



# Texas Ag Line

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

## TAIA 2010 Annual Conference

## 2009 Regional Meeting Sponsors

The 2010 Annual Conference to be held January 19 - 21 at the Crowne Plaza Hotel in Addison is just around the corner. Things are shaping up for the conference better than we ever expected. When we made the original contract with the hotel we asked for eight company meeting rooms. We booked the twelfth room yesterday and just had a call for another room which we are working to book. What a great problem to have!

If you have not booked your sleeping room at the Crowne Plaza, you will need to get that done by January 5 in order to be covered under the TAIA block. After January 5 there is no room or rate guarantee of the \$119. To book your room call the Crowne Plaza at 972/980-8877 or 800/377-9778 or go to the TAIA website [www.txag.net](http://www.txag.net) and book your room online using the code TDU. Also remember to send in your registration for the conference by January 15 to get the early registration price. We have included a registration form with the newsletter.

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- Agriliance, Inc.
- Agrium
- Agrotain
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- Gowan Company
- Helena Chemical Co.
- Intrepid Potash
- Jackson Walker LLP
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- Syngenta
- Terra Industries Inc.
- Texas Plant & Soil Lab
- UPI
- Valent USA Corp.
- Warren Cat
- Wilbur-Ellis Co.
- WinField Solutions
- Wylie Manufacturing Co.
- Yargus Manufacturing, Inc.

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of the

### Texas Ag Industries Association

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Vol. 17, Num.4 -----Winter, 2009

#### OFFICERS

Scott Johnson ----- Chairman  
Mark Hebert ----- Vice Chairman  
Benny Martinez ----- Sec./Treas.  
Jerry Bellar ----- Imm. Past Chair.  
Linda Hlavinka ----- Exec.Comm.  
John Oppelt ----- Exec.Comm.  
Mat Taylor ----- Exec.Comm.

#### STAFF

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

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## CHAIRMAN'S COMMENTS

It's the time of year when most of us reflect on our success and make resolutions to improve on areas in which we might have fallen short in the prior year. I believe your association should not be any different. Our association has had a successful year. One of the things we tried to do was get more people involved in the many opportunities to serve our association. We saw a number of new faces step into new leadership roles and others getting involved for the first time. Our association is strong because our membership is involved and works to keep our programs and meetings relevant. We had terrific programs at all the regional meetings. I cannot remember a year when I heard more positive comments about the outstanding speakers and topics that were covered during the regional meetings. Our summer meeting had a great turn out and participation. We supported a bill in the state legislature and saw it pass!

Our industry and association faced several challenges in 2009. Central Texas dealt with worst drought in fifty years. The economy impacted our business opportunities and our customers' opportunities. Our membership drive started the year off strong but lost momentum as the year went along.

So how do we improve on 2009?

- There is no better way to get 2010 off to a great start than plan on attending the TAIA Annual Meeting in Dallas January 19-21.
- Pay your membership dues in the first quarter. This helps the association plan and gets it out of the way early in the year. This helps us plan and offer the best programs available.
- Ask one of your customers to join TAIA. Our association's strength is in our membership involvement.
- Show your support by becoming involved in one of the regional planning committees.

And finally, I want to thank everyone for allowing me to serve as Chairman of TAIA. It has been a privilege and honor to serve such a wonderful association. I also want to thank Donnie, Kay and Dustin for all their dedication to our Association and Industry.

Merry Christmas and Happy New Year!

See you in Dallas!

Scott Johnson

## President's Comments

Everyone at the TAIA office, Donnie, Kay and Dustin, hope you had a Merry Christmas and have a Happy New Year. As the year draws to an end, we are busy getting things ready for the 2010 Annual Conference, finalizing the *2009-2010 Membership Directory and Buyer's Guide*, doing the Annual Compliance Visits for those companies using the ASMARK Institute Regulatory Program and sending out the 2010 dues statements. We just finished submitting comments to the Texas Commission on Environmental Quality for the proposed Air Quality Standard Permits for Temporary and Permanent Polyphosphate Blenders, Anhydrous Ammonia Storage, and Dry Bulk Fertilizer Handling Operations.

2009 was a very successful year for our association. Throughout the year the sponsor support for our Annual Conference, Summer Meeting and Regional Meetings was the best we have ever had. The attendance at the Summer Meeting was the largest we have ever had. We had a great group of speakers at the Regional Meetings, and we have posted many of their presentations on the TAIA web page. This type of participation demonstrates how well your association is serving its members.

I hope everyone is looking forward to the 2010 Annual Conference. The conference is drawing a lot of interest for company meeting rooms, and the early sponsorships are exceeding last year's numbers. By the number of company meeting rooms booked we are anticipating strong attendance numbers at the conference. There is also a great group of speakers scheduled for the Thursday programs who will update us on compliance issues that most affect our companies and give updates on the new air permits.

I look forward to seeing you at the 2010 Annual Conference!

Thank you, Donnie Dippel

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# TAIA Would Like to Welcome New Members

## *Individual Members*

Larry Hale - Frische Brothers. Fertilizer

Justin Miller - JBS Five Rivers Cattle Feeding

## News From the Industry

### Wilbur-Ellis Company Announces Changes

Steve Dietze, Vice President Southwest Business Unit of Wilbur-Ellis Company, announced changes in the Southwest Business Unit.

Duane Hagert has accepted the role of Business Development Manager for the Agribusiness Division. Duane has played a key role for us in the Southwest for many years and will use his skills, contacts and knowledge of the business to support all of Agribusiness in acquisitions and growth opportunities.

Andy Burlingham will be the Manager of Seed and CPC purchasing and supplier relations for the Southwest and is planning to relocate to Texas. Andy brings a wide range of knowledge to the position. In addition to his most recent responsibility as the Arizona area manager, Andy has played key roles in the professional markets business and in operations, coming originally to Wilbur-Ellis through the Woodburn acquisition. Andy will continue to represent the Southwest BU for professional markets.

Bob Redwine has accepted the position of Area Manager for Arizona, Colorado and New Mexico. Bob has been responsible for Channel Partner Sales in Wilbur-Ellis since he joined the company in 2004 following a 17 year career with BASF and American Cyanamid.

Contact information for Duane, Andy and Bob is listed below for your convenience.

Andy Burlingham Manager, Seed & CPC and Supplier Relations Cell: 623-466-5614 e-mail: aburlingham@wilburellis.com

Relocating to Texas Bob Redwine Area Manager (AZ, CO, NM) 11611 W. Lake Avenue Littleton, CO 80127-2324 Cell: 303-888-3141 Bus: 303-697-0760 e-mail: bredwine@wilburellis.com

Duane Hagert Agribusiness Business Development Manager 20475 Hwy 46 West Ste. 180 PMB 609 Spring Branch, TX 78070 Cell: 830-221-8143 Bus: 830-438-4918 Fax: 830-438-4990 e-mail: dhagert@wilburellis.com

Wilbur-Ellis appreciates and is committed to our strong supplier relationships and we look forward to working with you in the future. Please do not hesitate to call me with any questions you may have.

## Standard Permit Hearings

On December 10 the Texas Commission and Environmental Quality held hearings on the proposed Standard Permits for Anhydrous Ammonia Storage Distribution Operations, Temporary and Permanent Polyphosphate Blenders, Dry Bulk Fertilizer Handling Operations, Grain Elevators/Grain Handling Operations and Portable Grain Augers. The hearings were well attended, but no oral comments were given at the hearing. Prior to and after the hearings a thirty minute opportunity was given for questions. TAIA did make comments on the Anhydrous Ammonia Storage Distribution Operations, Temporary and Permanent Polyphosphate Blenders, and Dry Bulk Fertilizer Handling Operations standard permits.

Those companies that can meet the requirements of the proposed Standard Permits to replace their original permits will find the permitting process much easier. TAIA would like to thank Chris Pepper with Jackson Walker LLP for his help in drafting the comments for the Standard Permits.

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## Annual Conference Continued

We have a great group of speakers for the Thursday morning sessions. Randy Lawrence with the Asmark Institute will be talk on "Complying With Federal Regulations." Anna Rodriguez with the Texas Commission on Environmental Quality will be discussing the "New Standard Air Permits." Following Anna's presentation Chris Pepper with the Law Firm of Jackson Walker LLP will discuss how these new Standard Air Permits will affect our industry. These individuals are experts on the topics, and you will not want to miss this excellent opportunity. We are also fortunate to have Marcus Hill, President of Ag Workers Auto Insurance, as our guest speaker at our Awards Luncheon and Business Meeting.

Remember to send Linda Hlavinka information on your silent auction items. We have included a form with this newsletter that you can use to send in your silent auction item.

Attend the 2010 Annual Conference; it is great place to make key contacts and work on your plans for the coming year. Listed below are the companies that contacted us early to be sponsors for the conference.

## 2010 Annual Conference Sponsors

A&L Plains Labs, Inc.	Dow AgroSciences
Agrilance	DuPont Ag Products
Agrium U. S. Inc.	El Dorado Chemical Co.
AMVAC	Heartland Tank Services, Inc.
American Plant Food Corp.	Intrepid Potash
ASMARK Institute	Poole Chemical Co. Inc.
BASF Corp.	Mosaic
Bayer Crop Science	Syngenta
CF Industries	Terra Industries, Inc.
Crop Production Services	Tessengerlo Kerley, Inc.
Wilbur-Ellis Company	

## 2009 Regional Meeting Sponsors Continued

TAIA would like to thank the attendees, the presenters and especially the great support we received from the record number of 42 sponsors for the 2009 Regional Meetings. There are many things that make Regional Meetings successful. These successes start with the Regional Planning Committees choosing the topics important to each area and finding the right speaker who is knowledgeable on the topic. We had very good presentations at the Regional Meetings, and many of those presentations are posted on the TAIA web page. Naturally the meetings would not be successful without support of the ag industry as attendees or sponsors. TAIA would like to thank everyone who took part in the 2009 Regional Meetings.

TAIA appreciates the extra work done by the Salado and Dumas Regional Planning Committees who helped relocate the meetings to new facilities. The Lubbock Regional Planning Committee will also face this challenge next year with the Reece Technology Center no longer available for meetings. The Regional Planning Committees also appreciate the attendees who take the time to fill out surveys. The surveys play an important part in determining the topics you are interested in and the meeting accommodations for the next year.

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# TAIA Leadership

## 2009 Officers

### Chairman

Scott Johnson, Intrepid Potash, Denver, CO

### Vice Chairman

Mark Hebert, Texas Liquid Fertilizer, Hempstead

### Secretary/Treasurer

Benny Martinez, Dow AgroSciences, Kingsville

### Immediate Past Chairman

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

### Executive Committee Member (Manufacturer)

Linda Hlavinka, Helena Chemical Co., East Bernard

### Executive Committee Member (Crop Protection)

John Oppelt, UPI, Castorville

### Executive Committee Member (Plant Food)

Mat Taylor, Crop Production Services, Flower Mound



## 2009 Board of Directors

### Dealer / Distributors

Tommy Brandenberger, Migl F & G, Hallettsville  
Mark Hebert, Texas Liquid Fertilizer, Hempstead  
Darin Hofferichter, Wilbur-Ellis Co., China Springs  
Don Barry, Agrilience, Edinburg  
Linda Hlavinka, Helena Chemical Co., East Bernard  
Tony Savage, Helena Chemical Co., Bardwell  
Jason Veasart, ChemNut, Lubbock  
Jimmy Schulz, Farmers Coop of El Campo, El Campo

### Manufacturers

Bob FisherKeller, BASF Corp., Hurst  
James Hopkins, Agrium U.S. Inc., Canyon  
Sean Wells, American Plant Food, Arlington  
Benny Martinez, Dow AgroSciences, Kingsville  
Ken Mull, Martin Resources, Lubbock  
James Nichols, Inter-Chem., Tyler  
John Oppelt, United Phosphorus Inc., Castorville  
Scott Piercy, Poole Chemical Co. Lubbock  
Todd Smith, Mosaic Co. College Station  
Cord Willms, Monsanto/Delta & Pine Land Co., Corpus

### Allied Industries

Scot Coleman, A&L Plains Ag Lab, Lubbock  
Ron Cox, Topcon Precision Ag, Lubbock

## 2009 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: Jerry Christian, CF Industries, Crockett

### Governmental Affairs Committee

Ch: Toby Hlavinka, Helena Chemical Co., East Bernard  
Co: Randy Stephens, SureGrow Ag Prod., Comanche

### Membership/Marketing Committee

Ch: Scott Johnson, Intrepid Potash, Denver, CO  
Co: Mark Hebert, Texas Liquid Fertilizer, Hempstead

### Nominating Committee

Ch: Jerry Bellar, Wilbur-Ellis Co., Ltd., Earth  
Co: Hap Hazzard, Bayer CropScience, Crawford

## 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, Wharton  
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: Hunter Wilhem, Bayer CropScience, Harlingen

### Salado Regional Meeting Committee

Ch: John Oppelt, United Phosphorus Inc., Castorville  
Co: Mark Hebert, Texas Liquid Fertilizer, Hempstead

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TEXASAG INDUSTRIES ASSOCIATION  
145 West Travis  
La Grange, TX 78945

ADDRESS SERVICE REQUESTED

## TAIA MEMBERS

### Annual Conference Check List

- √ Registered for the Conference
- √ Booked My Hotel Room
- √ Sent Company Sponsorship
- √ Sent Silent Auction Item

# Calendar of Events

January 19 - 21, 2010  
TAIA Annual Conference  
Addison

February 2 & 3, 2010  
CCA Exam Training  
Lubbock

February 5, 2010  
CCA Exam  
Lubbock