

Michigan Agri-Business Association Winter Conference - Presentations

January 14-16, 2008
Lansing Center - Lansing, MI

Monday, January 14

A.M. SESSIONS

Applicator Training

- Personal Protection Equipment and Safety; **Patrick Nellenbach**, UAP
- Pesticide Labels and MSDS Requirements; **Polly Kapala**, Michigan Department of Agriculture
- Federal Laws; **Carolyn Randall**, Michigan State University
- State Laws; **Brian Rowe**, Michigan Department of Agriculture
- Pesticide Formulations; **John Kaufmann**, Kaufmann AgKnowledge
- Adjuvants; **Aaron Webster**, Helena Chemical Company
- Drift Management; **John Kaufmann**, Kaufmann AgKnowledge

Business Issues

- Cash Requirements and Challenges for Agri-Business and Farmers With Higher Commodity Prices; **Thomas Urban**, Greenstone Farm Credit Services
- What Bankers Look for in Agri-Businesses; **Michael Schweickert**, J.P. Morgan Chase Bank
- Managing Credit and Production Financing; **Chuck Squires**, Cooperative Elevator Company
- Pre-pay Contract Liability; **Brian Elder, P.L.C. Attorney at Law**
- Risk Management and Liability Protection; **Merle Boehmer and Mark Mueller**, Michigan Millers Mutual Insurance Company
- Agri-Business Security; **Wayne Bauer**, Star of the West Milling Company

Grain Issues

- Grain Market Outlook; **Robert Jones**, Fortis
- Contract Structure, Performance and Enforcement;
- **David Barrett**, Barrett, Easterday, Cunningham and Eselgroth, LLP
- Ethanol Impact on Michigan Crop Acreage; **James Byrum**, Michigan Agri-Business Association
- The Impact of Renewable Fuel Production Commodity Demand on Basis Levels; **Joe Needham**, The Anderson's
- Managing Risk and Adjusting Fees for Higher Commodity Prices; **Diana Klemme**, Grain Services Corporation
- Michigan Planting Projections for 2008; **Jim Hilker**, Michigan State University

Feed Issues

- Livestock Bio-Security; **Nancy Frank**, Michigan Department of Agriculture
- Gestation Crates, What Does Smithfield's Decision Mean for Us; **Sam Hines**, Michigan Pork Producers Association
- The Animal Welfare Debate; **Janice Swanson**, Michigan State University
- Livestock, Dairy and Poultry Production Outlook for Michigan; **Glynn Tonsor and Chris Wolf**, Michigan State University
- The Legislative Climate Regarding Livestock Production; **Representative Jeff Mayes**
- The Future of CAFOs in Michigan; **Wendy Powers**, Michigan State University

12:00 Lunch

- International and Domestic Fertilizer Demand, and the Effect on Supply and Pricing; **G. David Delaney**, President, Potash Corporation of Saskatchewan, Inc.

P.M. SESSIONS

Applicator Training

- Container Recycling; **Abby Eaton**, Michigan Department of Agriculture
- Spill Response; **Jack Knorek**, Michigan Department of Agriculture
- Ethics and Personal Conduct; **Keith Martus**, Star of the West Milling Company
- Image; **Dianne Byrum**, Byrum Fisk Communications

Business Issues

- Trends in the Food Processing Industry; **Terry Morrison**, Michigan Food Processors Association
- New Opportunities in Michigan Agriculture; **Chris Peterson**, Michigan State University
- Organic Production and Demand; **Don Stinchcomb**, Purity Foods
- Retail Demand; Market Trends, Local Origination and Food Prices; **Michael Hamm**, Michigan State University

Grain Issues

- Grain Quality and Storage Management; **Dirk Maier**, Purdue University
- Handling, Improving Speed and Efficiency; **Dave Marr**, Michigan Agricultural Commodities
- Transportation
 - Rail; **Ed McKechnie**, Watco
 - Truck; **Kevin Buchholz**, Buchholz Transport

Feed Issues

- Ingredient Origination and Consistency; **Dann Bollinger**, Pioneer
- Feeding DDGs, The Latest; **David Schingoethe**, South Dakota State University
- Trading Distillers Grain, Quality, Consistency and Availability; **Alan Thrush**, Marysville Ethanol LLC
- Bovine Tuberculosis Eradication Status; **John Tilden**, Michigan Department of Agriculture
- Mandatory Livestock Identification Update; **Kevin Kirk** Michigan Department of Agriculture

Tuesday, January 15

A.M. SESSIONS

Michigan Millers Mutual Insurance Company Breakfast

Invocation: *David May*, Michigan Millers Mutual Ins. Co.
The Pesticide and Seed Business, 2000, 2008 and 2015!; *Randy Parman*, Helena Chemical Company

Anaerobic Digester Technology Conference - All Presentations

Michigan Bean Shippers Association Annual Meeting

- 2007 Variety Trial Can Opening ; *Greg Varner*, Production Research Advisory Board
- Michigan Bean Commission Update; *Bob Green*, Michigan Bean Commission
- Michigan Dry Bean Industry Market Development Efforts; *Paul Varner*, Treasure Valley Seed Company
- 2007 Michigan Dry Bean Production Update and Forecast for 2008; *Rob Chandonnet*, Cooperative Elevator Company
- 2007 Variety Trials and Performance Results; *Greg Varner*, Production Research Advisory Board
- Future Variety Development Success; *Jim Kelly*, Michigan State University
- Update on ARS-USDA Research Geneticist Position; *Renfu Lu*, ARS-USDA
- Country of Origin Labeling; *Representative from the office of US Senator Debbie Stabenow*
- Ethanol Impact on Dry Bean Acreage; *James Byrum*, Michigan Agri-Business Association

Strategies for Attracting and Retaining Qualified Employees in the Grain, Feed and Agronomy Industries

- *Frank Dooley*, Purdue University

Figuring a Margin!

- *Doug Goff*, Helena Chemical Company

Selling Seed

- *Charles Scovill*, Garst Seed Company
- *Bill Webster*, Crop Production Services
- *Steve Flanders*, Monsanto

P.M. SESSIONS

Michigan Bean Shippers Association Annual Meeting

- The Farm Bill and Dry Beans; *Representative from the office of US Senator Debbie Stabenow*
- NAFTA Implementation; *Mike Janowicz*, Cooperative Elevator Company
- The USDA Moisture Level Issue; *Larry Sprague*, Kelley Bean Company, Inc.
- A Domestic Canner's View of the Industry; *Lynn Murray*, Bush Brothers

Trait Management; Refuges, etc.

- *Kurt Thelen*, Michigan State University

Weather!

- *Jeff Andresen*, Michigan State University

Invest in Your Industry

- *Ed Belles*, Smith Barney

Wednesday, January 16

A.M. SESSIONS

Breakfast

- Traditional Crop Protection Products, Where the Industry is Moving, and Where You Need To Be; *Andy Lee*, BASF
- Tomorrow's Ag Retailer, and Where You Fit; *Jack Eberspacher*, President, Ag Retailers of America

Pesticide Issues and Opportunities

- Crop Yield Loss without Early Weed Control; *Scott DeVuyst*, BASF
- Weed Resistance Protection Strategies; *Christy Sprague*, Michigan State University
- Fungicide Applications; *John Martin*, Bayer CropScience
- Insecticide Applications; *Chris DiFonzo*, Michigan State University
- Aerial Application Opportunities; *Mike Schiffer*, Al's Aerial Spraying

Fertilizer Issues and Opportunities

- Dry Fertilizer Product and Analysis Availability; *Ward Forquer*, Northern Star Minerals
- Liquid Fertilizer Product and Analysis Availability; *Mel Hahn*, The Andersons, Inc.
- Nitrogen Source Availability; *Luanne Giesler*, Terra Industries, Inc.
- Pricing and Margins; *Robert Mansfield*, Citizen's Elevator LLC
- In-Season Logistics; *Brian Brink*, Brink Farms, Inc.
- Soil and Crop Testing; *Ellen Campbell*, The Nitrate Elimination Co.

Selling To Your Market

- What's Your Market, Where are You Making Money, Selling to and Providing Value to Large Farmers and Selling Service and Knowledge versus Price; *Glenn Watts*, Ohio State University

Bio Update

- Status of Corn Based Ethanol Production; *James Byrum*, Michigan Agri-Business Association
- Specific Genetic Development for Enhanced Ethanol Production from Corn; *Gary Brinkman*, Pioneer

- Status of Cellulosic Ethanol Production; *Steve Pueppke*, Michigan State University
- Realities of Energy Crop Production; *Kurt Thelen*, Michigan State University
- Next Generation Bio Activity; *Bobby Bringi*, MBI

Agri-Business Issues

- Pesticide Regulation 637 Changes; *Brian Rowe*, Michigan Department of Agriculture
- Pesticide Applicator Legislation; *Brian Rowe*, Michigan Department of Agriculture
- Pesticide Dealer Law; *Brian Rowe*, Michigan Department of Agriculture
- Phosphorus Truth; *Jim Skillen*, RISE
- Local Fertilizer Use Restrictions; *Tom Frazier*, Michigan Townships Association
- Agricultural Fertilizer Use Preemption Legislation; *Representative Joel Sheltroun*

Lunch

- Conservation, Wildlife Management, Agriculture and You; *Dennis Muchmore*, Michigan United Conservation Clubs
World soybean record-setter, *Kip Cullers*

Pesticide Issues and Opportunities

- Forensic Agronomy and Handling Product Performance Complaints; *John Kaufmann*, Kaufmann AgKnowledge
- Container, Minibulk and Shuttle Management; *Patrick Nellenbach*, UAP
- Grower Containment Requirements; *April Hunt*, Michigan Department of Agriculture
- Michigan's New Pesticide Legislation; *James Byrum*, Michigan Agri-Business Association

Fertilizer Issues and Opportunities

- Benefits of Split Nutrient Applications on Soybeans; *Scott Dumaw*, Crop Production Services
- Benefits of Split Nutrient Applications on Wheat; *Jacob Hecht*, Star of the West Milling Co.
- Tank Mixing Fungicides and Insecticides with Nutrient Applications; *Clay Martz*, UAP
- Controlled Release Fertilizers; *Goris Passchier*, Northern Star Minerals

Conservation, the Environment and Agriculture

- Conservation Reserve Program Update; *Dale Allen*, USDA
- Agribusiness Security Tax Credits; *Richard Gupton*, Agricultural Retailers of America
- Michigan's Groundwater Stewardship Program; *Gordon Wenk*, Michigan Department of Agriculture
- Capturing and Trading Carbon Credits; *Todd Parker*, Delta Institute

Refining Issues

- Renewable Fuel Plant Construction and Operation Status; *Bob Craig*, Michigan Department of Agriculture
- Managing Syrup and By-Products from Ethanol Plants; *Duane Roskoskey*, Michigan Dept. of Environmental Quality

- Storage Tank Management and Requirements at Renewable Fuels Plants; **Jeff Tanner**, Michigan Dept. of Environmental Quality
- Economics of Ethanol and BioDiesel Production; **Chris Peterson**, Michigan State University

Agri-Business Issues

- Department of Homeland Security Issues for Retailers; **Richard Gupton**, Agricultural Retailers of America
- Country of Origin Labeling; **Representative from the Office of Senator Debbie Stabenow**
- Immigration and Farm Labor; **Denise Yockey**, Michigan Apple Commission; **Steve Kopperud**, Policy Directions
- Farm Bill... What is Does and Doesn't Do; **Steve Kopperud**, Policy Directions