



# Texas Ag Line

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

## 2005 TAIA Regional Meetings

The 2005 TAIA Regional Meetings are coming to a close for another year. The meetings have been very well attended and the planning committees put together a great group of topics with a superb group of presenters. TAIA would like to thank all those who have attended and supported the regional meetings, and I hope everyone gained information that can be put to use in his/her employment. Those attending have also been great supporters of the raffle for our scholarship program. Raffle sales have been successful at all the regional meetings. An extremely big thank you to the Regional Meeting Sponsors. Through generosity of the sponsors TAIA is able to keep the registration cost to members at a reasonable price and furnish a meal with the meetings. TAIA again thanks everyone involved with the regional meetings.

## 2005 Regional Meeting Sponsors

AgriLiance	Garst Seed Company
Adams Fertilizer Equipment Mfg.	Gowan Company
Ag 1 Source	Helena Chemical Company
Ag Workers Mutual Auto Ins.	Henricksen Distribution Company
AGCO/ Ag-Chem Equipment	Mezfer Crown, Inc.
A & L Plains Ag Labs	Monsanto Ag Products
Americot Seed Co./ West Texas Agriplex	RSA Micro Tech
Aquatrols	Servi-Tech Laboratories
BASF Corp	Syngenta
Bayer Crop Science	T-Systems International
Chemical Solutions	United Agri Products
Delta and Pine Land Co.	Valent USA Corp
DuPont Ag Products	Wilbur-Ellis Company
	Wylie Manufacturing Co.

## TAIA Planning Meeting at ARA Conference & Exposition

TAIA has set up Monday, November 28, 2005 at 1:00 P.M. to have a 2006 Planning Meeting at the ARA Conference and Exposition. We hope you will be able to join a group of TAIA Members who will continue work on our plans for 2006. This will be a great time for those attending the ARA Convention to do planning for TAIA before all the activities of the ARA Conference and Exposition get underway. Details of the ARA meeting can be found on page 2. I hope you will try to be part of this 2006 TAIA Planning Meeting .

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# Chairman's Comments

## *Texas Ag Line*

Official Publication  
of the

### **Texas Ag Industries Association**

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Vol. 13, Num. 3 -----Fall, 2005

#### **OFFICERS**

Zandy Goode ----- Chairman

Billy Wood ----- Vice Chairman

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

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

Keith Stephens ----- Exec.Comm.

Hap Hazzard ----- Exec.Comm.

Jerry Bellar ----- Exec.Comm.

#### **STAFF**

Donnie Dippel ----- President & Editor

Governmental Affairs and Marketing

Provided by CHB Consulting, Inc. Staff

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I consider myself a positive person and that is the way I will approach this article. We all know too well the negatives in the market place. I see four things I want to point out that are positive in our industry.

Due to the high price of fuel we have seen a bill pass which gives strong biofuels tax provisions that will enhance the production and use of ethanol and biodiesel and ensure a continued role for small, farmer owned biofuels productions facilities. Two such plants are planned for the High Plains of Texas. The estimate is that ethanol plants will consume the entire corn production of the High Plains. We could also see a biodiesel plant built on the High Plains. This will lead to expanded use of our agricultural products and by-products.

The cattle market continues to be the bright spot. Earlier I had estimated the calf price, directly off the cow, would be \$625/ head. We now can see the end of the marketing year, and I will stay with my estimate. Another good year for the cattle market, and it appears 2006 will follow suit.

It has been said, "the cure for high prices is high prices" This analogy could come true with the fertilizer market. New production (foreign) is coming on stream and demand may not keep pace. Thus we could see cheaper fertilizer prices in the face of higher domestic natural gas prices.

New technologies in both seed and chemicals have increased yields thus helping to off set the higher cost of production. I believe the door is open for higher yields in the near future.

It appears to me we still need help to be competitive in the world market. I would ask you to lend your support to the TAIA so we can better represent Agriculture to our legislators.

Thanks,

Zandy Goode

## **2005 ARA Conference & Exposition**

The Agricultural Retailers Association will hold its 2005 Conference and Exposition on November 28 - 30, 2005 at the Renaissance Worthington Hotel in Fort Worth, Texas. The theme for this year's conference is *Changing the Rules - The Way to a Competitive Edge*.

The conference will offer many exciting events including:

**Cutting-edge sessions** that will discuss broad business strategies, such as your customer's wants and needs, how to distinguish your company from the competition, the effects of rising North American natural gas prices on the fertilizer industry, and emerging trends. Attendees will learn how retailers can step it up to meet the challenges of competing with manufacturers that sell directly to growers, and two panels - a retail and a transportation - will discuss pertinent topics as they relate to their respective segments.

**Network with more than 400 retailers and distributors - More that 60 exhibitors - NASCAR event**

To register for the ARA Conference & Exposition you can contact the ARA at 1156 15th Street, Suite 302, Washington, DC 20005, call ARA at 202/457-0864, or go to the ARA web site at [www.aradc.org](http://www.aradc.org) and register online. You can download additional registration materials and view the most up-to-date information about the conference, travel and hotel logistics.

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## TAIA Would Like to Welcome New Members

**Gowan Co**     Kenny Zimmerhanzel

**Precision Tank & Equipment Company**     Ronald H. Lager

**Texas Plant & Soil Lab, Inc.**     Harold Statterlee & Noel Garcia

**Trans-Olympic Inc.**     David Squyres

**2K Agri Services, Inc.**     Kelly Kelsy

**PhytoGen Seed/Dow Chemical**     Donnie Helton

**Individual**     Vijay S. Reddy, Ph.D

### NEWS FROM THE INDUSTRY

#### **Bayer CropScience**

Bayer CropScience has two new sales reps in Texas. Andy Neeb is located in the Amarillo area and Jeremy Hawkins is located in the San Angelo area. Effective November 30, Steve Frazier will be retiring from Bayer CropScience after 32 years in the industry. He will be replaced by Hunter Wilhelm.

#### **DuPont Ag Products**

DuPont Ag Products is adding three new employees:

Charlie Grimes - development representative for the Texas Gulf Coast and Rio Grande Valley. Charlie's address is 2796 Benbow Road, Inez, TX 77968. Phone numbers: office 361/579-9226/mobile 361/781-2399

David Stichler- sales representative for West Texas. David's address is 1100 Jefferson Drive, Plainview, TX 79072 Phone numbers: office 806/296-6562 / mobile 806/786-0039

Will Elkins - sales representative for Southwest Texas. Will's address is 6923 Indiana Ave, PMB 118, Lubbock, TX 79413. Phone number:s: 806/883-1010/806/470-6333

### Certified Crop Adviser Exam

The next Certified Crop Adviser Exam will be held in Lubbock, Texas on February 3, 2006. TAIA will offer a training for the exam on January 30 and February 1, 2006. Registration for the February 3, 2006 exam must be in the Certified Crop Adviser Program Office by December 16, 2005. To get an application for the exam you can contact Laurie Karr at the Certified Crop Adviser Program, 677 South Segoe Road, Madison, WI 53711. Laurie's phone number is 608/273-2081 and her e-mail address is lkarr@agronomy.org.

You can also contact the TAIA office for the application or to register for the exam training. TAIA's address is 726 Camp Lone Star Road, La Grange, TX 78945. The TAIA phone number is 979/247-4300 or e-mail ddippel@cvtv.net.

### 2006 TAIA Annual Convention

January 16 & 17, 2006 Fort Worth, Texas

**AmeriSuites 132 East Exchange Ave. - 817/626-6018**

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# TAIA 2005 Summer Meeting

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TAIA held its 2005 Summer Meeting August 1 & 2 at the Del Lago Resort on Lake Conroe near Montgomery, Texas. The Summer Meeting kicked off with a Welcome Reception on Sunday night followed by a full day of committee meetings on Monday. The Summer Meeting Reception was held on Monday night. Both Sunday and Monday nights were highlighted by boat rides on the lake. Clay Petrus volunteered his boat, which held about thirty people, to give these enjoyable boat rides around the lake. TAIA would like to thank Clay for volunteering his boat and United Agri Products for sponsoring the outing.

The TAIA Board Meeting was held Tuesday morning at which where all the committees reported on their committee meetings and the board handled the general business of TAIA. The committees set up plans for the TAIA 2006 Annual Convention to be held in Fort Worth. There were also plans made to meet at the Agriculture Retailers Association Convention in Fort Worth in November to continue working on TAIA plans for 2006.

Before and after the Summer Meeting, many members were able to take time to enjoy golf, jet skis, boating and all the great facilities offered in the area. Many of the ladies enjoyed time at the antique shops in Montgomery, craft shops in Spring, and the mall at The Woodlands.

TAIA would like to thank all the sponsors and supporters who made this meeting possible. There is no registration fee for the Summer Meeting; it is totally funded by the sponsors and supporters.

## 2005 TAIA Summer Meeting Sponsors

**Ag Chem Equipment**  
**Ag Workers Mutual Auto Insurance**  
**Agriliance LLC**  
**Albaugh, Inc.**  
**Aquatrols**  
**Bayer CropScience**  
**C.F. Industries**

**DuPont Ag Products**  
**Fidelity Bonded Warehouses of Tex., Inc.**  
**Helena Chemical Co.**  
**Intrepid Potash**  
**Terra Industries**  
**Tessengerlo Kerley, Inc.**  
**United Agri Products**

## 2005 TAIA Summer Meeting Supporters

**American Plant Food Corp.**

**Delta and Pine Land Co.**

## President's Comments

I hope everyone who attended the Summer Meeting had an enjoyable time. The Regional Meetings are winding down for 2005, and they have again had great topics and speakers. I hope many of you are making plans to attend the ARA Conference in November and special Planning Meeting that will be held at the ARA Conference. This will a great opportunity to finalize our January conference plans.

Once again TAIA and its members were able to shape regulation changes proposed by the Texas Department of Agriculture (TDA). Your comments on the Texas Department of Agriculture's proposed regulation changes have made the TDA rethink the changes to the product registration section. I was informed by TDA that they are not going forward with the portion of the proposed regulation changes on product registration. TDA had also proposed changes to the pesticide applicator and dealer pesticide license that would not have any effect on a current license. The change would make new a new license renew on its anniversary date instead of on a date set by law. TAIA and your comments can make a difference, and we proved that once again.

Again this quarter we have added new members to TAIA and will slightly exceed our 2004 membership of 454. If all of the 2004 members would have renewed, our membership would have well exceeded our 2005 goal of 500. Keep up the good work of recruiting new members and ask our old members to rejoin in 2006.

Thank you,

Donnie Dippel

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# 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

## 2004 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

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La Grange, TX 78945

ADDRESS SERVICE REQUESTED

## TAIA MEMBERS

Is all your information correct in the *TAIA Membership Directory*? If not, give TAIA a call.

Did you send in your advertisement information for the *TAIA Membership Directory*?

Have you registered for the ARA Convention in Fort Worth?

Have you made plans to attend the TAIA Planning Meeting at the ARA Convention?

Do you want to take the CCA Exam?

# Calendar of Events

November 1  
Dumas Regional Meeting  
Boar's Nest Steakhouse  
Dumas

November 28  
TAIA Planning Meeting  
ARA Convention  
Fort Worth

November 28 - 30  
Agricultural Retailers Association Convention  
Fort Worth

November 30 - December 1  
Plant Protection Conference  
Hilton Inn and Conference Center  
College Station

December 16  
Deadline for CCA Exam Application

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