



Texas Ag Line

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

2006 TAIA Annual Conference & Business Meeting

The 2006 Annual Conference and Business Meeting will be held January 16 & 17 in Fort Worth with the host hotel the AmeriSuites located in the historical Fort Worth Stockyards. I hope you have made your plans to attend. The Conference and Business Meeting will be held in the Cowboy Hall of Fame Meeting Rooms located adjacent to the AmeriSuites. The event will kickoff Sunday evening with registration and an Early Arrival Social. Monday morning will begin with registration, a continental breakfast, and time for sponsors to set up their displays. Monday is also a time reserved for individual companies to set up their company meetings. For those not attending company meetings, a full day of speakers are scheduled on current agriculture topics. Those attending these talks on Monday will be eligible to receive continuing education credits for the certified crop adviser program.

Monday we are honored to have Senator Todd Staples attend our Friends of Agriculture Committee of Texas Luncheon. The luncheon is optional for those who want to attend. Senator Staples has announced he will be a candidate for Texas Agriculture Commission race in November 2006. The TAIA Board voted at the Summer Meeting to endorse Senator Staples for the Texas Agriculture Commissioner's race. This would be a great opportunity to meet the person whom TAIA supports as our next Agriculture Commissioner.

Monday afternoon, the TAIA Executive Board will meet to go over items for the board meeting on Tuesday. Monday evening TAIA will host Chairman's Reception to be held in the Cowboy Hall of Fame.

Tuesday morning will again start with a continental breakfast followed by programs that will affect Texas agriculture. Our first speaker will be Dr. David Anderson from Texas A&M University who will give his opinions on future of beef prices. Dr. Kostka, with Aquatrols, will be discussing an item that is a concern for agriculture, the Texas water futures. TAIA has also invited a speaker on the future of the oil and gas industry. All of these topics are of major concern for the agriculture industry, and it will be interesting to get these speakers' insights on the future.

At noon on Tuesday TAIA, will hold the Annual Business Meeting and Lunch. This year we are honored to have one of our long time members as our lunch speaker. D. D. Lewis, who is now with PotashCorp and is a former Dallas Cowboy, will inspire the group as our featured speaker. Following the Business Meeting, the TAIA Board will host its January board meeting. All members are encouraged to attend.

If you have not made your hotel reservations, you can call the AmeriSuites at 817/626-6000. If you need a meeting registration form, go to the TAIA web site (www.txag.net) or call 979/247-4300.

We hope you will be able attend the convention to enjoy great speakers and a fantastic atmosphere. Everyone should take advantage of meeting our next Agriculture Commissioner. Everyone can also help raise funds for the TAIA FACT Fund, make terrific contacts, and engage in camaraderie at the TAIA Convention and Business Meeting in Fort Worth.

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of the

Texas Ag Industries Association

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OFFICERS

Zandy Goode ----- Chairman

Billy Wood ----- Vice Chairman

Michael "Hap" Hazzard ----- Sec./Treas.

Doug Heck ----- Imm. Past Chair.

Keith Stephens ----- Exec.Comm.

Hap Hazzard ----- Exec.Comm.

Jerry Bellar ----- Exec.Comm.

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Donnie Dippel ----- President & Editor
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Precision Ag Expo

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Texas Plant Protection Association

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**Texas A & M University Agricultural
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*Watch for your
membership
renewal in the
mail in the
next couple of
weeks!*

Chairman's Comments

My I grow a little nostalgic? What a nice experience you have given me to be the Chairman of the Board of the TAIA. I want to encourage each of you to be on the board and to accept the honor of being the Chairman. The board needs interested Agriculturalists who have spent a lifetime working in a field they love. We have many challenges ahead for Agriculture and thus the reason for us all to be involved.

I see the face of American Agriculture changing and we need to help direct those changes. 1) Technology has and will continue to be a major impact on our crops and our profit. 2) Agriculture may be the new frontier on the energy scene. The goal is for Agriculture to provide 10% of our nation's energy. This could give agriculture a premier position as energy and food provider.

We will need energetic and enthusiastic people to make sure American Agriculture is the recipient of these opportunities. Thank you for the opportunity you have given me this year; it has been one of my finest.

Thank you and God Bless,

Zandy Goode

President's Comments

I hope everyone is making plans to attend the 2006 TAIA Conference and Business Meeting January 16 and 17. The Conference Planning Committee has put a lot of thought into planning the conference it make it worth while for everyone attending. The contacts made at the conference alone makes it a must for everyone in the agricultural industry. We are really privileged to have Senator Todd Staples join us for lunch on Monday; I hope everyone is able to attend to show the association's support for the next Texas Agriculture Commissioner.

This last week I received a call from one our members whose sales tax sales were being audited by the Texas Comptrollers Office. I was appalled when I heard some of the items the inspector told the agriculture business it was not allowed to sell with agriculture sales tax exemption. Do you know that gloves are not tax exempt? It does not matter if they are being used for hay hauling or fixing fence. Rubber gloves for handling chemicals or OB gloves for palpating livestock are also not tax exempt. Also safety equipment mandated by the federal worker protection law is not tax exempt. It would be worth your while to look at the Comptrollers web page (www.window.state.tx.us/taxinfo/audit/salestax/2b.htm) and make sure you are charging sales tax on items that are not exempt. I have been in contact with the Comptroller's Office and plan to discuss several items they do not consider tax exempt. Once I get the details, I am sure your help will be need in writing letters to the Comptroller's Office and your Texas Legislators.

For the second year in a row we have increased the membership in TAIA. With your dedication to TAIA and the agriculture industry and hard work, we can make it three years in a row. Once again, I hope to see you in Fort Worth and thank you for all the support you have given TAIA and me this past year.

Thank you,

Donnie Dippel

TAIA Would Like to Welcome New Members

Individuals

Scott Beckwith

Patricia Davis

Kim Seago

Herman C. Bergne

Triumph Seed Co. - Cheb Krueger & Curtis Atkins

Dealer

Performance Spraying Inc. - Billy Hinkle

Allied Industry

Asmark Institute - Allen Summers

New Member Information

Precision Tank & Equipment Co. joins Texas Ag Industries Association

Virginia, IL - Precision Tank & Equipment Co. has joined the Texas Ag Industries Association (TAIA) as an allied industries member. In making the announcement, David Hemming, President of Precision, noted that "As our company enters its fifth decade of service to agriculture, we're pleased to become part of this outstanding organization. We look forward to developing a closer working relationship with the TAIA and all of its members."

Precision Tank & Equipment Co. is celebrating its 40th year as a leading supplier of tanks and specialized equipment for agribusiness and industry. The company's agricultural product line now includes a full range of mild and stainless steel storage and field-use tanks for the fertilizer and agricultural chemical industry. Precision also offers a full line of liquid and dry application equipment for fertilizer dealers and custom applicators. To support its customers, Precision also stocks a complete line of fertilizer related accessories, replacement and repair parts that are ready for immediate shipment.

For more information on Precision Tank & Equipment or to request FREE copies of their Equipment and Parts Catalogs, contact Ron Lager, Sales Manager, at 1-800-258-4197.

For more information, contact PT&E at:

Precision Tank & Equipment Co.

P.O. Box 20

Virginia, IL 62961-0020

Phone: (800) 258-4197

Asmark Institute

We appreciate the role your state association plays in supporting the retailers across the state. We believe it is important to become a member in every state for which we work. One doesn't have to look far these days to see the challenges presented as our industry consolidates. Among the hardest hit are the state and national associations who are continually asked to provide more services with less revenue. They also happen to be the first line of defense when new regulations are proposed or when our industry comes under attack. Most associations fulfill legislative roles extremely well but simply have not had the resources to help their membership with even the most basic regulatory requirements.

In 2005 we donated our company to form the Asmark Institute. By doing this, associations and retailers will benefit from the extensive resources that have been developed over the past 16 years. Susan, Randy and I, along with our staff of ten, will become employees of the institute as it transforms into the only non-profit resource center for retailers in the nation. Acceptance of the institute has been extremely rewarding with almost half of the state and national associations signing on so far.

New Member Information Continued on page 4

It's refreshing to witness the association staffs as they learn of the new resources and opportunities that will be available to them for the first time. There has been no shortage of ideas in the past, only a shortage of resources to give their ideas the legs to start and wings to fly. What's unique and great about the institute is the revenues it generates will go towards supporting the associations and developing new and better regulatory compliance materials and solutions.

Establishment of the Asmark Institute gives associations the tools to better serve their members in regulatory compliance matters. Through the additional revenues the institute generates, associations can now expand and improve their services which will strengthen the ag-retail industry and offset the consequences of consolidation. We look forward to becoming a member of your organization and working with you in the future.

NEWS FROM THE INDUSTRY

TERRY L. ROBERTS TO BECOME PRESIDENT OF POTASH & PHOSPHATE INSTITUTE

October 3, 2005—Norcross, GA—The Board of Directors of the Potash & Phosphate Institute (PPI) has named Dr. Terry L. Roberts to become President of the International Agricultural Research Organization, effective January 1, 2006. The announcement came from Bill Doyle, Chairman of the PPI Board and President and CEO of PotashCorp.

"Terry Roberts is a highly qualified leader, agronomic scientist and also an effective administrator with a wide spectrum of experience. His understanding and insight related to PPI programs, staff, the academic community, and the fertilizer industry will be great assets in the transition to this new responsibility," Mr. Doyle explained. "This is an important time in meeting the challenges of growing more food on limited land, while protecting the environment and using resources wisely. We are pleased that Dr. Roberts is accepting this key position with PPI."

He will be only the sixth president in the 70-year history of the Institute. Dr. David W. Dibb, who had served as President since 1989, recently announced his retirement effective December 31, 2005.

Currently serving as Senior Vice President of PPI and the Potash & Phosphate Institute of Canada (PPIC), Dr. Roberts is International Programs Coordinator and in charge of member services and communications. He previously served as president of the Foundation for Agronomic Research (FAR) and continues as a vice president of that organization. A native of Alberta, Canada, Dr. Roberts grew up in a family fertilizer business. He received a B.S.A. degree in Crop Science in 1981 and a Ph.D. in Soil Fertility and Plant Nutrition in 1985 from the University of Saskatchewan. He joined the PPI/PPIC staff in 1989 as Western Canada Director, with responsibility for agronomic research and education programs in the region.

In June 1999, Dr. Roberts was transferred to PPI's headquarters in Norcross, Georgia, and was named President of FAR. At the same time, he was appointed Vice President of PPIC for the Latin American Program, and coordinated the Institute's regional programs in Brazil, Northern Latin America, Latin America-Southern Cone, and Mexico/Northern Central America. In February 2002, Dr. Roberts was appointed PPI Vice President, Communications and Member Services. In that role he directs the communications group of the institute, including publication of *Better Crops with Plant Food* magazine, as well as the website and electronic communications.

In November 2004, Dr. Roberts was elected Senior Vice President, PPIC, and in January 2005 he became Senior Vice President, PPI, and International Program Coordinator.

An effective communicator and internationally respected as a speaker and writer, Dr. Roberts has given more than 300 invited lectures, seminars, symposia, and other presentations around the world and has written more than 160 technical and non-technical papers. He is a Fellow of the American Society of Agronomy.

Dr. Roberts and his wife, Marianne, have five children and now live near Atlanta, Georgia.

John Oppelt Becomes New Regional Account Manager for United Phosphorus, Inc.

As of November 7th, John Oppelt assumed responsibilities as the Regional Account Manager for United Phosphorus, Inc. (UPI). John will be responsible for Texas, Oklahoma and New Mexico.

His contact information is : 4500 Williams Drive
Suite 212, PMB-235
Georgetown, Texas 78628

TAIA Leadership

2005 Officers

Chairman

Zandy Goode, ConAgra Fertilizer Co. Lorena

Vice Chairman

Billy Wood, Chem Nut Inc., Brownfield

Secretary/Treasurer

Hap Hazzard, Bayer CropScience, Crawford

Immediate Past Chairman

Doug Heck, Ag-Chem Equipment Co. Wolfforth

Executive Committee Member (Manufacturer)

Hap Hazzard, Bayer CropScience, Crawford

Executive Committee Member (Crop Protection)

Keith Stephens, Agrilience LLC, Ropesville

Executive Committee Member (Plant Food)

Jerry Bellar, Ag Supply, Ltd., Earth



2005 Board of Directors

Dealer / Distributors

Jerry Bellar, Ag Supply, Ltd., Earth

Leon Blackwelder, American Plant Food Corp., Liberty

Zandy Goode, ConAgri Fertilizer Co., Lorena

Duane Hagert, Wilbur-Ellis Co., Corpus Christi

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

Scott Johnson, Intrepid Potash, Arlington

Tom Koranek, DuPont Ag Products, Grapevine

Tony Moskal, BASF Corp., Trophy Club

James Nichols, Jim Hicks Co., Tyler

Tom Owen, Delta and Pine Land Co., Lockhart

Scott Rieckhoff, Syngenta, Georgetown

Howard West, Texas Liquid Fertilizer, Hempstead

Howard Wittig, PotashCorp, Wharton

Allied Industries

Doug Heck, Ag-Chem Equipment Co., Inc., Wolfforth

Drew Wenner, Texas Agriculture, Waco

2005 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: David Coufal, Helena Chemical Co., Troy

Conference Committee

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

Co: Jerry Christian, CF Industries, Crockett

Education Committee

Ch: Steve Frazier, Bayer Corporation, 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: Doug Heck, Ag-Chem Equip. Co., Inc., Wolfforth

Co: Duane Hagert, Wilbur-Ellis Co., Corpus Christi

President's Support Committee

Ch: Howard West, Texas Liquid Fertilizer, Hempstead

Technology Committee

Ch: Jim May, Ag Pro Supply / J May Equip Grp, Arlington

Co: Scott Piercy, Poole Chemical Co., Lubbock

Dumas Region Meeting Committee

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

Co: Sam Peters, Wylie Manufacturing Co., Amarillo

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: Steve Flowers, Wilbur-Ellis Co., Edinburg

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 registered for the
TAIA Conference and Business Meeting?

Are you signed-up to be a
sponsor for the conference?

Did you register for the FACT
Luncheon at the TAIA Convention?

See you in Fort Worth January 16 & 17, 2006

Calendar of Events

January 16 & 17, 2006
TAIA Annual Convention
AmeriSuites
In The Stockyards
Fort Worth

January 31 - February 1, 2006
CCA Exam Training
Lubbock

February 3, 2006
CCA Exam
Lubbock

June 7, 2006
Precision Ag Expo
sponsored by
Texas Plant Protection Association