



September 19, 2017

Brandt Consolidated Hosts ARA Fall Board and Committee Meetings

Last week, more than 50 directors, committee members and staff met in Springfield, Ill., for the Agricultural Retailers Association Fall Board and Committee Meetings.



Brandt Consolidated COO Tim McArdle welcomes board and committee members to the Abraham Lincoln Presidential Museum in Springfield, Ill.



The Public Policy Committee featured a presentation by the Department of Homeland Security's Amy Graydon, as well



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as updates on current legislative and regulatory advocacy activity. The Conference Planning, Member Services, ARAPAC, Nominating, Audit and Investment and Executive Committee also held meetings.

Brandt Consolidated hosted a reception and dinner for attendees and spouses at the Abraham Lincoln Presidential Museum.

During the Board of Directors meeting on Sept.

13, directors reviewed the activities of the committees and progress on ARA's strategic plan.

The meeting also featured several speakers. Wendell Knehans discussed Syngenta's pipeline and renewed emphasis on its legacy seed brands including NK. Illinois Fertilizer and Chemical Association President Jean Payne, who will join the board in December, addressed the board regarding nutrient stewardship activities in her state. And Jeff Jefferies with Winfield United discussed container recycling.

The board also recognized Vice Chairman John Oster for his membership recruitment efforts. ARA presented him with a bobble-head in his likeness.

Jeff Jefferies with Winfield United discusses pesticide container recycling.



IFCA President Jean Payne highlighted nutrient stewardship accomplishments in Illinois.



ARA presented Morral Companies' John Oster with a commemorative bobblehead to recognize his membership recruitment efforts.

The meeting was capped off with several attendees and ARA staff participating in a tour of the Brandt Consolidated headquarters, a nearby seed treatment facility and retail location. Attendees also met with Evelyn Brandt Thomas, who co-founded Brandt Consolidated with her brother Glen. At 94 she continues to come to work every day.

ARA Conference and Expo
November 28 – 30
Phoenix, Ariz.

[Register Now](#)



The image shows a red tractor pulling a long, red agricultural implement, likely a sprayer or harrow, across a field. The tractor is positioned in the center of the frame, moving towards the viewer. The field is a mix of brown and green, suggesting a late harvest or early spring planting. The sky is overcast with grey clouds.



ARA Attends CTIC Tour

Director of Public Policy Hunter Carpenter recently traveled to West Lafayette, Ind., to attend the Conservation Technology Information Center's Conservation in Action Tour. Carpenter sits on the board of CTIC and was recently named Co-Chair of the 2018 Conservation in Action Tour Planning Committee along with ARA Member Adam Herges of The Mosaic Company.

ARA Conference Offers Retailer's Perspective on Industry Trends

Gain insight on consolidation, alternative business models and looming regulatory battles. Discuss lessons learned from dicamba with experts and peers. And find out how you can limit your company's liability from off-target drift at the ARA Conference and Expo November 28-30.

Dicamba continues to be a hot button issue for farmers and retailers. Weed Scientists Dr. Ford Baldwin and Dr. Stanley Culpepper will walk through lessons learned following a tumultuous growing season.

DuPont's Jim Collins will open the general session with a presentation on the recently completed Dow-DuPont merger and broader consolidation trend within agribusiness. Geopolitical strategist Peter Zeihan will then provide an entertaining and informative examination of opportunities presented by global population and economic trends.



Although the Trump administration has provided some relief, legislative, regulatory and legal challenges loom on the horizon. Agribusiness association executives from Florida, Oregon, California and Michigan will look at current state issues that may migrate to the federal level. Attorneys from Faegre, Baker, Daniels will discuss legal and legislative battles poised to effect agricultural retailers. And David Leath, an attorney with Petrie Dorfmeier in Fresno, will examine practical ways to mitigate applicator and company liability from drift and other potential complaints or litigation.

Finally, retail continues to rapidly evolve in technology and delivery. AgGateway's Brent Kemp along with ag retailers Anne Vande Lund of Key Cooperative and Randy Fry with Ceres Solutions will address implementation of econnectivity, including barcoding and systems integration. The conference will conclude with a panel on alternative business models with the Farrell Growth Group's Steve Watts and Farmers Business Network Founder and CEO Amol Deshpande.

[Registration is now open online.](#) [Rooms are available at the historic Arizona Biltmore](#) at a discounted rate for #ARA2017 attendees.

Comment Requested on Updated Guidance for Pesticide Registrants Notification Procedures

Earlier this month, the Environmental Protection Agency proposed updates to Pesticide Registration Notice (PRN) 98-10. The notice provides guidance to registrants submitting minor registration modifications that do not require extensive review and do not have the potential to cause unreasonable adverse effects to the environment. It will clarify what kinds of changes registrants can make by notification, non-notification and/or submitting a minor formulation amendment.

EPA said these changes will save registrants time and help to keep submissions from being rejected, while still protecting public health and the environment.

EPA is requesting comment from affected parties, including general comments regarding the changes, information on projected cost implications, and feedback on the use of these procedures as an avenue for voluntary disclosure of inert ingredients. The agency is seeking comment on whether notifications to EPA are the appropriate mechanism for such changes and also whether such disclosures should be required to include all inert ingredients or only a subset of inert ingredients.

Go to www.regulations.gov docket number [EPA-HQ-OPP-2016-0671](https://www.regulations.gov/docket/EPA-HQ-OPP-2016-0671) to comment and learn more about this PRN. Comments must be received on or before October 6, 2017.

EPA Requests Comment on New Biopesticide to Control Zika and Other Viruses

The Environmental Protection Agency is proposing to register ZAP Males, a new microbial biopesticide that reduces local populations of *Aedes albopictus* (Asian Tiger) mosquitoes, which can spread Zika and other viruses.

The registration would allow MosquitoMate, Inc. to sell the Wolbachia-infected mosquitoes (ZAP Males) in several states. Male mosquitoes do not bite people.

ZAP Males are live male mosquitoes infected with the ZAP strain, a particular strain of the Wolbachia bacterium. Wolbachia are naturally occurring bacteria commonly found in most insect species. The ZAP strain is extracted from a different type of mosquito (than *Aedes albopictus*) and then introduced into *Aedes albopictus* embryos. Infected males mate with females, which then produce offspring that do not survive. With continued releases of the ZAP Males, local *Aedes albopictus* populations decrease.

EPA's risk assessments, along with the proposed pesticide labeling and EPA's response to public comments on the application for registration of this product, are available for public comment until September, 27. They can be found on www.regulations.gov by searching under docket number [EPA-HQ-OPP-2016-0205](https://www.regulations.gov/docket/EPA-HQ-OPP-2016-0205).



Take the Survey

Unlocking the Market Potential of Cover Crops

If you haven't done so yet, please consider taking this short survey on the market opportunity of cover crops. The raffle for one of five \$50 gift cards closes **this Friday, September 22**.

The goal is to understand the industry's interest in offering cover crop products and services, and challenges in doing so. The results will be used to help address your needs in this emerging market.

We invite you to complete the short survey, which should take less than ten minutes. You will have the option to enter a raffle for one of five \$50 gift cards for completing the survey.

[Take the Survey](https://www.surveymonkey.com/r/agretailers) (link is: <https://www.surveymonkey.com/r/agretailers>)

We want to hear from many perspectives in the industry. Please share this with your colleagues, including your staff CCAs.

Banned Pesticides Showing Up in California Water

SACRAMENTO, Calif. (Reuters) – Toxic chemicals from illegal marijuana farms hidden deep in California's forests are showing up in rivers and streams that feed the state's water supply, prompting fears that humans and animals may be at risk, data reviewed by Reuters show.

The presence of potentially deadly pollutants in eight Northern and Central California watersheds is the latest sign of damage to the environment from thousands of illegal cannabis plantations, many of them run by drug cartels serving customers in other states, according to law enforcement. [Read more...](#)

AgGateway Session to Streamline Seed Transactions, Boost Efficiency

AgGateway will hold a new "Seed Quick Connect" session on November 7, in San Diego, Calif., so agricultural retailers, distributors and manufacturers can meet one-on-one to determine where and how they can better connect electronically to streamline their seed transactions - from

booking, delivery and invoicing, to sales and inventory reporting.

The four-hour session, which will facilitate multiple interactions between trading partners, will be held during AgGateway's Annual Conference, November 6-9 in San Diego. Companies' software vendors are also encouraged to participate, to help determine next steps in making electronic connections.

"Thanks to work within AgGateway, the standards are well developed and ready for everyone to use. Now what we really need is for more trading partners to go electronic - and ditch the paper - so that companies and the industry can fully benefit," said Ann Vande Lune, Agronomy Administrator at Key Cooperative and Chair of AgGateway's Seed Council.

"If you're an ag retailer or distributor that wants to take advantage of the benefits of streamlining your transactions with seed manufacturers in the next 12-24 months, this is a great session for you," she added.

Several companies have already signed up for the session, including distributors/retailers Co-Alliance LLP, The Equity, Key Cooperative, Wilbur Ellis and WinField United; manufacturers Dow AgroSciences, Monsanto, Syngenta and WinField United; and software and service providers ACS, Elemica, Entira, Iteris, and SSI (Agvance).

Registration for the event is included in the Annual Conference registration - simply indicate your interest in Seed Quick Connect on the registration form. Registration is now open under "Events" at www.AgGateway.org. If your company is not an AgGateway member and you're interested in connecting with AgGateway members, contact Member Services at Member.Services@AgGateway.org for special rates to Annual Conference.

AgGateway members have found that moving from paper-based tracking systems into electronic connectivity - through standardized transactions - dramatically improves their efficiency, accuracy and customer service. Moreover, many companies say their investments in electronic data transfer quickly paid off, saving their companies time and money, and boosting customer service.

"By implementing AgGateway standards and going electronic, we've cut entry time by two-thirds in our business processes - push a button and it's there accurately," said Vande Lune. "Inventory control has doubled. The price sheet has eliminated mistakes. Sales people and management have confidence that they have the right price. Invoices are automatically entered into the system and prices are populated."

Jeff Griffeth, Innovative Business Solutions Manager at Co-Alliance, LLP, agrees with the rapid pay-off, noting, "When you don't track efficiently, it's the equivalent of a significant hit to sales and profitability. It can take additional sales of 7 times or more just to make up for the number of units lost. On the flip side, going electronic gives your profitability a shot in the arm almost immediately - for us it has been very positive.

"There are still trading partners who rely on paper orders and re-typing data into systems," Griffeth adds. "That slows us down and just doesn't make much sense in this day and age."

AgGateway has numerous resources to help agri-business of all sizes to adopt to electronic connectivity within their operations. More information is available at www.AgGateway.org.



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MEMBERSHIP SPOTLIGHT

New and Renewing Members - July 1 to September 19

- Butte County Rice Growers Association, Richvale, California
- Centerra Co-Op, Ashland, Ohio
- ThioSolv, Spring Branch, Texas
- Klinkenborg Aerial Spraying, Parkersburg, Iowa
- IntelligentAg, Fargo, North Dakota
- Anuvia Plant Nutrients, Zellwood, Florida
- CRF Tech, Florence, Alabama

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