



# 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 has come and gone, but from the attendee comments, it was a very successful and enjoyable conference. The laid back atmosphere of the historical Fort Worth Stockyards would be hard to match in any other large city. In what other city can you wake up to roosters crowing, cowboys riding horses down East Exchange Avenue, and even a longhorn steer being ridden by a cowboy? The most hazardous experience was the early morning joggers being chased by the rooster waiting for them behind the hotel.

Monday we were honored to have Senator Todd Staples attend our Friends of Agriculture Committee of Texas Luncheon. Senator Staples is a candidate for Texas Agriculture Commission race in November 2006. This was a great opportunity to meet the person whom TAIA supports as our next Agriculture Commissioner.

Monday and Tuesday mornings were highlighted by a great group of speakers addressing a wide variety of topics. Monday Robert Mace, Texas Water Development Board, spoke on Groundwater in Texas; Darryl Andrews, Tarrant Regional Water District, spoke on Tarrant County Water Projects; Jack LeClair, DuPont Ag Products, spoke on Brush Control Using IPM; Scott Johnson, Intrepid Potash, spoke on Balanced Fertility; Dr. Larry Unruh, American Plant Food, presented Soil Fertility and Plant Nutrition/Comments on Computer Recommendation, and Dr. Greg Steele, Monsanto Company, discussed Techniques and Trends in Crop Biotechnology. Tuesday Dr. David Anderson, Texas A&M University, spoke on Beef Cattle Futures; and Dr. Stan Kostka, Aquatrols, spoke about Texas Water Futures. All of these topics are of major concern for the agriculture industry, and we thank all the speakers for sharing their knowledge and insights.

At the Annual Business Meeting and Lunch TAIA was 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, gave a very inspirational speech on his personal life, and how we need to push forward even when there appears to be no future. TAIA would like to thank D. D. for being our lunch speaker and sharing his thoughts.

During the Business Meeting several awards were presented to TAIA Members. Member of the Year went to Jerry Christian with CF Industries. Company of the Year was presented to Agrilience LLC and accepted by Keith Stephens. The 2006 Environmentally Conscious Dealer Award went to Poole Chemical Company, Inc., and was accepted by Scott Piercy. Zandy Goode of ConAgra Fertilizer Company was presented the 2005 Chairman's Plaque. Scott Rieckhoff with Syngenta, Howard West with Texas Liquid Fertilizer and Howard Wittig with PotashCorp were presented certificates of appreciation for serving six years on the TAIA Board. The 2006 Educator Achievement Award was presented to Dr. Neal Pratt. Hubert Backus was honored by receiving the 2006 Honorary Lifetime Member Award. Hubert is retired from Agrilience LLC and served six years on the TAIA Board. The Willis Gass Award recognizing the outstanding County Extension Agent in soil fertility education was presented to Harvey Buehring along with a five hundred dollar check showing TAIA's appreciation for his dedication to the education program in soil fertility.

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Official Publication  
of the

### Texas Ag Industries Association

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#### OFFICERS

Billy Wood ----- Chairman  
Miichael "Hap" Hazzard ----- Vice Chairman  
Keith Stephens ----- Sec./Treas.  
Zandy Goode ----- Imm. Past Chair.  
Scott Johnson ----- Exec.Comm.  
Tony Moskal ----- Exec.Comm.  
Howard West ----- Exec.Comm.

#### STAFF

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

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## 2006 TAIA Annual Conference and Business Meeting

Six board members were also elected during at the 2006 Business Meeting. Board members who had served their first term and were eligible to serve a second term are Scott Johnson, Intrepid Potash; Keith Stephens, Agrilience LLC and Billy Wood Chem Nut, Inc. All three of these board members were reelected. The three board members who served their second term and were not eligible for a another term were Scott Rieckhoff, Syngenta; Howard Wittig, PotashCorp and Howard West, Texas Liquid Fertilizer. The three new elected board members are Mark Hebert, Texas Liquid Fertilizer; James Hopkins, Agrium U.S. Inc. and Benny Martinez, Dow AgroSciences.

During the TAIA Board Meeting, 2005 Chairman Zandy Goode passed the gavel to the newly elected 2006 Chairman Billy Wood. Also elected at the board meeting were vice-chairman Michael "Hap" Hazzard; Secretary/Treasure Keith Stephens and executive board members Scott Johnson, Tony Moskal, and Howard West.

April 19, 2006 was the date decided by the board for the Spring Board Meeting. The Spring Board Meeting will be held again at the AmeriSuites in Fort Worth starting at 1:00 PM. Two of the major topics will be the site selection for the 2006 Summer Meeting and 2007 Conference and Business Meeting.

TAIA would like to thank the sponsors of the 2006 Annual Conference who helped make it a great success.

## 2005 TAIA Membership Directory and Buyer's Guide

The new 2005 TAIA Membership Directory and Buyer's Guide has been sent out to all the 2006 members; if you have not received your new directory, please give the TAIA Office a call at 979/247-4300. Each year we strive to make the directory as perfect and up to date as possible, but each time we find things that were missed or mistakes in the editorial changes. I would like to thank those who have already sent in changes that need to be made and ask that everyone would take the time to help correct errors in the directory. Listed are a few changes we ask that you make in your new directory:

The e-mail of Jim Musser with Albaugh, Inc. is jimmuss@aol.com

The address of Kenny Kalb with Blick's Phosphate Conversions LLC address should be 401 Campus, Garden City, KS 67846 and his

A & L Plains Ag Labs  
Adams Fertilizer Equipment  
Mfg.  
Ag 1 Source, LLC  
AGCO Corp / Ag Chem  
Equipment Co.  
Agrilience LLC  
Ag Workers Mutual Auto  
Insurance Company  
Agrium U.S. Inc.  
Albaugh, Inc.  
AMVAC  
BASF Corp.  
Bayer Crop Science  
CF Industries  
Dupont Ag Products

Equalizer Inc.  
Estes Inc.  
Helena Chemical Co.  
Intrepid Potash-New Mexico,  
LLC  
Koch Nitrogen  
Micro Flo Company  
Monsanto Ag Products Co.  
Mosaic Crop Nutrition  
PotashCorp.  
Syngenta  
Terra Industries Inc.  
Tessengerlo Kerley, Inc.  
United Agri Products  
Valent U.S.A. Corp  
Wilbur-Ellis Co.

e-mail address is  
kennykalb@cox.net

Kenny Zimmerhanel with Gowan Company should be shown as a member company.

Kenneth Mull with Martin Resources Inc. should be highlighted. His address is HCR 2 Box 17 Hwy 194 1920, Plainview, TX 79072 and the phone number is 806/293-2501

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# TAIA Would Like to Welcome New Members

## Individuals

### **Agrilience LLC**

Kevin Bailey - Larry Beseda - Eugene Baccus - John Thacker - Noble Laminack

### **DuPont Crop Protection**

Will Elkins - David Stichler

### **Monsanto Company**

Rhett Brewster - Denver Cole - Ben Matthews - Kenny Melton - Allison Moskal

### **Syngenta**

Kevin Cavanaugh

### **Wilbur-Ellis Company**

Garry Burson - Wade Loafman

## Dealer

### **Whiteface Aviation**

Terry Shelton

## ALLIED INDUSTRY

### **Texas Plant & Soil Lab**

Noel Garcia - Harold Eugene Statterlee

## Manufacturer

### **Mezfer Crown Inc.**

Ute Homberg

### **NuFarm Americas Inc.**

Dick Barrett

### **Tiger-Sul Products, LLC**

Keith Duncan - Johnny Lambeth - John Myers

## New Member Information

# INTRODUCING MEZFER CROWN INC.

Mexico is a country defined by its diversity in people, climate, culture and industry. In the central part of the country, on the high plateau lying between the Sierra Madre Occidental and Sierra Madre Oriental, two large mountain chains, the state of Guanajuato is well known for its agricultural production and its metal mines.

MEZFER made an opportunity come to life in 1986 using clays mined in mineral rich mountain ranges in extensive grain and vegetable crops demanding effective micronutrient sources. Three manufacturing plants based in Celaya, in the state of Guanajuato in Mexico evolved from this vision. Today MEZFER counts on the backup of 20 years experience creating agrochemical and fertilizer solutions for the Mexican agriculture and various transnational companies. Relying on the strength of an enthusiastic, dynamic and responsible team of over 100 people dedicated to research and development, production, logistics and agronomic support. In 2004 MEZFER CROWN INC started operations in the U.S.

MEZFER CROWN INC. distributes high quality specialty fertilizers and services to supply the horticultural, agricultural, landscaping, turfgrass and blender market. MEZFER's organization and manufacturing infrastructure is trained, designed and available to adapt readily to individual and exclusive preferences always focusing on meeting the most demanding standards. One of these demands came through an important bilateral business relationship with Agrilience, for which we wished to assess the quality and action of our star product - Micro Mix, a clay based micronutrient source - in the U.S. So we approached Colorado State University to conduct trials for Micro Mix Zn 15%. The trials confirmed our confidence in this product: Significant yield and quality increases were reported in corn and onion planted in soils that were not reported as micronutrient deficient. (Details on these trials and further information on Micro Mix are available writing to [uhomberg@mezfer.com](mailto:uhomberg@mezfer.com).)

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MEZFER also has a strong environmental commitment : We design agricultural solutions that minimize the impact on air, water and soil. Our products are registered in the Washington State Department of Agriculture and comply with heavy metal standards. Micro Mix is declared suitable to use in organic agriculture according to IFOAM international standards (European certification).

We are looking forward to work hard in keeping up with the challenges of agriculture for the future and wish to be part of efficient and increased production without sacrificing natural resources in the process.

Being part of the Texas Ag Industry Association is an opportunity to join efforts with visionary people. We have already met many and are delighted with the possibility to get to know and work with all.

After a successful year, this April we are saying farewell to Neriza Gaxiola after an outstanding service as U.S. manager for MEZFER CROWN INC. Neriza joined the company with the objective of developing the U.S. subsidiary, and in two years managed to create an extensive network of clients and friends, putting MEZFER on the map in three states. We wish her the best of luck in her new projects.

MEZFER will be represented from now on by International Sales Manager Ute Homberg, an engineer with 20 years experience in agronomy, exports and business administration. She will be restructuring our commercial channels for Northern U.S. for the first part of the year and for the Western U.S. by the end of the year.

## **Texas Plant & Soil Lab**

Texas Plant & Soil Lab, Inc. has rejoined TAIA with several new members. Esper K. Chandler CPAg/SSc owner since 1980 is an International Recognized Leader in Plant Nutrition and Soil Fertility. He was active in TAIA forerunner organizations when he was S W Regional Director for the National Plant Food Institute (predecessor of TFI) supporting Industry and University groups with R & D programs such as the Texas Plant Food Educational Society. He was then active with The Best Fertilizer Co., Occidental, American Plant Food Corp., Corporate Farm Manager and then an Independent Crop Consultant specializing in soil fertility and plant nutrition (petiole testing). Noel Garcia, VP of Operations with 18 years experience in agriculture, worked with U.S.D.A./ A.R.S. Remote Sensing department in Weslaco, worked as an international farm manager of an Aloe Vera farm and is currently working for Texas Plant & Soil Lab.

TPSL does not sell or endorse products, but offers the services of Soil, Water & Plant Analysis. Its specialty "Ask The Plant" with an analysis to determine which nutrients, how much and when needed has been calibrated to a unique soil test method that mimics the natural plant roots CO<sub>2</sub> system. This is an original University Method modernized with the aid of several Leading Soil Scientists. TPSL's Natural Soil Test is calibrated to actual nutrient uptake to properly rate the actual nutrient availability, especially P-K-Ca-Mg-Na for the most profitable use of plant food.

With their ICP they are examining the role of so-called exotic minerals and heavy metals in plant nutrition and soil fertility.

To answer widespread requests they are expanding their services through Industry, Private & Public Consultants with an in-depth Certification Program for Crop Advisors to fully understand the role of nutrients and adjuvants in crop physiology to realize the genetic potential of crops for MEY using all BMP.

Noel Garcia  
VP of Operations  
Texas Plant & Soil Lab, Inc.

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## Chairman's Comments

I would like to start by commenting on what an honor it is to be chairman of TAIA this year. This is a great association with the best people in the industry as members. All of us in the association need to continue to work hard at making TAIA stronger in the future.

We have been fortunate to have come off a good crop year in 2005, and hope 2006 brings us another good year. The rain has not been as plentiful in most areas as we would like to see, but at least most areas have received much needed moisture.

TAIA is as always working for it's members gathering information which will help in our every day business. Donnie is working on several items at this time, which could be very beneficial for our members. As these projects develop we will bring the information to you. Spring is here, and that regional planning committee meetings are being set. I would like to encourage everyone to get involved in these meetings and have an input on what is needed in your area.

The Summer Meeting is going to be here before we know it. It is a great time for family and friends, also very important for planning upcoming meetings. We hope to see everyone in the near future and may each of you be blessed in your endeavors

Thank you,  
First Mate, Billy Wood

## President's Comments

I would like to thank everyone who took part in the 2006 TAIA Conference this year in Fort Worth. I know the Conference Planning Committee and TAIA Board worked hard to plan the conference. Everyone feels good when the attendance and participation are as great as we had this year. We had a fantastic group of speakers for the educational classes, and I would like to thank D.D. Lewis for being our business meeting speaker.

TAIA will have three board members who will be leaving the board after serving their second term. I will miss the leadership that Scott Rieckhoff, Howard West and Howard Wittig not only gave the board, but also the help they gave me in my transition year becoming president of TAIA. These three will be greatly missed on the board, but I also look forward to working with the three new board members Mark Hebert, James Hopkins and Benny Martinez. The next board meeting will be April 19 at the AmeriSuites located in the Stockyards in Fort Worth.

I know the fertilizer season is in full blast for many of our members, and things get a little stressful during this time. I would like to remind drivers of fertilizer equipment about the speed limit on fertilizer equipment that has no license tag or a fertilizer truck license. This equipment is not allowed to exceed thirty miles-per-hour on public roads. If you are caught exceeding thirty miles-per-hour, you could lose the equipment of husbandry exemption causing you some major problems. Do remind your drivers of this speed limit to prevent major problems.

Governor Rick Perry has called for a special session of the legislature to work on school finance starting on April 17. Two of the proposals that have been suggested are a business tax or reforming the franchise tax and lowering the property tax. A business tax or reforming the franchise tax would place an increased burden on many of our members. As you read about proposed legislation, please let me know how it will affect your business.

Many of the 2006 memberships have been paid and those members should have received or will receive in the next few days the new *2005 TAIA Directory and Buyer's Guide*. If you have not sent in your 2006 membership and have questions or did not receive a renewal form please let me know. Again we are striving to have a membership increase for 2006, but first we must meet our 2005 numbers. Texas is the number two agriculture producing state in the nation, but our membership numbers or not anywhere near the number two agriculture industry association in the nation. With your hard work and dedication these numbers can be a reality.

Please let me know how the special session legislative changes will affect your business. Also let me know if there are other concerns I can help you with.

Thank you,  
Donnie Dippel

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## NEWS FROM THE INDUSTRY

### **Wilbur-Ellis Company Adds New Site and Staff Changes**

Wilbur Ellis Company purchased the Agro Farm Supply in Batesville, formerly owned by Fritz Coleman, which is now being managed by Tim Riggan. Gary Burson is now the new branch manager in Lockney. Dan Jones, branch manager at Sacaton Arizonia, is being promoted to area manager of the Gulf Coast and central Texas area. Duane Hagert has accepted the position of manager for purchasing and supplier relations and business development for Texas, Arizonia, and New Mexico.

### **Helena Chemical Company Announces New Facility and Staff Promotions**

Helena Chemical Company announces the Grand Opening of their newest State-of-the-Art retail facility at Haskell, TX on February 9, 2006. Haskell is a full service retail facility offering Ag Chemicals, Seed, Dry & Liquid Fertilizer Blends, Seed Treatment and Custom Application. Our location is just outside Haskell on US 385 and has 7 employees. Curtis Lytle serves as Branch Manager, Darin Drury is the Salesman, Nick Johnston is Depot Manager, and Lisa Miller is Secretary, with Steve Hawkins, Tommy Casey and Juan Herrera supporting the delivery and application services. The Haskell location is extremely excited to be able to serve the growers in the surrounding area and provide quality products and services to promote grower profitability.

Helena Chemical Company announces the promotion of Will Wagner to Salesman at our Lubbock, TX location where he will serve the growers South of Lubbock and throughout Lubbock County.

Helena Chemical Company also announces the addition of Kevin Giraud as Salesman out of our Tornillo, TX depot where he will serve all of the growers throughout El Paso & Hudspeth counties.

#### **Thank you from J. Neal Pratt**

It was a humbling experience to be honored with the 2006 TAIA Education Achievement Award at the Annual Conference in Fort Worth. This was a complete surprise!

I have enjoyed all the relationships with the officers, various individuals, committees, groups and companies through the years, and plan to continue these activities as long as God gives me breath.

Thank you for this honor. Please convey my appreciation to the officers, committees and membership.

Keep up the good work.

Sincerely,

J. Neal Pratt.

#### **Sad Notice**

I received notice last week that Fred Kuntz, a past member of TAIA passed away. Before retiring Fred and his wife Helen owned and operated Flag Fertilizer. Fred is survived by his wife Helen and son Ricky Kuntz.

#### **2006 Gary Fitzgerald Scholarship Raffle Winners**

Congratulations to Joe Hughes with Garst Seed Company and Weldon Alexander with SureGrow Ag Products, Inc. for having their names drawn at the 2006 Conference as winners of the scholarship raffle.

TAIA would like to thank all those who purchased raffle tickets, purchased silent auction items and the sponsors listed below for again making the scholarship program successful.

Bayer CropScience  
Dupont Ag Products  
Helena Chemical Company  
Mosaic Company  
PotashCorp  
Syngenta  
Texas Liquid Fertilizer  
United Agri Products  
Wilbur-Ellis Company  
Marburger's Sporting Goods in Seabrook

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# TAIA Leadership

## 2006 Officers

### Chairman

Billy Wood, Chem Nut Inc., Brownfield

### Vice Chairman

Hap Hazzard, Bayer CropScience, Crawford

### Secretary/Treasurer

Keith Stephens, Agrilience LLC., Ropesville

### Immediate Past Chairman

Zandy Goode, ConAgra Fertilizer Co. Lorena

### Executive Committee Member (Manufacturer)

Scott Johnson, Intrepid Potash, Arlington

### Executive Committee Member (Crop Protection)

Tony Moskal, BASF Corp., Trophy Club

### Executive Committee Member (Plant Food)

Howard West, Texas Liquid Fertilizer, Hempstead



## 2006 Board of Directors

### Dealer / Distributors

Jerry Bellar, Ag Supply, Ltd., Earth  
Leon Blackwelder, American Plant Food Corp., Liberty  
Zandy Goode, ConAgra Fertilizer Co., Lorena  
Duane Hagert, Wilbur-Ellis Co., Corpus Christi  
Mark Hebert, Texas Liquid Fertilizer, Hempstead  
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  
James Hopkins, Agrium U.S. Inc., Canyon  
Scott Johnson, Intrepid Potash, Arlington  
Tom Koranek, DuPont Ag Products, Grapevine  
Benny Martinez, Dow AgroSciences, Kingsville  
Tony Moskal, BASF Corp., Trophy Club  
James Nichols, Jim Hicks Co., Tyler  
Tom Owen, Delta and Pine Land Co., Lockhart

### Allied Industries

Doug Heck, Ag-Chem Equipment Co., Inc., Wolfforth  
Drew Wenner, Texas Agriculture, Waco

## 2006 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: Weldon McFarland, RSA Micro Tech, Corpus Christi

### Conference Committee

Ch: Vic Aubey, Mosaic Co. - Fertilizer Div, Channelview  
Co: Jerry Christian, CF Industries, Crockett

### Education Committee

Ch: Steve Frazier, United Agri Products, 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: Zandy Goode, ConAgra Fertilizer Co. Lorena  
Co: Doug Heck, Ag-Chem Equip. Co., Inc., Wolfforth

### Technology Committee

Ch: Tom Koranek, DuPont Ag Products, Grapevine  
Co: Scott Piercy, Poole Chemical Co., Lubbock

### Dumas Region Meeting Committee

Ch: James Hopkins, Agrium U.S. Inc., Canyon  
Co: Kenneth Mull, Martin Resources Inc., Plainview

### 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: Clarence Wessels, DuPont Ag Products, Cuero  
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

Have you sent in your 2006 dues?

Have you received the new *2005 TAIA Directory and Buyers Guide*?

Have you asked a non-member company or individual to join TAIA?

# Calendar of Events

April 19, 2006

TAIA Board Meeting  
AmeriSuites  
In The Stockyards  
Fort Worth

April 25, 2006

Rio Grande Valley Regional  
Planning Committee Meeting  
Wilbur-Ellis Company Location  
Edinburg

May 4, 2006

Salado Regional Planning  
Committee Meeting  
Stagecoach Inn  
Salado

May 9, 2006

El Campo Regional Planning  
Committee Meeting  
Mikeska's  
El Campo

June 7, 2006

Precision Ag Expo  
*sponsored by*

***Texas Plant Protection Association***  
**Texas A & M University Agricultural  
Research  
& Extension Center  
Corpus Christi, Texas**

**For more information contact**

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website: <http://tppa.tamu.edu>

August 4, 2006

CCA Exam  
Austin

September 12, 2006

Lubbock Regional Meeting  
Reece Technology Center

November 2, 2006

Dumas Regional Meeting  
Boar's Nest Country Club  
Dumas