



# Texas Ag Line

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

## TAIA Goes to Austin for 2007 Annual Conference

The Texas Ag Industries Association will hold its 2007 Annual Conference at the Embassy Suites in Austin, January 17 -19, 2007. The theme for the 2007 Conference is *Capitalize Through TAIA*, and we would hope you would take advantage of this conference to do so. Webster's definition of capitalize is "to gain by turning something to advantage." The Conference Committee came up with unique ideas to make this a great conference and to give members the advantages of being in Austin during the start of the 80th Legislative Session. The conference is also a time for companies to meet with customers and employees to plan the coming year. The Conference Chairman, Scott Johnson and Co-chairman Randy Stephens have put together a great group of speakers for the education classes and have set the business meeting speaker as Bruce Vernon, with Agrilience LLC who will speak on "Opportunities/Challenges for the 2007 Spring Fertilizer Season."

TAIA is sending a special invitation to all the members of the Texas Legislature to attend our conference and a special note to invite them to attend the Chairman's Reception on Thursday Evening. It would be appreciated if you would also contact your state senator and representative encouraging them to attend. On Wednesday afternoon, those attending will divide into small groups and visit several offices of legislative members. Below is the list of events for the 2007 Conference, enclosed in newsletter is a registration form for the conference. Capitalize at the Capitol!

### Wednesday, January 17

- 1-5 PM Visit Texas Legislators at Capitol
- 3-5 PM Registration
- 6-7 PM Early Arrival Social

### Thursday, January 18

- 7-9AM Continental Breakfast
- 8-5 Registration
- 8-12 Bring in Silent Auction Items
- 8-5 Open for Company Meetings
- 8-12 Set up Displays
- 9-9:50 DPS Laws Unique to the Ag Industry, Sgt. Steve Rundell, Depart. of Public Safety
- 9:50-10:40 Ethanol and Bio Fuel Production, Dr. Travis Miller, Texas A&M University
- 11:00-11:50 TransTexas Corridor, Warren Mayberry, Texas Farm Bureau
- 11:50-1:30PM Lunch on your own
- 1-3 Executive Committee Meeting
- 1:30-2:20 Farm Bill, George Caldwell, Texas Farm Bureau
- 2:20-3:10 TDA Laws Update, Jimmy Bush, Texas Department of Agriculture
- 3:10-4:00 Ammonium Nitrate Concerns,
- 5:30-7 Chairman's Reception (Members of the Texas Legislature Invited)

### Friday, January 19

- 7-9 AM Continental Breakfast
- 8-10 Registration
- 9-9:50 International Markets, TBA, Texas A&M University
- 9:50-10:40 How Will the Gas & Oil Prices Affect Agriculture?, Dr. Joe Outlaw, Texas A&M University
- 11:00 Silent Auction Closes
- 12:00PM Awards Luncheon and Business Meeting, Luncheon Speaker: Bruce Vernon, Agrilience LLC Opportunities/Challenges for the 2007 Spring Fertilizer Season
- 2:30 TAIA Board Meeting

# Chairman's Comments

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Official Publication  
of the

### Texas Ag Industries Association

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Web Page: www.txag.net

Vol. 14, Num. 4 -----Winter, 2006

#### OFFICERS

Billy Wood ----- Chairman  
Miichael "Hap" Hazzard ----- Vice Chairman  
Jerry Bellar ----- 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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Consulting, Inc. for the Texas Ag Industries  
Assn.

TAIA Members,

I hope everyone had a Merry Christmas and a Happy New Year. 2006 has been a good year for our organization, and I hope it was a good year for everyone's business. It seems the state's crop were very plentiful in areas, while other regions crops were not so good. This was due to limited rainfall and irrigation in those areas. New crop prices for corn and grain sorghum are very good and this seems to have generated a lot of interest in planting more acres in these crops. The numerous ethanol plants being built and the need for these crops has to be one reason for the price increase of these crops. We all have to look at the new farm program from our government not being as good as the present program. New industry which generates need for our crops is a vital part of agriculture and the survival of Texas Agriculture.

TAIA has had a great year with all of its regional meetings being very successful with attendance up at nearly all the meetings. I would like to thank all of the regional planning committee members for doing such a great job with these meetings. I would like to urge everyone to make plans to attend our winter meeting in Austin, Jan. 17th thru Jan. 19th.

It has been a great pleasure and honor to serve as Chairman of TAIA for the 2006 year. I look forward to a great year in 2007 and many more for our organization. The people in this association are leaders of agriculture, and I feel privileged to be a part of this association. Again thanks for your support, and I look forward to seeing everyone in Austin.

Sincerely, Billy Wood

## President's Comments

2006 passed so fast it is hard to believe the 2007 Annual Conference is only a couple of weeks away. I hope you are making plans to attend the conference in Austin. The conference will offer a great group of speakers, visits to the Texas Capitol to talk with members of the Texas Legislature, company meetings, fun and camaraderie among those attending. We have started receiving sponsorships and registrations for the conference and through early indications, it be well attended and supported by our industry.

The past year's events have been very well supported by our industry so why would we see anything different for the 2007 Annual Conference? We started 2006 with great attendance at the 2006 Annual Conference; we had an increase in membership for the third straight year; the summer meeting was well attended; there was great attendance at the regional meetings; and sponsors provided tremendous support for all our events. TAIA signed a contract with the Asmark Institute to help our members with their regulatory obligations. Having spent time in an agriculture dealership and as a regulator, I appreciate the work Asmark does to help companies comply with today's regulations. I hope you will take the time to look at Asmark services to see what they can do to help your business to meet its regulatory obligations.

I am looking forward to a great year in 2007 for TAIA. I saw many new faces show this year at the summer meeting and the regional planning committee meetings which indicates to me why our membership is growing. We have new leadership waiting on the horizon to continue moving TAIA into the future as a strong voice for our industry. Hope we see you in Austin!

Donnie Dippel

## Silent Auction for Scholarship Program and FACT Fund

As in years past we will have a silent auction at the Annual Conference to help support the TAIA Scholarship Fund and the Friends of Agriculture Committee of Texas Fund. These are both important programs that TAIA continues to improve. If you have an item(s) to donate to the silent auction, please contact Linda Hlavina at Helena Chemical Company in East Bernard at 979/335-4402. For students eligible to participate in the scholarship program, applications are due by April 1, 2007 and are available on the TAIA web site, www.txag.net or by calling the TAIA Office at 979/247-4300.

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# TAIA Would Like to Welcome New Members

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## Individual Members

Steven Kaltwasser    Web Wallace    Mike Thompson    Mitch Autry    Dustin Gaskins    Jerry Johnston

DuPont/Pioneer Hibred Int.- Brad Lance / Ramon Medrano

## Dealers

Dalhart Consumers - Stephen Schumacher

Shieldknight Ag Services, Inc. - Quenton Shieldknight

## Allied Members

Allied Ind. GreenLeaf Technologies - Kelly Dupont

Doyle Equipment and Manufacturing, Inc. - Mark Baggett

Allied Western Equipment, LLC Mike Brinkley / Colby Flaming

## New Member Information

### Greenleaf Technologies

**Greenleaf Technologies' TurboDrop®** nozzle was originally designed for high-pressure canopy penetration with contact pesticides, which require superior coverage. With the **TurboDrop's** ability to create a medium-coarse air-filled droplet with a driving spray that will spread out or break up on contact, the nozzle is able to deliver product deep into the plant canopy with very effective coverage. An auxiliary benefit of the more consistent medium-coarse spray cloud is a dramatic reduction in driftable fines, even at high pressures.

The unique combination of penetration, coverage and drift control at 30-120 psi makes the **TurboDrop®** suitable for the widest variety of applications in the widest variety of conditions, setting it apart from conventional spray nozzles. Ten years of field experience have proven the **TurboDrop®** to be an excellent performer with all types of chemicals in all types of crops.

**TurboDrop®** nozzles utilize a patented mixing chamber and pulsation dampener to create a more uniform spray droplet spectrum, with fewer driftable fines and fewer huge ineffective drops. No other air injection nozzle utilizes these unique features. Most are designed primarily for drift control, and require higher pressures for adequate coverage. No other nozzle is rated "Excellent" for contact herbicides, fungicides and insecticides. The **TurboDrop®** is rated 'Excellent' for all these applications.

Additionally, no other air injection nozzle allows a variety of pattern tips to be used. With **TurboDrop®** the flat fan tip cap can be easily removed from the Venturi body, and another spray tip may be added. This allows twin spray, flood, even flat fan, off-center and hollow cone tips to be converted to air injection nozzles, to reduce drift and improve penetration and coverage across an unusually wide range of pressures.

With the extensive adoption of rate controllers on sprayers, on-target performance of expensive agricultural chemicals has become even more critical. When a sprayer doubles its speed in the field, the spray pressure must quadruple to maintain the same application rate. Few spray nozzles are rated for such an increase in pressure, but the **TurboDrop®** has proven to perform effectively in these situations.

In 2000, **Greenleaf Technologies** introduced a 'low pressure' Venturi nozzle, the **AirMix®**, to meet the market demand for a drift control nozzle that would provide satisfactory coverage at conventional operating pressures. At 15-90 psi, the **AirMix®** has no equal in terms of effective coverage with excellent drift control. The **AirMix®** has proven to outperform extended range flat fans in 3-5 gpa Glyphosate trials, as well as improving both insecticide and defoliation applications in cotton when compared to popular hollow cone nozzles. Just as with the original **TurboDrop®** nozzles, a unique combination of drift control and surface coverage can be achieved with the **AirMix®** nozzle. Each series is designed to operate in a different pressure range, with different pressure recommendations for different agricultural chemicals. It is not unusual for an applicator to apply glyphosate at 8 gpa and a contact herbicide at 12 gpa with the same Venturi nozzle by simply adjusting pressure. Continued on page 4

# NEWS FROM THE INDUSTRY

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## Abilene Ag Service & Supply Moving Offices

Abilene Ag Service & Supply Inc. will be moving its offices from 1301 S. Treadaway, Abilene, TX 79602 to 303 S. 14th, Abilene, TX 79602 early next year. The building at 1301 S. Treadaway has been sold, and we hope to have everything moved by February of 2007. All of our phone numbers, fax numbers, and e-mail addresses will remain the same — only our physical and mailing address will change. We will continue to do business just as we have in the past.

## Lynn Angell Accepted Into the Texas Agricultural Lifetime Leadership Program

Lynn Angell with Monsanto was accepted in the Texas Agricultural Lifetime Leadership Program (TALL). TALL is a competitive leadership development program for Texas Ag Industry leaders. It is a 2 year program with a class size of 24. Total expense per participant is \$20,000 which is funded by the Texas Cooperative Extension, industry gifts, grants and participant tuition (10%). TALL has 8 seminars with 45 days of intense training with over 300 speakers which includes guest speakers, current leaders, tours, on-site visits, receptions, discussions and leadership course work. In all, participants will meet over 2,000 people during their two year experience. In total, TALL spends 455 hours of intensive training per person (the equivalent of 38 credit hours) which is equivalent to the same amount of training to receive a Masters of Ag degree from any accredited university. The 8<sup>th</sup> seminar concludes with a international trip to China to study government, culture, religion, trade, markets and the Ag industry for two weeks.

## UPI Acquires Leading Rice Herbicides from DuPont and Dow

United Phosphorus, Inc. has reached an agreement with DuPont to obtain their bensulfuron-methyl product portfolio, which includes Londax<sup>®</sup>, a leading rice herbicide. Londax provides selective pre-emergence and post emergence weed control in rice for annual and perennial broadleaf weeds and sedges.

UPI has also acquired from Dow AgroSciences LLC, its global propanil herbicide business, marketed primarily as Stam<sup>™</sup> herbicide. Propanil is a selective, post-emergence foliar applied, non-residual herbicide for the control of many important annual grasses, broadleaf and sedge weeds used in rice.

This is the fifth global acquisition of UPL in this calendar year following the acquisitions of Advanta BV, Cropserve, products from Bayer CropScience and Bensulfuron from DuPont.

For more information, contact the John Oppelt at 254-716-0054, or visit the company's Web site at [www.upi-usa.com](http://www.upi-usa.com).

## Dan B. Gladden Retires from U. S. Borax

I am retiring at the end of January 2007 after 40 years in the fertilizer, micronutrient, and ag supply business. We will continue to live in Greers Ferry, Arkansas where my wife has a real estate business, The only bad thing about retiring is the loss of regular contact with my friends in the industry. The new U.S. Borax contact will be Larry Jayroe. Contact Larry at P.O. Box 1093, Forrest City, AR 72336 or 870/630-0895.

## Wilbur-Ellis Adds Seed Managers

Wilbur-Ellis has added Gil Rix to its staff as the East Texas Seed Manager and Steve Kerns as the West Texas Seed Manager. Both will provide excellent service to customers in their respective areas.

## New Member Information Continued from Page 3

Also, **Greenleaf Technologies** is pleased to introduce (Spring 2007) the **TurboDrop<sup>®</sup> Variable Rate (TDVR)**, an entirely new nozzle for variable rate applications. The **TDVR** operates between 30 and 120 psi, achieving a better than 3X rate across this pressure range, allowing greater speed changes, different application rates for different fields, or Variable Rate Applications in a single field. Likewise, the **TurboDrop<sup>®</sup> Variable Rate** nozzle utilizes the unique Venturi Technology of the original **TurboDrop<sup>®</sup>**, producing air-filled droplets for on-target performance, coverage and canopy penetration. The **TDVR** continues the **TurboDrop<sup>®</sup>** modular two-piece design, allowing any number of pattern configurations to be used – including Flat Fans, Twin Fans, and Floods.

**Greenleaf Technologies** is proud to be the exclusive distributor of **TurboDrop<sup>®</sup>** and **AirMix<sup>®</sup>** products in North America. We also appreciate the loyalty of our customers. With your support we will continue to seek innovative solutions to your spraying challenges.

**For More Information – Contact:** J. Kelly Dupont, National Sales Representative, Greenleaf Technologies  
Phone: 800.881.4832 or Fax: 985.898.0336

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# TAIA Leadership

## 2006 Officers

### Chairman

Billy Wood, Chem Nut Inc., Brownfield

### Vice Chairman

Hap Hazzard, Bayer CropScience, Crawford

### Secretary/Treasurer

Jerry Bellar, Ag Supply, Ltd., Earth

### 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  
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

### Membership Committee

Ch: Scott Johnson, Intrepid Potash, Arlington

Co: Mark Hebert, Texas Liquid Fertilizer, Hempstead

### 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

TEXAS AG INDUSTRIES ASSOCIATION  
726 Camp Lone Star Rd  
La Grange, TX 78945

ADDRESS SERVICE REQUESTED

## TAIA MEMBERS

Have you registered for  
the 2007 Annual  
Conference?

Have you made a new  
year's resolution to  
recruit a new member?

# Calendar of Events

January 17 - 19, 2007

TAIA 2007 Annual Conference  
Embassy Suites  
Austin

January 30 & 31, 2007

CCA Exam Training  
Lubbock

February 2, 2007

CCA Exam  
Lubbock

April 1, 2007

Gary Fitzgerald Scholarship  
Applications are Due

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## Conference Registration

TAIA Annual Conference Registration due by January 12, 2007

Members \$150/ Non Members/\$200 \$\_\_\_\_\_

After January 12, 2007 Members \$175/Non Members \$225

TAIA Annual Spouse Registration \$35 \$\_\_\_\_\_

Educational Classes on Thursday for CCA credit - Registration \$90.00 \$\_\_\_\_\_

(Covers all CEU classes and visits to exhibits) 8 CEU Hrs.:

1hr. Nutrient Mgt., 1hr Pest Mgt., 2hrs. Crop Mgt., 4hrs. Professional Development

**Total Amount Due** \$\_\_\_\_\_

\*\*\*\*\*

**Name** \_\_\_\_\_ **Nickname for badge** \_\_\_\_\_

**Company** \_\_\_\_\_ **Name of Spouse** \_\_\_\_\_

**Address** \_\_\_\_\_ **City/State/Zip** \_\_\_\_\_

**Telephone** \_\_\_\_\_ **E-mail** \_\_\_\_\_

List members of the Texas Legislature you would like to visit on Wednesday afternoon

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## Payment Options for Conference Registration

- Payment Enclosed
- On-Site Registration
- Invoice Me
- Credit Card

Name on card \_\_\_\_\_

Number \_\_\_\_\_

Exp. Date \_\_\_\_\_ Code \_\_\_\_\_

Signature \_\_\_\_\_

Charged as "CHB Consulting Inc."

TAIA Federal Tax ID#: 74-1487080

Send Registration To:  
726 Camp Lone Star Rd.  
La Grange, TX 78945  
or fax to 979-247-4699

- ADA: Please mark if you need assistance to fully participate in any portion of this program. We will contact you to determine your specific need.

Questions ??  
Call 979/247-4300 or  
E-mail taia@txag.net

*Capitalize Through Texas Ag Industries Association*

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