

# MO-AG Weekly Wrap Up

December 21, 2007

## *In a Nutshell*

**Ginger's Snaps** – letter from Ginger Berry, Weekly Wrap Up editor

**Member News** – MO-AG Convention, Welcome new members: Dean Ag Service & Group Insurance Services LLC, CCA CEUs available at winter convention, Fertilizer Workshop, MO Corn scholarships, Census for Ag

**Letters to the Editor** –

**Legislative/Regulatory Issues** – DHS updated Top-Screen Users Manual; also, upcoming deadline: Jan. 22, manufacturing sales tax exemption, NFPA disagrees with converting ammonia nurse tanks to LP service, President signs energy bill, Conner calls for farm bill overhaul, TFI Applauds House and Senate Approval of Ammonium Nitrate Legislation

**News You Can Use** – Mississippi: soybeans replace cotton in ag value, Safe & Sound Bridge Program, Dr. Brown named National FFA Executive Secretary, Monsanto insurance pilot program, Yield responsiveness of corn to foliar fungicide application, five-mile stretch of I-64 in St. Louis closes, Clinton calls for local control over large livestock operations, inaugural First Lady Awards, marketing promotions, national corn yield winners average 298 bushels

**Reminders** – **TFI Fertilizer Conference, MO-AG Winter Convention (Jan. 9-10, 2008)**

**Poll** – Last week: Christmas gifts; this week: Christmas plans

**Looking for a job? E-mail me if you would like to post your open job!**

**Upcoming Events**



## *Ginger's Snaps*

Whenever I think about celebrating Christmas, I picture in my mind all the photographs taken on Christmas morning. There is the one of me and my sister in high school, she with some new piece of clothing on her head, me looking very bleary-eyed with my new hair dryer pointed at her head.

Another photo I remember well is me grinning from ear-to-ear holding my new English saddle, wearing my new riding helmet and new riding breeches. I was SO happy to have received exactly what I wanted. Then, of course, there is the photograph of me as a young girl (a few months after cutting my bangs BY MYSELF) wearing the most darling little nightgown and proudly displaying my new Breyer horse and Barbies. My childhood consisted of a lot of time with my Breyer horses and Barbie collection. They rocked.

Christmas morning was the best. We would wake up early with so much anticipation and excitement about what would be underneath the tree and rush into the living room to start dividing the presents into piles for me, my sister and my parents. The anticipation was almost as good as the presents! Of course, Christmas isn't quite the same as it used to be when I waited for Santa Claus and eight tiny reindeer, but it is a wonderful season to celebrate family, friends, the birth of Jesus and the spirit of giving. I cannot wait to take more pictures to remember all of my Christmas past. Merry Christmas!

Happy Holidays,

*Ginger*

## ***Member News***

### **MO-AG Winter Convention quickly approaching - Jan. 9-10!**

Clear your calendars for the MO-AG Winter Convention & Legislative Conference - January 9-10, 2008, at the lovely Lodge of Four Seasons in Lake Ozark, Mo. Exhibitor and registration brochures are available at [www.mo-ag.com](http://www.mo-ag.com). For more information, call (573)636-6130 or go to [www.mo-ag.com](http://www.mo-ag.com). Attendees can win \$2,000 or a TV! Be there!

### **Welcome new members: Group Insurance Service, LLC and Dean Ag Service!**

The latest additions to the MO-AG member family are Jim Duncan with Group Insurance Service LLC and David Shearer with Dean Ag Service. Group Insurance Service LLC is located in Brunswick, Mo., and Dean Ag Service can be found in Chillicothe, Mo. Welcome!

### **CCA CEU's available at winter convention!**

Several Certified Crop Advisor (CCA) Continuing Education Credits (CEUs) are available at the MO-AG Winter Convention & Legislative Conference - January 9-10, 2008, at the lovely Lodge of Four Seasons in Lake Ozark, Mo. The CEU opportunities begin on January 8 with the TFI Fertilizer Blender Workshop. On January 9, you can get CEUs at the Watershed Management Training or the breakout session You & the EPA. Finally, on Thursday, January 10, come to the Sales Tax Update. For more information, call (573)636-6130 or go to [www.mo-ag.com](http://www.mo-ag.com). Get those CEUs early!

### **Involved in fertilizer? Get registered for the TFI fertilizer blender workshop!**

On January 8, MO-AG and The Fertilizer Institute will offer a fertilizer blender workshop right before the MO-AG Winter Convention & Legislative Conference at the Lodge of Four Seasons in Lake Ozark, Mo. After attending this workshop, you will be able to improve the quality of fertilizer available to farmers and other users. Topics covered include material selection, plant operations, formulations, quality assurance, environmental compliance and state issues. Come a day early for convention and spend the night at the Lodge for the low price of \$65/night. For more information, call (573)636-6130 or go to [www.mo-ag.com](http://www.mo-ag.com).

### **Missouri Corn lending a hand to ag youth; scholarships available**

Applications for the 2008 Missouri Corn Scholarships are now available for Missouri high school and college students. A total of ten \$750 scholarships will be awarded by the Missouri Corn Growers Association and Missouri Corn Merchandising Council to graduating high school seniors and college juniors pursuing a career in agronomy or related field. Scholarship applications are for download at [www.mocorn.org/scholarship.htm](http://www.mocorn.org/scholarship.htm). Interested students can also call the Missouri Corn office toll free at (800) 827-4181 to request an application. Students must submit an application form, official high school or college transcript and at least one letter of recommendation to the Missouri Corn office by Feb. 15, 2008 to be eligible for this award. For additional requirements, go to [www.mocorn.org/scholarship.htm](http://www.mocorn.org/scholarship.htm).

### **Census of Agriculture to be mailed in next 30 days: Fill it out!**

America's farmers and ranchers will soon have the opportunity to participate in shaping the future of agriculture. The National Agricultural Statistics Service (NASS) will begin distribution of the 2007 Census of Agriculture later this year. Conducted every five years by the U.S. Department of Agriculture, the Census is a complete count of the nation's farms and ranches and the people who operate them. The Census looks at land use and ownership, operator characteristics, production practices, income and expenditures and other

topics. It provides the only source of uniform, comprehensive agricultural data for every county in the nation. <http://www.agcensus.usda.gov/index.asp>

Share your member news! E-mail me at [ginger@mo-ag.com](mailto:ginger@mo-ag.com).

## *Letters to the Editor*

### **Those nasty Jayhawks**

*Absolutely based on record and win against KU there is no question that the Jayhawks should not be in a BCS bowl. They didn't win the north; they didn't win the big twelve; and based on my acute observations they didn't have a lot of good competition in the north. Anyday, any team in the north could have beat any team. It was just one of those years. Go K-State B-ball. anonymous*

Do you have a response to the Weekly Wrap Up? Let me know! [ginger@mo-ag.com](mailto:ginger@mo-ag.com)

## *Legislative & Regulatory Issues*

### **DHS updated Top-Screen Users Manual; also, upcoming deadline: Jan. 22**

The Department of Homeland Security (DHS) has posted an updated Top-Screen Users Manual. The document can be found on DHS' Web site at [www.dhs.gov/chemi-calsecurity](http://www.dhs.gov/chemi-calsecurity). All facilities with threshold quantities of the chemicals in Appendix A must be registered by January 22, 2008. If you have questions, call MO-AG at 573-636-6130. Source: *TFI*

### **Manufacturing sales tax exemption**

Less than half of eligible Missouri manufacturers are taking advantage of the new sales tax exemption. Find out how to take advantage of this exemption. Source: *AIM*  
<http://www.aimo.com/Frontpr/Less%20Than%20Half%20of%20Missouri%20Manufacturers%20Utilize%20New%20Sales%20Tax%20Exemption.pdf>

### **NFPA disagrees with converting ammonia nurse tanks to LP service**

The National Fire Protection Association (NFPA) is backing a new rule that prohibits converting ammonia nurse tanks to LP service. The NFPA recommendations states that except for containers used in cargo tank vehicle service, ASME containers of 3,000 gallons water capacity or less used to store anhydrous ammonia shall not be converted to LP gas fuel service. Keep in mind that this new provision is simply a recommendation by NFPA. Unless the state of Illinois adopts the provisions set forth by NFPA, then it is simply considered a recommendation by NFPA and not a regulation that must be followed. Source: *Illinois Fertilizer & Chemical Association*

### **President signs energy bill**

On Dec. 19, President Bush signed the Energy Independence and Security Act of 2007, which will improve vehicle fuel economy and help reduce U.S. dependence on oil. The bill the President signed responds to the challenge of his "Twenty in Ten" initiative, which President Bush announced in January 2007. It represents a major step forward in expanding the production of renewable fuels, reducing the country's dependence on oil and confronting global climate change. Source: *Food 360*

<http://www.whitehouse.gov/news/releases/2007/12/20071219-1.html>

### **Conner calls for farm bill overhaul**

The Acting Secretary of Agriculture, Chuck Conner, is calling for modifications to the Farm Bill that create "real reform" and "represent fiscal stewardship". He says the "the farm bill just passed by the Senate fails to strengthen the safety net and increases taxes". In his recent statement, Conner calls on the House and the Senate to develop consensus on their different bills and make "substantial change" to this legislation. Source: *Seed Week*,

[http://www.usda.gov/wps/portal/!ut/p/\\_s.7\\_0\\_A/7\\_0\\_1OB?contentidonly=true&contentid=2007/12/0375.xml](http://www.usda.gov/wps/portal/!ut/p/_s.7_0_A/7_0_1OB?contentidonly=true&contentid=2007/12/0375.xml)

### **TFI Applauds House and Senate Approval of Ammonium Nitrate Legislation**

The Fertilizer Institute (TFI) is pleased to announce that both the U.S. House of Representatives and the U.S. Senate passed the "Secure Handling of Ammonium Nitrate Act of 2007" (H.R. 1680) as part of the year-end domestic spending bill. The spending bill is now headed to President George W. Bush's desk to be signed into law. The bill requires the Department of Homeland Security (DHS) to create a regulatory system to help keep ammonium nitrate out of the hands of those with criminal intent. Specifically, the bill requires all ammonium nitrate facilities and purchasers to register with DHS. In a statement to the full House earlier this week, Rep. Bennie Thompson (D-Miss.) clarified that the intent of this legislation is to require the registration of those that take possession of ammonium nitrate. All registrations are to be checked against the terrorist watch list and in this regard, the bill also includes provisions for expedited reviews of registration applications, notification of application status and appeals process. In addition, the bill requires producers and sellers to maintain records of all sales for two years, including the purchaser's name, address, phone number and registration number, and the date and quantity of ammonium nitrate sold. The bill preempts state regulation that is inconsistent with the federal legislation, but allows states to provide for additional protection. In addition, the bill requires all thefts or unexplained losses be reported to federal law enforcement within 24 hours. Source: *TFI*

### ***News You Can Use***

#### **In Mississippi, soybeans replace cotton in ag value**

Soybeans have snatched the No. 3 spot among the state's top agricultural commodities from cotton, long-heralded among the row crops as king in Mississippi. John Anderson, agricultural economist with Mississippi State University's Extension Service, is predicting the 2007 farm-gate value of soybeans to be \$511 million, an increase of 91 percent. He estimated corn at fourth with a value of \$438 million, up 309 percent, and cotton dropped to fifth at \$434 million, down 21 percent. Source: *AgProfessional*

<http://www.seedquest.com/News/releases/2007/december/21231.htm>

#### **Safe & Sound Bridge Program moves forward**

The Missouri Highways and Transportation Commission recently took the next step in a plan to improve more than 800 of the state's lowest-rated bridges by selecting Missouri Bridge Partners as the apparent "best-value" to deliver the Safe & Sound Bridge Improvement Program under a Design-Build-Finance-Maintain model. Source: *MoDOT*, <http://www.modot.mo.gov/newsandinfo/District0News.shtml?action=displaySSI&newsId=14599>

#### **Dr. Steve Brown named new National FFA Executive Secretary**

The National FFA Organization has announced that Dr. Steve A. Brown of Missouri has been named the new National FFA Executive Secretary. He will begin his position as Agricultural Sciences Program Specialist with the U. S. Department of Education in Washington, D.C., effective March 3, 2008. Brown replaces C. Coleman Harris, who retired in September after 46 years of service to agricultural education. Brown has dedicated more than 27 years of service to agricultural education and FFA. He has served as the Missouri state FFA executive secretary and district supervisor for the Missouri Department of Elementary and Secondary Education since 1985. Source: *Missouri Pork Association*

[http://www.ffa.org/documents/med\\_071207\\_Steve\\_Brown\\_Announcement.pdf](http://www.ffa.org/documents/med_071207_Steve_Brown_Announcement.pdf)

#### **Monsanto insurance pilot program**

Farmers in four pilot states who plant a majority of their corn acres using hybrid seeds

with YieldGard Plus with Roundup Ready Corn 2 or YieldGard VT Triple technology from Monsanto Company will be able to lower their crop insurance premiums in 2008. The Risk Management Agency of the USDA announced the planned implementation of the Biotech Yield Endorsement (BYE), a crop insurance feature that will lower insurance premiums for non-irrigated corn producers in the pilot states. The pilot will initially be available in Illinois, Indiana, Iowa and Minnesota with potential expansion to other states depending on results from the pilot program. Today, only Monsanto Company YieldGard triple-stack technologies are approved for the BYE program. Source: *Seed Week* <http://monsanto.mediaroom.com/index.php?s=43&item=558>

### **Yield responsiveness of corn to foliar fungicide application in Iowa**

An estimated three million acres of corn in Iowa were sprayed mid-season with fungicides in 2007, report Iowa State University researchers. Reasons for spraying vary and include the high price of corn, potential to control diseases and a possibility of improved yield from "plant health" benefits. Until this year, fungicide applications to production corn fields were rarely practiced in Iowa because they were not profitable. Source: *AgProfessional* <http://www.ipm.iastate.edu/ipm/icm/2007/12-10/foliarfun.html>

### **Five-Mile Stretch of Interstate 64 in St. Louis Closes Jan. 2**

A key stretch of Interstate 64 in the heart of St. Louis will close for construction on Jan. 2 for a year, but all St. Louis area attractions will still be accessible. However, the road closing may mean some extra planning if you're traveling through St. Louis in 2008 and 2009. Source: *MoDOT*, <http://www.modot.mo.gov/newsandinfo/District0News.shtml?action=displaySSI&newsId=14603>

### **Clinton calls for local control over large livestock operations**

On December 12, Hillary Clinton said that she believes large livestock operations can be a hazard to public health and the environment. Clinton said in an interview with The Des Moines Register that local elected officials should have a say over where new facilities can be built. Source: *Missouri Pork Association*, <http://www.desmoinesregister.com/apps/pbcs.dll/article?AID=/20071212/NEWS/71212049/1001/RSS01>

### **The Missouri Chamber is proud to sponsor the inaugural First Lady Awards**

First Lady Melanie Blunt has announced the inaugural 2008 First Lady Awards. The Missouri Chamber is proud to sponsor this exciting new initiative to shine the spotlight on the women who are making a difference in our state. Blunt established the awards to honor women in five categories: business and innovation, culture and humanities, education, health and wellness, and volunteerism. This is an exciting opportunity to take part in this inaugural event and secure a place in history for women who, through their talents and contributions, are making Missouri a better place to live. The deadline for nominations is Jan. 31, 2008. Source: *MO Chamber*, <http://gov.missouri.gov/firstlady/firstladyawards.htm>

### **Simple evaluation can resolve an ineffective campaign**

Though they're a great way to boost short-term sales of products and services, promotions can also lose their impact over time. Senior marketing consultant and MarketingProfs seminar presenter Michael Goodman suggests trying fresh techniques throughout the year. "See if you can develop a promotion that works better than whatever you did last time." To do this properly, however, you must study both the effectiveness and the efficiency of your promotions. Source: *AgProfessional*, <http://www.marketingprofs.com/small-business/index.asp?nlid=194&cd=dmo121&adref=gsb52c7>

## National corn yield winners average 298 bushels

Innovative production techniques and improved seed varieties helped corn growers achieve top numbers in the National Corn Grower Association 2007 National Corn Yield Contest. Ten winners posted yields of more than 300 bushels/acre and the average yield of the 27 national winners was 298 bushels/acre, compared to the estimated national average of 153 bushels/acre. While there is no overall winner in the contest, yields of farmers who placed first, second and third in their production categories ranged from 252.6 by Gary Porter of Mercer, Iowa to 385.6 by David K. Hula of Charles City, Virginia. Source: *Seed Week*, <http://www.ncga.com/news/notd/2007/december/121707.asp>

## Reminders

**TFI Fertilizer Blender Workshop:** January 8, 2008

**MO-AG Winter Convention & Legislative Conference:** January 9-10, 2008

## Quote of the Week

*"One's real life is often the life that one does not lead."*

~ Oscar Wilde (1854-1900)

## Last Week's Question

**What do you want for Christmas?**

### Comments:

- I would love a gold tractor!
- I know it is probably not possible but for Christmas I would like see PEACE AND HARMONY around the world.
- I really have everything I need, I do wish that my family and friends enjoy good health and enjoy happiness.
- Oh you cant print that! LOL Hope youre havin a great weekend!
- A presidential candidate I could trust and respect.
- Keep these Newsletters rolling in ... chalked full of information and presented in a fun way. Love it! As for Christmas: A safe, fireplace-warmed, laughter-filled holiday with the love and affection of my wife and daughter -- without the fear that my brother-in-law will eat us out of house and home before the Christmas roast is in the oven!
- A Garmin GPS for the car.
- Peace on Earth and good will among men (and women) plus, just for grins, a winning Powerball ticket.
- I want a very easy and congenial "transition."

## This Week's Question

**What are your Christmas plans?**

E-mail me at [ginger@mo-ag.com](mailto:ginger@mo-ag.com), or by hitting reply to the original e-mail.

## Looking for a job?

If you have a job you would like listed on our Web site's classified page and in the Weekly Wrap Up, drop Ginger a note at [ginger@mo-ag.com](mailto:ginger@mo-ag.com).

## Upcoming Events

2007

Dec. 24-25	MO-AG Office closed
Dec. 31	MO-AG Office closed
Jan. 1	MO-AG Office closed
Jan. 6-7	2008 Missouri Governor's Conference on Agriculture, St. Louis, Mo.

Jan. 8	TFI Fertilizer Blender Workshop, Lodge of the Four Seasons, Lake Ozark
Jan. 9-10	MO-AG Winter Convention & Legislative Conference, Lake Ozark, Mo.
Jan. 10	Agricultural Business Council of KC workshop and reception
Jan. 18-19	22nd Annual Heartland Ag & Natural Resources Expo, Poplar Bluff, Mo.
Jan. 18-20	2007 Legislative Ag Chairs Summit, St. Louis, Mo.
Jan. 22-25	47th Vegetable & Flower Seed Conference, Sheraton, New Orleans
Jan. 25-26	MO Dairy Forum, Lake Ozark, Mo.
Jan. 26	MU Ag Unlimited Banquet & Auction, Holiday Inn Select, Columbia, Mo.
Jan. 26-27	St. Louis Food & Wine Experience, St. Louis, Mo.
Feb. 1	Missouri CCA Exam, MFA Incorporated, Columbia, Mo.
Feb. 2-4	Midwest Grape & Wine Conference, Tan-Tar-A
Feb. 8-10	MO Farm Bureau Young Farmer & Rancher Conference, Tan-Tar-A
Feb. 12	St. Louis Agribusiness Club Meeting & Luncheon
Feb. 15	Agricultural Business Council of KC luncheon meeting
Feb. 20-21	Missouri Pork Expo, Columbia, Mo.
Feb. 25-29	ASTA Management Academy, Purdue University, Indiana
Feb. 27	Agriculture & Life Sciences Career Fair, Mizzou Rec Center, Columbia
March 5-7	AFIA Purchasing & Ingredient Suppliers Conference, Las Vegas
April 13-15	Texas Grain & Feed Annual Meeting, The Woodlands Waterway Marriott
June 21-25	125th ASTA Annual Convention, Gaylord Palms Resort, Kissimmee, FL
* Events in green are new from last week.	

The MO-AG Weekly Wrap Up is a publication of the Missouri Agribusiness Association (MO-AG). MO-AG is a member-owned association based in Jefferson City, Mo., that protects members' interests in state legislation and provides educational opportunities.

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