



Missouri Agribusiness Association Wrap-Up

July 12, 2011

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Columbia

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Chillicothe

FROM STEVE'S DESK

by Steve Taylor



From Steve's Desk - Part I Why Not . . . ??

If you haven't sent in your registration for the MO-AG Summer meeting, I have only one question for you. Why not? The Summer meeting is a perfect time and at the perfect place to have a little fun and do a little business.

Here are just some of the highlights:

- **MDNR Director Sara Parker Pauley** - Come meet Director Pauley and hear her speak at the Banquet Thursday night. Appointed by Governor Jay Nixon to head up the Missouri Department of Natural Resources, Sara will share with us her thoughts on where she wants to lead the department and how she sees the agency working with those of us regulated by her agency.

- **Fun** - Whether it's golf, fishing, trap shooting, big surf water park, or just enjoying the beautiful Lake of the Ozarks area, don't miss out on your share of the fun.

- **Committee Meetings** - OK . . . so we do throw a little work into the mix. MO-AG's Committees are where we drill down into the issues and provide the MO-AG Board and Staff the input that's needed to promote your interests. If you are on a Committee, we hope to see you at Committee meetings Wednesday afternoon. If you are not on a Committee, I'd love to talk to you about becoming involved!

- **Jim Russell Foundation Auction** - Thursday night's auction helps fund the Jim Russell Foundation which supports scholarships for college students interested in agriculture. Bid big and bid often on

Jerry Foster
Cargill
Jefferson City

Jeff Geisendorfer
Lincoln County
Farmers Coop
Troy

Rex Meyr
Shawnteetown
Feed & Seed
Jackson

Wayne Orey
Riggins R-Co.
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
Brunswick

MO-AG Staff

many the great items that have been donated.

- **Visit with friends and colleagues** - Above all, the MO-AG summer meeting has always been about having the time to catch up with your colleagues.

I'll look forward to seeing you at the Lake.

From Steve' Desk - Part II Governor Nixon Signs SB356



Caption: MO-AG President Steve Taylor joins others Missouri agricultural leaders, Missouri Legislators, and Governor Jay Nixon as the Governor signs SB356

On Monday, I was with Governor Jay Nixon when he signed SB356 which makes changes to Missouri's grain law. SB356 represents over 2 years and 3 legislative sessions of work that actually began with the Cathy Gieseke grain fraud in Martinsburg. SB356 contains many provisions that raise reporting and financial requirements for grain dealers in Missouri. But what is equally important is the provisions that SB356 does not contain. When first introduced this year and two years ago, SB356 would have raised the maximum bonding level from \$300,000 to \$1,000,000 and raised the formula for calculating bond amount to 5%. We argued strongly and successfully that this would simply put too many good grain dealers out of business. Many were calling for a creation of an indemnity fund and to require audit level financials of all grain dealers. MO-AG pushed against these ideas and they were not included either.

This has been a tough issue. Over the past two years, we have worked very closely with MDA Director Jon Hagler and his staff as well as Sen. Brian Munzlinger, the sponsor of SB356. While we have many to thank, I particularly would like to give my personal thanks to these two fine gentlemen. I also would like to thank many MO-AG members who provided assistance on this issue and thank the MO-AG Board for its direction to me. I personally thank MO-AG past-Chairman Seth

Executive Director
Steve Taylor

**Director of Member
Services**
Jeff Leonard

Legislative Consultant
Jim Russell

Legal Counsel
Robert Brundage

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Ricketts for his hard work. Seth joined me at the witness table during hearings at the Capitol as well as at the meeting table with MDA staff to hammer out this law. Thank you, Seth.

For you football fans, you know that the defense is as important as the offense. While no effort is totally perfect, your association did a very good job defending your interests and promoting legislation that keeps the grain industry in Missouri competitive. The next stage is implementation. I'll have more to say on that in the weeks to come.

Until next time,

Steve

MEMBER NEWS

Register Today to Attend MO-AG Summer Meeting

Prepare to head to the lake with your MO-AG friends and your family for the MO-AG Summer Meeting July 20-22. The chance to see old friends, make new ones, hear great speakers, swim, golf, shoot trap and **NEW** this year a guided fishing tournament. You can download the brochure [here](#). We hope to see all of you at the Summer Meeting!

Webinar on Opportunities in Saudi Arabia's Agribusiness

A webinar will be held tomorrow Wednesday, July 13, 2011, from 12:00-1:00 p.m.. The speakers will David Callahan of the U.S.-Saudi Arabian Business Council and Tawhid Al-Saffy, Ph.D. of the U.S. Embassy in Saudi Arabia. They will be discussing opportunities in the Saudi agriculture and water sectors, including:

- Animal Health products
- Biotech crops
- Dairy farming products and equipment
- Feeds, additives, and feeding systems
- Grains (alfalfa, barley, corn, rice, soybeans, wheat)
- Irrigation and desalination technologies
- Low chemical-integrated pest control technologies
- Livestock
- Nurseries and crop protection
- Poultry/poultry feeding and watering systems
- Processing and packaging equipment for dates, fruits, vegetables, meat, meat products
- Supply chain management for agribusiness
- Testing systems for soil, water, and product quality
- Water quality monitoring and control systems

Participants will also learn about the USSABC business development mission to Riyadh, September 17-22, 2011. The mission will exhibit at Saudi Agriculture 2011, the country's oldest and largest international

exhibition of agriculture and water technologies.

Click [here](#) to register.

Mini-Bulk New Requirements Effective August 16, 2011

Refillable containers will be required to meet the following requirements:

- One-way valves or tamper evident device on openings is required.
- Containers must have a unique method of identification such as a serial number or other ID code.
- Must meet DOT design, construction, marking.
- No limits on size, except those place by registrants, of the refillable container
- Must be cleaned between uses unless tamper evident and/or one-way valves are intact and filled with same product.
- Containers must be on an approved list from the registrant.
- Must have registrant's cleaning instructions and repackaging authorization on hand.
- EPA Est. # and net contents must be on the product label affixed to the tank.
- Container integrity is the responsibility of both refiller and the registrant.
- Records must be kept for each inspection and fill.

The entire rule can be accessed by clicking [here](#). Another great source of information on the rule change is the Mid America Croplife Association's (MACA) website click [here](#). If you have questions regarding these new requirements please contact MO-AG by phone at 573-636-6130 or by email at jleonard@mo-ag.com.

NEWS YOU CAN USE

Supreme Court Says EPA Has Authority to Regulate Climate Change

The U.S. Supreme Court last week upheld EPA's authority under the Clean Air Act (CAA) to regulate greenhouse gas emissions (GHG) and address other air pollution contributors to so-called "climate change." The high court said its 2007 decision "made plain that emissions of carbon dioxide qualify as air pollution subject to regulation" under the CAA. The court heard American Power Company v. Connecticut, a case brought by the power company to challenge the state's claims against alleged plant pollution under federal CAA regulations. The court said its previous decision "speaks directly to emissions of carbon dioxide from the defendant's plant." The court also referenced in detail EPA's ongoing rulemaking to set standards on GHG emissions from fossil-fueled plants by May 2012. Source: Asmark Institute

UPCOMING EVENTS

JULY, 2011

20-22 MO-AG Summer Meeting; Lake Ozark, MO

AUGUST, 2011

11-21 Missouri State Fair; Sedalia, MO

SEPTEMBER, 2011

28-30 MO Seedmen's Assoc. Annual Meeting; Lake Ozark, MO

OCTOBER, 2011

5 MU CAFNR Career Fair; Columbia, MO

NOVEMBER, 2011

17 ALOT Annual Meeting; Columbia, MO

DECEMBER, 2011

4-6 MO Farm Bureau 97th Annual Meeting; Lake Ozark, MO

16-17 MO Cattlemen's Assoc. Annual Meeting; Columbia, MO

JANUARY, 2012

11-13 MO-AG Winter Convention; Lake Ozark, MO

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

JOB OPENINGS

Director of Grain Operations

MFA Incorporated, a Midwest-based Agri business, seeks a Director of Grain Operations at our corporate office in Columbia, Missouri. This position will manage the grain operations of the Agri Services Division and advise other corporate operating areas in a manner that will maximize net grain operating revenue. This is a key management

position. We are looking for someone who has the experience, knowledge and analytical capacity needed by a senior level commercial merchandising manager as well as a broad base knowledge of elevator operations and business management. An in-depth knowledge of the wheat, corn, soybeans and milo cash grain markets within the Missouri and surrounding trade areas is required. A background in trading of river markets, western terminal markets, soybean processing, wheat milling, and domestic feed markets is necessary. Knowledge of elevator operations; barge, rail and truck transportation; industry trade rules covering grain and freight; various market trade practices; and state and federal programs and requirements is needed. Knowledge of futures instruments and spreads as well as governing rules and regulations is necessary. A strong understanding of various cash contractual forms and their impact on accounting and profitability is required. The person in this position must also have excellent management and business skills; excellent accounting, math and analytical skills; excellent interpersonal and time management skills; excellent oral and written communication skills; and excellent negotiation skills. If you feel you're up to the challenges this busy position offers apply to:

Human Resources
MFA Incorporated
201 Ray Young Drive
Columbia, Missouri 65201
HR@mfa-inc.com

Check out our Web site for more details at www.mfa-inc.com

EOE/M/F/D/V

Agronomy/Precision Sales Representative - Marshall, MO

Central Missouri Agri Service at Marshall, MO has an opening for a Sales person experienced in Agronomy sales and current knowledge of VRT/ GIS precision equipment. This individual must have organizational & time management skills, be self motivating, self starting individual with experience and /or a B.S. Degree in Agriculture. This position would include developing a close working relationship with producers. This would include farm calls, grower meetings and other related services. If you have interest in fulfilling this position contact Gabe Ramsey at CMAS; Box 549; Marshall, MO 65340; e-mail: gabercm-as.com; or phone: 660-886-6970.

Note: If you have a job you would like listed on our Web site's classified page and in the Missouri Aaribusiness Wran Un. please email to mo-aa@mo-aa.com

ag.com

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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