

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.*

Fall 2009 Newsletter IFCA Chairman's Report by Dan Zinck

Greetings! As I write this I would like to say this onerous year is behind us, but it is not. Record rainfall and cool temps led to planting and crop development delays causing this year to drag on and on and on. The lateness of the harvest has led to a very compressed fall work period. Be careful! A quick friendly reminder about safety, especially concerning anhydrous ammonia. Please make sure your employees or seasonal people are trained. To help with this, Kevin has developed an on-line ammonia training course that covers the basic elements of safety until you can get your ammonia workers to the next scheduled IFCA/IDA training class. IFCA partnered with the IL Dept of Ag to offer this course, which is another example of your Association providing value, efficient service and stewardship programs to our members. Also during the compressed season this fall and next spring, don't forget the positive influence IFCA has had on relieving our members from the onerous hours of service regulations.

Over the past year many things are occurring outside our industry that can have a profound effect on us including:

Health Care
Federal Spending
Bank Bailout
Cash for Clunkers

Federal Spending
Recovery and Reinvestment Act
Federal Spending
Chemical Site Security

Cap & Trade
Federal Spending
Auto Bailout
Federal Spending

Regardless of your feelings on these issues, they will probably require additional revenue to be generated. That will mean increases in taxes, fees and use charges. It is unlikely that agriculture will go unscathed and several opinions suggest that agriculture may carry a higher burden. That, my friends, will require us to speak loudly. How many of you called your representative or senator to express your opinion on cap & trade, chemical site security or the health care bills before they voted? Idly watching is endorsing. In a democracy, we have the responsibility to be active. The IFCA staff will provide us insight and represent us in legislative and regulatory issues, but we need to support their efforts by weighing in with your representative to reinforce the IFCA position on issues that impact our industry.

For those of you with employees, kids, grandkids, nieces or nephews in college, now is the time to fill out a scholarship application, it's enclosed in the newsletter and should be returned to the office by December 18th.

Congratulations on another successful year and good luck next year. Hope to see you at Convention!



IFCA CONVENTION JANUARY 19-21, 2010

We have a great program for the IFCA convention & trade show at the Peoria Civic Center. This year's theme is **Rebound!** Our speaker lineup includes 10+ hours in agronomy CEUs including a full day CEU session on Jan 19th. Our trade show is back in full force filled with all the supplier and service providers you need to help you rebound in 2010. Other features:

- * Sano Shimoda returns with a fresh perspective on the generational changes that are occurring in Midwest agriculture and the role the ag retailer will play in the future marketplace.
- * Dr. Larry Helms returns with a motivational talk entitled "Tough Times Don't Last, Tough People Do."
- * A timely regulatory compliance session will hopefully answer your questions about new regulations for minibulks as well as the issue of spray drift and what we must all do to handle

what is becoming an emotional issue in the countryside.

Go to www.ifca.com and click on "Convention" to see the schedule of events, and watch for the registration form in December. We haven't raised the price so it's a very affordable event with education, food and fun. See you in Peoria!

IFCA Officers & Staff

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Rodney Phelps, Monsanto, Galesburg

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Mark Stivers, Helena Chemical Co., Maroa

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Bill Romshek, Heritage FS, Gilman

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Scott Schertz, Schertz Aerial, Hudson

Jamie Southard, Effingham Equity, Effingham

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Travis Weaver, CPS, Blandinsville

Robin Schroeder, Wagner Seed & Supply, Jerseyville

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**Illinois Fertilizer &
Chemical Association**
Supply • Service • Stewardship

IFCA WELCOMES NEW MEMBERS

Kent Stickler, BASF, Fort Wayne, IN

Josh Adams, Bunker Hill, Hutsonville, IL

Kevin Schultz, Fast Distributing, Gilman, IL

Ann Aquillo, The Scotts Miracle-Gro Co., Marysville, OH

Roger Cox, Centralia Propane, Centralia, IL

Shanon Goering, Schaben Industries, Columbus, NE

Martha Smith, Monsanto, Farmer City, IL

Ed Mueller, Trinity Containers LLC, Dallas TX

Brett Ward, Estes MW/SE, Carmi, IL

Don Blessman, Agra Placements LTD of IL, Lincoln, IL

James Baucom, Baucom Truck Service, Camp Point, IL

Jerry Lippert, Inter-Chem, Tulsa, OK

Mark Seipel, Carbon Power FBSCIENCES, Macomb, IL

Chuck Spencer, GROWMARK, Inc., Bloomington, IL

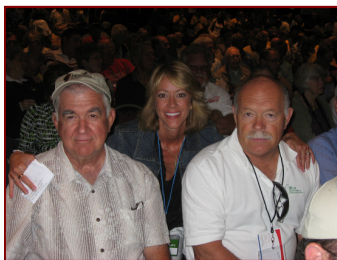
Jeremy Wilson, Crop IMS, LLC, Effingham, IL

Denise Knudsen, Blue River Ag Supply, Verona, WI

Dale Emshoff, Blue River Ag Supply, Rochelle, IL

John St. Peters, Pioneer Hi-Bred Int'l, Bloomington, IL

Chawn Stich, Terracon Consultants, Inc., St. Louis, MO



Gene Hardy from Hardy Fertilizer and Ervin Caselton of Evergreen FS were among a dozen IFCA members attending the Cap & Trade Rally on September 1 in Springfield. IFCA's Jean Payne was a presenter, telling the crowd of 500+ of the devastating impact this legislation would have on the fertilizer industry and agriculture. The US Senate recently announced that action on this legislation has been put off to sometime in 2010 due to so much opposition and its impact on the economy.

IMPORTANT UPCOMING DATES

Ag Masters Conference (formerly Crop Tech Conference)

December 1-2, 2009 @ I Hotel, Champaign IL

Illinois CCA Convention

December 17, 2009

IFCA Winter Convention & Trade Show

January 19-21, 2010 @ Peoria Civic Center

National Agronomic Health & Safety School

August 17-18, 2010 @ The Doubletree Hotel, Bloomington

MAGIE 2010

August 18-19, 2010 @ The Interstate Center, Bloomington



LEGISLATIVE UPDATE

by Jean Payne



LOTS OF ISSUES AT THE FEDERAL LEVEL

One thing hasn't changed at the federal government: your need for a lobbyist. Agriculture needs them more than ever. There is more legislation and regulatory activity at the federal level than we have seen in recent memory. For example:

USEPA: **1)** The agency refused to ask for a rehearing of the NPDES pesticide permit case, and is quickly working on the permit rules for pesticides applied to water. The permit will be finalized by December 2010 and we expect it will eventually broaden to cover other pesticide applications that may impact water, such as applications to cropland. **2)** At the request of the New York Times, USEPA is conducting yet another special review of atrazine even though this same agency re-registered the product in 2006 and also determined it is not carcinogenic. **3)** On November 4 the USEPA published two regulatory notices pertaining to drift and also setbacks for pesticide application near areas where children congregate. **4)** Region 5 USEPA in Chicago is stepping up penalties against ag retailers who incur ammonia releases. If you don't report the release to NRC absolutely IMMEDIATELY you can expect a penalty in the tens of thousands of dollars.

USDOT: **1)** They are now saying the hours of service exemption for agriculture only applies from retail to farm for interstate movements even though the federal law allows the exemption from a "distribution point" for farm supplies which is also a terminal or a warehouse in our opinion. **2)** The uniform carrier registration ruling is now being applied to farm wagons and nurse tanks that cross state lines. DOT is indicating that nurse tanks and farm wagons, which are implements of husbandry according to state law, are commercial vehicles if they cross state lines and therefore must have brakes, lights, fenders and all the appurtenances applicable to a commercial motor vehicle. **3)** They are questioning the "special permits" granted to industry organizations; for example the special permit that TFI secured to allow you to continue to use ammonia nurse tanks missing data plates if they are properly tested.

And of course there is the legislation Congress is debating including Cap & Trade, Health Care, and Chemical Site Security which includes a provision on "inherently safer technology" which is very troubling for the future of the ammonia and ammonium nitrate fertilizers. All three of these measures have passed the House of Representatives over the objections of agriculture and many other industries.

Now more than ever you need your state associations such as IFCA and your national associations such as The Fertilizer Institute, Croplife America and the Ag Retailers Association. Even with all these challenges our voices, our points and our suggestions are heard and weighed into the policy making process. Things are troubling, but would be much worse if no one was there fighting for the best interest of our industry. Thanks for supporting your Associations!

ILLINOIS STATE SENATE FORMS SPECIAL COMMITTEE ON SPRAY DRIFT

On September 30, 2009 the Illinois State Senate Agriculture Committee held a special hearing on the subject of pesticide drift. This all started in the summer of 09 when the Peoria Journal Star newspaper ran a series of front-page stories featuring people complaining about spray drift from both ground and aerial application. At the hearing, a panel of citizens representing vineyards and organic growers testified about their experiences with drift and their personal sentiments about pesticide use. The industry was also given time to present testimony. Jean Payne of IFCA along with Todd Neibel of Wabash Valley Service Company, George Smith of George Smith Ag Service, Scott Schertz of Schertz Aerial and Steve Benoit of Benoit Aerial Spraying testified as did Rick Reed representing the Illinois Ag Aviation Association. Warren Goetsch from IDA and Scott Bretthauer of U of I Extension testified about the regulatory and training programs in place pertaining to the pesticide application industry, and Illinois Farm Bureau also testified. After 3 hours of testimony, the Chairman assigned a 5 member sub-committee to continue to address the issue. Senator Dave Koehler from Peoria chairs the subcommittee and the other members are Senators Mike Frerichs, Gary Dahl, Tim Bivens and Linda Holmes. The subcommittee met briefly again on October 28th, and Senator Koehler expressed his desire to draft legislation requiring pre-notification of aerial pesticide applications. IFCA, IL Ag Aviation Assoc and IL Farm Bureau are working jointly to continue dialogue with Senator Koehler and the subcommittee regarding any proposals that pose unreasonable burdens on Illinois agriculture. The Illinois General Assembly returns to work in mid January. We will keep you posted on this issue.



INDUSTRY ISSUES



IFCA MINI BULK RECYCLING PROGRAM COLLECTS 2,271 CONTAINERS

IFCA with support from the Illinois Department of Agriculture and our member GROWMARK hosted one of the largest minibulk collections in the USA in September and October, 2009. As we work to prepare our members for the new USEPA minibulk regulations, it will be a major challenge to get rid of obsolete minibulks before the new rules go into place in August 2011. We'd like to thank the following IFCA members who hosted the collection sites:

Effingham Equity at Montrose
 AgriPride FS at Nashville
 Conserv FS at Caledonia
 GROWMARK, Inc. at Alpha
 Ag View FS at Princeton
 Two Rivers FS at Pittsfield
 Lincoln Land FS at Jacksonville
 Evergreen FS at Minonk
 Burroughs Ag Service at Toluca



IFCA members at Lincoln Land FS pitch in to load minibulks for recycling in Jacksonville



IDA Inspector Wes Winter inspecting tanks at Burroughs Ag in Toluca

65 IFCA retailers participated in the recycling program, and we only had to reject 21 tanks, less than 1% of what we collected. Thanks to everyone for doing such a great job rinsing and cleaning the containers. The tanks were shipped to **Farmchem** in Floyd, Iowa who partnered with IFCA on this program. Farmchem is chipping the tanks and then ships the granulated plastic to US AG Recycling in Texas where it is processed into approved uses such as field tile, drainage pipes and parking bumpers.

This program is also made possible by the many pesticide registrants and distributors who sponsored the tanks for a \$35 per tank fee and participating IFCA retailers who paid a \$15 per tank fee. The following companies have pledged their financial support to IFCA for this effort: **Albaugh, Agrotain, BASF, Bayer, Cheminova, Dow Agrosciences, DuPont, FMC, Helena, MANA, Monsanto, Nufarm, Syngenta, Winfield Solutions, Rosens, GROWMARK, Valent and UCPA.**

Without support from these companies, this program would not be possible. The Illinois Dept of Agriculture was also instrumental in providing inspectors at each of the collection sites and GROWMARK provided route truck pickups of the tanks.

The Illinois recycling program was so successful that the Mid America Crop Life Association invited IFCA to a special meeting on minibulks on Nov 10-11 in St. Louis to explain our program and results to the audience. The industry as a whole faces a major challenge with regard to identifying tanks that will no longer be allowed in service, retro-fitting valves and organizing recycling programs.

Mary Schoettmer from GROWMARK, Kevin Runkle and Jean Payne from IFCA at the MACA meeting discussing the IFCA minibulk program.



CROP LIFE AMERICA DISTRIBUTES DVD ON MINI-BULK REGULATIONS

Our national pesticide association, Croplife America, has produced a DVD explaining the upcoming USEPA requirements for testing and inspecting mini-bulk containers. The video outlines requirements for an external visual inspection, internal visual inspection, pressure testing and leakage testing all of which will be required by 2011. One copy of the video will be distributed to every ag retailer in the U.S. and is a great tool for understanding the new regulations. All ag retailers with bulk facilities that are inspected by the American Agronomic Stewardship Alliance (AASA) should receive a DVD. IFCA also has copies and can send them to you. You can also go to www.ifca.com and view a document outlining the new rules for portable refillable containers.



Regulatory Update

by Kevin Runkle



IFCA OFFERING RMP ASSESSMENTS

USEPA has indicated to the industry they will be conducting audits of facility Risk Management Plans. In order to help prepare for the audits, IFCA will come to any member facility to conduct an assessment of your RMP to see if it meets Risk Management Plan/Risk Management Program requirements. The assessment costs \$150 per facility plus travel expenses to your facility. IFCA members have been receiving exorbitant fines from USEPA Region 5 for non-compliance with the RMP regulations ranging anywhere from \$6,000 to \$70,000. Depending on the facility, the assessment could take between two to three hours to complete per facility. Anyone interested in having an RMP assessment conducted at their facility should contact Kevin Runkle to schedule an appointment.

ONLINE AMMONIA TRAINING NOW AVAILABLE

IFCA in conjunction with the Illinois Department of Agriculture has developed an online anhydrous ammonia training program for employees who can not attend the regularly scheduled NH₃ classes held throughout Illinois. Once employees complete the online training, a certificate of completion will be e-mailed to the address provided in the registration screen. In case the e-mail with the certificate does not reach the address, or the certificate is misplaced, IFCA will also keep a copy of the certificate on file for future reference. The certificate will only be good for 90 days, which should be plenty of time to get employees through the busy ammonia season and then to one of the full half day courses. The cost of the online training program is \$40 per person and can be accessed through the Online Ammonia Training link on the IFCA home page. The online training should take approximately one hour to complete.

2010 IFCA/IDA Ammonia Schools

Wednesday, January 20, 2010, Peoria Civic Center
 Tuesday, March 2, Holiday Inn—Mt. Vernon, IL
 Wednesday, March 3, Worthington Inn—Charleston, IL
 Thursday, March 4, Crowne Plaza Hotel—Springfield, IL
 Friday, March 5, Double Tree Hotel & Conference Center—Bloomington, IL
 Tuesday, March 9, Mendota Civic Center, Mendota, IL
 Wednesday, March 10, Monsanto Research Farm, Monmouth, IL
 Thursday, March 11, Oakley Lindsay Center—Quincy, IL
 Friday, March 12, Double Tree Hotel & Conference Center, Collinsville, IL

Registration brochures will be mailed out January 2010.



80,000 Pound Access Finally Comes to Illinois: Go to www.ifca.com for a fact sheet on the new law effective January 1, 2010 allowing 80,000 lb access on Illinois roads. There are some exceptions and the fines for being overweight will double. IFCA thanks Illinois Farm Bureau for developing the fact sheet and for allowing us to share it with our members.

Please Report Suspicious Requests or Activities to FBI and IFCA

An IFCA member recently received a call from an unfamiliar person asking to purchase sodium nitrate. The member reported the call to both IFCA and to the FBI. IFCA has a close relationship with FBI officers who are specifically assigned to investigate worrisome requests made for fertilizers and chemicals. The FBI agent asked IFCA to remind all of our members that if you receive any unusual or suspicious inquiries to purchase products or notice other suspicious behavior, please contact Special Agent Steffan Nass. Agent Nass can be reached by telephone at 309.743.0067 or by email at steffan.nass@ic.fbi.gov. Please add him to your contact list at the office. IFCA members have always been vigilant about reporting strange requests for product, but if nothing else, what happened at Fort Hood is another somber reminder that terrorism can happen anywhere, even in rural Illinois and in other places where you wouldn't expect it. Thanks for your vigilance and cooperation in keeping America safe.

From the President's Desk by Jean Payne

How well do you know your state and federal legislators? I hope you can answer “pretty well” because IFCA has been calling upon you a lot lately to reach out to them regarding their votes on very significant legislative issues. IFCA has always been a strong voice for the industry, but the strength of our voice lies in the local ties and relationships that our members have with their legislators.

I realize that many of you dislike politics. We all hate what has happened to the state of Illinois due to politics, so it's easy to be down on the whole thing and to want to distance yourself from the messiness of it all. Believe me, I understand. But to effectively represent you in Springfield and in Washington, IFCA needs you to know your legislators. If you like them, that's a plus. If you don't like them, well, at least try to get to

know them. You don't have to always, or ever, agree with them on issues. The important thing is that they recognize who you are, that you are a voter, an employer, a supporter of your local community and a **taxpayer** (as such, you may soon be added to the endangered species list). Even when you are asking them to vote NO on an issue that their party has made a priority, most legislators will still listen to your concerns and consider this in how they vote this time...and next time.

On another note, if you are looking for a good book over the holidays, try “The Truth About Organic Food” by Alex Avery. I read this book before the spray drift hearing so I'd be ready to respond with facts if someone tried to tell the legislators that organic food is better than food grown utilizing modern technologies. I imagine most of you feel as I do. I am not anti-organic; if people want to spend 30% more for organic food, that's their prerogative. But if they try to denigrate our industry and convince people (especially legislators) that organic is safer or better for the environment, you have to set the record straight. When you respond with facts about how much more land would be needed to feed the world “organically” at the expense of wildlife and resources, how commercial fertilizers are e coli free, and how organic producers are allowed to use pesticides (many of which have a higher toxicity than ag pesticides) but don't have to test for residues, well, they can get quiet real quick. This book is not anti-organic, it's just the facts and it's an enjoyable read. Remember, *The degree of one's emotions varies inversely with one's knowledge of the facts—Bertrand Russell* Enjoy the holidays and see you in Peoria!

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