



**"Professionals
For Texas Agriculture"**

Texas Ag Line

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

New Sales Tax Exemption Registration for Agriculture and Timber Operators

(AUSTIN) — Beginning Jan. 1, 2012, farm, ranch and timber operators who produce agricultural and timber products for sale will need a special registration number to claim a sales tax exemption on taxable products used in those businesses. Texas Comptroller Susan Combs announced, "They can get a registration number through either a mail-in application or an online application beginning Oct. 3."

Registration is required by House Bill 268 passed in the recent legislative session and supported by retailers and agriculture groups.

"Beginning Jan. 1, anyone who wants to claim the agriculture or timber sales tax exemptions for qualifying products will need a registration number to show retailers, instead of simply signing an exemption certificate at the time of purchase," Combs said. "The new registration process takes the burden off retailers to verify whether a purchaser is eligible for exemption. And it narrows the pool of purchasers claiming the sales tax exemption to those actually involved in production of agriculture and timber products for sale."

The new legislation requires a registration number to claim tax exemptions when buying items such as machinery and equipment; fertilizers; insecticides; irrigation equipment; and off-road motor vehicles used for farming and timber production. Those entitled to make tax-free purchases of taxable qualifying products include groups such as:

- farmers and ranchers who raise agricultural products to sell to others;
- fish farmers and bee keepers who sell the products they raise;
- custom harvesters;
- crop dusters;
- commercial nurseries engaged in fostering growth of plants for sale; and

NPDES Permits Go Into Effect in Texas on November 2, 2011

The National Pollutant Discharge Elimination System (NPDES) Permits will go into effect on November 2, 2011 in Texas. According to Charles McGuire at the Texas Commission on Environmental Quality (TCEQ), EPA will have its regulations in place on October 31, 2011 and if that is the case TCEQ will have finalized their regulations on Wednesday, November 2.

Things are still moving in Washington D.C. to kill the need for the NPDES permits. As was reported in our last newsletter, the U.S. House passed a bill to kill the NPDES permits by a margin of 292 -134. The bill falls under the Reduced Regulatory Burdens Act which was a great help in getting it passed out of the house. The bill has now moved to the Senate where it passed the Senate Ag Committee on June 21. The bill has stalled due to not having bipartisan support. There is still a movement in the Senate to place the amendment on a bill that is likely to pass which will kill the NPDES permits.

Contents

New Sales Tax Exemption	1&4
NPDES Regulations	1
Chairman's Comments	2
President's Comments	2
New Members	3
News From the Industry	3&4
Gary Fitzgerald Scholarship Raffle	4
Scholarships Awarded	5
Regional Sponsors	6
TAIA Leadership	7
Calendar of Events	8

Chairman's Comments

Texas Ag Line

Official Publication
of the
Texas Ag Industries Association
145 West Travis
La Grange, TX 78945
979-968-5602
FAX 979-968-5624
E-mail: TAIA@txag.net
Web Page: txag.net

Vol. 88, Num.3-----Fall, 2011

OFFICERS

Benny Martinez ----- Chairman
John Oppelt ----- Vice Chairman
Scott Piercy ----- Sec./Treas.
Mark Hebert ----- Imm. Past Chair.
Ken Mull ----- Exec.Comm.
Jimmy Schulz ----- Exec.Comm.
Brad Locke ----- Exec.Comm.

STAFF

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

The *Texas Ag Line* is published by
CHB Consulting, Inc. for the Texas
Ag Industries Assn.

Five Great Meetings and One to Go!

We started the string of the 2011 meetings with a great Summer Meeting. In addition to having a great turnout, we had great participation and a lot of fun. If you didn't make it this time around, you should really consider attending next year.

As many of you know, the Summer Meeting has become one of the most important for TAIA. This is the meeting where our members come together to discuss how we can advance our association in the future. Although we accomplished many key items, two I am most proud of are the newly amended Mission Statement and the adoption of our Vision Statement. Our new Mission Statement says so much about who we are, what we stand for and why we remain united.

The new Mission Statement reads as follows:

TAIA advocates, influences, educates and provides services to support its members in their quest to foster a sustainable business environment while being productive stewards of agriculture.

Our Vision Statement is simple, yet ambitious. It reads as follows:

To be the Premier Agricultural Industry Association for Texas.

With a Mission and Vision statement like these, there should be no doubt for non-member to get a sense that TAIA is an organization standing united to advance the Texas Agricultural Industries through a variety of methods while being productive stewards of agriculture. Feel good knowing that TAIA is an organization that you can be proud of. Don't forget that we have one more Regional meeting set for Dumas on November 9th. Just like the other regional meetings, it's a great opportunity to

stay up to date with the latest technologies and get your much needed CEU's. If anyone has any questions or concerns, please don't hesitate to give Donnie or me a call. We will be glad to help out in any way.

Sincerely,

Benny Martinez

TAIA Chairman of the Board

President's Comments

The 2011 Regional Meetings have just flown by and there is only one more on November 9 in Dumas. The Regional Planning Committees have done a great job identifying interesting topics and finding superb presenters to deliver the topics. The number of sponsorships for the regional meetings broke all records with a total of 55 sponsors. I really enjoy the regional meetings in that you get to see so many of the members as you travel around the state. I hope you got a chance to attend at least one of the meetings or maybe you are planning to make the Dumas Meeting.

With the Regional Meetings drawing to a close we are working on getting the *2011 - 2012 Membership Directory and Buyer's Guide* information updated. If you have any changes, please let us know so we can make this valuable tool as up-to-date as possible. We have set a goal to have the directory published earlier this year to possibly distribute them at the Annual Conference. If you currently have an ad or would like to place a new ad in the directory, let us know as soon as possible so we can work with you to get it created.

In less than three months the 2012 Annual Meeting will be here. We have contacted Dr. Bryan Shaw Chairman of the Texas Commission on Environmental Quality to be our guest speaker at the Annual Meeting. We will again be at the Crowne Plaza in Addison on January 17-19.

Thank you,

Donnie Dippel

TAIA Would Like to Welcome New Members

Manufacturer

Stacy Smith / CXI, LLC
Cole Vestal / Lido Chem

Distributor

Scott Pendery / Magnablend

Dealers

Craig Forbis / The Forbis Company
Greg Watkins / The Yard Doctor

Allied Industry

Larry Curry / Ray Lee Equipment

Individual Members

Jim Ed Davis / Pioneer
Weldon Nanson / Bayer CropScience

Capital Farm Credit Joins TAIA

For 95 years, Capital Farm Credit (CFC) has provided financial services to agriculture and agribusiness enterprises in Texas, and today is the largest rural lender in the state. We are committed to the agricultural industry and doing our part to ensure its success in Texas now, and in the future. As a proud member of the Farm Credit System, CFC is a customer-owned cooperative with 70 credit offices throughout the state. This means financial profitability for our Association normally results in valued distributions to our qualified customers. Historically, profits have been returned to our customers through cash and allocated equities on an annual basis. In April 2011 alone, we distributed more than \$105 million in patronage, and CFC has returned more than \$400 million to our customers in recent years.

Even though we have been around for nearly a century, we continue to grow and evolve. Historically, CFC has been a preferred lender for rural real estate financing and farm production needs, and that will remain the core of our business. However, the financial landscape of agriculture has seen some remarkable changes over the past few years. Volatile commodity markets, inflated input costs, fluctuating energy expenses and demanding marketing challenges have made access to reliable financing uncertain and inconsistent for many agribusinesses. For some lenders, simply keeping up with the increasing capital needs of their customers in a changing environment remains challenging. At CFC, we believe it is our mission to provide financing to individuals and businesses throughout the entire agricultural food chain, and the size of our total loan portfolio of \$5 billion, reflects our commitment to this industry.

To that end, it is our aim and desire to actively pursue and develop relationships with agribusinesses when and wherever possible. Over the past two years, CFC's Agribusiness Department has carefully assembled a talented and diversified team. The Agribusiness team focuses on delivering valued financial services to its customers in a reliable, consistent and outstanding way that enhances the value of their business while simultaneously benefiting our customers. For successful companies seeking a financial partner with a deep knowledge and understanding of their businesses and industries, as well as the financial capacity to grow with them, *"We're the answer."*

Examples of the type of agribusiness enterprises we desire to partner with include, but are not limited to:

- Integrated farm and protein producers (involving crop, beef, poultry, dairy and pork)
- Farm supply (wholesalers and retailers)
- Grain elevators
- Farm equipment companies
- Food wholesale and retailers
- Food and fiber processors

If you have questions or would like additional information about what Capital Farm Credit can do for you, please contact us. We would love to further discuss your financing needs.

Scot Vidrine | Senior Relationship Manager, Austin | 512.483.9295

Paul Strouhal | Senior Relationship Manager, Hereford | 806.364.1464

CapitalFarmCredit.com

Continued on page 4

NEWS FROM THE INDUSTRY

New Sales Tax Exemption...

The primary owner or operator of a farm, ranch or timber operation may obtain one registration number that can be used by anyone authorized by the registrant – including family members or employees – to make tax exempt purchases of qualifying products for the business.

The application for a registration number should take less than 10 minutes to complete. Online registration begins Oct. 3 at GetReadyTexas.org. Online applicants will receive a registration number immediately. If you prefer, you may download a paper application form from the website or call 1-800-252-5555 to receive a form by mail.

New Items From Dupont

Rains will come and pastures will recover. DuPont is one of those companies preparing for that day with a new chemistry that has a mode of action with minimal environmental and human effects. Dupont has received a registration for a new insecticide, Prevathon, for control of Lepidoptera in cotton, corn, sugarcane, alfalfa, pasture and grasses. Prevathon allows for better control with less management, and growers are less likely to get unexpected crop damage from worm pests. The Superior residual control of Prevathon allows you to build a season-long program that complements seed and trait selection and reduces application costs. Prevathon offers excellent protection with highly effective worm complex control, optimizing your least impact to production labor.

Dupont also received a 2(ee) on their Pastora Herbicide for suppression of KR Bluestem in bermudgrass pastures. For more information on these two products contact your local crop protection retailer or DuPont representative or visit prevathon.dupont.com to learn more about Prevathon Insecticide. The rains will come, and the chemistry will be in place.

Massive Fire at Magnablend Plant in Waxahachie

A fire sparked as workers mixed chemicals at the Magnablend Plant in Waxahachie. CBS News reported that the flames engulfed the large facility as fast moving blaze overwhelmed the sprinkler system and even consumed a fire truck. The good news was that there were no injuries reported from the fire or resulting smoke.

Magnablend Environmental Health and Safety Manager Donald Golden said, "The fire spread very rapidly. Fire departments were on the scene pretty quickly, but the blaze just seemed to take off and accelerate pretty quickly." Golden also said that 25 to 30 employees who were inside the plant's 100,000 square-foot warehouse evacuated safely when the fire broke out around 11 a.m. Although fire departments from multiple cities were called out to combat the blaze, the flames and fumes were so intense that fire crews decided to let the fire burn itself out.

Nicholas Brescia of the U.S. Environmental Protection Agency said air quality reading in the city did not require further action but that officials continued to monitor to ensure hazardous materials did not spread outside the plant. Texas Commission on Environmental Quality spokeswoman Lisa Wheeler said, "Magnablend has been in compliance with its state permits. A search of public documents revealed no significant violations for the company."

Gary Fitzgerald Scholarship Raffle

Thanks to all the members who participate in the scholarship raffle each year. This year TAIA is giving away a hundred dollar gift card to those who buy raffle tickets at each regional meeting. The lucky winners thus far have been Scott Johnson, Lubbock; Jose Silva, The RGV; Mitch Gower, Salado; and Tommy Brandenberger, El Campo. At Dumas-maybe you.

TAIA also wishes to thank the sponsors who make the raffle possible.

Agrium, Bayer CropScience, Crop Production Services, DuPont Ag Products, Helena Chemical Co., Intrepid Potash, Mosaic, Poole Chemical Co., PotashCorp, Simplot Grower Solutions, Syngenta, and Wilbur-Ellis Co.

Gary Fitzgerald Scholarships Awarded

Each year, Texas Ag Industries awards four \$1,500 scholarships honoring Gary Fitzgerald. This year was another field of excellent candidates who always make the decisions for the committee extremely difficult. Congratulations to the winners and all applicants for achieving such high standards in their lives and studies. If you were not awarded a scholarship this year, please apply again for 2012.



Ben Wilde is the son of Sherry and Larry Wilde. Larry is formerly with Brandt Consolidated. Ben is attending Texas A & M University and majoring in Architecture. As a long term goal, he would like to own and operate his own mill and woodworking shop designing and building custom furniture and millwork.



Steele Coleman is the son of Kelly and Scot Coleman. Scot is the owner of A & L Plains Ag Labs. Steele is working toward a degree in biology from Texas A & M University and plans to go to medical school with a goal of becoming a Neurological Surgeon.



Christopher Scott Johnson is the son of Sherrie and Scott Johnson. Scott is with Intrepid Potash as director of potash sales. Christopher is attending Colorado Christian University this fall, majoring in Business Administration and playing for the soccer team. His goal is to work for a Major League Soccer Club in the States or Europe and help underprivileged kids through soccer.



Macy Cook is the daughter of Nicolynn and Robby Cook. Robby is the owner of Lonestar Ranch and Outdoors. Macy is attending Baylor University and plans to earn a Masters in Finance to become a certified financial planner.

2011 Regional Meeting Sponsors

A & L Plains Ag Labs
Adams Fertilizer Equipment Mfg.
Ag Workers Mutual Auto Insurance
Agrium
Agrotain
American Plant Food
Americot
AMVAC
ASMARK
BASF
Bayer CropScience
Boyd's Equipment
CF Industries
Chemical Solutions
ChemNut
Chemtura
CHS
CoreAgri LLC
CPS
Dow AgroSciences
DuPont
El Dorado Chemical Co.
Farmers Coop of El Campo
Gowan USA
Heartland Tank
Helena Chemical Co.
Holt Agribusiness
ICEC

Intrepid Potash
Inter-Chem
KBH Corporation
Koch
Lloyd Gosselink, Rochelle, &
Townsend P.C.
Martin Resources
Monsanto
Mosaic
ORO Agri
Poole Chemical
Quick-Sol of Texas, LLC.
Red Ewald Inc.
Ray Lee Equipment
Servi-Tech Laboratories
South Plains Valley Irrigation, Inc.
Specialty Fertilizer Products
Syngenta
Terral Seed Co.
Texas Plant & Soil Lab
Truth Chemical Co.
United Suppliers Inc.
UPI
Valent USA Corp.
Warren Cat
Wilbur Ellis
Winfield Solutions
Wylie Manufacturing Co.

Save The Date
TAIA Annual Conference
Crowne Plaza
Addison, TX
January 17 - 19, 2012

TAIA Leadership

2011 Officers

Chairman

Benny Martinez, Dow AgroSciences, Bishop

Vice Chairman

John Oppelt, UPI/Advanta US, Castroville

Secretary/Treasurer

Scott Piercy, Poole Chemical Co., Lubbock

Immediate Past Chairman

Mark Hebert, Simplot Grower Solutions, Hempstead

Executive Committee Member (Manufacturer)

Ken Mull, Martin Resources, Lubbock

Executive Committee Member (Crop Protection)

Brad Locke, Crop Production Services, College Station

Executive Committee Member (Plant Food)

Jimmy Schulz, Farmers Coop of El Campo, El Campo



2011 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
Brad Locke, Crop Production Services, College Station
Tony Savage, Helena Chemical Co., Bardwell
Jimmy Schulz, Farmers Coop of El Campo, El Campo
Todd Smith, Wilbur-Ellis Co., Round Top
Jason Veesart, ChemNut, Lubbock
Cord Willms, Terral Seeds, El Campo

Manufacturers

Bob Fisherkeller, BASF Corp., Hurst
James Hopkins, Agrium U.S. Inc., Canyon
Mark Hebert, Simplot Grower Solutions, Hempstead
Benny Martinez, Dow AgroSciences, Bishop
Ken Mull, Martin Resources, Lubbock
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

2011 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: John Oppelt, UPI/Advanta US, Castroville

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, Simplot Grower Solutions, Hempstead

Nominating Committee

Ch: Mark Hebert, Simplot Grower Solutions, Hempstead
Co: Scott Johnson, Intrepid Potash, Denver, CO

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, UPI/Advanta, Castroville
Co: Mark Hebert, Simplot Grower Solutions, Hempstead

TEXASAG INDUSTRIES ASSOCIATION
145 West Travis
La Grange, TX 78945

ADDRESS SERVICE REQUESTED

Presorted Standard U.S. Postage Paid La Grange, TX Permit No. 26
--

TAIA MEMBERS

Be sure to put January 17-19
for the Annual Conference
on your calendar

Have you sent in your ad for
the *2011 - 2012 TAIA
Membership Directory and
Buyer's Guide?*

Calendar of Events

November 9, 2011
Dumas Regional Meeting

December 5 & 6, 2011
Texas Plant Protection
Conference
Bryan

January 17 - 19, 2012
TAIA Annual Conference
Addison

January 31 & February 1, 2012
CCA Exam Training
Lubbock

February 3, 2012
CCA Exam
Lubbock