



# Texas Ag Line

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

## TAIA 2010 Regional Meetings

By the time you receive this newsletter only one of the five 2010 Regional Meetings will remain, Dumas on November 9. All the earlier meetings were well attended with surveys indicating that the planning committees did an excellent job of selecting speakers. This year's support by the sponsors was largest number we have ever had. Please visit page 4 to view the 49 sponsors that helped make the 2010 Regional Meetings a great success.

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## Office of the State Chemist Adds TAIA as an Ad Hoc Advisory Committee Member

Dr. Craig Nessler, Director, of Texas AgriLife Research has notified TAIA that the Office of the State Chemist has added TAIA, represented by Donnie Dippel, Texas Grain & Feed Association represented by Ben Boerner, and Joe Cox Assistant Vice Chancellor of External Affairs with Texas AgriLife, as ad hoc members to the Advisory Committee. The three ad hoc members added represent manufacturers, distributors and consumers with the expertise and interest in the matters under investigation. It is a great honor to have TAIA represented on the Advisory Committee to help support our association.

## Save the Date January 18 - 20 TAIA Annual Conference

Make sure you have January 18 - 20, 2011 on your calendar. The TAIA Annual Conference will be held at the Crowne Plaza Hotel in Addison. Last year's conference produced many positive comments about the number of contacts attendees were able to make at this meeting. If you have never attended the annual conference, you should consider the possibilities that could be solidified for your business or career.

The number of company meeting rooms for individual meetings will be increased to help meet the demands we had last year. Companies that had a meeting room last year will have the first option to secure their room again, but we do have some additional rooms. Give the TAIA office a call if you would like to be put on the list for a meeting room.

The TAIA Board decided at the Summer Meeting to change the Business Meeting from a luncheon to a breakfast. Many attendees like to leave the conference prior to lunch cutting down attendance at the business meeting. The board hopes this change, along with the change made last year to award one five hundred dollar raffle prize to a person at the business meeting, will increase attendance.

The TAIA Annual Conference is the place to meet with many different companies for networking, planning, and securing needs for 2011.

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of the  
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### OFFICERS

Mark Hebert ----- Chairman  
Benny Martinez ----- Vice Chairman  
John Oppelt ----- Sec./Treas.  
Scott Johnson ----- Imm. Past Chair.  
Scott Piercy ----- Exec.Comm.  
Todd Smith ----- Exec.Comm.  
Brad Locke ----- Exec.Comm.

### STAFF

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

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## Chairman's Comments

Regional meetings are now in full swing. They began in Lubbock which was a huge success and will end in Dumas the 9th of November. Remember, year in and year out, the regional meetings are the number one benefit for TAIA members as stated by the members themselves. Please thank the regional planning committee members for a "job well done" when you see them.

At our summer meeting in New Braunfels, we had many new members get involved which always infuses new ideas and direction for our organization. If you are a member and want to get active, you are always welcome. A good starting point for everyone is to attend a summer meeting or become a member of a regional planning committee. We will put you to work.

As many of you know, TAIA sponsored two Anhydrous Ammonia regulation workshops in the Panhandle and Central Texas during the summer. It is interesting how the wheels of motion start when there are issues that involve Texas Agriculture and our growers and retailers. This is how this particular concern played out: A TAIA member called Donnie and I and told us that the United States Department of Transportation has stepped up inspections of retailers handling anhydrous ammonia in nearby states. Your organization sprung to action by scheduling meetings in what we felt were the high use anhydrous areas. The rest is history as we had two very well attended meetings that offered our members and growers valuable information. This is one aspect of our organization that, honestly, I was not too familiar with until I got more involved. Regulations will get tighter if we don't stay proactive and involved. As stated above, it starts with a phone call.

Our annual meeting in Addison is fast approaching. If you attended last year, you know that it was a great time for all. The concept will remain the same with multiple meeting rooms hosted by many of our company members. Stay tuned for more details.

In closing, let me say that I am really looking forward to the upcoming planting season. The commodity prices have soared, cattle prices have remained high, and I am working for a new company. I am excited about the challenges we will face. I look forward to seeing you at the remaining regional meeting and the upcoming annual conference.

Mark Hebert, Chairman

## President's Comments

Every year I cannot wait for those cool fall mornings, and this year has to be one of the best falls I can remember. As the year winds down so do the Regional Meetings, and we look forward to Annual Conference. The first four Regional Meetings have been very well supported in attendance and sponsorships by the industry. The last several years the support shown TAIA has made me feel very proud to be a part of this association. In a time when we are seeing company mergers TAIA continues to hold a steady membership and continues to increase the sponsorships for our events. Much credit for TAIA's stability and growth needs to be given to the board members past and present for taking their position on the board very seriously and being very responsible when making decisions on the course your association needs to take. The board constantly continues to search for ways to do more for our members and provide services to help the agriculture industry.

I am looking forward to the 2011 Annual Conference after the many positive comments we received from those attending the 2010 conference. I hope more companies realize the value of the networking and the business potential available at the annual conference. I am not really looking forward to Eighty-Second Texas Legislative Session that will begin in January. This will be a tough session with an eighteen billion dollar budget deficit to overcome, a carry-over of Sunset Reviews from last session, water issues and redistricting in addition all the other issues that will arise. We will also see the final proposed regulations for the National and Texas Pollutant Discharge Elimination System Permits. TAIA has made comments on the both sets of draft regulations, and we are waiting to receive the final proposed regulations.

Have a great fall!

Donnie Dippel

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## TAIA Would Like to Welcome New Members

### Allied

KBH Corporation / Rick Derr

Sprayjob.com / Steve Smith

### Individual Members

Jesus Roberto Gonzalez / Windfield Solutions

Jerry George / Red River Specialties, Inc.

Mike Hayes

Steve Kittrell

Jerrid Small / Olton Grain Coop, Inc.

### Dealers

Ag Products Inc. / Ronny Alexander

Evans Fertilizer / Joe Lemley

Martinez Ag Spraying / Robert & Felipe Martinez

RiceTec, Inc. / Richard Pittman

### Distributor

ICEC / Matt Harrelson

## Sprayjob.com Joins TAIA

Beginning almost 18 years ago, the State of Texas has required pesticide applicators to maintain records of restricted-use pesticides. This requirement has resulted in many customized record-keeping forms and practices. Inspections by the Texas Department of Agriculture have sometimes resulted in the nightmares of inadequate, incomplete or just plain missing application recordsheets. TDA records show that approximately 90% of all violations revolve around record-keeping issues. Sprayjob.com is a newly created alternative to the traditional paperwork method of application record-keeping. By utilizing today's technology and communications, we have created a web-based, real time record-keeping application resulting in complete, easy-to-access recordsheets.

Sprayjob.com facilitates the documentation process of each application. Repetitive data such as licensee and equipment is automatically entered. Available information such as date, time and even local weather information is pre-populated in the recordsheet – resulting in thoroughly completed, TDA compliant recordsheets *every time!*

Sprayjob.com reduces the potential for calculation errors by performing many of the necessary calculations automatically. Total chemical requirements, batch quantities, and even daily totals are at your fingertips. Through each step of the process, from taking the order through completing the application, redundant data entry is eliminated – resulting in accurate and complete records.

Upon job completion, Sprayjob.com produces professional spraysheets for your clients as well as for your own records. In addition, they are available online for ease of retrieval, review and reporting.

Sprayjob.com may be used on any computer with internet access as well as most portable internet devices such as iPhone, Blackberry, Droid and many other Smartphone type devices making Sprayjob.com your new, "take-it-with-you" file cabinet full of spraysheets!

For further information on Sprayjob.com, please visit our website or contact Steve Smith at 602-980-0602.

## NEWS FROM THE INDUSTRY

### Zachry Adams Joins Intrepid Potash

Intrepid Potash is pleased to announce the addition of Zachry Adams to its sales and marketing staff. Zachry has joined Intrepid Potash as an Account Manager-Market Development. His focus will be on promoting Intrepid TRIO and assisting with Sales to select key accounts in the Southwest. Zachry is originally from Alabama where he attended Auburn University and obtained his BS in Forestry. Afterwards he worked for Auburn University as a Graduate Research Assistant in the Department of Agronomy and Soils. During this period he obtained his MS from Auburn University in Agronomy and Soils. Prior to joining Intrepid Potash, Zachry worked as a Soil Conservationist with the USDA-NRCS in Alabama. Zachry is a Certified Crop Advisor and will be located in Intrepids Denver office. He can be reached at 303-996-4997 or by e-mail at zachry.adams@intrepidpotash.com.

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# 2010 Regional Meeting Sponsors

<b>A&amp;L Plains Labs, Inc.</b>	<b>Jackson Walker LLP</b>
<b>Adams Fertilizer</b>	<b>KBH Corporation</b>
<b>Agrium</b>	<b>Koch Nitrogen</b>
<b>Agrotain International LLC</b>	<b>Martin Resources</b>
<b>American Plant Food, Corp.</b>	<b>Mosaic Company</b>
<b>Americot, Inc.</b>	<b>Monsanto</b>
<b>AMVAC Chemical Co.</b>	<b>Murray Equipment</b>
<b>ASMARK</b>	<b>Nichino America</b>
<b>BASF</b>	<b>Omni Agri Trade Group, LLC</b>
<b>Bayer CropScience</b>	<b>ORO Agri</b>
<b>Boyd's Equipment</b>	<b>Poole Chemical</b>
<b>CF Industries</b>	<b>Red Ewald Inc.</b>
<b>Chemical Solutions</b>	<b>Servi-Tech Laboratories</b>
<b>Chemtura</b>	<b>Specialty Fertilizer Products</b>
<b>Crop Production Services</b>	<b>South Plains Valley</b>
<b>Dow AgroSciences</b>	<b>Irrigation</b>
<b>DuPont Ag Products</b>	<b>Sprayjob.com</b>
<b>El Dorado Chemical Co.</b>	<b>Syngenta</b>
<b>Equipment Supply</b>	<b>United Suppliers Inc.</b>
<b>Gowan Company</b>	<b>UPI</b>
<b>Heartland Tank</b>	<b>Valent USA Corp.</b>
<b>Helena Chemical Co.</b>	<b>Warren Cat</b>
<b>Holt Agribusiness</b>	<b>Wilbur-Ellis Co.</b>
<b>Intrepid Potash</b>	<b>Winfield Solutions</b>
<b>ICEC</b>	<b>Wylie Manufacturing Co.</b>

**WOW!      49 Sponsors      Thank You!**

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# TAIA Leadership

## 2010 Officers

### Chairman

Mark Hebert, J.R. Simplot Co., Hempstead

### Vice Chairman

Benny Martinez, Dow AgroSciences, Kingsville

### Secretary/Treasurer

John Oppelt, UPI/Advanta US, Castroville

### Immediate Past Chairman

Scott Johnson, Intrepid Potash, Denver, CO

### Executive Committee Member (Manufacturer)

Scott Piercy, Poole Chemical Co. Lubbock

### Executive Committee Member (Crop Protection)

Brad Locke, Crop Production Services, College Station

### Executive Committee Member (Plant Food)

Todd Smith, Wilbur-Ellis Co., Round Top



## 2010 Board of Directors

### Dealer / Distributors

Tommy Brandenberger, Migl F & G, Hallettsville  
Darin Hofferichter, Wilbur-Ellis Co., China Springs  
Don Barry, Winfield Solutions LLC, 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  
Todd Smith, Wilbur-Ellis. Round Top  
Cord Willms, Terral Seeds., Corpus

### Manufacturers

Bob Fisherkeller, BASF Corp., Hurst  
James Hopkins, Agrium U.S. Inc., Canyon  
Mark Hebert, J.R. Simplot Co., Hempstead  
Benny Martinez, Dow AgroSciences, Bishop  
Ken Mull, Martin Resources, Lubbock  
James Nichols, Inter-Chem., Tyler  
John Oppelt, UPI/Advanta US, Castroville  
Scott Piercy, Poole Chemical Co. Lubbock  
Sean Wells, American Plant Food, Arlington

### Allied Industries

Scot Coleman, A&L Plains Ag Lab, Lubbock  
Doug Heck, Warren Cat, Lubbock

## 2010 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: Randy Stephens, SureGrow Ag Prod., Comanche  
Co: Todd Smith, Wilbur-Ellis Co., Round Top

### Membership/Marketing Committee

Ch: Scott Johnson, Intrepid Potash, Denver, CO  
Co: Mark Hebert, J.R. Simplot Co., Hempstead

### Nominating Committee

Ch: Scott Johnson, Intrepid Potash, Denver, CO  
Co: Jerry Bellar, Wilbur-Ellis Co., Ltd., Earth

## 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, El Campo  
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: Juan Zamora, Wilbur-Ellis Co, Edinburg

### Salado Regional Meeting Committee

Ch: John Oppelt, United Phosphorus Inc., Castroville  
Co: Mark Hebert, J.R. Simplot Co., Hempstead

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La Grange, TX 78945

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## TAIA MEMBERS

Have you started making  
plans for the 2011 Annual  
Conference?

Have you sent in your  
information for 2010 - 2011  
Directory Ad?

# Calendar of Events

November 9, 2010  
Dumas Regional Meeting

December 6 & 7, 2010  
Texas Plant Protection  
Conference  
Bryan

January 18 - 20, 2011  
TAIA Annual Conference  
Addison

February 1 & 2, 2011  
CCA Exam Training  
Lubbock

February 4, 2011  
CCA Exam  
Lubbock