

# MICHIGAN AGRI-BUSINESS ASSOCIATION WINTER CONFERENCE PRESENTATIONS

January 11-13, 2010

- NOTE THAT THE NAMES IN **RED** ARE THE PRESENTATION THAT ARE AVAILABLE.  
PLEASE CONTACT THE MABA OFFICE FOR PRESENTATIONS

## MONDAY, JANUARY 11, 2010

### Applicator Training

- TAKING THE ORDER FOR CUSTOM APPLICATION; *Clay Martz*, Crop Production Services
- MIXING, LOADING & HANDLING TO INCLUDE HOT LOADS; *Renzie Milarch*, Crop Production Services
- ISSUES WHEN APPLYING – EQUIPMENT AND PRODUCTS; *John Oesch*, John Deere
- ISSUES WHEN APPLYING – CONDITIONS AND SURROUNDINGS; *Kevin Schoenborn*, Wilbur-Ellis Company
- APPLICATOR REPORTS AND INVOICING; *Aaron Day*, Co-Alliance LLP

### Grain

- USDA FARM SERVICE AGENCY PROGRAM COMPLIANCE; *Christine White*, USDA-Farm Service Agency
- THE IMPACT OF FOOD SAFETY LEGISLATION ON HANDLERS, PROCESSORS AND GROWERS  
*Katherine Fedder*, Michigan Department of Agriculture
- THE STATUS OF CLIMATE CHANGE LEGISLATION, AND WHAT IT MEANS TO PRODUCTION AGRICULTURE AND AGRI-BUSINESS; *Michael Smalligan*, Michigan State University
- NATIONAL GRAIN AND FEED ASSOCIATION ARBITRATION PROCESS; *Todd Kemp*, National Grain and Feed Association
- CONTRACT UPDATE; *David Barrett*, Barrett, Easterday, Cunningham and Eselgroth, LLP
- MARKET INTEGRITY; *Todd Kemp*, National Grain and Feed Association

### Business

- MICHIGAN DEPARTMENT OF AGRICULTURE REGULATORY UPDATE; *Gordon Wenk*, Michigan Department of Agriculture
- RAIL DEVELOPMENT; *Melvin Williams*, Michigan Department of Transportation
- RAIL OPPORTUNITIES; *Sharon Cinkowski*, Norfolk Southern Corporation
- TRUCKS AND TRUCKING ISSUES; *Brian Brink*, Brink Farms, Inc.
- POTENTIAL FOR WATER TRANSPORTATION; *William Webber*, Sargent Docks and Terminal
- MICHIGAN'S TRANSPORTATION INFRASTRUCTURE CHALLENGES; *Ron DeCook*, Michigan Department of Transportation

### Fertilizer

- THE FINANCIAL HEALTH OF MIDWESTERN AND MICHIGAN AGRIBUSINESSES AND FARMERS;  
*Jason Lueders*, CoBank & Farm Credit Leasing  
*Jack Kelly*, GreenStone Farm Credit Services
- SUPPLY CHAIN ISSUES; *Ward Forquer*, Northern Star Minerals
- PRICE VOLATILITY AND HOW TO MANAGE IT; *Mel Hahn*, The Andersons, Inc.
- THE FUTURE OF AMMONIA; *Barry Brant*, Koch Nitrogen Company, LLC
- LIABILITY OF FILLING FARMER-OWNED AMMONIA AND LIQUID FERTILIZER TANKS;  
*Kevin Mandeville & Lloyd Sticker*, Michigan Millers Mutual Insurance Company

### Lunch

- WILLIAM (BILL) DALEY, Midwest Chairman of J.P. Morgan Chase, Former U.S. Secretary of Commerce 1997-2000, Former special counsel to the President on issues relating to NAFTA

### Applicator Training

- SCOUTING FIELDS AND PEST MANAGEMENT DECISIONS, FUNGICIDES, INSECTICIDES AND HERBICIDES  
*Karen Zuver*, Pioneer Hi-Bred
- PRODUCT SELECTION AND CROP ISSUES, INCLUDING HARVEST INTERVALS, ETC.; *Keith Martus*, Star of the West Milling Company
- APPLICATION, DRIFT AND WORKER PROTECTION CONCERNS; *Tim Rogers*, Co-Alliance
- PROFESSIONALISM ISSUES  
*John Oesch*, John Deere
- SPRAYER PREPARATION/CALIBRATION  
*Tom Galecka*, Michigan State University

## Grain

- **CLIMATE CHANGE AND THE EFFECTS ON YIELD;** *Jeff Andresen*, Michigan State University
- **THE EDIBLE SOYBEAN MARKET, AND WHERE MICHIGAN FITS;** *Paul Burke*, U.S. Soybean Export Council
- **WHAT HAPPENED TO THE WHEAT CROP THIS YEAR;** *Jim Howe*, Star of the West Milling Company
- **THE GERMLASM OF WHEAT, WHY WE HAVE CHALLENGES AND THE FUTURE OF WHEAT GENETICS;** *Greg Marshall*, Pioneer Hi-Bred International, Inc.
- **THE CORN-BASED ETHANOL OUTLOOK;** *Rod Snyder*, National Corn Growers Association

## Business

- **IS INFLATION COMING...AND HOW BAD WILL IT GET?;** *David Schweikhardt*, Michigan State University
- **MEDC PROGRAMS FOR AGRICULTURE;** *Deb Dansby*, Michigan Economic Development Corporation
- **USDA PROGRAMS FOR AGRI-BUSINESS;** *Jim Turner*, USDA Rural Development Agency
- **MANAGING RECEIVABLES;** *Chuck Squires*, Cooperative Elevator Company
- **WIND, SOLAR, BATTERIES AND ENERGY CONSERVATION; STATE PROGRAMS THAT CAN HELP;** *Liesl Eichler-Clark*, Michigan Department of Energy, Labor and Economic Growth

## Feed, Feeding and the Soybean Value Chain

- **WELCOME & INTRODUCTIONS;** *Gail Frahm*, Michigan Soybean Promotion Committee & Michigan Soybean Association
- **MICHIGAN AG COUNCIL OVERVIEW;** *Deb Schmucker*, Michigan Farm Bureau
- **SOCIAL RESPONSIBILITY AND FOOD PRODUCTION;** *Charlie Arnot*, Center for Food Integrity
- **WHAT WE WANT FROM FARMERS**  
**Panel Discussion:** *Dave Cheney*, Cheney Farms;  
*Greg Herbruck*, Herbruck's Poultry Ranch;  
*Kevin Begin*, Country Fresh Dairies;  
*Teri Nagle*, Gordon Food Service;  
*Stephen Nitschke*, McDonald's Restaurant
- **VALUE CHAIN FACILITATED DISCUSSION;** *Charlie Arnot*, Center for Food Integrity
- **SESSION REVIEW AND SUMMARY;** *Jim Domagalski*, United Soybean Board

**TUESDAY, JANUARY 12, 2010**

## Michigan Millers Mutual Insurance Company Breakfast

- **INVOCATION;** *David May*, Michigan Millers Mutual Insurance Company
- **A PERSPECTIVE ON CHANGES AT THE USDA AND FARM POLICY, AND PREDICTIONS FOR THE NEXT FOUR TO SIX YEARS...ON AG POLICY;** *Dale Moore*, Policy Directions, Inc.

## Michigan Bean Shippers Association Annual Meeting

- **NATIONAL DRY BEAN COUNCIL UPDATE;** *Jeane Wharton*, United States Dry Bean Council
- **MICHIGAN DEPARTMENT OF AGRICULTURE UPDATE; INSPECTIONS, PHYTOS AND GRADES;** *Ken Rauscher*, Michigan Department of Agriculture
- **BUGS AND DRY BEANS;** *Chris DiFonzo*, Michigan State University
- **VARIETY DEVELOPMENT UPDATE; WHAT ARE OUR PRIORITIES;** *Jim Kelly*, Michigan State University
- **MICHIGAN DRY BEAN AGRONOMIC UPDATE;** *Greg Varner*, Michigan Dry Bean Production Research Advisory Board

## Climate Change and the Effects on Yield; *Jeff Andresen*, Michigan State University

## Spill Reporting Requirements

*Susan Parker*, Michigan Dept. of Environmental Quality

*Jack Knorek*, Michigan Dept. of Agriculture

## Hot Issues in the Michigan Legislature; *Jeff Mayes*, Michigan House of Representatives (*invited*)

## What is the Michigan Agricultural Environmental Assurance Program?

*Jan Wilford*, Michigan Department of Agriculture

**Environmental Quality, The Del-Mar-Va Experience;** *Bill Angstadt*, Angstadt Consulting

**Crop Insurance Compliance;** *Todd Davis*, Spartan Insurance Agency, LLC

**Safe Handling of Ammonia;** *Joseph Quandt*, Zimmerman, Kuhn, Darling, Boyd, Quandt and Phelps, PLC

**Climate Change and the Effects on Yield;** *Jeff Andresen*, Michigan State University

### **Michigan Bean Shippers Association Annual Meeting**

- **DOMESTIC MARKET DEMAND, AND WHAT WE CAN EXPECT;** *Lynn Murray*, Bush Brothers
- **A LOOK AT CHINA;** *Bob Green*, Michigan Bean Commission
- **WORLD AND MEXICAN DRY BEAN PRODUCTION AND MARKETS ;** *Larry Sprague*, Kelley Bean Company, Inc.
- **MICHIGAN AND U.S. PRODUCTION OUTLOOK;** *Rob Chandonnet*, Cooperative Elevator Company
- **THE WORLD AROUND US, AND IMPACTS ON DRY BEAN ACREAGE;**  
*Jim Byrum*, Michigan Bean Shippers Association / Michigan Agri-Business Association

**Water Use Reporting;** *Lyndon Kelley*, Michigan State University

**Health and Safety Issues;** *Deb Chester*, Michigan State University

**Environmental Quality, The Del-Mar-Va Experience;** *Bill Angstadt*, Angstadt Consulting, Inc.

**Climate Change Legislation;** *Mitch Irwin*, Michigan Agri-Business Association

**Water Use Reporting;** *Lyndon Kelley*, Michigan State University

**CNMP's, What They Are and Why We Have To Do Them;** *Allison Brink*, Brink Consulting, LLC

### **Railroad Infrastructure and Markets;**

*Shasta Stump*, Grand Elk Railway, LLC

*Sharon Cinkowski*, Norfolk Southern Corporation

**Climate Change Legislation;** *Mitch Irwin*, Michigan Agri-Business Association

## WEDNESDAY, JANUARY 13, 2010

### **Breakfast**

- **THE FERTILIZER INDUSTRY, TODAY, TOMORROW AND BEYOND;** *Ford West*, The Fertilizer Institute

### **The Image of Agriculture, How Are We Doing?**

- **WHAT'S ON YOUTUBE, WHAT OTHERS ARE SAYING ABOUT YOU;** *Scott DeVuyst*, BASF Corporation
- **THE NEW REALITIES OF AGRICULTURAL INFLUENCE IN THE LEGISLATURE;** *Kim Rhead*, Karoub Associates **How HowHow**
- **OUR FRIENDS, WHO IS BEATING UP ON PRODUCTION AGRICULTURE AND WHY;** *Dave Tierney*, Monsanto
- **CHALLENGES FACING LIVESTOCK PRODUCTION;** *Janice Swanson*, Michigan State University
- **DEALING WITH THE PUBLIC AND MEDIA AS A PRODUCER;** *John Weller*, Double Eagle Dairy
- **WINNING THE IMAGE GAME, OUR MESSAGE, AND TO WHOM;** *Dianne Byrum*, Byrum & Fisk Communications

### **Managing Information, How Well Do You Communicate?**

- **TWITTER, TWEET AND FACEBOOK – THIS IS HOW YOUR YOUNGER CUSTOMERS ARE COMMUNICATING – HOW TO GET STARTED**  
*Julielyn Gibbons*, i3 Strategies  
*Barb Byrum*, Michigan House of Representatives
- **OFFICE EFFICIENCY, EMAIL ORGANIZATION, ETIQUETTE, AND INTERNAL COMMUNICATION**  
*Kathleen Alessandro*, Efficiency Consultants

## Seed, Research and Traits

- **THE APPROPRIATE USE OF TECHNOLOGY IN ON-FARM RESEARCH TRIALS;** *Keith Reinholt*, Michigan Soybean Promotion Committee
- **POTENTIAL HERBICIDE INTERACTIONS IN DOUBLE AND TRIPLE STACKED HERBICIDE RESISTANT SOYBEANS;** *Don Penner*, Michigan State University
- **OPPORTUNITIES IN THE EDIBLE SOYBEAN MARKET;** *Paul Burke*, U.S. Soybean Export Council
- **GMO OR NOT;** *Dan Bailey*, Zeeland Farm Services, Inc.
- **SEED ISSUES AND MANAGEMENT;** *Pat Miller*, American Seed Trade Association

## Crop Fertility

- **TFI'S 4-R PROGRAM;** *Ford West*, The Fertilizer Institute
- **THE VALUE OF ENHANCED NITROGEN EFFICIENCY AND EMBRACING THE GREEN MOVEMENT;** *Alan Blaylock*, Agrium Advanced Technologies – *Please contact the MABA office for information on the presentation*
- **ALTERNATIVE N SOURCES VERSUS AMMONIA;** *Aaron Day*, Co-Alliance, LLP
- **IMPACT OF THE NEW GENERAL NPDES PERMIT ON USING MANURE AS A CROP NUTRIENT;** *Natalie Rector*, Michigan State University
- **PHOSPHATE UPDATE;** *Darryl Perry*, Mosaic
- **MICRO NUTRIENTS;** *Alan Blaylock*, Agrium Advanced Technologies – *Please contact the MABA office for information on the presentation*

## Environment and Regulation

- **ENVIRONMENTAL QUALITY, THE DEL-MAR-VA EXPERIENCE;** *Bill Angstadt*, Angstadt Consulting, Inc.
- **ENVIRONMENTAL COMPLIANCE; THINGS WE MUST DO;** *Dan Dell*, Michigan Dept. of Environmental Quality
- **CNMP'S, WHAT THEY ARE AND WHY WE HAVE TO DO THEM;** *Allison Brink*, Brink Consulting, LLC
- **SPILL RESPONSE REQUIREMENTS;** *Jack Knorek*, Michigan Department of Agriculture

## Lunch

- **THE MICHIGAN STATE UNIVERSITY COMMITMENT TO AGRICULTURE**  
*Lou Anna Simon*, Michigan State University

## The New Realities in Grain Quality, Food Safety and Marketing, and How Crop Production Inputs are Involved

- **WHAT IS SUSTAINABILITY;** *Dave Tierney*, Monsanto
- **SUSTAINABILITY AND CAPTURING VALUE WITH HIGH QUALITY GRAINS;** *Matthew Keefer*, Bayer CropScience
- **THE IMPORTANCE OF GRAIN QUALITY STANDARDS AND HOW TRACEABILITY FITS – AND WORKS IN THE INDUSTRY;** *Brian Hrudka*, Bayer CropScience
- **WHAT IS THE LOCAL FOOD MOVEMENT, AND WHERE DOES PRODUCTION AGRICULTURE FIT?** *Kristen Simmons*, Michigan Food Policy Council
- **MEETING THE REQUIREMENTS TO SELL TO MEIJERS;** *Pat Anderson*, Cooperative Elevator Company

## Pesticide Issues

- **THE EPA PERSPECTIVE ON LABEL WORDING, DRIFT, ETC.;** *Bruce Wilkinson*, Environmental Protection Agency
- **WEB DISTRIBUTED LABELING;** *Brian Rowe*, Michigan Department of Agriculture
- **WHAT THE COURT DECISION REGARDING PESTICIDE APPLICATIONS NEAR WATER MEANS TO YOU**  
*Aaron Phelps*, Varnum, LLP
- **NEXT GENERATION OF TECHNOLOGY;** *Wesley Everman*, Michigan State University
- **GLYPHOSATE RESISTANCE UPDATE;** *Christy Sprague*, Michigan State University
- **DRIFT MANAGEMENT;** *John Garr*, Garrco Products, Inc.

## Wheat Management 101

- **QUALITY ISSUES, FALLING NUMBERS AND SPROUTS;** *Edward Souza*, United States Department of Agriculture
- **SEED, FERTILITY AND DISEASE CONTROL ;** *Jacob Hecht*, Star of the West Milling Company
- **HARVESTING AND HANDLING;** *Mike Janowicz*, Cooperative Elevator Company
- **THE IMPORTANCE OF WHEAT FUNGICIDES ;** *Gary Schmitz*, BASF Corporation
- **THE IMPORTANCE OF WHITE WHEAT TO MILLERS, CEREAL MANUFACTURERS AND OTHER USERS;**  
*Mike Fassezke*, Star of the West Milling Company

- **THE FUTURE OF WHITE WHEAT IN MICHIGAN, A GRAIN ELEVATOR PERSPECTIVE;**  
*Bruce Sutherland*, Michigan Agricultural Commodities

## **Environment and Regulation**

- **ENFORCEMENT STORIES AND THINGS NOT TO DO;** *James Johnson*, Michigan Department of Agriculture
- **MINI-BULKS AND THE NEXT WAVE;** *Patrick Nellenbach*, Crop Production Services
- **TANK MAINTENANCE;** *John Stefanelli*, The Andersons, Inc.
- **FILLING FARM OR OTHER NONCOMPLIANT TANKS;**  
**WHAT YOU NEED TO KNOW;** *April Hunt*, Michigan Department of Agriculture
- **PESTICIDE DEALER LICENSING AND COMPLIANCE;** *Brian Rowe*, Michigan Department of Agriculture

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