



Texas Ag Line

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

2005 TAIA Annual Convention

The 2005 Annual Convention was held in Lubbock in January 17 and 18, and the TAIA Board Meeting was held on January 18. A Fluid Fertilizer School followed on January 19 and an Anhydrous Ammonia Safety Training on January 20. The support of our members and the industries was fantastic for all the meetings and all those in attendance conveyed enthusiasm for a great new year to come. A reception started the meeting on Sunday night for those who arrived early. Monday was held open for individual companies to have their meetings with staff and customers. Monday night was the Chairman's Reception with a very good turnout, and it was also the start of silent auction to support the Friends of Agriculture Fund and the Scholarship Program. A special thanks to those who donated items for the silent auction and those who purchased the items to support these two very important functions of TAIA. It was fun to watch the competitive bidding for items which included fishing and hunting trips, a leaf blower, jewelry, gift baskets, clothing, gift certificates, and other items too numerous to list.

Tuesday morning continued with company meetings and the beginning of continuing education classes. Dr. Cary Green with Texas Tech University opened the continuing education classes with a presentation on Crop Nutrition. The second speaker, David Hudson, with the Texas Commission on Environmental Quality, spoke on Air Authorizations for Ag Facilities. Mark Nordwald, with the Mosaic Company, was the next speaker giving a forecast on The Fertilizer Outlook for 2005. The continuing education program ended with Dr. Dan Krieg from Texas Tech University speaking on Cotton's Genetic Potential and Environmental Constraints.

The 2005 TAIA Business Meeting was held Tuesday at lunch. Chairman Doug Heck called the meeting to order. James Nichols, with the Mosaic Company, was elected to serve on the TAIA Board. Chairman Heck then gave the Chairman's Annual Report discussing the highlights of the past year. He also challenged all the TAIA Members to find one new member for 2005 making the point that our association is only as strong as the membership. Dr. Tim Herrman, the new Director for the Office of the State Chemist, was the guest speaker. Dr. Herrman talked about the future of the Feed and Fertilizer Control Service and direction he would like to take that agency. Doug Heck then presented the following:

2004 Member of the Year **Toby Hlavinka with Helena Chemical Co.**

2004 Company of the Year, **Cargill Crop Nutrition**

2004 Harry P. Whitworth Award for Political Involvement **Charles Stenholm, past member of the U.S. House of Representatives**

2004 Environmentally Conscious Dealer Award, **Wilbur-Ellis Company (Taft Location)**

2004 Willis Gass Award **Mike Gage, Navarro County Extension**

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726 Camp Lone Star Road
La Grange, TX 78945
979-247-4300
FAX 979-247-4699

E-mail: TAIA@txag.net

Web Page: www.txag.net

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OFFICERS

Zandy Goode ----- Chairman
Billy Wood ----- Vice Chairman
Miichael "Hap" Hazzard ----- Sec./Treas.
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Keith Stephens ----- Exec.Comm.
Hap Hazzard ----- Exec.Comm.
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STAFF

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

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At the 2004 Summer Meeting the board decided TAIA needed to recognize individuals who have promoted TAIA educational activities. Many individuals have given so much to TAIA educational opportunities in past several years it was difficult to pick one individual, so the first year we would like to honor three of many for the 2004 Educational Achievement Award:

William Bennett, Texas Tech University

Daniel Krieg, Texas Tech University

Larry Murphy, Fluid Fertilizer Foundation

2004 Honorary Lifetime Member

George Latimer, past Director of the Office of the State Chemist

2004 Outstanding Achievement Award

Linda Hlavinka with Helena Chemical Co.

Doug Heck also gave **Vic Aubey, with Mosaic Company**, a certificate of appreciation for serving two terms on the TAIA Board. Zandy Goode, TAIA Vice-Chairman, then presented **Chairman Doug Heck** with the Past Chairman's Plaque. Chairman Heck thanked everyone for attending and thanked the sponsors who helped make the 2005 TAIA Convention a great success! The Business Meeting was adjourned.

Following the Business Meeting, Scholarship winning tickets were drawn. The grand prize winner of a deer rifle was Rick Henricksen and Don Richins won the first prize shotgun.

TAIA Annual Meeting Sponsors

A & L Plains Ag Labs
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Fluid Fertilizer School and Anhydrous Ammonia Safety Training Sponsors

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Adams Fertilizer Equipment Mfg.
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Mosaic Company
Murray Equipment
T-Systems Inc.
Wilbur-Ellis Company

TAIA Would Like to Welcome New Members

Since the last TAIA Newsletter several new individuals have made application to join. The membership for 2004 was 454. We thank everyone for the support given in 2004. Keep up the good work. The association's membership goal for 2005 is 500 members. To reach this goal we will need the support of every member. Make sure you have your dues paid and think of whom you can encourage to join in order to help meet our goal in 2005.

Robert Kubecka and Mike Williams, Ag Aero

Justin Bellar, Ag Supply Ltd.

Dr. D. Alan Peters, Phd. and Josh Howard, Agriliance

Tom Lindemann, Lindemann Fertilizer Service, Inc.

Philip Hathaway, SureGrow Agricultural Products, Inc.

Rick Neuenschwander and Leo Yzaguirre, Syngenta

Chairman's Comments by Zandy Goode

I can just hear the farmer/rancher gasp with disbelief as he or she prices the fertilizer this spring. Actually this may be the most profitable year since 1973/1974 for the cattle industry. In the marketing year of 2002, calves were sold off the cow at an average of \$450 per head. The next year (2003) we sold calves off the cow at \$505 per head. In 2004, we averaged \$591 per head and this was proclaimed the best year ever for the industry. I contend we could see an average price for our calves well above \$650 per head for the marketing year 2005. Granted, the cost of producing that calf will increase approximately 20 dollars per head, but who would not trade 20 dollars of expense for 50 dollars of income?

I am encouraged the cattleman could see the best profit year in the history of the industry. We as marketers have a two-fold responsibility: 1) to make money for our companies and 2) to give good advice to our customers. A positive outlook greatly increases our effectiveness. What a great time to be in the industry.

Thank You From Mike Gage 2005 Willis Gass Award Winner

I want to take this opportunity to express to you, the Board members and members of the Texas Ag Industries Association my grateful thanks for awarding me the 2005 Willis Gass Soil Fertility Award. I am both honored and humbled to receive the award as I had the opportunity to work and serve with Willis while he was alive. He was both committed and dedicated to developing the best possible fertility information for our producers. He was also one who would always go the extra mile to make sure demonstrations and information were correct and credible. His example has inspired me in conducting county demonstrations trails and I counted it as a privilege to have known and worked with him.

For me, this award serves as motivation to continue soil fertility work to find those levels of inputs to sustain and enhance profitability for our producers. On behalf of fellow County Extension Agents and myself, I would like to say thanks to the Texas Ag Industries Association for sponsoring the award and recognition. I enjoyed the opportunity to attend a portion of your Annual Meeting, meet members and attend the awards luncheon. I also appreciate the cash award and reimbursement of travel expenses.

Without the partnership of agribusiness, Extension agents would be severely limited in showing the effectiveness of products and technology for our clientele. It is a partnership that continues to be vital to keeping agriculture production on the cutting edge.

Thank you again for the honor and recognition.

Sincerely,

Mike Gage
County Extension Agent/Agriculture

Compliance Commitment (C2) Partnership Program

The Texas Commission on Environmental Quality (TCEQ) Small Business and Local Government Assistance (SBLGA) program asked that TAIA include this article in our newsletter.

Attention Small Business & Local Governments! Get your environmental program moving in the right direction. Take advantage of The Compliance Commitment (C2) Partnership Program. The C2 Program is a bonus made available to those small business owners (less than 100 employees) and local governments who take advantage of a free and confidential site visit program.

Small business or governments interacting with the TCEQ for the first time typically have a compliance rating of about 50%. By participating in the C2 program, an independent consultant will point out areas which can help you achieve 100% compliance. With 100% compliance, you can become a C2 partner.

Potential C2 partners receive a confidential compliance evaluation by an independent third party consultant. The potential partner is then given an opportunity to correct any problems, and demonstrate complete compliance on a follow-up visit.

Qualifying for the C2 Partnership Program can improve your compliance history rating and make you eligible for a one-year waiver of scheduled inspections by the TCEQ, the EPA, and local enforcement programs in Dallas, El Paso, Harris County, Houston, Galveston County, Fort Worth, and Pasadena.

This is a statewide program and can be conducted in Spanish

Some of the businesses we have worked with include: Dry Cleaners, Automotive Repair/Auto Salvage, Fleet Maintenance, Metal Finishers/Fabricators, Surface Coating, Concrete Batch and many more

To qualify you must be:

A small business of 100 employees or less

A city with a population of 50,000 people or less

A county with a population of 100,000 people or less

So what are you waiting for? Contact your local SBLGA specialist or call 1-800-447-2827 for more information about the Compliance Commitment (C2) Partnership Program. All inquiries are confidential.

President's Comments

The 2005 year is under way and everybody is busy with the planting season in full blast throughout entire state. We had a great Convention in Lubbock, Fluid Fertilizer School, and Anhydrous Ammonia Safety Training. Everyone who attended seemed to enjoy all the activities, and TAIA thanks all who supported these activities. The TAIA Board met at the Convention, and we also had a Spring Board Meeting in Frisco the end of March. The board decided that the Summer Meeting would be held at Del Lago on Lake Conroe and the 2006 Convention would be held at the AmeriSuites at the Stockyards in Fort Worth. The Summer Meeting dates are August 1 and 2, and I hope everyone will make plans to attend this important meeting where TAIA sets its agenda for the coming year in an atmosphere that allows for fun and camaraderie. From the information I have received, there are activities for everyone at Del Lago and in the Conroe area. There is definitely great fishing, water activities, golf, shopping and a lot of great food. I will be examining the area even more in the next couple of weeks and will keep you posted about what I find. If you want to get an idea of what Del Lago has to offer, go to their web site at www.dellago.com.

2005 also brings the Texas Legislature back to Austin for the seventy-ninth session. The members so far this session have been concentrating primarily on the big items like school finance, school reform and the budget. How will these issues affect agriculture will all depend on where the money is going to come from to finance the state budget. These bills change daily as amendments are added or voted down, but so far the agriculture producer has escaped losing tax exemptions. Other issues that should be watched are the Trans Texas Corridor bills, SB 3 on water issues, and animal cruelty bills.

Mike Gage's thank you letter made me think how TAIA touches peoples lives through what we do as an association from the awards we give, to scholarships, to the directory, to regional meetings, to our lobbying efforts, and much more. TAIA is a strong association and well respected because of its strong membership. Be proud of your association, and ask other ag business to join us. Take two days in August to be part of the Summer Meeting.

TAIA Leadership

2004 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



2004 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, Mosaic 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

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

ADDRESS SERVICE REQUESTED

TAIA MEMBERS

If you are not receiving e-mails from TAIA, we don't have your correct e-mail address. Please send the correct address to ddippel@cvtv.net

We have received the new *TAIA Membership Directory and Buyers Guide*, and you should be receiving your copy in the next couple of weeks.

TAIA's membership goal for 2005 is 500 members. Have you paid your dues; have you recruited a new member?

Have you put the TAIA Summer Meeting on your calendar?

Do not forget the Regional Planning Committee Meetings because your input is important!

Calendar of Events

April 19

Lubbock Regional
Meeting Planning
Committee Meeting
County Line Rest.
11:30 AM

April 20

Dumas Regional
Meeting Planning
Committee Meeting
Dyer's Bar-B-Que
Amarillo, 11:30 AM

April 27

Rio Grande Valley
Regional Meeting
Planning Committee
Meeting
Wilbur-Ellis Office
Edinburg, 10:00 AM

April 28

El Campo Regional
Meeting Planning
Committee Meeting
Mikeska Rest.
El Campo, 11:30 AM

May 5

Salado Regional
Meeting Planning
Committee Meeting
Stagecoach Inn
Salado, 11:30 AM

August 1 & 2

TAIA Summer Meeting
Del Lago on Lake Conroe

November

Agricultural Retailers
Association Convention
Fort Worth

January 16 & 17

TAIA Annual Convention
AmeriSuites
In The Stockyards
Fort Worth

he Fluid Fertilizer Foundation (FFF) and TAIA will be co-sponsoring a fluid fertilizer school in Lubbock on Jan. 19, 2005, immediately following the TAIA annual meeting. This one-day event will focus on fluid agronomics, fluid marketing and fluid technology and is intended for dealers and their invited customers, crop consultants, bankers, land managers and industry personnel.

The complete program is listed on the FFF website www.fluidfertilizer.com which is linked to the TAIA website. General program content will touch on nutrient management planning, new concepts in planting equipment for row crops, foliar fertilization, technical and agronomic aspects of polyphosphates, grazing responses to P fertilization of wheat, fluids in high yield cotton production, fertilizer placement for corn and sorghum, a new powerful model for high yield corn production and formulating and product sequencing in fluid mixes. CEUs have been approved for the meeting.

Information on registration costs and procedures will be included in later TAIA newsletters and will also be posted on the FFF website. For more information contact the Fluid Fertilizer Foundation at 2805 Claflin Road, Suite 200, Manhattan, KS 66502, phone 785-776-0273, email: fluidfertilizer@cs.com.