

IFCA NEWS



ILLINOIS FERTILIZER & CHEMICAL ASSOCIATION

Our Mission Statement: *To assist and represent the crop production supply and service industry while promoting the sound stewardship and utilization of agricultural inputs.*

Summer 2008 Newsletter IFCA Chairman's Report *by Mark Tarter*

It's summer time, and the living is easy. Whoever said that probably wasn't in the ag retail business. The bugs and diseases are being chased by yellow planes all over the state. Late weeds are poking up through the canopy and are chased by the ground rigs. Customers are telling us how to bill the last six months of products they have used so they can pay us by the end of the year. Maintenance is being done, getting fall equipment ready. Decisions are being made for next year. And if we're lucky, we find time to take a vacation.

I hope you all had a good spring, all things considered. Rain, wind, floods and replants are all things I'm sure some of you would just as soon forget. West central IL has fared better than other parts of the state, other than some wind in some areas recently. Harvest is a long way off, though.

On July 20-23, I had the opportunity to travel with my fellow IFCA members Robin Schroeder, Ervin Caselton, Rodney Phelps, Bill Romshek, Mark Powell, Martin and Sally Case, Kevin Runkle, and our HOUSE MOTHER Jean Payne to Washington DC to the agri-business fly-in. We met with Rep. John Shimkus and staffers from several other legislative offices. I felt we did some good conveying our position on several issues. One thing I noticed, all these staffers are twenty somethings. Not sure what to make of that.

Jean testified before the Surface Transportation Board on our opposition to the railroad's move to get shippers and the end user to pay for their cargo liability insurance. It is always a pleasure to see Jean in action. We should all be proud to have her at the helm. The STB chairmen commended her and The Fertilizer Institute people for being prepared and for having a solution to the problem, something the railroads didn't bother to mention in their statement. Go figure.

Jean was also a great tour guide, we were able to see a lot of the historic sites. She also made sure we got plenty of exercise, as we walked at least 5 miles a day. (*Editor's Note: It wasn't that far, everything was just around the corner.*) All of us got to experience DC taxis and a few got to be in a crash in one, myself included. We also made sure we made a lasting impression on the other state associations as well. Robin Schroeder, thank God you're Irish. All in all A GREAT TRIP. Thank you Jean. We will have stories at MAGIE.

Jean, my wife Kathy and I also were able to go see President Bush in Peoria on July 25 at Aaron Schock's fundraiser (he's running to replace Congressman Ray LaHood). It was cool! It was refreshing to hear a speech by the President that wasn't twisted by the media. A special thank you to Rosemary O'Brien of CF Industries for making it possible.

Be sure to mark your calendars for MAGIE Aug 20-21 at the Interstate Center in Bloomington. See you there.

P.S. If anyone has seen our boy Kevin Runkle's baseball, he'd like it back. Also, don't be surprised if you happen to see Pink Flamingos at MAGIE (ask Leslie).

IFCA Welcomes New Board Member

Jeff Eggleston of Hintzsche Fertilizer in Maple Park was appointed by the IFCA Board of Directors to fill the Retail Representative Seat in District 2 which was vacated when Norm Larson of Elburn Co-op left the industry to return to the family farm. Jeff grew up in Central Indiana and received a B.S. in Agronomy from Purdue. He spent the first two years of his career with Diamond Shamrock before joining ConAgra/UAP in 1985. He spent the following six years with UAP Florida, as a Branch Manager and Sales Manager before relocating to Michigan as Sales Manager for Grower Service in Lansing. After two seasons in Michigan he accepted the position as General Manager for UAP Chile, and relocated to Santiago de Chile where he was responsible for the growth of UAP's distribution network throughout South America. In 2005 Jeff returned to the US and assumed overall management responsibilities for UAP's operations in Mexico, Central America and South America. Upon ConAgra's divestiture of UAP in the US and Canada, he helped see them through the sale of the business and then assumed his current position as General Manager for Hintzsche Fertilizer. Please help welcome Jeff—we look forward to his leadership on the IFCA Board. You can reach him at jeggleston@hintzsche.com

IFCA Officers & Staff

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Mark Tarter, Tarter Feed & Fertilizer, Canton

Vice Chairman

Dan Zinck, Monsanto, Canton

Finance Officer

Terry Habrock, Terayne Ag Specialties, Venedy

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Exec Committee Member

Mark Stivers, Helena Chemical Co., Maroa

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Doug McDevitt, Effingham Equity, Effingham

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Dennis Ross, Seward Ag Supply, Seward

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Scott Schertz, Schertz Aerial, Hudson

Terry Sorgenfrey, Bunker Hill Supply Co., Hutsonville

Mark Stivers, Helena Chemical, Maroa

Brian Waddell, Mosaic, Normal

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Illinois Fertilizer & Chemical Association
Supply • Service • Stewardship

IFCA WELCOMES NEW MEMBERS

John Ambrose, Rentech Energy Midwest, East Dubuque, IL

Jeff Johnston, Bodine Environmental Services, Decatur, IL

Brad Ellinor, Pro-Stock Trucking, Lanark, IL

Brian Springer, Direct Ag Rentals, Maryville, MO

Chad Lau, Fort Transfer Co., Morton, IL

William Holaday, Honeywell, Savage, MN

John Lotz, Lotz Trucking Service, Inc., St. Peter, IL

Clint Deitch, New Century Ag Recruiters, Norborne, MO

IMPORTANT UPCOMING DATES

National Agronomic Health & Safety School, Aug 19-20

MAGIE 2008, Interstate Center, Bloomington, Aug 20-21

Anhydrous Ammonia Safety School, August 20, 2008, @ MAGIE

Ag Retailers Assoc Conference, December 2-4, Austin TX

IFCA Winter Convention, January 20-22, 2009, Peoria

Pesticide Misuse Complaints: 2007 vs 2008

The Illinois Dept of Ag reports that pesticide misuse complaints in 2008 have been very similar in number to those reported in 2007. So far in 2008, IDA received 79 misuse complaints compared to 85 complaints registered in 2007. This year IDA has/is conducting 77 formal investigations into misuse claims. This consistently low incidence of complaints compared to the volume of products applied by our members is a testament to our industry's stewardship commitment.

Hole In One Winner at Decatur Golf Outing

Greg Rothrock with SSI (Software Solutions Integrated) wins a watch after hitting a hole-in-one on hole nine at the Scoville Golf Course during the IFCA golf outing in Decatur, IL on July 31.

Pictured from left to right are Steve Benner Allerton Supply, Greg Rothrock SSI, Rob Bullock SSI, and Bob Kaempfe of Lange-Stegmann. Hole-in-one prizes are sponsored by Marco NPK.





GOVERNMENT UPDATE

by Jean Payne



IFCA in Washington DC for Congressional Visits, Testimony

On July 20-23, IFCA participated in the annual Agribusiness Fly-In to Washington, D.C. Board Chairman Mark Tarter, fellow board members Robin Schroeder, Rodney Phelps, Ervin Caselton, Martin Case, Bill Romshek, Legislative Committee Chairman Mark Powell and Jean Payne visited the Congressional offices of Peter Roskam, Phil Hare, Tim Johnson, John Shimkus and Senators Dick Durbin and Barack Obama. We encouraged our legislators to support off-shore drilling, to resist efforts by activists to remove the word “navigable” from the definition of waters subject to regulation under the Clean Water Act, asked them to continue to support the agricultural Hours of Service Exemption and help reign in overzealous CDL regulatory requirements. In our visit with Congressman Shimkus (below), he urged our members to continue to pressure your elected officials to support off-shore drilling and demand that the leadership call for a vote on this important issue. “Hold them accountable” for their actions or inactions, he stressed.

On July 22, Jean Payne also provided testimony on behalf of IFCA members before the Surface Transportation Board (STB) regarding the railroad’s petition asking STB to adopt a policy that would allow the rail carriers to shift all of their liability for transporting anhydrous ammonia to the users of the product (i.e. the manufacturers, retailers and eventually the farmers). The Fertilizer Institute, Ag Retailers Association and several ammonia manufacturers also provided testimony on the impact of this proposal on our industry



and the importance of ammonia to crop production in the United States. In Illinois, over 75,000 tons of NH₃ are transported by rail to ag retail sites yearly. The STB is expected to rule on the railroad’s petition this fall. Watch for more information from IFCA about contacting your Congressman regarding this issue.

Left to Right: Robin Schroeder, Bill Romshek, Martin Case, Jean Payne, Congressman John Shimkus, Mark Tarter, Mark Powell, Rodney Phelps (Ervin Caselton was present but absent from photo)

IDOT Proposed Move to Harrisburg Troubling to IFCA

On July 31, IFCA President Jean Payne testified before the Illinois Commission on Government Forecasting & Accountability in opposition to the IDOT proposal to move the Division of Traffic Safety from Springfield to Harrisburg. The Division manages the hazardous material and motor carrier programs and works closely with IFCA to ensure that our industry is informed on regulatory changes. We also work closely with the Division on enforcement policies that are reasonable and equitable for our members. At the hearing, IDOT Acting Secretary Milt Sees stated that he did not believe the employees in the Division would move to Harrisburg, but would be replaced. This is the cause of concern for IFCA; the experience, institutional knowledge of the regulations and the solid partnership these employees have formed with IFCA would be lost. It became clear during the hearing that many Commission members believe the move is purely political, will cost the state millions of dollars and will erode the efficiency of the Traffic Safety program. The Commission will issue its decision on the move later this summer; Governor Blagojevich has stated that the move is “a done deal” but it was evident during the hearing that lawsuits will be filed on behalf of IDOT employees if it happens. Stay tuned.

IFCA Stays Engaged with Farm Bureau on Input Issues

The rising costs of fertilizer, agrichemicals and seed have raised many concerns among farm groups who continue to seek to understand the reasons behind the rapid and continuing input cost increases. Jean Payne and IFCA board members Mark Tarter, Robin Schroeder and Brian Waddell met with Illinois Farm Bureau’s Profitability Task Force in April 2008 to present the world factors driving up the price of fertilizer. On July 31, Jean Payne and IFCA member Tim McCardle from Brandt Consolidated met again with the Farm Bureau profitability task force to explain how the high price of inputs impacts the ag retailer and the risk retailers face in securing supply for their customers. Brian Waddell from Mosaic also presented the most current fertilizer outlook at the Farm Bureau Commodities Conference on July 30th. Your IFCA board of directors and the staff believe we must continue to keep our customers educated on the factors behind the rising cost of inputs, how this impacts the ag retail industry and how the prevalence of input prepayment contracts is changing the nature of the business. In challenging times like these, it can be easy to point fingers and IFCA works hard to maintain positive and professional relationships with the grower organizations, state agencies and legislators who continue to inquire about the rising costs of inputs and the impact it is having on both farmers and dealers.



INDUSTRY ISSUES



2008 AERIAL APPLICATION UPDATE

This year was another busy season for both Illinois and out of state aerial applicators. The Illinois Department of Agriculture's Bureau of Environmental Programs reports there were 14 new aerial application containment facilities permitted and 2 are still in the review stage; this increases the number to over 40 facilities permitted for aerial application in Illinois. There were approximately 310 aerial applicators licensed in Illinois; 120 of them are listed as out-of-state applicators. IFCA fielded several calls from citizens concerned about aerial spraying and agrichemicals landing off-target. IFCA encourages stewardship and responsibility for aerial application, and there may be more required of aerial applicators next year with regard to containment at temporary loading sites. Please go to www.ifca.com to download a brochure that explains the regulations pertaining to aerial application. It takes a minimum of 90 days to obtain a permit for a containment facility, so if you have more plans for aerial application next year, start planning as early as possible to assure compliance with the containment regulations.

FIRE PREVENTION PLAN AVAILABLE TO IFCA MEMBERS

IFCA, in conjunction with the Asmark Institute, Illinois EPA and the Illinois Fire Service Institute, developed a fire prevention plan for use at your facility to help train local emergency responders in the event there is a fire at your facility. In response to Illinois EPA's request that our industry coordinate more closely with emergency responders in the event an ag chemical facility catches fire, we developed this online fire prevention plan for IFCA members to use free of charge. The fire prevention plan will help identify fire hazards and potential ignition sources and the control measures to help prevent a fire. In addition, the fire prevention plan will contain a comprehensive list of emergency responders and emergency contacts as well as a list of all agricultural products stored in each structure at your location which will be invaluable information for emergency responders. The fire prevention plan is intended to be used in conjunction with your facility emergency plan. Once all the information is entered into the online program, it can be printed off and then used to help train local emergency responders on the proper course of action to take in the event you have a structural fire at your facility. This online tool will be available in August 2008 free of charge to IFCA members. Talk to your insurance company about the fire prevention plan to see if completing it will result in any incentives. If you are interested in completing a Fire Prevention Plan for your facility(s), please contact Kevin at the IFCA office.

NATIONAL SAFETY SCHOOL OFFERS WIDE VARIETY OF REGULATORY TOPICS

Aside from being a great place to network with other industry EH&S personnel in Bloomington, IL on August 19 & 20, the National Agronomic Environmental Health and Safety School (NAEHSS) will cover topics including CFATS Regulations, SPCC, OSHA Regulations, RMP e-submit, EPA Pesticide Container and Containment Regulations, DOT Drug and Alcohol Compliance, DOT Future of Nurse Tank Testing, and the Fire Prevention Plan. For a complete list of topics and presenters or to register for the safety school, go to www.naehss.org. The cost is only \$135 per person with lunch provided both days. This fee also gets you into the MAGIE show, the largest outdoor equipment and demonstration show geared specifically toward ag retailers.

IFCA ORGANIZES BULK PESTICIDE INSPECTION EVENT

As the administrator of the American Agronomic Stewardship Alliance (AASA) program, IFCA president Jean Payne and IFCA Manager of Regulatory Services Kevin Runkle organized an AASA kick off event at the Ceres Solutions facility in Templeton, IN on July 10. AASA is comprised of pesticide manufacturers and distributors who have taken the initiative to hire third party inspectors to inspect every bulk pesticide storage site in the United States on a three year cycle to make sure retailers are in compliance with pesticide container and containment regulations. Illinois ag retailers were inspected for the first time under the AASA program in the Summer of 2006 with a second round of Illinois inspections scheduled for the Summer of 2009. Pictured left to right: Scott Warner (BASF); Bill Taft (GROWMARK); Johnny Berry (Syngenta); Anton Arnoldy, (Dow AgroSciences); Ed Brister (Helena); Joe Becovitz and Beth Carter (Office of Indiana State Chemist); Kip Landwehr (Winfield Solutions) and Jean Payne (IFCA).





Regulatory Update

by Kevin Runkle



IFCA RESPONDS TO ORDINANCE REGULATING FERTILIZER USE IN LAWRENCE COUNTY

The Lawrenceville, IL City Council drafted an ordinance this summer to prohibit the use of agricultural pesticides and fertilizers in a 4,000 acre area around the city's well field. This was in response to a single spike in nitrates above the 10 ppm standard which has since been resolved. IFCA members from Wabash Valley Service Company and Mont Eagle Mills attended public hearings on the proposed ordinance, and Jean Payne later met with the Lawrence County Farm Bureau and City Council members in an effort to resolve the issue cooperatively instead of taking the proposed regulatory approach. Efforts by IFCA and the County and State Farm Bureau appear to be making a difference and we understand that the ordinance is being re-drafted to hopefully remove language attempting to regulate agricultural fertilizer (state preemption laws prohibit local units of government from regulating pesticide use). The City Council will take up the issue again this fall.

ASMARK SVA APPROVED FOR USE WITH TIER 4 FACILITIES

The majority of IFCA members who registered with the Department of Homeland Security (DHS) have received their letters informing them of their tier ranking. Although the majority of IFCA members were notified that they are not subject to Chemical Facility Anti-Terrorism Standards (CFATS) regulations, some IFCA members received Tier rankings requiring them to further comply with CFATS regulations. Facilities ranked a Tier 4 by DHS will have the option of submitting an alternate security vulnerability assessment or using the DHS online SVA model. The DHS online SVA is required for facilities ranked 1-3, but an alternate SVA can be submitted if your facility is a Tier 4. DHS estimates using their online SVA tool can take up to 250 hours per location. However, the Asmark Institute SVA can be completed in 2 hours or less and is approved by DHS for Tier 4 facilities. DHS requires anyone submitting an alternate SVA to log on to the Chemical Security Assessment Tool (CSAT) portal similar to logging in and completing the Top-Screen information which was due on January 22, 2008. Once you are logged in to the CSAT portal, click on "submit SVA." You will have to fill out a series of questions online and you will then have the choice of downloading the Asmark SVA for DHS to review or you can fill out the required information and submit the DHS SVA.

Prior to submitting any SVA information, the CSAT portal will ask you for your Chemical-Terrorism Vulnerability Information (CVI). A CVI number is available by going to www.dhs.gov/chemicalsecurity and click on "get CVI certified to access the SVA tool." Keep in mind that any letter from DHS notifying a facility of its preliminary or final Tier ranking is considered CVI and can only be viewed by persons with a need to know basis who also has a certified CVI number issued by DHS. Any state or federal official wanting to inspect documentation such as training records, maintenance records, SVA, security plans, Risk Management Plans or any type of documentation related to a Chemical of Interest (COI) that placed your facility into a Tier ranking (such as anhydrous ammonia) must also complete CVI training and produce an authorized CVI number issued by DHS. It is then your responsibility as a facility covered by the CFATS regulations to verify the authenticity of the CVI number by calling the DHS help desk at 866.323.2957. Failure to comply with DHS regulations can result in a minimum fine of \$20,000 per day per violation. If you have any questions about CFATS regulations, please contact Kevin.

COURT RULING CHANGES DEFINITION OF INTERSTATE COMMERCE

Depending on the type of agricultural movement, farmers may now be subject to USDOT Federal Motor Carrier Regulations from which they were previously exempt. Previously, shipping a load of grain to the local elevator was defined as intrastate commerce if within the state of Illinois. Now, USDOT states a farmers' movement of grain from the farm to elevator constitutes the first leg of interstate movement of product because it is assumed the grain will eventually leave the state. Since hauling grain to the local elevator is now defined as interstate commerce, farmers will now be required to apply for a USDOT number, register with the Illinois Commerce Commission (ICC) and pay the Uniform Carrier Registration (UCR) fee based upon the number of trucks used in interstate commerce. IFCA members who conduct interstate commerce (i.e. take product across state lines) must also comply with the UCR registration and pay the fee for the number of vehicles in your fleet that cross the state lines. For more on the UCR rule, you can go to www.icc.illinois.gov and click on the "motor carrier" link. The Illinois State Police will handle enforcement of the UCR. IFCA has posted a new "Answers to Your Questions" document from IDOT that explains how the motor carrier safety regulations pertain to agriculture. Just go to ifca.com and click on "Regulations" and click on "DOT" to view or download the document. It's a great piece to review with your employees and also to share with your farmer customers. The Illinois Commerce Commission mailed the 2008 UCR forms in March of this year. The 2009 forms are expected to be mailed in October 2008 and will be due January 1, 2009. If your customers have questions about the UCR regulations, we have also posted a FAQ published by the Illinois Farm Bureau on our website. If you have questions about UCR regulations, please contact Kevin at the IFCA office.



2008 Midwest AG Industries Exposition
August 20 - 21, 2008
Interstate Center, Bloomington, IL



Schedule of Events

Tuesday, August 19

8:30 - 5:00 pm National Agronomic Health & Safety School, Interstate Center

Wednesday, August 20

7:30 - Noon National Agronomic Health & Safety School, Interstate Center

8 AM - 5 PM MAGIE Show

1:30 PM - 3:30 PM Ammonia Safety Training

3:30 PM - 4:30 PM MAGIE Tailgate Party

WIN! WIN! WIN!
 Cash drawings plus other prizes will be given away.
 (Must be present at tailgate party to win.)

Thursday, August 21

8 AM - 2 PM MAGIE Show

9 AM - 3 PM HAZWOPER Training

Highlights

Join us at the 2008 MAGIE show, the only outdoor summer event designed exclusively to showcase the equipment, products and technology utilized in the commercial crop production supply and service industry. MAGIE draws exhibitors and participants from around the United States and the world. It is the only show where you can test-drive the newest application equipment and network with the best agricultural equipment and technology suppliers in the country.

The National Agronomic Safety School is partnering again with MAGIE to offer a 1½ day class at the Interstate Center on August 19th and 20th featuring expert speakers from around the country on regulatory compliance, safety topics and industry issues that impact agricultural facilities. Please go to www.naehss.org to see the complete agenda for the safety school. We are also offering a HAZWOPER refresher course for people who need to fulfill their requirement to stay certified with this OSHA regulation, plus IFCA/IDA anhydrous ammonia safety training.

To see the agenda and to register for the National Agronomic Health & Safety School, go to www.naehss.org or contact The Asmark Institute at (270) 926-4600 x213. To register for HAZWOPER contact the Asmark Institute at (270) 926-4600 x203.



Avoid the long lines at registration.....

Register on-line (www.ifca.com/magie) and we'll have your name badge waiting for you at the door.

Registration Fees

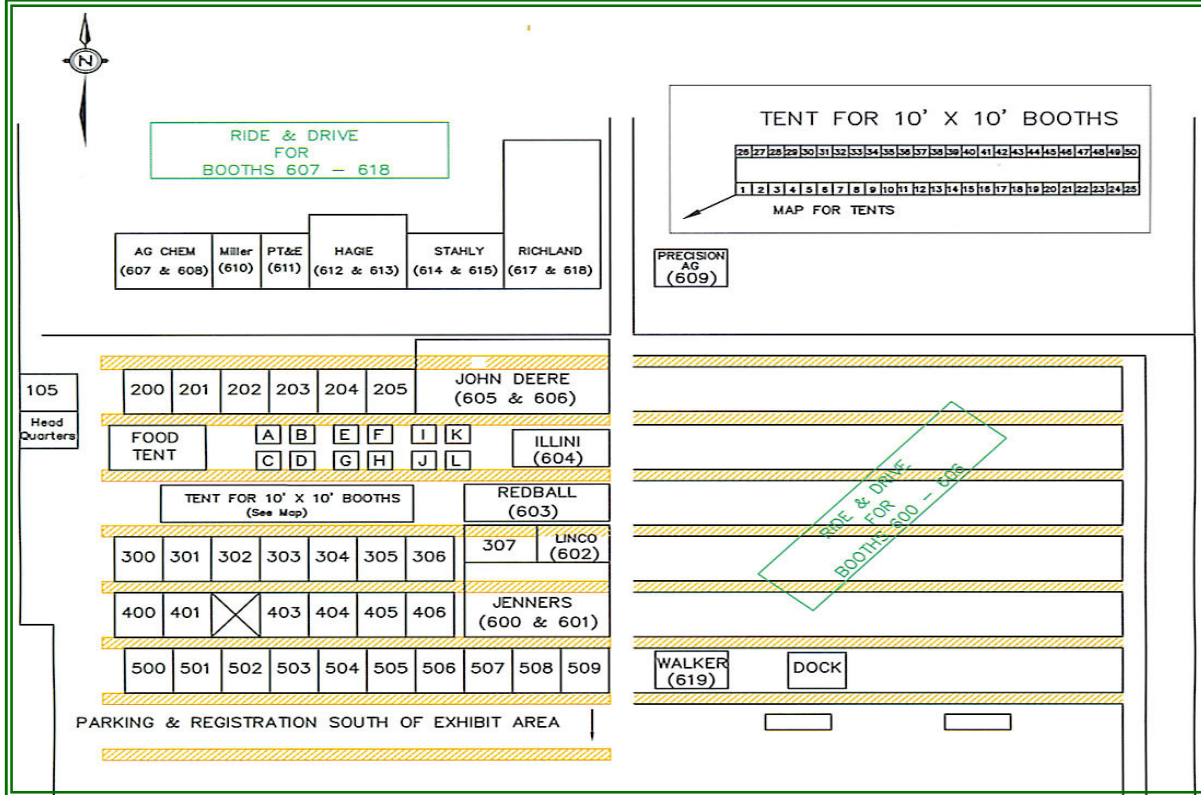
MAGIE \$15.00

Nh3 Training \$50.00

(price includes MAGIE registration)



MAGIE 2008: August 20 & 21, Interstate Center, Bloomington Illinois



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Thoughts From the President's Desk

Jean Payne

If we couldn't laugh, we would all go insane—Jimmy Buffett. I get asked many times how I handle the dysfunctional situation in the Illinois General Assembly and the repeated efforts by the current Administration to tax businesses, remove existing business sales tax exemptions, sweep designated funds and hamstring the regulatory programs that our industry relies upon. It's especially hard to watch our neighboring states prosper while Illinois drowns in debt and discourages business development. I was in Indiana recently for an industry event and got to visit with an Indiana state representative over lunch. He was beaming about new businesses locating in Indiana, the improvements to the campus of Purdue University and the investments being made to the state's infrastructure. He credited the Indiana legislature and Governor Mitch Daniels for adopting business friendly policies and tongue in cheek, also thanked our Illinois Governor for being the best thing to ever happen to economic development in Indiana. I laughed and smiled at him, for what else could I do? IFCA continues to work with legislators and agency officials on policies and regulations that are good for our members. The unfortunate part is that we have to work very hard just to keep what we have. I would much rather be spending my time on new initiatives rather than constantly battling ideas and policies that will hurt our industry. But attitude is so important, and we continue to look for the positive. I was reminded of the importance of laughter a few weeks ago when several IFCA board members accompanied me to Washington D.C. As we questioned the rationalizations by some legislators against off-shore drilling and listened to lawyers long-windedly discuss the legal ramifications of the railroads seeking indemnification on ammonia shipments, we took refuge in our camaraderie and in laughter. It is so inspiring to see our members—people who have to make a living in Illinois' difficult business climate—find humor in the challenges we face. I think most of you know that your IFCA Chairman, Mark Tarter, survived pancreatic cancer a few years ago and has an outlook on life that is most inspirational. Mark and his fellow board members have helped me handle the difficulties we face by injecting humor, appropriate doses of reality and an appreciation for what is really important in life and in work. This healthy attitude contributes greatly to our success. Laugh, and pass it on.

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