



Texas Ag Line

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

2006 TAIA SUMMER MEETING

Plans are being made for the 2006 Summer Meeting to be held in Fredericksburg at the Fredericksburg Inn and Suites August 2 - 4. We hope you are also making plans to attend this very important meeting. This meeting is to help plan TAIA's events for this next year and help make decisions on how we can become a stronger and more beneficial association for our members. It is so important that there is no registration fee charged to attend. TAIA does ask sponsors to help us make this meeting possible, and our membership has been very generous for the summer gathering.

In addition to being a very important meeting, it is also a time to have fun. Members are encouraged to bring their families for that last get away of the summer. It is also a great time to meet with fellow members and enjoy everyone's company. We had the Summer Meeting in Fredericksburg three years ago and everyone enjoyed the German hospitality, food, and all the entertainment in the area.

The Fredericksburg Inn and Suites has made us great price of \$85.00 a night plus taxes. The Inn is reserving a block of rooms for the meeting until July 15. After July 15 the price will remain the same, but there is no guarantee that they will have rooms available.

Summer Meeting Agenda

Wednesday, August 2

4:00 PM - 5:30 PM Registration

5:30 - 7:00 PM *Empfangs Feier*
(Welcome Reception)

Thursday, August 3

7:00 AM Continental Breakfast
8:00 AM Registration
9:00 AM Executive Board Meeting
9:00 AM Ladies Tour of Fredericksburg Area

COMMITTEE MEETINGS

10:00 AM Administrative and Communications
11:00 AM Conference and Educational
12:00 PM Lunch on your own
1:30 PM Governmental and Marketing
2:30 PM Nominating and Technology
3:30 PM Regional Committee Meetings

5:30 - 7:00 PM *Summer Meeting Reception*

Friday, August 4

7:00 AM Continental Breakfast
8:30 AM Board Meeting (Everyone is encouraged to attend)

Again all members are encouraged to attend and plan another great year for TAIA. We hope you bring your family and enjoy the great atmosphere of the Fredericksburg area. There is no registration fee for the Summer Meeting, but we would sure like to know if you are planning on attending in order to prepare for the meeting rooms, food, and drinks. I have enclosed a registration form in the newsletter for you to fax to the TAIA Office at 979/247-4699 or mail to TAIA, 726 Camp Lone Star Road, La Grange, TX. Even e-mailed information to ddippel@cvtv.net would be great!

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La Grange, TX 78945

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Vol. 14, Num. 2 -----Summer, 2006

OFFICERS

Billy Wood ----- Chairman

Michael "Hap" Hazzard ----- Vice Chairman

Keith Stephens ----- Sec./Treas.

Zandy Goode ----- Imm. Past Chair.

Scott Johnson ----- Exec.Comm.

Tony Moskal ----- Exec.Comm.

Howard West ----- Exec.Comm.

STAFF

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

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Assn.

2006 TAIA Membership Directory and Buyer's Guide

One thing that is constant at the TAIA office is working on the *TAIA Membership Directory and Buyer's Guide*. TAIA would like to thank those members who included changes with their membership renewals this last year. We feel there are many more changes that need to be made to keep the directory as a valuable tool for our membership. One major addition to our directory is e-mail addresses. In today's world e-mail addresses are as important as mailing addresses. Another major change is the type of telephone numbers. Many of you depend more on your cell phones than your business number. If you know of a business that is listed in the directory which is no longer in business and needs to be removed, please let us know. There are also new businesses that need to be added. If you could send us a phone number or an address, we would be glad to contact them to get all of their information.

TAIA Signs Contract With Asmark Institute

TAIA has just signed a contract with the Asmark Institute out of Owensboro, Kentucky. The Asmark Institute is the leading resource center for agricultural retailers in the United States. Working exclusively through the state agribusiness associations and in cooperation with the national organizations, the Institute acts as a resource center for compliance materials and services, develops common sense solutions to new regulatory requirements, monitors enforcement activity for uniformity, provides advocacy, and supports industry efforts to ward off adverse regulation.

The Asmark Institute is a private, non-profit organization that has a history of tackling one regulatory requirement at a time. By applying technology and common-sense, solutions are created and developed to help agricultural retailers comply with DOT, OSHA and EPA requirements. Their proven system simplifies the regulatory compliance process. They have the resources and tools to take advantage of new technologies, many of which they have developed as applications to benefit their clients. By increasing efficiency they can help control your costs associated with compliance. Asmark will streamline your compliance effort and leave you to what you do best, running your business.

Established in 1990 as Asmark, Inc., the company earned the reputation for setting the standard for quality risk management services and products for agribusiness. From humble beginnings, the first fifteen years produced a client-base of more than 1,000 retail farm centers nationwide with a remarkable 99.9% retention rate.

Asmark, pioneered the way to common-sense and cost-effective compliance. Asmark offers many different services for agricultural association members. Some of these services include: risk management plan service, security vulnerability assessment, video-based training programs for your employees, employee training database, driver qualification files to prepare, maintain and monitor driver records, new hire kits, respirator requirements, emergency response training, and many other services. To get more information on the Asmark Institute services, take the time and visit their website at www.asmark.org.

TAIA will need to travel to the Asmark Office to receive training to help you set up your business. We hope to have this accomplished in the very near future. The TAIA Board believes Asmark services will be an asset to many of our members to help them with the regulatory compliance issues faced every day. If you would like a free compliance assessment of your business, contact the TAIA Office. If you have any questions about the Asmark program or would like additional information, give the TAIA Office a call.

TAIA Would Like to Welcome New Members

Individual Members

DuPont Crop Protection

Charlie Grimes

Intrepid Potash

Sean Wells

Garst Seed Company

Travis Taylor

New Member Information

Sean Wells- A New Employee of Intrepid Potash

I graduated from Texas A&M University in December of 2002, with a degree in Agricultural Economics and a minor in Economics. My first job out of college started in the fertilizer business with American Plant Food in Galena Park managing product transportation for customers and all their plant locations, as well as, some sales and purchasing. This is where I first met Scott Johnson while he was working for IMC (Mosaic). We continued to work together throughout my year spent with APF. However, after a year working in Houston I needed to move closer to my wife, fiancé at the time, who was living in Dallas. So I moved to Dallas with no job and only contacts and relationships I built through APF. Unfortunately there was nothing available at the time around Dallas in the fertilizer industry. I managed to land a job working as an IT recruiter with a national agency.

I continued to keep in contact with a few people, Scott Johnson being one of them. Scott gave me a call to touch base and asked if I was still interested in getting back into the fertilizer industry. I was very excited about this new opportunity and said I would very much like to meet with him and R.L. Moore. When the opportunity opened up with Intrepid, I started out working with the bagging operations and other logistical and shipping needs. Recently, I moved back into sales, which I like because I enjoy talking with customers and building those relationships.

I feel tremendously blessed to have found a company and co-workers who I can look to as more than people I work with but also as friends. I have a lot to be thankful for, especially this opportunity with Intrepid.

NEWS FROM THE INDUSTRY

Helena Chemical Company Announces New Staff Member

Helena Chemical Company would like to announce the addition of Cody Bigham as a Sales Representative / Seed Specialist out of our Hartley, TX location. Cody is a graduate of Texas A&M and is originally from Paducah, TX; however, he has spent the last 14 years in Nebraska. He joins us in Hartley to help grow our retail business and help with the locations overall direction and focus on the seed business.

Blick's Phosphate Conversions LLC Makes Changes

Kenny Kalb would like to announce that as of January 1, 2006 Blick's Inc. has formed Blick's Phosphate Conversions LLC. It will operate solely as itself making 11-37-0 and 10-34-0 with two state of the art LOW emissions tested machines. Call 620/640-3569 to reach Kenny Kalb at Blick's Phosphate Conversions for more details.

TAIA Announces Scholarship Winners

TAIA has made its selections for the recipients of the 2006 Gary Fitzgerald Scholarships. TAIA would like to thank everyone who applied for a scholarship, and we wish all the applicants the best of luck in their educational goals. Those applicants who will be receiving Gary Fitzgerald Scholarship in the amount \$1000.00 for 2006 are:

Barry Bainum the son of Mr. & Mrs. Jackie Bainum of Dalhart. Barry is a student at Oklahoma State University majoring in Mechanical Engineering Technology.

Britt Campbell is the son of Mr. & Mrs. Billy Campbell of Idalou. Britt will be attending Texas Tech University and is planning to major in agriculture or geology.

Laura Hayes is the daughter of Mr. & Mrs. Michael Hayes of Harlingen. Laura will be attending Texas A&M University majoring in finance and entering law school.

Spenser Piercy is the son of Mr. & Mrs. Scott Piercy of Lubbock. Spenser plans to study abroad to become fluent in Spanish and then continue his education in law school.

Chairman's Comments

I would like to congratulate the scholarship winners and thank all the applicants. The response was great and the decision was difficult in selecting the winners. Also I would like to remind the young people who did not receive a scholarship to apply again next year.

The crop situation in Texas is not what we would like to have. The whole state is more or less dry, and dry land crops are not good in most places. Everyone in this industry has seen this before and has survived the bad years and will do so again.

We need to pay close attention to the regulatory requirements for handling ammonium nitrate. This new act will regulate the handling and use of ammonium nitrate and any misuse would be subject to fines of up to \$50,000 per violation. If you need future information on this subject, Donnie can help.

The summer meeting is fast approaching, August 2 - 4, and I look forward to seeing everyone in Fredericksburg. This is a great time for family and friends, plus we try to get a little work done during this meeting.

TAIA Chairman, Billy Wood

President's Comments

It is hard to believe that the summer meeting is less than a month away and regional meetings will starting the following month. I hope you are making your plans to attend the summer meeting to help make plans for the next year and give your ideas about what we can do to make our association even better. I am very excited about the board's decision to sign a contract with the Asmark Institute to offer our members help with their regulatory compliance requirements. I will be attending the Asmark Hazmat Training in July and the training to set up facilities for a compliance program will be held sometime this fall. Asmark offers a free compliance assessment that you can fill out and send back for the TAIA office to assess what percentage your facility is in compliance. Let me know if you would like me to send you a compliance assessment or if you have questions.

We have been sending letters to those members that did not rejoin in 2005 in hopes that they might reconsider becoming 2006 members. TAIA maintained a slight growth in membership numbers the last two years even in a time when the industry is experiencing consolidations of companies and dealers. If you know of someone who has not rejoined, ask them to support our association and industry. The agriculture industry and our association have so much to be proud of in a state that has so much to offer as an agriculture leader.

Thank you,

Donnie Dippel

TAIA Leadership

2006 Officers

Chairman

Billy Wood, Chem Nut Inc., Brownfield

Vice Chairman

Hap Hazzard, Bayer CropScience, Crawford

Secretary/Treasurer

Keith Stephens, Agrilience LLC., Ropesville

Immediate Past Chairman

Zandy Goode, ConAgra Fertilizer Co. Lorena

Executive Committee Member (Manufacturer)

Scott Johnson, Intrepid Potash, Arlington

Executive Committee Member (Crop Protection)

Tony Moskal, BASF Corp., Trophy Club

Executive Committee Member (Plant Food)

Howard West, Texas Liquid Fertilizer, Hempstead



2006 Board of Directors

Dealer / Distributors

Jerry Bellar, Ag Supply, Ltd., Earth
Leon Blackwelder, American Plant Food Corp., Liberty
Zandy Goode, ConAgra Fertilizer Co., Lorena
Duane Hagert, Wilbur-Ellis Co., Corpus Christi
Mark Hebert, Texas Liquid Fertilizer, Hempstead
Clay Petrus, UAP Southwest, Caldwell
Keith Stephens, Agrilience LLC., Ropesville
Randy Stephens, SureGrow Ag Products, Comanche
Bobby Wade, Helena Chemical Co., Bardwell
Billy Wood, ChemNut, Brownfield

Manufacturers

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
Tony Moskal, BASF Corp., Trophy Club
James Nichols, Jim Hicks Co., Tyler
Tom Owen, Delta and Pine Land Co., Lockhart

Allied Industries

Doug Heck, Ag-Chem Equipment Co., Inc., Wolfforth
Drew Wenner, Texas Agriculture, Waco

2006 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: Weldon McFarland, RSA Micro Tech, Corpus Christi

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

Marketing Committee

Ch: Keith Stephens, Agrilience LLC, Ropesville
Co: Mark Hebert, Texas Liquid Fertilizer, Hempstead

Membership Committee

Ch: Scott Johnson, Intrepid Potash, Arlington

Nominating Committee

Ch: Zandy Goode, ConAgra Fertilizer Co. Lorena
Co: Doug Heck, Ag-Chem Equip. Co., Inc., Wolfforth

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, Texas Liquid Fertilizer, 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: Hap Hazzard, Bayer Crop Science, Crawford

TEXAS AG INDUSTRIES ASSOCIATION
726 Camp Lone Star Rd
La Grange, TX 78945

ADDRESS SERVICE REQUESTED

TAIA MEMBERS

Have you sent in your
Summer Meeting
Registration?

Have you sent in your
2006 Dues?

See you in
Fredericksburg!

Calendar of Events

August 1 & 2

CCA Exam Training
Airport La Quinta Inn & Suites
Austin

August 2 - 4

TAIA Summer Meeting
Fredericksburg Inn & Suites
Fredericksburg

August 4

CCA Exam
Airport La Quinta Inn & Suites
Austin

September 12

Lubbock Regional Meeting
Reece Technology Center
Lubbock

September 26

Rio Grande Valley
Regional Meeting
Edinburg

October 10

Salado Regional Meeting
Stagecoach Inn
Salado

October 31

El Campo Regional Meeting
Civic Center
El Campo

November 2, 2006

Dumas Regional Meeting
Boar's Nest Country Club
Dumas

December 5 & 6

Texas Plant Protection Conference
Hilton Inn & Conference Center
College Station

January 16 - 18, 2007

TAIA 2007 Annual Conference
Embassy Suites
Austin