chairman, Jerry Bellar

Vice Chairman, Scott Johnson

Secretary/Treasurer, Mark Hebert

**Scholarship Raffle winners were**

Jason Vessart, the one thousand dollar gift certificate

Scott Rieckhoff, the five hundred dollar gift certificate

## **2008 ANNUAL CONFERENCE SPONSORS**

A & L Plains Ag Labs

Adams Fertilizer Equipment

Agrium U.S. Inc.

Ag Workers Mutual Auto Ins.

Agriliance

Albaugh, Inc.

AMVAC Chemcial Company

ASMARK Institute

BASF Corp.

Bayer CropScience

CF Industries

Dow AgroScience

DuPont Ag Products

El Dorado Chemical

Helena Chemical Company

Intrepid Potash

Koch Nitrogen Co.

Martin Resources

Mosaic Company

Poole Chemical Co.

PotashCorp

Syngenta

Terra Industry, Inc.

Tessengerlo Kerley, Inc.

UAP

Valent USA Corp.

Wilbur-Ellis Company

# NEWS FROM THE INDUSTRY

## **Dow AgroSciences Strengthens Cotton Team in the Southwest**

### *Scott Fuchs to Support PhytoGen as Cotton Development Specialist*

Dow AgroSciences recently announced Scott Fuchs has joined the PhytoGen team as its newest cotton development specialist. Fuchs is leading sales and marketing efforts for PHYTOGEN® cottonseed and WIDESTRIKE® *Insect Protection* for the Southwest region of the United States. Based in San Angelo, Texas, Fuchs brings a wealth of experience in cotton production and pest evaluation to the PhytoGen sales force.

As the Southwest cotton development specialist for PhytoGen, Fuchs' territory includes the cotton-growing regions of Texas, Oklahoma and New Mexico. Fuchs is responsible for all aspects of planning and implementing cotton variety trials, working with key influencers in the cotton industry, and providing technical support for PhytoGen sales representatives. Fuchs also is responsible for identifying and developing new business opportunities for Dow AgroSciences as well as evaluating PHYTOGEN cottonseed performance in the Southwest.

Fuchs joins the PhytoGen team after working as a senior technical services agronomist with Delta and Pine Land Company for the past 12 years. He also has worked as an assistant with the Texas Agricultural Extension Service. Fuchs received a bachelor's degree in entomology from Texas A&M University and a master's degree in entomology from Tarleton State University.

For more information about PHYTOGEN cottonseed, visit [www.PhytoGenYields.com](http://www.PhytoGenYields.com).

Dow AgroSciences LLC, based in Indianapolis, Indiana, USA, is a top-tier agricultural company providing innovative crop protection, pest and vegetation management, seed, and agricultural biotechnology solutions to serve the world's growing population. Global sales for Dow AgroSciences, a wholly owned subsidiary of The Dow Chemical Company, are \$3.4 billion. Learn more at [www.dowagro.com](http://www.dowagro.com).

## **Drew Wenner Announces Retirement From Texas Farm Bureau**

I am retiring from Texas Farm Bureau at the end of May and my wife and I are going to immediately be relocating to southwest Virginia. We will locate in or near the town of Wytheville, Virginia. Wytheville is situated in the Blue Ridge Mountains in the western tip of Virginia about 70 miles SW of Roanoke, VA. It's a beautiful rural town with about 8,700 population. It has a lot of history and is located in a busy agricultural part of the state. The town is located in Wythe County, which was established in 1790 and named for one of the Virginia signers of the Declaration of Independence, George Wythe. The county seat was originally named Evansham and later became Wytheville. The area has long been involved in American history due to its location on the original wilderness road that was established by Daniel Boone and was part of the route across the Cumberland Gap that many early settlers took to move west into the Tennessee and Kentucky territories. It also has a lot of civil war history with a number of battles having been fought in and around the town.

We are moving to the area to be located near my daughter, Melinda, who is entering into medical practice with at the Wythe Bland Pediatric group at the Wythe County Community Hospital. She is completing her Residency in Pediatrics in San Antonio this summer and is looking forward to hanging out her shingle in Wytheville.

My other daughter is currently attending medical school at Lincoln Memorial University, DeBusk College of Osteopathic Medicine located in Harrogate, Tennessee. Harrogate is about a three hour drive west of Wytheville. She will be in that area for at least the next 3 to 6 years depending on where she goes for residency.

With all of our family moving to Appalachia we felt like we just had to go on and go too! Retirement feels a little like stepping off of a cliff and hoping you have a soft landing. I do think we're going to enjoy it once we adjust. I guess everyone knows that my wife and I are musicians and really love to play old time, bluegrass, and traditional tunes. The mountains of Virginia and Tennessee are just full of music with jam sessions, festivals, fiddle contests, etc going on all the time. We'll only be about three hours away from the Virginia coast and around five hours away from Washington, D.C, in case we just have to go to a big city. And the scenery is just amazing with mountains, rivers, lakes, blue ribbon trout fishing streams, national and state parks all around. There are good ski areas close by in West Virginia in case I get really crazy and feel like breaking something.

We will miss everyone with TAIA. It's been a great opportunity to be involved with the organization and work with all of my friends in the industry over the last several years. Spread the word around, if you, or any of my TAIA buddies get up our way, there's always a place to stay. We'll be glad to give everyone the tour just as soon as we figure out where everything is.

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# TAIA Leadership

## 2008 Officers

### Chairman

Jerry Bellar, Wilbur-Ellis Co., Ltd., Earth

### Vice Chairman

Scott Johnson, Intrepid Potash, Arlington

### Secretary/Treasurer

Mark Hebert, Texas Liquid Fertilizer, Hempstead

### Immediate Past Chairman

Michael "Hap" Hazzard, Bayer CropScience, Crawford

### Executive Committee Member (Manufacturer)

Benny Martinez, Dow AgroSciences, Kingsville

### Executive Committee Member (Crop Protection)

Billy Wood, ChemNut, Brownfield

### Executive Committee Member (Plant Food)

Todd Smith, Mosaic Co., College Station



## 2008 Board of Directors

### Dealer / Distributors

Tommy Brandenberger, Migl F & G, Hallettsville

Mark Hebert, Texas Liquid Fertilizer, Hempstead

Dan Jones, Wilbur-Ellis Co., Austin

Don Barry, Agrilience, Edinburg

Linda Hlavinka, Helena Chemical Co., East Bernard

Dave Thomas, Helena Chemical Co., Collierville, TN

Jason Vessart, Brownfield Farmers Coop, Brownfield

Billy Wood, ChemNut, Brownfield

### Manufacturers

Bob Fisherkeller, BASF Corp., Hurst

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

Scott Johnson, Intrepid Potash, Arlington

Benny Martinez, Dow AgroSciences, Kingsville

Ken Mull, Martin Resources, Plainview

James Nichols, Inter-Chem., Tyler

John Oppelt, United Phosphorus Inc., Georgetown

Scott Piercy, Poole Chemical Co. Lubbock

Todd Smith, Mosaic Co. College Station

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

### Allied Industries

Scot Coleman, A&L Plains Ag Lab, Lubbock

Ron Cox, Wylie Manufacturing Co., Lubbock

## 2008 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: Zandy Goode, ConAgra Fertilizer, Lorena

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: Hap Hazzard, Bayer CropScience, Crawford

Co: Billy Wood, Chem Nut Inc., Brownfield

### Technology Committee

Ch: Tom Koranek, DuPont Ag Products, Grapevine

Co: Scott Piercy, Poole Chemical Co., Lubbock

### Dumas Regional 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 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: Clarence Wessels, UPI, Cuero

Co: Benny Martinez, Dow AgroSciences, Kingsville

### Salado Regional Meeting Committee

Ch: John Oppelt, United Phosphorus Inc., Georgetown

Co: Mark Hebert, Texas Liquid Fertilizer, Hempstead

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ADDRESS SERVICE REQUESTED

## TAIA MEMBERS

Have you asked someone  
to join TAIA?

Have you become a 2008  
Member?

Are you making plans to  
attend the Regulatory  
Compliance Seminar and  
Bulk Blend Fertilizer  
Workshop in June?

# Calendar of Events

April 10, 2008

TAIA Spring Board Meeting  
Holiday Inn-Love Field Hotel  
Dallas

April 25, 2008

Rio Grande Valley Regional  
Planning Committee Meeting  
Echo Hotel  
Edinburg

June 11, 2008

Bulk Blend Workshop  
Stagecoach Inn  
Salado

April 16, 2008

Dumas Regional Planning  
Committee Meeting  
Amarillo

May 15, 2008

El Campo Regional Planning  
Committee Meeting  
El Campo

October 7, 2008

Salado Regional Meeting  
Salado

April 17, 2008

Lubbock Regional Planning  
Committee Meeting  
Lubbock

June 10, 2008

Regulatory Compliance Seminar  
Stagecoach Inn  
Salado

December 2-4, 2008

Agriculture Retailers Association  
Convention  
Austin