



News & Views

A Monthly Publication Dedicated to the Feed, Seed, Grain and Farm Supply Industries of Wisconsin

WASA Convention ■

We have a great program lined up for you. As a special event this year, just for members involved in the feed industry, we will have faculty members from both Kansas State and Texas A & M Universities providing the first half of a feed mill profitability workshop. (The second half of the program will be presented on March 4 at the Kalahari Resort.) This program will be limited to 40 individuals and will take place during the convention's Thursday afternoon and Friday morning sessions. This is a very hands-on program that will include computer instruction (attendees are required to provide a laptop computer to use during the class). The additional fee for this program covers both the Feed Mill Profitability program, as well as registration for the balance of the convention and trade show program. Please be aware, this program is not for the person that works the mixer. It is solely intended and designed for the general or feed division manager or the owner of a feed mill. This is a high level seminar meant to provide management with the tools to analyze current feed mill operations and make them more efficient and profitable. In addition, attendance in this class is by pre-registration only. No walk-ins will be allowed.

The day before the Convention starts, we hold our annual Safety Day. This year we will be focusing on safe bin entry and rescue procedures, as well as fire prevention at this year's Safety Day. So far we already have a record setting attendance for the event with close to 100 attendees!

The training will be presented by qualified personnel who have special knowledge, skills and expertise in responding to grain bin entrapments as well as in preventing and fighting grain facility fires. The trainings will include hands-on experience using a unique mobile bin training system pictured above.

The rest of the program has your choice of up to five breakouts to attend on Thursday afternoon, with our featured speaker *Ag Today* television host John Phipps starting the day off for us. On Friday morning, we have Elwynn Taylor, the Iowa state ag climatologist back by popular demand. Dr. Taylor will give us his dead-on predictions for weather for the upper Midwest in the coming year. His presentation was a highlight a couple years ago and we've received many requests to have him back.

And we have repeated a crowd pleaser from last year; following the Taste of Elegance on Thursday evening, we will have a WASA members-only reception and hospitality room. This event is sponsored this year by Ag States Agency. Last year, we heard from many happy attendees and we expect more of the same this year.

And to close out the event, we have Wayne Larrivee, the voice of the Green Bay Packers. After the excitement of this year, it will be interesting to hear the behind the scenes story of the Packers and their road to victory this year.

Remember, this is a chance to mix business with pleasure, learning and having some fun at the same time. We hope to see you there.

Stolen Grain 2 ■

In last month's newsletter we shared an incident in which a member became suspicious of the true ownership of grain that was being delivered to their facility. The General Manager of the facility purchasing the grain grew suspicious regarding this first-time customer because of several points. First, the seller was from out-of-state, and secondly, the loads that were delivered (supposedly from out-of-state) physically couldn't have made the "turn times" the trucker alleged.

We thought you'd be interested to know the owners of all of the grain in question have been located and

restitution is being made. The “seller” is facing charges of interstate transportation of stolen goods, felony theft, mail fraud and forgery. The last two charges came about because the buyer, at WASA’s suggestion, requested a notarized statement from the out-of-state producer authorizing sale. The “seller” provided that letter and upon investigation, it was a forgery. The producer named that supposedly signed the letter denied it or knowledge of the “seller.”

In recent days, the case of grain theft has made the national press, as this is, given the current high prices for grain, a nationwide problem. Protect yourself and your operation.

As a facility manager, make sure your chutes, draws and bins are either padlocked or the power to them is locked out when the facility isn’t manned. Lighting for your facility is a great deterrent for thieves. Make it difficult for the thief to steal from you. Thieves generally want the easiest, quickest way to steal and don’t want to fight with a padlock. If you think that we are being overly simplistic, we received several phone calls following last month’s article in which members stated they were going to *begin doing exactly these things* at their facility.

On the buying side, know your customer. Ask questions. If a situation smells fishy, call the association. We were able to help solve this last case, simply by getting the word out. If nothing else, we can give advice simply to protect your operation.

DHS Facility Security Rule

WASA and the Wisconsin Federation of Cooperatives (WFC) have been working for several weeks together in a two-pronged approach regarding the new U.S. Department of Homeland Security (DHS) chemical facility security rule. First, we have both attempted to exert pressure in Washington DC to delay the implementation date for the rule as it applies to commercial agribusiness operations. Unfortunately, we have been unsuccessful in this attempt. As the deadline for registering is close (January 22, 2008), the second goal was to get definitive guidelines for our respective memberships to be working from. We shared our information because we simply wanted Wisconsin agribusiness

to hear the same story from each organization. In an issue as important as this one, that is of vital importance.

The most likely chemicals that require a Top Screen (That is an initial online submission to DHS, assuming the facility possesses a chemical of interest above the threshold level.) for a Wisconsin feed mill, grain elevator and /or agronomy center will usually be gasoline, diesel, propane or anhydrous ammonia. Simply figuring out whether you are required to complete the Top Screen registration is important, because if you can avoid that, you have saved your operation the potential of a whole lot more time and potentially expensive, complying with DHS’ follow-up to your submission.

Propane and anhydrous ammonia are the easiest of those listed above to determine if you need to complete a Top Screen. The simple guide is as follows:

- facilities that possess quantities of propane that meet or exceed the propane threshold [60,000 pounds (approximately 14,285 gallons)]. However, under the final version of Appendix A, facilities do not need to count propane stored in tanks containing less than 10,000 pounds (approximately 2,381 gallons) when determining whether their STQ meets the trigger level requiring them to register with DHS and complete the Top Screen process.
- For anhydrous ammonia, the threshold is 10,000 pounds.

You may have heard or read about an “exemption” for agricultural operations that would be required to complete a Top Screen:

- in preparation for the treatment of crops, feed, land, livestock (including poultry) or other areas of an agricultural production facility; or
- during application to or treatment of crops, feed, land, livestock (including poultry) or other areas of an agricultural production facility.

First, this is not an “exemption,” but rather an extension allowed in the time for filing. DHS has stated that the extension can be rescinded at any time

and would require full compliance. *And most importantly, the extension does not apply to chemical distribution facilities, or commercial chemical application services.*

As for gasoline and diesel, it's a little more complicated. While there are still some questions that remain unanswered, this is what we know to date. First, while fuels (such as gasoline or diesel) are not listed as a "Chemical of Interest" (COI) in Appendix A in and of themselves, gasoline can, in some circumstances, contain chemicals that are listed in Appendix A. The question has arisen among various members as to whether solely having gasoline or other fuels at a facility would require a facility to comply with the Top Screen registration process.

To determine the presence and concentration of chemicals in a mixture you are allowed to use a Materials Safety Data Sheet (MSDS). If the most current MSDS for the fuels you possess does not list any of the listed COI, you do not have to complete a Top Screen registration solely because of storing fuel. Homeland Security is only interested in chemicals listed on Appendix A, and if you have a MSDS that states the product doesn't contain a listed chemical, they aren't requiring you to do anything further.

The important point here is to check the MSDS to see whether it lists any of the potential COI. This is typically butane in the case of gasoline. Diesel fuel does not usually contain any COI. If you need an MSDS for gasoline or other fuels that you possess, please contact your fuel supplier.

As always, if you have any questions, please feel free to contact John Petty at (608) 223-1111

WASA Board Ballots■

Three seats on the WASA Board of Directors will be up for election this year. The seats are the Grain Industry representative, the Northwest District and the Southeast District representatives. The candidates for the Board are as follows:

Northwest District Representative:

Chad Larson

Larson Agri Service Inc., Arcadia

Dennis Schultz (Incumbent)

Heartland Cooperative Services, Dorchester

Southeast District Representative:

Tim Lange

The DeLong Co., Clinton

Jim Zimmerman

Evergreen Growers Inc., Rosendale

Grain Industry Representative:

Erik Huschitt

Badger State Ethanol, Monroe

Steve LaChey

Larsen Cooperative Company, New London

Ballots have been mailed along with a WASA addressed envelope. Be sure and return your ballot in the ballot envelope as faxed ballots cannot be counted. At the Convention, the Board of Directors will tabulate election results on January 23 and the results will be announced the following afternoon during the annual meeting.

Looking Down the Road■

Jan. 23

WASA Safety Day

Kalahari Resort, Wisconsin Dells

Jan. 24 & 25

WASA Annual Convention &

Trade Show, held in conjunction

with the Wisconsin Corn/Soy Expo

Kalahari Resort, Wisconsin Dells

Mch. 4

Feed Profitability Workshop,

Part 2 (Part 1 will be held during

the Convention and Trade Show)

Kalahari Resort, Wisconsin Dells

Route:

- General Manager
- Feed Department
- Grain Department
- Agronomy
- Safety Director
- Personnel
- _____

WASA Board of Directors

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David Wiederholt (608) 739-3103

WASA Staff (608) 223-1111

John Petty, Executive Director

RB "Bob" Willder, Loss Control Dir.

Denise Poindexter, Office Manager

***Thank you for your six years
of service to outgoing Board
members.***

**Tom Stehr, Vita Plus Corp.
Board President**

and

**Pat Duffy, Duffy Grain
Board Secretary/Treasurer**