



"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

Record Registration and Record Sponsorship

Thank you for the 2015 TAIA Conference record attendance and record sponsorship. TAIA continues to grow with this year's conference having over 153 registered including 60 sponsors. The meeting room availability allows companies to meet with their staffs as well as potential and current customers to conduct business for the year. The sponsor room also hosted business and networking opportunities. The board is planning to move the meeting location for 2016 and that location will be announced as soon as it is finalized; however, the dates are on schedule to remain the same week which will be January 19-21. Again, please let us know your thoughts so we can accommodate member and sponsor needs.



Darin Hofferichter to Lead TAIA in 2015

At the Annual Conference Board Meeting Jimmy Schulz the 2014 TAIA Chairman handed the gavel to the newly elected 2015 Chairman Darin Hofferichter. Darin works for the Wilbur-Ellis Company. Please read the Chairman's Comments on page 2 to learn more about Darin. Also elected as board officers were Charlie Grymes as Vice-Chairman and Noble Laminack as Secretary/Treasurer. Charlie works for DuPont Ag Products and Noble is with Bayer CropScience. The membership also elected two new board members. Jim

Farley with Farley Farm Supply and Ken Mull with CHS. Rosty Walker with Inter-Chem was appointed to fill an unexpired term.

Darin Hofferichter presents Jimmy Schulz the outgoing president's plaque



| | |
|--|----|
| Record Conference..... | 1 |
| Darin Hofferichter to Lead..... | 1 |
| Chairman's Comments..... | 2 |
| New Members..... | 3 |
| News From The Industry..... | 3 |
| Legislative Update..... | 4 |
| TAIA Accolades..... | 4 |
| Scholarship Application Information..... | 5 |
| Annual Conference Sponsors..... | 6 |
| Award Winners..... | 7 |
| President's Comments..... | 8 |
| Scholarships Available..... | 8 |
| TAIA Leadership..... | 9 |
| Calendar of Events..... | 10 |

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. 92, Num 1. -----Winter, 2015

OFFICERS

Darin Hofferichter -----Chairman
Charlie Grymes-----Vice Chairman
Noble Laminack ----- Sec./Treas.
Jimmy Schultz----- Imm. Past Chair.
Scott Reickoff ----- Exec.Comm.
Howard West----- Exec.Comm.
Jim Farley----- 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.

Chairman's Comments

Hello everyone, my name is Darin Hofferichter and I am proud to be serving as your 2015 Chairman of the Texas Ag Industries Association. I look forward to the challenges of serving the Industry we all proudly support and having the best year ever.

First here is a little bit about me.. I have worked in the industry for over 20 years and grew up on a farm just outside of San Antonio. My wife, Kimberly, and I have been blessed to raise twin boys, Peyton and Dylan, and we live just outside of Waco in China Spring, Texas. I currently work for Wilbur Ellis Company as the South Central Regional Plant Protection Products Manager and cover five (5) States- Texas, New Mexico, Colorado, Kansas, and Oklahoma. My focus is working with each of our locations within those states to ensure we have a good strategy and supply of our chemical needs, along with ensuring we are focused on being good stewards of the land, and the agronomic needs of the farmers and ranchers we service..

I believe TAIA has been challenged to lead the industry over the last several years as many events have increased focus on the industry and questioned our dedication to safety, both in operation and with the environment. I have been a part in the many discussions had both within my own company and

within TAIA regarding how we improve our focus and work to ensure we all are doing what we can to promote our industry. I believe TAIA has and will continue to lead our industry not only in Austin, but nationwide as many other states are looking to Texas to lead in potential legislation, and industry requirements after the happenings not only at West, but other establishments around the state. TAIA continues to be the voice of the Industry and strives to be heard at legislative functions in Austin, and has vowed to "go the distance" to do all the organization can to ensure its members' best interests are at the forefront and heard with legislators. I look forward to doing my part in representing TAIA and our industry at these functions.

2015 is off and running.. Weather continues to demonstrate we are continually at its mercy when it comes to growing crops and feeding livestock. Moisture has delayed planting in some areas, made harvesting winter citrus difficult in the valley, and been a welcomed site to the panhandle areas that have been fighting dry conditions for quite some time. Rest assured, 2015 is going to happen and we are all going to adapt and roll with whatever obstacles come our way. I have been told, and I completely agree, we are fortunate to work with the most resilient group of folks out there, farmers and ranchers, so off we go into another year, ready or not.

We are coming off of a very successful Annual Conference in Addison and we will be having our Spring Board Meeting in Austin in April. Plans are underway for both our Summer Meeting and the Regional Meetings this fall. Please make sure and take part where you can. Here's to a successful and FUN 2015 for all of us!!

God Bless,

Darin Hofferichter



Winter Newsletter New Members

Individuals

Allied

Bolivar Contracting/ Gerry Munn
Grower's Source/ Neil McIver
Terraco Construction, LLC/Bruce Marcus

Individual

Agri-Business Technologies/Wesley Kirkham
Agri-Business Technologies/Jimmy Wyatt
American Plant Food/ Marty Chenault
DuPont/ Justin Calvert
Warren Cat/ Neil Barton

Distributor

Nutrient Technologies, LLC/ Armando Campos

News From The Industry

Terraco Construction, LLC Joins TAIA

TAIA would like to welcome Terraco Construction as a new Association member.

Bruce and Alex Marcus (father and son) started Terraco Construction, LLC after selling out of our previous construction business of 30 years. We work as a general contractor, focusing in ag, energy, and food production facilities. Having formerly lived many years in Texas, we are happy and excited to re-locate our business in McKinney, TX. We look forward to meeting the members and being involved in the Texas Ag Industries Association.

Terraco can be contacted at 320-444-7709 or b.marcus@terracoconstruction.com. The website is www.terracoconstruction.com.

ResponsibleAg Illustrates Industry Commitment to Safety

ResponsibleAg officially launched in December and in less than four months participation is already nearing 1,500 agricultural facilities throughout the nation. In Texas alone, 73 facilities have registered to date.

ResponsibleAg is the culmination of months of work by industry leaders to create and refine a program to promote stewardship and regulatory compliance for fertilizer storage and handling facilities in our industry. Your involvement in ResponsibleAg is critical because it communicates to our communities, customers and employees that you take safety seriously. There is also the added value of maintaining regulatory compliance and reducing the risks of fines and penalties associated with regulatory sanctions.

Registering your facility at www.responsibleag.org is the first step. Conducting a ResponsibleAg audit will provide an accurate and credible facility assessment and corrective action plan from a trained and credentialed auditor.

In addition to prerequisite expertise in the environmental, health and safety field, each ResponsibleAg auditor must successfully complete an intensive, four-day training course before applying for credentials under the BEAC-recognized ResponsibleAg Certification Program.

Five auditor training courses have been conducted and seven more courses are scheduled for 2015. The next course is scheduled June 9-12 at the ResponsibleAg training center in Owensboro, Ky.

We invite all Texas agricultural retailers to participate in ResponsibleAg and encourage you to register before the spring planting season arrives.

ResponsibleAg is providing many resources to help you with the online registration process. Go to www.responsibleag.org for more information about the program, auditor training or to register.

Other resources include:

- Video: watch and listen why industry leaders value the program,
- Frequently Asked Questions (FAQ's),
- Infographic for your next sales meeting,
- ResponsibleAg checklist of questions that will be used for assessments,
- Help Desk (registration questions, technical assistance, becoming an auditor, or website/resource assistance): helpdesk@responsibleag.org or (270)683-6777.

Register today.

Legislative Update

The Eighty-Fourth Legislative Session is moving very quickly. This is the last week to file new bills without special approval. As of today there have been four bills filled to address fertilizer storage. All four bills at this time only address the storage on ammonium nitrate (AN) which has been the goal of TAIA to keep the legislation focused on AN during this session. The first bill filed House Bill 417 was by Representative Joe Pickett that addresses the storage of ammonium nitrate by giving the State Fire Marshall the authority to write regulations on the requirements of a facility storing AN. Representative Kyle Kacal filed House Bill 942 that reinforces the regulations that were put in place by the Office of the State Chemist. This bill allows AN to be stored in a wood structure with other fertilizer ingredients, but all combustible items must be located at least thirty feet from the fertilizer storage building. The third bill Senate Bill 528 was filed by Senator Birdwell, and it is a companion bill to Representative Kacal's bill. The fourth bill House Bill 2470 filed by Eddie Rodriguez requires proof of liability insurance to compensate any person damaged as a result of AN operations. The amount of liability insurance required would be based on a risk exposure determined by the Commissioner of Insurance, the State Fire Marshall, the Department of State Health Services, the Office of the State Chemist and other appropriate state agencies and officials.

Bills filed by Representative Pickett, Kacal and Birdwell move the Tier II responsibility from the State Health Department to the Commission on Environmental Quality. We feel this is a positive move that will allow for easier online reporting, and it also moves the responsibility to TCEQ to forward reports to the appropriate entities removing that reporting requirement from the company submitting the Tier II.

There are also two bills filed, one by Representative Mary Gonzales House Bill 75 and the other by Representative Kyle Kacal House Bill 2202, to keep Motor Vehicle Registration from requiring fertilizer dealers to license equipment like fertilizer spreaders, anhydrous ammonia nurse tanks and other equipment supplied to farmers.

TAIA Accolades

One primary focus of the annual conference business meeting held on January 22 was to honor many who deserve recognition for tireless efforts working to fulfill the TAIA Vision Statement, "To be the Premier Agricultural Industry Association for Texas." As these awards were presented, the stories told and accomplishments listed tell why these accolades are so well deserved.

Doug Heck with Warren Cat was awarded Member of the Year. Company of the Year was awarded to Asmark Institute, and was accepted by Amber Duke. The Environmental Leadership Award went to Clay Petrus and CPS. Lynae Austin received the Special Recognition Award. The Education Achievement Award went to Dr. Tim Hermann with the Office of the State Chemist.

Billy Wood presented and accepted the Honorary Lifetime Membership Award for Bob Bostick of Martin Resources and Dr. Larry Unruh presented and accepted the Honorary Lifetime Membership Award for Scott Roberson of American Plant Food. If you see either, remind them of how valuable their contributions were and will be to TAIA.

On a special note, Toby Hlavinka, presented a moving tribute to the family of Donald Ford as he awarded the Lifetime Achievement Award to Donald Ford posthumously.

Congratulations to all!

Announcement

Gary Fitzgerald & Kim Coker Scholarship Program awarded by the Texas Ag Industries Association

General Information

Four \$2,000 dollar Gary Fitzgerald scholarships and one Kim Coker \$2,000 dollar scholarship will be awarded to deserving current or entering college students. Evaluations will be based upon GPA/Curriculum (30%), Community Service (20%), Leadership (20%), Work History (10%), TAIA participation by parent (20%). The scholarship payments will be made directly to the individual, The scholarship will be granted independent of any assistantship or scholarship presently held by the student .

Eligibility

Deserving students in any major are eligible, as long as they are direct dependents of a TAIA member. TAIA membership is by company, any employee of a member company is allowed all benefits of membership.

Application

Texas Ag Industries Association requires that its scholarship applicants submit a personal resume and transcripts of all high school and college courses noting cumulative and final GPAs and three letters of support (one from a teacher). The resume should include all information stated in the guidelines. The resume' should be typed on a separate sheet of paper. No handwritten resumes' will be accepted. All materials must be submitted by April 3, 2015.

More than one scholarship may be made to any one school, thus more than one student per school may apply. Recipients are not eligible for reappointment; the scholarship is limited to one award per student.

Selection

The Selection Committee to select recipients will consist of academia and related industry individuals. Scholarships will be granted annually. Announcement will be made by June 1, and checks will be presented to the winners as soon as practical after proof of tuition payment and/or enrollment verification.

*The scholarships are named in honor of
Gary Fitzgerald and Kim Coker, Past Presidents of the Texas Plant Food Institute.*

For the Scholarship Program Resume Guidelines please visit txag.net

2015 Annual Conference Reception Sponsors

EDC Ag Products Company, LLC

Koch Fertilizer, LLC

PotashCorp

2015 Annual Conference Sponsors

A & L Plains Ag Labs

ADM Fertilizer

ADAMA

Agrium U S

Ag Workers

Albaugh

Am-Ag LLC

American Plant Food

AMVAC

ASMARK

Aurora Coop

Bag Supply

BASF

Bayer Crop Science

Boyd's Equipment

Bolivar Contracting Inc.

C F Industries

ChemNut

CHS

CPS

Dow AgroSciences

DuPont

Equalizer

Fast2Grow

FMC

Garrco Products

Gavilon

Gowan USA

Grower Source LLC

Heartland Tank Services

Helena

International Chemical Company

Intrepid Potash

J May Equipment

J. R. Simplot Company

Koch Agronomic Services, LLC

Martin Resources

MK Minerals

Monsanto

Monsanto BioAg

Mosaic

Nichino America Inc.

NuFarm Americas

Poole Chemical

Red Ewald, Inc.

Sanders

Servi-Tech Laboratories

Simplot Grower Solutions

Syngenta

Tessengerlo Kerley, Inc.

United Suppliers, Inc.

Verdesian

Warren Cat

Winfield Solutions

Wilbur Ellis

Winstead PC

Yargus Manufacturing, Inc.



Member of the Year Doug Heck, Warren Cat



Environmental Leadership Award Clay Petrus, CPS



Company of the Year Amber Duke, Asmark



Donald Ford Jr. accepts the Lifetime Achievement Award for his father Donald Ford of American Plant Food



Special Recognition Award Lynae Austin, MK Minerals

President's Comments

2015 is up and running full blast. We had a very successful Annual Conference with great support from our members. The attendance and sponsorships were again a record number over last year's conference. In 2014 we saw another increase in membership and the 2015 membership dues are coming in each day. We have sent out the new directories to those who already sent in their dues. The Eighty-Fourth Legislative Session is under way and bills are being filed and hearings are in the initial stages.

This legislative session will one the most challenging sessions that TAIA has experienced in quite a while. Three bills have been filed to regulate how ammonium nitrate will be stored in Texas. One of our goals has been to keep the bill focused on ammonium nitrate storage and not allow the government to regulate how we store other fertilizers or agriculture chemicals. The three bills that have been filed only address ammonium nitrate at this time.

Two other pieces of potential legislation that have been billed address implements of husbandry. Last year several dealers received tickets for fertilizer equipment that did not have license plates. We have two representatives that have filed bills to clarify the implement of husbandry language exempting fertilizer equipment from having to be licensed.

One question I was asked during a hearing this summer was what percentage of the agriculture industry does TAIA represent in Texas? When I told them we had a 534 members, one representative said that cannot be a large percent of the industry. If you think about it, 534 members includes the out-of-state members which is a fair percentage of membership. Even with the out-of-state members included, 534 members is barely over two members per county in the state. We really need more representation from our industry to speak as their representative association. If we do not get the implement of husbandry law changed, or if they add in storage requirements for all fertilizers or agriculture chemicals how will this affect our industry? If you have not sent in your 2015 membership dues or have not been a member, this might be the time to support TAIA because we are the only one representing your interests

Hope you have a great spring and hope you will make plans now to attend in the Summer Meeting.
Donnie Dippel

Scholarships Available

Please apply by April 3rd for one of the five TAIA two thousand dollar scholarships. Four of the five scholarships are in memory of Gary Fitzgerald and the newest honors Kim Coker. These funds are an excellent way to help finance higher educational needs and are provided through various donations, the raffle sponsors listed below, and your generous participation in scholarship activities such as the silent auction and raffle ticket purchases. Please fill out the enclosed application or go to txag.net to complete the application process.

2014 Gary Fitzgerald Scholarship Sponsors

| | |
|--------------------------------|---------------------------------|
| Agrium U. S. Inc. | Mosaic Company |
| AMVAC | Poole Chemical |
| Bayer CropScience | PotashCorp |
| DuPont Ag Products | Sanders |
| Gowan USA | Servi-Tech Laboratories |
| Helena Chemical Company | Simplot Grower Solutions |
| Intrepid Potash | Syngenta |
| Wilbur-Ellis Company | |

TAIA Leadership

2015 Officers

Chairman

Darin Hofferichter, Wilbur-Ellis Co., China Springs

Vice Chairman

Charlie Grymes, DuPont Ag Products, Inez

Secretary/Treasurer

Noble Laminack, Bayer CropScience, San Angelo

Immediate Past Chairman

Jimmy Schulz, Sanders, El Campo

Executive Committee Member

Scott Rieckhoff, Syngenta, Georgetown

Executive Committee Member

Howard West, Simplot, Hempstead

Executive Committee Member

Jim Farley, Farley Farm Supply, DeLeon



2015 Board of Directors

Dealer / Distributors

Ken Mull, CHS, Lubbock

Darin Hofferichter, Wilbur-Ellis Co., China Springs

Brad Locke, Crop Production Services, College Station

Tony Savage, Helena Chemical Co., Bardwell

Jimmy Schulz, United Agricultural Cooperative, El Campo

Randy Stephens, SureGrow, Comanche

Ryan Garner, Sanders

Howard West, Simplot, Hempstead

Rosty Walker, Inter-Chem, Tulsa, OK

Manufacturers

James Hopkins, Agrium U.S. Inc, Canyon

Mark Newman, Mosaic Co., Amarillo

Scott Rieckhoff, Syngenta, Georgetown

Billy Wood, Martin Resources, Plainview

Zachary Adams, Intrepid Potash, Denver

Charlie Grymes, DuPont Ag Products, Inez

Noble Laminack, Bayer CropScience, San Angelo

Larry Unruh, American Plant Food, Galena Park

Bart Hunt, PotashCorp., Shawnee KS

Allied Industries

Matt Murphree, Heartland Tank Services Inc, San Marcos

Doug Heck, Warren Cat, Lubbock

2015 Committee Leaders

Administration Committee

Ch: Tommy Brandenberger, Simplot Gower Solutions, Hallettsville

Co: Scott Piercy, Poole Chemical Co., Lubbock

Communications Committee

Ch: Doug Heck, Warren Cat, Wolfforth

Co: James Nichols, SureGrow Ag Prod., Tyler

Conference Committee

Ch: Noble Laminack, Bayer CropScience, San Angelo

Co: Lynae Austin, Weatherford, MK Minerals

Governmental Affairs Committee

Ch: Randy Stephens, SureGrow Ag Prod., Comanche

Co: Tony Savage, Helena, Bardwell

Membership/Marketing Committee

Ch: Ken Mull, CHS, Lubbock

Co: Darin Hofferichter, Wilbur Ellis, Waco

Nominating Committee

Ch: Jimmy Schulz, Sanders, El Campo

Co: Scott Piercy, Poole Chemical Co., Lubbock

Regulatory Committee

Ch: Larry Unruh, American Plant Food, Galena Park

Co: File Guzman, CPS, College Station

Regional Committees

Dumas Regional Meeting Committee

Ch: David Reinart, Better Harvest, Inc. Dumas

Co: Tim Robertson, CPS, Dumas

El Campo Regional Meeting Committee

Ch: Leon Blackwelder, American Plant Food, Liberty

Co: Jimmy Schulz, United Ag. Coop, Inc., El Campo

Lubbock Regional Meeting Committee

Ch: Justin Bellar, Wilbur-Ellis Co., Littlefield

Co: Katie Parrish, Dow AgroSciences, Lubbock

Rio Grande Valley Regional Meeting Committee

Ch: Juan Zamora, Wilbur-Ellis Co., Edinburg

Co: Rick Hernandez, Bayer CropScience, Edinburg

Salado Regional Meeting Committee

Ch: Justin Allen, Sanders, Rosebud

Co: David King, Nichino America, San Antonio

TEXAS AG INDUSTRIES ASSOCIATION
145 West Travis
La Grange, TX 78945

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

ADDRESS SERVICE REQUESTED

Have You Paid Your
2015 Dues?

Have You Received Your 2014 -
2015 Membership Directory?

Calendar of Events

April 30
Spring Board Meeting
Austin, TX

August 4 - 6, 2015
TAIA Summer Meeting

January 19 - 21, 2016
TAIA Annual Conference