



# Texas Ag Line

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

## 2005 TAIA Summer Meeting August 1 & 2, 2005

Plans for the 2005 Summer Meeting are coming together for a great planning meeting and exciting time at the Del Lago Resort on Lake Conroe. Sponsorships, which are very important, have started to come in for the meeting. There is no individual registration fee for the summer meeting; sponsorships make this meeting possible. You should have received your registration information in the mail by now, and we hope you are making plans to attend. Please return the registration information so plans can be made for receptions, snacks, meeting room sizes, and activities.

Del Lago Resort is located on Lake Conroe near the town of Montgomery. There are dozens of activities at Del Lago and in the area around Conroe, Montgomery, Spring, and the Woodlands. All these areas offer many great eating choices. Conroe offers an outlet mall, Montgomery offers antique shopping, Old Town Spring has many great speciality shops, and the Woodlands has a large shopping mall. Del Lago has a golf course on site, and they have offered a special deal on green fees for anyone staying over to Wednesday. Wednesday would be a great time to have a FACT outing to raise money for the PAC Fund. Del Lago has a beach area on the lake, swimming pools, tennis, sand volleyball, walking trails, and much more. There are also marinas in the area that rent boats and jet skies. I think everyone will really enjoy the facilities at Del Lago Resort.

The Summer Meeting is a very important meeting for your association. The Summer Meeting offers membership an excellent opportunity to give input on what projects the association will tackle and how these projects will be approached. It also allows members the opportunity to get acquainted with other members. Make sure you have August 1 & 2 in your date book to help make your association's major decisions for the next year. The TAIA room rate at Del Lago is \$89.00 per night, plus taxes. This rate is also good for three days prior to the Summer Meeting and three days after the meeting. To make your reservation call 800/335-5246 and ask for registration or extension 7500.

### TAIA Summer Meeting Agenda

#### Sunday, July 31

5:00 PM - 6:30 PM Registration

**6:30 - 7:30 PM Welcome Reception**

#### Monday, August 1

9:00 AM Registration

10:00 AM Executive Board Meeting

#### COMMITTEE MEETINGS

11:00 AM Administrative and Communications

12:00 PM Lunch on your own

1:30 PM Conference and Educational

2:30 PM Governmental and Marketing

3:30 PM Nominating and Technology

**6:00 - 7:00 PM Summer Meeting Reception**

#### Tuesday, August 2

7:00 AM Continental Breakfast

8:00 AM Regional Committee Meetings

9:15 AM Board Meeting (Everyone is encouraged to attend)



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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. 2 ----- Summer, 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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TAIA Members,

In the last newsletter I was encouraging the use of fertilizer on pastures and pointed out the up swing in the cattle market. The cattle business still looks good; however, not everything is good in the agricultural business, and that is what I would like to address at this writing.

I want to encourage each manufacturer, distributor, and dealer to join and be active in your organization as we have some critical issues to tackle in the near future. You will have your own list, but I will list three at this time.

We need input and support on all levels concerning the restrictions which ARE going to be placed on Ammonium Nitrate. The federal government and most states will impose restrictions on the use and storage of Nitrate. We need to make sure this doesn't prevent the manufacturer, distributor and dealer from functioning as viable businesses.

Government programs are being threatened. Now the focus is on cotton; however, don't be deceived. It will impact all commodity groups. I have been known to say without government support programs Central Texas would no longer be a farming area. Again we need your input and support so we, as an organization, can speak to our legislators.

The last issue I will bring to your attention is the tariffs imposed on import and export commodities. The USA is no longer a nation which can produce all the nitrogen we consume. It is imperative we have access to the world market if we hope to supply all the nitrogen this country needs. Again, the TAIA needs your input and support on this issue along with many others affecting our beloved agriculture.

I hope to see each of you at the summer meeting at Del Lago on August first and second.

Thank You,

Zandy Goode

## 2005 Regional Meetings

The five regional planning committees have met, dates have been set, locations have been booked, topics have been selected, and speakers are being contacted in preparation for another great set of educational programs. The next step is to contact regional meeting sponsors. Sponsors are encouraged to set up displays at all the regional meetings, allowing company representatives to meet with potential customers and demonstrate to nonmembers the commitment of the industry to the association. The dates and locations of the 2005 Regional Meetings are:

Lubbock, September 20, Holiday Inn Park Plaza on the loop in Lubbock (new location)

Rio Grande Valley, October 4, ECHO Hotel in Edinburg

Salado, October 11, Stagecoach Inn in Salado

El Campo, October 18, El Campo Civic Center

Dumas, November 1, Branding Iron Country Club in Dumas

Be sure to put these dates on your calendar.

## Thank You Note From Congressman Charles Stenholm

I received the very special Harry P. Whitworth Award, and it is occupying a prominent place in my new office. I had a great 26 years thanks in no small part to being able to work with folks like Texas Ag Industries. We are going to keep our oars in the water for Texas Agriculture. If we can ever be of help in our new life, I hope you will call. Again, "Thanks for the recognition"

Charlie

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## TAIA Would Like to Welcome New Members

TAIA had 15 new members make application for membership since the last newsletter. This has the membership at 416, which is one less than where we were last year at the 2004 Summer Meeting last August. The membership goal TAIA is striving for in 2005 is 500. 500 members would put TAIA 46 members over our 2004 membership. We thank everyone for the support and work done to solicit new members in 2005. To reach the goal of 500 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. Keep up the good work!!

**Individual** Denise Gentsch

### Estes, Inc.

Brian Cain – Fannin, TX  
Arnold Frost – Lubbock  
Brad Peterson – Irving

Andy Carlton – Irving  
Billy Gerke – East Bernard  
Bill Whitley – East Bernard

James Coday – Irving  
Rod Hruza – San Antonio

### West Texas Agriplex

James Seely

David Hicks

Justin McCahan

Shon Overton

**Agrium** Tyler Kennedy

### La Grange Farm and Ranch Supply Charles Koether

La Grange Farm and Ranch Supply is a family owned dealership in La Grange, Texas. We provide farmers and ranchers with chemicals, seed, fertilizer, feed, fencing materials, hardware and much more. The business operates its own feed mill and offers custom application of fertilizer.

## Distance Learning Graduate Degrees in Agricultural Fields from Texas Tech University

Texas Tech University's College of Agricultural Sciences and Natural Resources is accepting applications for its distance learning degree programs, which include a Bachelor of Science in Horticulture, Master of Science in Horticulture, Master of Science in Crop Science, a Master of Agriculture, and a doctoral program in agricultural education. All of the distance learning degree programs are designed specifically to meet the needs of today's working professional.

The Bachelor of Science degree in Horticulture requires 120 hours of undergraduate course work, many of which students will take at a distance from Texas Tech University. Students will be required, however, to take some classroom-based courses from Texas Tech or another institution, such as a local community college. Credits from other institutions will be evaluated for potential transfer; however, the last 30 hours of the degree must be completed through Texas Tech.

The Master of Science in Horticulture and Master of Science in Crop Science are non-thesis degree programs that require a minimum of 36 hours of graduate coursework and are considered terminal degrees. Both degree programs include the study of plant genetics, breeding, biotechnology, molecular biology, physiology, and biochemistry. The Master of Science in Horticulture also contains courses related to production, management, handling and storage, marketing, and utilization of ornamental plants. The Master of Science in Crop Science includes additional courses related to weed control, and crop management as applied to efficient and economical production of field crops. Students study how to use and manage application of biological, chemical and physical sciences with regard to natural and human-affected environments.

The Master of Agriculture degree program at a distance offers three areas of emphasis including agronomy and horticulture; and an interdisciplinary emphasis in resource management. The curriculum is designed to prepare students and professionals as leaders, managers, and executives in the agricultural sciences and natural resources areas. This non-thesis degree program also requires a minimum of 36 hours of graduate coursework and is considered a terminal degree.

For agricultural educators, the Doc @ Distance program, a Doctor of Education degree in Agricultural Education, is offered jointly by Texas Tech and Texas A&M University.

For more information on these degree programs, contact the College of Agricultural Sciences and Natural Resources at (806) 742-2808 or visit [www.casnr.ttu.edu](http://www.casnr.ttu.edu).

## Agrium News

Agrium announced Don McManama retired as of January 1, 2005. Don Retired with his wife, Yvonne to their farm at Dill City, Oklahoma. Don was with Agrium for 17 years working direct sales in Oklahoma, Texas, and Kansas for Cominco and Agrium. He spent most of his career in fertilizer sales.

Don was replaced by Tyler Kennedy. Tyler resides in Colorado and has been with Agrium for five years. Tyler started his career with Agrium in customer service and then moved to transportation before working his way up to sales. He will be responsible for the sale of feed grade urea in Texas, Oklahoma, and Kansas and fertilizer sales in Oklahoma and Colorado.

## FLUID TECHNOLOGY ROUNDUP

SPONSORED BY: Fluid Fertilizer Foundation

CO-SPONSORS: Fluid Journal, International Fertilizer Development Center, The Fertilizer Institute, Southwestern Fertilizer Conference

DATE: Dec. 7-8, 2005

LOCATION: Sheraton Westport Chalet Hotel, St. Louis, MO Reservations: 800-822-3535

Before Nov. 16 for Fluid Technology Roundup Room Block

Build your company's expertise in fluid technology on the unique experiences of industry leaders. This unique opportunity has not been offered for many years.

For more details contact: Mary Hughes, Fluid Fertilizer Foundation, 2805 Claflin Road, Suite 200, Manhattan, KS 66502, Phone: 785-776-0273, Fax: 785-776-8347, Email: [fluidfertilizer@sbcglobal.net](mailto:fluidfertilizer@sbcglobal.net) or visit our website at [www.fluidfertilizer.com](http://www.fluidfertilizer.com)

## President's Comments

I hope everyone is making plans to attend the Summer Meeting at Del Lago Resort on Lake Conroe. The Summer Meeting is a time for members to voice their ideas through committees to the board on what your association's functions will be for the next year. It is also a great time to meet new members and enjoy the company of old friends in a relaxed atmosphere. This is a very important meeting to keep your association viable as we move into the future.

While we talking about the future of TAIA, we all need to question ourselves on how we maintain or increase our membership numbers in a time when the industry is shrinking. Are the present functions that the association offers meeting the needs of our members? What does your company or business expect as a member of the association? What appeal does TAIA have to make companies or individuals want to join our association? I think these are things we need to discuss at the Summer Meeting to make sure TAIA is keeping in touch with the changes in the industry.

The 79th Legislative Session is over, but the first special session is underway. What happened in the session? School financing did not get solved, Senate Bill 3, the bill on water issues, died, we had a few changes to the Trans Texas Corridor Legislation, but thanks to our friends in the legislature no major changes were done to agriculture and how we do business. Now we will continue to keep watch so agriculture can make it through the special session with no major changes.

Have you had a chance to look at the company links on the TAIA web page? Did you notice we had our first posting on the job bank? Did you read the new section on "News From the Industry" in the newsletter? I would like to thank those who asked for links from the web page, sent items to be put on the web page and placed articles in the newsletter. I feel this makes the newsletter and web page more personal and a more beneficial to our members.

As I mentioned earlier in the newsletter, regional meetings have been planned, and I hope your company will consider being a sponsor for these meetings. I have begun working on changes to the *2005 Membership Directory and Buyers Guide*. Take a glance at your listings in the directory to make sure the information for you and your company are correct, if not please let me know so I can keep the information current. I also need help with your e-mail addresses if you have not been receiving e-mails from TAIA. I have been calling members if your e-mail address has been rejected, but some of the address are hard to recognize. Letters are also being sent to past members that did not renew in 2003 and 2004 asking them to please reconsider rejoining TAIA. If you know some of these companies or individuals, ask them to help support our industry and association. I have also been talking to a major hotel chain about getting a corporate rate for TAIA members and hope to be sending a questionnaire out on e-mail in the near future.

Again, I hope you are making plans to attend the Summer Meeting to help make it productive and fun.

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# 2005 Scholarship Recipients

TAIA would like to thank all the candidates who applied for a 2005 scholarship. The selection group once again had a extremely hard time selecting the four recipients from the group of applicants. TAIA is extremely proud to be able to award the four scholarships to a well deserving group and wishes all the candidates the best of luck in their college careers. The four 2005 Scholarship recipients are:

Braden Boening, Parents Russell and Margie Boening, Braden will attend Texas A&M

Jessica Caswell, Parents J.J. and Laura Caswell, Jessica will attend Texas Tech

Zane Schwarzlose, Parents Gary and Jody Schwarzlose, Zane will attend Texas A&M

Chelis West, Parents Howard and GERALYN West, Chelis will attend Texas A&M



Braden Boening



Zane Schwarzlose



Chelis West

TAIA would like to thank all those purchasing raffle tickets and those donating and purchasing silent auction items to support this very important program. TAIA would also like to thank those companies who were sponsors of the 2005 Scholarship Program. These companies have also committed to being sponsors for the 2006 Scholarship Program.

Bayer CropScience

Mosaic Company

Texas Liquid Fertilizer

DuPont Ag Products

Potash Corp

United Agri Products

Helena Chemical Company

Syngenta

Wilbur-Ellis Company

## USDA Names Certified Crop Advisers as 'Experts' for Crop Insurance Claims

**MADISON, WI, June 15, 2005** - Certified Crop Advisers and Certified Professional Agronomists are now specifically named as agricultural experts in a United States Department of Agriculture Risk Management Agency Bulletin issued on June 10, 2005. This latest USDA-RMA manager's bulletin provides guidance to insurance providers regarding the standards and process by which they may make good farming practice (GFP) decisions and seek RMA review of such decisions. It also sets forth due process by which producers may appeal adverse good farming practice decisions made by insurance providers.

"Earlier RMA bulletins have stated that crop advisers are considered agricultural experts. We found the language raised as many questions as it answered on exactly who was included in this definition," said Luther Smith, Executive Director of the American Society of Agronomy Certification Programs. "The new language removes the lack of certainty and the possibility that a producer's claim could be disqualified by inadvertently working with a non-qualified adviser."

In filing an insurance claim for crop loss, producers must show they have worked with an approved professional (CCA, CPAg, etc.) who advised them during the growing season on good farming practices. If the grower has a familial or existing business relationship with their current agricultural expert, they must obtain an opinion from at least one other approved professional.

The American Society of Agronomy certifies over 13,800 Certified Crop Advisers (CCA) and 650 Certified Professional Agronomists (CPAg) in the United States and Canada. To meet the high standards required for certification, CCAs must have at least two years of documented crop advising experience with three customer references. They must pass two comprehensive exams, attend at least 40 hours of continuing education every two years, and sign and adhere to a code of ethics. CPAg requirements are similar but the experience required varies with the educational degree attained.

The complete 9-page USDA-RMA Bulletin #MGR-05-010 can be found on the Internet at [www.rma.usda.gov](http://www.rma.usda.gov) The Certified Crop Adviser Program (CCA) and Certified Professional Agronomist (CPAg) are programs of the American Society of Agronomy located in Madison, Wisconsin. Information on how to become certified and locating a professional in your area is available at [www.agronomy.org](http://www.agronomy.org) or [www.certifiedcropadviser.org](http://www.certifiedcropadviser.org) *The Certified Crop Adviser Program (CCA) is a certification program of the American Society of Agronomy. Over 13,800 crop advisers in the United States and Canada are certified as CCAs.*

## 2005 Agricultural Retailers Association Conference & Exposition

The 2005 Agricultural Retailers Association Conference and Exposition will be held in Fort Worth at the Renaissance Worthington Hotel, November 28 -30. For information on the Conference and Exposition visit their web page at [www.aradc.org](http://www.aradc.org).

**November 2005**

*"The plans differ,  
the planners are all alike."*

- Claude Frederic Bastiat, economist, writer, legislator

**28 Mon** ARA Conference & Expo  
Renaissance Worthington Hotel  
Ft. Worth, Texas

**29 Tue**

**30 Wed**

This year's conference, *Changing the Rules – The Way to a Competitive Edge*, is better than ever! Featuring expert panelists, a dynamic auction and other exciting events, this is a not-to-be-missed opportunity. You'll also get to network and learn business strategies from top agricultural retailers.

**Plan to be there!**  
First 50 registrants receive an official ARA leather planner – FREE!

**DON'T FORGET!**  
Mark your calendar for the 2005 Agricultural Retailers Association Conference & Exposition!

NOVEMBER 2005						
S	M	T	W	T	F	S
			1	2	3	
6	7	8	9	10		
13	14	15	16	17		
20	21	22	23	24		
27	28	29	30	31		

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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, 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

Have you made plans to attend the Summer Meeting? Have you booked your

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](mailto:ddippel@cvtv.net)

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

# 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