

# MICHIGAN AGRI-BUSINESS ASSOCIATION WINTER CONFERENCE PRESENTATIONS

January 9-11, 2012  
Lansing Center, Lansing, MI

Please note that the names in **RED** have presentations attached.  
We will add presentations as we receive them

## MONDAY, JANUARY 9, 2012

### Applicator Training

- CUSTOM APPLICATORS GOT CLASS
  - CHEMISTRY  
*John Garr, Garrco Products, Inc.*
  - LAW  
*Clay Martz, Crop Production Services*  
*Brian Rowe, Michigan Department of Agriculture and Rural Development*
  - SHOP  
*Keith Martus, Star of the West Milling Company*  
*Steve Queen, Trupointe Cooperative*

### Grain

- 2011 PRODUCTION AND CROP REVIEW-LESSONS FOR THE FUTURE  
*Karen Zuver, Pioneer Hi-Bred International, Inc.*
- IMPACT OF WEATHER ON THE GROWING SEASON AND CROP YIELDS  
*Jeff Andresen, Michigan State University*
- ISSUES AND OPPORTUNITIES SURROUNDING CORN BASED ETHANOL  
*Rod Snyder, National Corn Growers Association*
- CHALLENGES WITH CORN BASED ETHANOL TO THE LIVESTOCK, DAIRY AND POULTRY INDUSTRIES  
*Matt Mika, Tyson Food, Inc.*
- CHANNELING, HANDLING NEW TECHNOLOGY, THE SYNGENTA EXPERIENCE  
*Jack Bernens, Syngenta*
- PROJECTED CROP ACREAGES AND WORLD DEMAND  
*Andy Shaffer, The Andersons, Inc.*

### Agronomy

- FERTILIZER USE RATE TRENDS  
*Jeff Weburg, Wilbur-Ellis Company*
- FOLIAR FEEDING OPPORTUNITIES  
*Darin Blank, The Andersons, Inc.*
- MICROS AND CROP PRODUCTION  
*Matt Clover, Agrium Advanced Technologies*
- MANAGING AND USING NEW NITROGEN SOURCES  
*Tim Bailey, A & L Great Lakes Labs*
- INFRASTRUCTURE AND CHANGING PATTERNS OF BUYING  
*Mel Hahn, The Andersons, Inc.*
- CONTRACTING FOR INPUTS; PROTECTING YOUR BUSINESS  
*David Barrett, Barrett, Easterday, Cunningham & Eselgroth, LLP*

### Growing Michigan Agriculture

- PRODUCTION TRENDS AND HOW PRODUCTION AGRICULTURE HAS CHANGED IN THE PAST 10 YEARS  
*Jay Johnson, USDA, NASS, Michigan Field Office*
- CLEARING, DRAINING AND PROTECTING FIELD EDGES  
*Gary Haynes, Haynes Farms*

- **CHALLENGES TO SPECIALTY CROPS; DRY BEANS, CUCUMBERS, ETC.**  
*Joe Cramer, Star of the West Milling Company*
- **FARMING FURTHER NORTH IN MICHIGAN**  
*Jonathan Rush, Pioneer Hi-Bred*
- **POTATOES, AND WHY MORE ACRES IN MICHIGAN MAKES SENSE**  
*Ben Kudwa, Potato Growers of Michigan*

## 12:00 Noon – Lunch

- **TECHNOLOGY AND THE CHANGING SPACE IN APPLICATION AND MAXIMIZING YIELD**  
*Dave Smith, John Deere*

## Applicator Training

- **MINI-BULK ISSUES AND PERSPECTIVE**  
*Nancy Fitz, U.S. Environmental Protection Agency*  
*Patrick Nellenbach, Crop Production Services*
- **MOTOR CARRIER MATTERS**  
*Joe Austin, Michigan State Police*
- **TECHNOLOGY UPDATE**  
*Rodney Kuhl, 2Kuhl Enterprises*

## Regulation Update

- **STORM WATER MANAGEMENT**  
*Joseph Rivet, Bay County Drain Commissioner*
- **NPDES PERMIT REQUIREMENTS AND ENDANGERED SPECIE ACT IMPACT ON PRODUCTION AGRICULTURE**  
*Kellie Bray, CropLife America*
- **WETLANDS ISSUES**  
*James Scott, USDA, Natural Resource Conservation Service (NRCS)*
- **FARMING NEW LAND FEDERAL REQUIREMENTS AND RESTRICTIONS**  
*Christine White, USDA, Farm Service Agency*  
*Dale Allen, USDA, Farm Service Agency*
- **CRP ACRES, WHERE THEY ARE AND THEIR STATUS**  
*Dale Allen, USDA, Farm Service Agency*

## Food Safety

- **FOOD SAFETY CERTIFICATION: WHAT IT IS, HOW TO ACHIEVE IT, HOW TO BENEFIT FROM IT**  
*Robert Prevedar, NSF International*
- **FOOD SAFETY REQUIREMENTS, WHAT THE LAW SAYS**  
*Steve Kluting, Varnum, LLP*
- **PRIVATE INDUSTRY FOOD SAFETY STANDARDS, THE NEXT LEVEL!**  
*TBD*
- **TRACEABILITY, KNOWING WHAT GOES WHERE; ONE CONCEPT**  
*Brad Oyster, ToolWorx*
- **LIABILITY EXPOSURE AND PROTECTION, HOW MUCH IS ENOUGH**  
*Bernie Steves and Rick Shanks, AON*

## Growing Michigan Agriculture

- **THE PROTEIN SECTOR**  
*Matt Mika, Tyson Foods, Inc.*
- **ENERGY AND AGRICULTURE; RENEWABLE ENERGY PRODUCTION**
  - **DIGESTER'S**  
*Dana Kirk, Michigan State University*
  - **UTILITY PROGRAMS FOR ENERGY CONSERVATION AND EFFICIENCY**  
*Gerald Polk, DTE Energy*  
*Dana Isabell, CMS Energy*
  - **SUPPLY & DEMAND FOR MILK, WHERE DOES MICHIGAN FIT?**  
*Clay Galarneau, Michigan Milk Producers Association*
- **DAIRY, THE EXPANDED MICHIGAN DEMAND**  
*Janice Swanson, Michigan State University*

## Michigan Millers Mutual Insurance Company Breakfast

CCA Credits: 1.0 PM

SUSTAINABILITY, INNOVATION AND THE ROLE OF TRADITIONAL CHEMISTRY IN CROP PRODUCTION

*Paul Rea, BASF Corporation*

## Michigan Bean Shippers Winter Update

- VARIETIES AND TECHNOLOGY FOR THE FUTURE  
*Jim Kelly, Michigan State University*
- DANGER TO SPECIALTY CROP ACREAGE; THE NEED FOR TECHNOLOGY  
*David Douches, Michigan State University*
- 2011 PLOT AND CANNING RESULTS  
*Greg Varner, Production Research Advisory Board*
- 2011 REVIEW; ISSUES, PRODUCTION SEASON AND GROWER ATTITUDES  
*Neil French, ADM*
- FUNDING FOR DRY BEAN PROGRAMS  
*Janice Rueda, American Pulse Assoc.*

## Future Strategies for Advanced Broadleaf Weed Control

- DICAMBA-TOLERANT SOYBEAN SYSTEM- A NEW TOOL IN A PROVEN TOOLBOX  
*Matt Helms, Monsanto*
- 2-4,D TOLERANT TECHNOLOGY  
*Damon Palmer, DowAgroSciences*
- ISSUES WITH THE NEW TECHNOLOGY  
*Steve Smith, Red Gold*

## Mini-Bulk Workshop, Everything You Need to Know!

*Nancy Fitz, U.S. Environmental Protection Agency*

*Patrick Nellenbach, Crop Production Services*

## People! How to Find Them!

*Tom Ryan, Ryan Agribusiness Management, Inc.*

*Jill Cords, Michigan State University*

*Diana Carpenter, State of Michigan, Workforce Development Agency*

## Roads and Railroads

- THE CHALLENGES TO SHORT LINES  
*Keith Hartwell, American Shortline and Regional Railroad Association*
- THE HEALTH OF MICHIGAN'S RAILROAD SYSTEM  
*Robert Chaprnka, Michigan Railroads Association*
- ROADS AND FUNDING  
*Mike Nystrom, MITA-Michigan Infrastructure Transportation Association*

## Grain and Credit

- WHAT REALLY DRIVES THE MARKET AND WHERE ARE WE GOING?  
*Steve Spieth, FC Stone, Inc.*
- ELECTRONIC PAYMENTS, CHALLENGES AND SAVINGS  
*Ted Tucker, Michigan Agricultural Commodities (MAC)*
- LATEST IN GRAIN CONTRACTING  
*David Barrett, Barrett, Easterday, Cunningham & Eselgroth, LLP*
- MF GLOBAL UPDATE  
*Todd Kemp, National Grain & Feed Association*

## Safety Issues

- SAFETY ISSUES  
*Wayne Bauer, Star of the West Milling Company*
- WHERE ARE THE FATALITIES HAPPENING IN THE AG SECTOR  
*Debra Chester, Michigan Fatality Assessment and Control Evaluation (MIFACE) Program*
- SWEEP AUGERS, MIOSHA AND AGRI-BUSINESS  
*Gregg Grubb, MIOSHA*

## Michigan Bean Shippers Winter Update

- **2011 RECAP; PRODUCTION, ACREAGE AND QUALITY**  
*[Rob Chandonnet, Cooperative Elevator Company](#)*
- **2012 REALITIES, GROWER PLANS, CHALLENGES AND DECISIONS**  
*Joe Cramer, Star of the West Milling Company*
- **THE MEXICO CONNECTION, CHANGES IN THE TRADE AND OUTLOOK FOR 2012**  
*Jose Antonio Ruiz Bojorge, Commercial Bojorge*
- **2012 ACREAGE AND PRODUCTION PROJECTIONS**  
*Mike Janowicz, Cooperative Elevator Company*

## Business Issues

- **OPPORTUNITIES AND SUPPORT FROM STATE GOVERNMENT**  
*Keith Creagh, Michigan Department of Agriculture and Rural Development*
- **THE NEW DEQ**  
*Dan Wyant, Michigan Department of Environmental Quality*

## Wheat: What Worked This Year, and Outlook for the Spring

- **PRODUCTION, FERTILITY AND POPULATION MANAGEMENT**  
*Karen Zuver, Pioneer Hi-Bred International, Inc.*
- **FUNGICIDES, TIMING, APPLICATION AND RESULTS**  
*Keith Martus, Star of the West Milling Company*
- **TRENDS AND THE FUTURE OF WHEAT PRODUCTION**  
*Don Mennel, Jr., Mennel Milling Company*

## Water Issues

- **4-R PROGRAM**  
*Matt Kastner, The Fertilizer Institute*
- **AN ENVIRONMENTAL GROUP PERSPECTIVE ON AGRICULTURE**  
*James Clift, Michigan Environmental Council*
- **CONSERVATION PROGRAMS, WATERWAYS, FILTER STRIPS, ETC.**  
*Dale Allen, USDA, Farm Service Agency*

## Safety Issues

- **UTILITY SAFETY IN AGRI-BUSINESS**  
*[Kate Burgers, Consumers Energy](#)*
- **RISK MANAGEMENT IN AGRI-BUSINESS**  
*Mark Mueller, ABIS/J.H. Ward Agency*
- **RESPONDING TO MIOSHA VIOLATIONS AND OTHER AGRI-BUSINESS ISSUES**  
*Rick Symons, Varnum, LLP*

**WEDNESDAY, JANUARY 11, 2012**

## 8:00 A.M. Breakfast

FUTURE OF TECHNOLOGY, EFFORTS TO FEED THE WORLD, AND WHAT WE CAN EXPECT FROM THE AGRONOMY AND GRAIN HANDLING PERSPECTIVES

*[Alejandro Munoz, Pioneer Hi-Bred International](#)*

## Precision Selling: A Targeted Approach to Developing Relationships with Farmers

*Scott Downey, Purdue University*

## Liquid Fertilizer Product & Equipment Review

- **10-34-0 STORAGE AND SHELF LIFE**  
*Johnny Walker, Jr., Potash Corporation*
- **TESSENDERLO KERLEY SPECIALITY PRODUCTS**  
*Mike Jennings, Tessengerlo Kerley*
- **UAN STORAGE**  
*TBD, Potash Corporation*
- **EVALUATING CONSTRUCTION MATERIALS**  
*[Craig Carlock, Precision Tank & Equipment Co. \(Website\)](#)*
- **LIQUID HANDLING EQUIPMENT**  
*Ed Olsen, FarmChem*

## Agronomy

- **RESISTANCE, THE LATEST IN GLYPHOSATE MANAGEMENT**  
*Christy Sprague, Michigan State University*
- **REFUGE MANAGEMENT**  
*Steven Gower, Asgrow/DEKALB – Monsanto Company*
- **FUNGICIDE AND OTHER LATE SEASON APPLICATION MANAGEMENT**  
*Jim Johnson, Syngenta Crop Protection*
- **SELLING ADVANCED CROP FERTILITY**  
*Eric Sherwood, Star of the West Milling Company*
- **MARKETING TOTAL WEED CONTROL**  
*Caren Schmidt, BASF Corporation*
- **NOT JUST SELLING, BUT PARTNERING WITH YOUR FARMER CUSTOMERS TO MAXIMIZE CROP PRODUCTION**  
*Scott Dumaw, Crop Production Services*

## Crop Production Economics

- **SPECIALTY CROPS; TO GROW OR NOT TO GROW**  
*Joe Cramer, Star of the West Milling Company*
- **MERGERS AND ACQUISITIONS, GROWING THE MEGA FARM**  
*[Mike Fassler, Lookout Ridge Consulting](#)*
- **MANAGING LANDLORDS, HELPING YOUR PRODUCER CUSTOMERS MANAGE THEIR ACRES**  
*Mike Fassler, Lookout Ridge Consulting*
- **MANAGING BIG ACRES, CROP PRODUCTION STRATEGIES AND WORKING WITH AGRI-BUSINESS**  
*Jim Borowski, Walther Farms*

## Livestock, Dairy and Poultry

- **HSUS STATUS**  
*Peter Ruddell, Weiner and Associates*
- **INSTINCT, MANAGING NUTRIENTS**  
*Chris Berry, Dow AgroSciences*
- **FEEDS AND FEEDING, BUNK MANAGEMENT AND MAXIMIZING FEED VALUE**  
*Dann Bolinger, PioneerHi-Bred International*
- **DIFFERENCES IN DDGs AND AVOIDING PROBLEMS**  
*Steve Anderson, CHS, Inc.*
- **GROWING THE DAIRY INDUSTRY, DEQ REQUIREMENTS**  
*Mike Bitondo, Department of Environmental Quality*  
*Rick Rusz Department of Environmental Quality*

## The Climate, Energy and Agriculture

- **WHY AGRICULTURE SHOULD PAY ATTENTION TO CLIMATE CHANGE ISSUES:**  
*[Jeff Andresen, Michigan State University](#)*
- **AGRICULTURE AND ENERGY, ESPECIALLY RENEWABLES**  
*[Bruce Dale, Michigan State University](#)*
- **CLIMATE CHANGE AND THE WORLDWIDE ECONOMY**  
*David Skole, Michigan State University*
- **PUBLIC PERCEPTION OF CLIMATE CHANGE AND THE REALITY**  
*Tom Dietz, Michigan State University*
- **CLIMATE CHANGE AND WILDLIFE**  
*Bill Porter, Michigan State University*

## 12:00 Noon Lunch

- **MICHIGAN AGRI-BUSINESS ASSOCIATION INITIATIVES, OUR NEW OPPORTUNITIES!**  
*[James Byrum, Michigan Agri-Business Association](#)*

## Crop Production Economics

- **PERCEPTION AND REALITY IN DEALING WITH LARGE PRODUCERS**  
*Charles Benson, BASF Corporation*

## Precision Selling - A Targeted Approach to Developing Relationships with Farmers

Presented by: *Scott Downey, Purdue University*

### Agronomy Issues

- **PALMER PIGWEED NIGHTMARES**  
*Bart Marshall, Monsanto*
- **BASIC NPK RECCOMENDATIONS**  
*Kurt Steinke, Michigan State University*
- **IOWA STATE CORN NUTRIENT UTILIZATION STUDY**  
*Greg Willoughby, Helena Chemical Company*
- **SULPHUR**  
*Mercedes Gearhart, Honeywell, Inc.*
- **NITROGEN PLAYING WELL WITH OTHERS**  
*Scott Murrell, IPNI- International Plant Nutrition Institute*
- **RESISTANCE TECHNOLOGY, DISEASES, INSECTS AND BORERS**  
*Greg Willoughby, Helena Chemical Company*

### Agricultural Policy Issues

- **THE FUTURE OF CRP**  
*Ryan Bennett, National Grain and Feed Association*
- **SPECIALTY CROP PROGRAMS**  
*Jacqlyn Schneider, U.S. Senate Ag Committee*
- **CROP INSURANCE**  
*Mike Gaynier, Spartan Crop Insurance Agency, LLC*
- **MAKING ACRE WORK**  
*Joe Shultz, U.S. Senate Committee on Agriculture, Nutrition and Forestry*
- **FLEX ACRES**  
*Jacqlyn Schneider, U.S. Senate Committee on Agriculture, Nutrition and Forestry*
- **CONSERVATION PROGRAMS**  
*Tina May, U.S. Senate Committee on Agriculture, Nutrition and Forestry*

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