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### MO-AG Board of Directors

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**Rex Martin**  
Syngenta  
Springfield

**First Vice Chairman**  
**Don Houston**  
MFA Inc.  
Mexico

**Second Vice Chairman**  
**Brian Parman**  
Fertilizer Dealer Supply  
Boonville

**Immediate Past Chairman**  
**Seth Ricketts**  
Ricketts Farm Service  
Salisbury

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**T and R Soil Service**  
Chillicothe

**Jerry Foster**  
**Cargill**  
Jefferson City

**Chris Hoffman**  
**Hoffman and Reed**  
Trenton

August 9, 2010

### FROM STEVE'S DESK by Steve Taylor



### Introducing a New Member Service: The MO-AG Insurance Agency

You know MO-AG is an "advocate for the business of agriculture." This is our motto. But, while you might think of MO-AG primarily as your advocate for public policy, you now know that MO-AG is your advocate for your insurance needs.

The MO-AG Insurance Agency is a new entity that has been formed to advocate to make sure you receive the best insurance value possible. Our priority is you and your needs. We sell insurance, but our focus is to help our members buy insurance and make sure you receive the best value possible. It may be that your current plan is best for you or we might be able to offer you more attractive alternatives. We will provide you with an open, transparent process that clearly shows the product options available from the various carriers and give you the information you need, so you can decide the best option for your operation. Our initial focus is property and casualty insurance, workers compensation, and safety and regulatory consulting services. OSHA compliance updates and loss control solutions will be part of the benefit.

The MO-AG Insurance Agency is a joint venture with Agri-Business Insurance Services (ABIS) of Des Moines, Iowa and MO-AG. ABIS is part of the LaMair-Mulock-Condon Company, one of the largest independently owned brokers of agri-business insurance in the country, employing over 130 insurance professionals with years of

**Rex Meyr**  
Shawnteetown Feed &  
Seed  
Jackson

**Wayne Orey**  
Riggins R-Co, LLC  
Marshall

**Jason Paris**  
MFA Inc.  
Columbia

**Duane Simpson**  
Monsanto  
St. Louis

**Hank Thomas**  
Van Diest Supply  
Marshall

**Aaron Wade**  
Crop Production Services  
Sikeston

**Jerry Young**  
Agriservices of Brunswick  
Brunswick

### **MO-AG Staff**

Executive Director  
Steve Taylor

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Jeff Leonard

Legislative Consultant  
Jim Russell

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insurance experience. Given the strength of ABIS and its reputation of focusing on what's right for the customer, I believe they are the perfect partner for us in this venture.

The MO-AG Insurance Agency will have access to all the major agribusiness underwriters including: Continental Western Group, Michigan Millers Mutual Insurance Company, Nationwide Agri-Business/Farmland Insurance, Penn Millers Insurance Company, Triangle Insurance Companies, Westfield Insurance, and many more specialty insurance companies. Our focus will be on finding insurers that can deliver the coverage and service that's right for your agri-business operation.

I hope you take a look at your new agency. Remember, by doing business with the MO-AG insurance agency, your patronage will help provide MO-AG crucial financial resources in order to operate and provide you with a wide range of benefits. Please, contact the MO-AG office and let's discuss how we can help you.

Until next time,  
*Steve*

## **MEMBER NEWS**

### **MO-AG Committees Restructured**

During its July 2010 meeting, the MO-AG Board of Directors reformed MO-AG's committee structure. The new committee structure more closely mirrors MO-AG's core objectives, as outlined in the last strategic plan. The core objectives include membership & member services and advocacy on issues important to the membership.

#### ***Your help is needed!***

In order to better serve membership, MO-AG members who will step up and volunteer their time and talents for the good of the agribusiness industry are needed. Please consider volunteering for one or more committees of your choice. More information on the committees and steps for applying is available on the MO-AG website. ([Click Here](#))

## **MO-AG Committees: 2010**

Committees fill an important role for many organizations. In the case of MO-AG, productive committees are needed to engage the membership, obtain crucial information, and help the MO-AG Board and staff determine appropriate courses of action. Please review the Committees below and then choose which committee(s) on which you would like to serve.

### **Member Services Committee**

*The goal of this committee is to increase membership, engage members in MO-AG programs, and promote quality member services.*

This committee may develop prospects for membership in MO-AG and take other actions to add new members and maintain current members. This committee helps plan the Summer and Winter Meetings. The planning can range from designing the overall programs to providing specific input on meeting location, choosing a golf course, program topics, and menu items. Other meetings, such as training workshops and regional meetings, are under the purview of the Member Services Committee. This committee also provides input on public relations and communications efforts, which currently includes the electronic "Wrap-Up," quarterly newsletters, brochures, directory, website, and other communication tools. This committee recommends members for recognition and awards (i.e. Extra Step Award). All other items related to providing service to the members falls to this committee. The Member Services Committee may address other topics as requested by the MO-AG Board Chairman or MO-AG President.

### **Agricultural Production Committee**

*The goal of this committee is to monitor all issues related to agribusiness, as well as agricultural production and to make recommendations of needed actions relating to these issues.*

Issues addressed are those that could impact any and all MO-AG members in the business of food,

fiber, grain, feed, seed, fertilizer, chemicals, equipment, forestry products, livestock, mining of minerals, or related agricultural products. Issues that could impact MO-AG's manufacture & wholesale, retail, or service providing members will be monitored. This committee could address highly technical issues that frequently involve proposed government regulation from state and federal agencies. This committee would work closely with the Government Affairs Committee by providing specific policy recommendations. This committee also oversees member programs such as the Clean Pesticide Container Recycling Program and provides input regarding the University of Missouri Fertilizer Control Service. The Agricultural Production Committee may address other topics as requested by the MO-AG Board Chairman or MO-AG President.

#### **Government Affairs Committee**

*The goal of this committee is to advocate for MO-AG members on public policy issues and to help MO-AG, as an organization, maintain its effectiveness in influencing public policy.*

This committee helps MO-AG maintain relationships with public officials. Issues addressed by this committee could be federal, state, or local. Issues addressed could be provided by the Agricultural Production or Transportation Committees or other issues developed by the Government Affairs Committee. The Government Affairs Committee provides input regarding the lobbying activity of MO-AG at the state and national capitols. Members of the Committee may be provided the opportunity to travel to Jefferson City or Washington DC to meet with elected officials and provide information on various topics. Committee members may testify on behalf of MO-AG at hearings. This committee plans and provides input regarding MO-AG's "Legislative Day." The Government Affairs Committee may address other topics as requested by the MO-AG Board Chairman or MO-AG President.

#### **Transportation Committee**

*The goal of this committee is to advocate for MO-AG members on issues specifically related to*

*transportation.*

Transportation is crucial to all MO-AG members, affecting almost all agribusinesses. Given the crucial nature of transportation to our industry, a specific committee, the Transportation Committee, is given the responsibility to monitor transportation issues, specifically federal and state regulations, and make recommendations to the Board and staff regarding actions needed by MO-AG. The Transportation Committee may address other topics as requested by the MO-AG Board Chairman or MO-AG President.

## **NEWS YOU CAN USE**

### **Participate in Missouri River Freight Corridor Development Meetings**

Just a few weeks ago, at the MO-AG Summer Meeting, Dr. Ernie Perry of the Missouri Department of Transportation (MoDOT) gave a presentation on the new Missouri River Freight Corridor Assessment and Development Plan. This is an important effort to get more freight transportation back on the Missouri River. As mentioned then, meetings around the state were being planned to provide information on the project and get stakeholder input.

The waterways industry, in partnership with MoDOT and other state and federal agencies, is working to redevelop this important transportation asset. Improvements to the Missouri River transportation system can reduce highway congestion by moving more goods on the waterways. Increased use can provide environmental benefits by using the cleanest, safest and most efficient transportation mode. And, increasing traffic on the Missouri River can drive economic development by locating businesses and shippers along this transportation and economic development corridor.

MoDOT needs your help to identify and implement strategies to bring more freight back to the Missouri River. Please consider attending one or more of these three meetings:

**Monday, August 16, 2010**

10:00 am - 12:00 p.m.

MoDOT Kansas City Area District Office

600 NE Colbern Rd.  
Lee's Summit, MO 64086

**Tuesday, August 17, 2010**

10:00 a.m. - 12:00 p.m.  
MoDOT Central Office  
1511 Missouri Blvd.  
Jefferson City, MO 65109

**Friday, August 20, 2010**

10:00 a.m. - 12:00 p.m.  
MoDOT St. Louis Area District Office  
1590 Woodlake Dr.  
Chesterfield, MO 63017

**Please RSVP to:** *Debbie McClish at Hanson Professional Services Inc. by email: [dmcclish@hanson-inc.com](mailto:dmcclish@hanson-inc.com) or phone: (615) 665-9611, ext. 4101*

**State Auditor Releases Report on Grain Regulators**

Missouri State Auditor Susan Montee said the losses from the collapse of a Martinsburg grain business would have been substantially less had state regulators done a better job of following their own examination standards two years ago. "They should have been checking cancelled checks against the sales slips and they weren't," Montee said.

Montee's audit said grain regulators in the Department of Agriculture could have spotted problems with the Gieseke Grain Dealership as early as September of 2008, simply by verifying the financial information supplied by Cathy Gieseke, who is now doing time for fraud. "And what we found is had they uncovered this, which they could have done using their own procedures, the losses would have been about eleven million dollars less," Montee said.

Authorities said Gieseke used a ponzi scheme to attract business, ultimately bilking 180 farmers out of more than \$27 million.

Montee said a tradition of hand-shake deals and hands-off regulation allowed the fraud to continue much too long. "The producers, themselves, need to be more aware of what's going on," Montee

said.

Montee said the Agriculture Department should increase the bonding requirements for dozens of Missouri grain dealers and look into the creation of an indemnity fund. In its formal response, the Agriculture Department concedes past shortcomings and points to new safeguards, including larger bonding requirements in some cases.

Last year, Agriculture Director Jon Hagler said bonding is a delicate balance. "On the one hand, the bonding is very low," Hagler said. "On the other hand, if you raise that bond too high, then small warehouseers go out of business and then you reduce competition and farmers are harmed that way." [Source: KRCG - TV]

**NOTE:** *A copy of the findings in the audit of the Department of Agriculture, Grain Regulatory Services Program, can be found on the MO-AG website. ([Click Here](#))*

### **TFI Special Permit 13554 Renewal Underway**

DOT is requesting certain information from The Fertilizer Institute (TFI) for the renewal of Special Permit (SP) 13554, which authorizes the continued use in transportation of nurse tanks with missing or illegible ASME dataplates under certain conditions. For businesses that are registered through the Nurse Tank Inspection Program (NTIP), SP-13554 will expire October 31, 2010. TFI will submit an application to DOT for renewal of the special permit on behalf of its members who indicate they want to continue to be covered by the Special Permit.

**Each of the 368 principal places of business for the companies registered through TFI, should have received a Certified Mail letter during the week of August 2 with instructions and an authorization number to speed the process of renewing their Special Permit. The process to renew is easy and will take about ten minutes. Response to the mailing is required by August 10th to continue to be covered by TFI's Special Permit.**

The 368 principal places of business represent the 1,448 locations registered under the NTIP. The Agricultural Retailers Association (ARA) supports TFI on this expedited method of renewal, according to a recent newsletter. Businesses that applied directly to DOT for SP-13554 party status will have varying permit expiration dates based on application date, and will be on their own to seek renewal. The TFI NTIP renewal notice does not concern businesses that registered on their own. [Source: Asmark Institute]

### **DOT Proposes to Convert Special Permits to Performance-Oriented Standard**

The Department of Transportation's (DOT) Pipeline Hazardous Materials Safety Administration (PHMSA) issued a proposal to incorporate six special permits into federal DOT regulation. Among the special permits recommended for incorporation are two special permits held by TFI on behalf of its members. SP-10950 has been in effect since 1993 and authorizes nurse tanks to be securely mounted on field trucks in the Pacific Northwest. SP-13554 has been in effect since 2004 and authorizes nurse tanks with the missing or illegible identification plate to continue in operation so long as they are tested and pass certain tests. PHMSA cited the positive track record of TFI and the industry as part of the reason these special permits were selected to be codified. SP-13554, under this proposal, only addresses nurse tanks with the missing or illegible identification plate. Comments on the proposal are due no later than August 20, 2010. On December 14, 2008, TFI submitted a Petition for Rulemaking to DOT asking that DOT require testing of all nurse tanks as required under SP-13554. [Source: Asmark Institute]

## **UPCOMING EVENTS**

### **AUGUST, 2010**

12-22 Missouri State Fair; Sedalia, MO  
**16 Missouri River Freight Corridor  
Development Meeting;**

Lee's Summit, MO  
17 Missouri River Freight Corridor  
Development Meeting;  
Jefferson City, MO  
20 Missouri River Freight Corridor  
Development Meeting;  
Chesterfield, MO  
24 Field Day - Graves Chapple Farm;  
Rock Port, MO  
25 Field Day - Hundley/Whaley Farm;  
Albany, MO

### **SEPTEMBER, 2010**

2 Annual Delta Center Field Day;  
Portageville, MO  
10 Field Day - Southwest Center; Mount  
Vernon, MO  
14 FFA Field Day; Bradford Farm;  
Columbia, MO  
14-16 The Grazing School; Forage  
Systems Research Center;  
Linneus, MO  
17 Fall Pre-Harvest Meeting; Southwest  
Center;  
Mount Vernon, MO  
21 Field Day - Thompson Farm;  
Spickard, MO  
30-10/1 Grazing School - Wurdack Farm;  
Cook Station, MO

### **OCTOBER, 2010**

2 South Farm Showcase; Columbia, MO  
5 MU CAFNR Career Fair; Columbia, MO  
5 MO-AG Regional Meeting; Country  
Club of Missouri;  
Columbia, MO  
6-8 Missouri Seedmen's Association Annual  
Meeting;  
Resort at Port Arrowhead, Lake Ozark,  
MO  
7 Ag Education Day; Wurdack Farm;  
Cook Station, MO  
8 Field Day - Wurdack Farm; Cook  
Station, MO

### **NOVEMBER, 2010**

18 ALOT Annual Meeting Seminar, Dinner  
and Auction;

Columbia, MO

## **JANUARY, 2011**

5-7 MO-AG Convention; Lodge of Four  
Seasons;

Lake Ozark, MO

7-8 Missouri Land Improvement  
Contractors Winter

Convention; Ramada Inn; St. Joseph,  
MO

## **FEBRUARY, 2011**

9-10 2011 Missouri Pork Expo; Columbia, MO

Note: Items in **red** are new postings since the last  
Wrap-Up issue.

### **JOB OPENING**

#### **Location Manager for Midwest Fertilizer; Thayer, KS**

There is an opening for a Location Manager at  
Thayer, KS. Compensation includes salary based  
on experience plus benefits, including health,  
dental, vacation, sick leave, and 401k. Resumes  
can be emailed to [wgfert@yahoo.com](mailto:wgfert@yahoo.com) or faxed to  
620-839-5694. Questions can be directed to Mark  
Shelite at 620-839-5251.

***Note: If you have a job you would like listed on  
our website's classified page and in the  
Missouri Agribusiness Wrap-Up, please email  
to [mo-ag@mo-ag.com](mailto:mo-ag@mo-ag.com).***

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## **Letters to the Editor**

*Do you have a response to the Missouri  
Agribusiness Wrap Up? Let us know! The*

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

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