



News & Views

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

Greetings from the Wisconsin Agri-Service Association! With each passing day, corn fields disappear and harvest progress gets that much closer to being complete. Little by little, day by day, that huge harvest, that only weeks ago looked almost insurmountable, is safely getting tucked away.

Much like the progress being made with the harvest, progress here at WASA is made in much the same way... little by little and day by day. One by one, we work on the issues and concerns you call us with. Day by day, we keep you informed of the things that are important to you and your business. Item by item, we put together mailings, programs, conventions, etc... to successfully "harvest" the needs of our members.

I know I tell you this in almost every newsletter, but it is truly a pleasure serving you great members of WASA. Thank you for letting us be a small part of your business, and thank you for making our "harvest" successful.

Until next time... from Tom!

CAPITOL CONSULTANTS, INC. TO REPRESENT WASA MEMBERS

When talking to our members about what WASA does that is the most important to them, it is not uncommon to hear one item near the top of the list almost every time. That item is that WASA serves as a "legislative watchdog" for your industry, keeping you abreast of new laws and regulations, and fighting for what is best for your businesses.

As you know, my predecessor, John Petty, was very good at working legislative issues and weighing in on your behalf. Likewise, in the seven months I have been with you at WASA, I have lost count of the number of times I have been to the Capital Building and the Department of Agriculture

Building giving input on issues, legislative bills, and proposed regulations. However, with all the work we have to do inside the association, our time for working issues is often limited to an as needed basis. Wouldn't be great if we could be there everyday, giving early input on every issue, and have the constant reputation by lawmakers and regulators as a reliable source of what is important to rural Wisconsin?

Well guess what? On November 1st, WASA will become that reputable source representing your interests EVERY DAY. Last week, your WASA Board of Directors signed contracts with Capital Consultants, Inc., a leading government relations business in Madison to represent you on a daily basis. As our government relations consultants, Capitol Consultants will be there daily, even before bills are introduced, making our issues known and listening to the interests of others. With Bill Mc Coshen (formerly Secretary of the Department of Commerce under Republican Governor Thompson) and Shawn Pfaff (formerly Agency Affairs advisor for Democratic Governor Doyle) working for us, Capitol Consultants is a bipartisan team of lobbyists that can effectively work both sides of the isle with respect and success.

In addition to being represented at the Capitol, we hope that this addition will allow us to add other benefits to your membership as well. For instance, we are hoping that within a few weeks we will be able to begin sending you a Wisconsin Capital Report on a timely basis, much like we do with the Washington Report we are sending you now. We also plan to have Bill and Shawn available for industry meetings (such as the WASA Convention and Trade Show) for you to ask questions and to learn more about what is happening in Wisconsin government.

At WASA, our mission and purpose is to add value to our members. We believe that working with Capitol Consultants is a value that will pay for itself time and time again. Please help us in welcoming Capitol Consultants to WASA.

2012 WASA CONVENTION AND TRADE SHOW – SAVE THE DATE

Although we mentioned it in last month's News & Views Newsletter, we want to remind you once again to mark down the dates of the 2012 WASA Convention & Trade Show and plan to attend. The dates will be February 2-3, 2012, and will once again be held at the Kalahari Resort in the Wisconsin Dells.

If you want to be an exhibitor at the trade show, there is still booth space available. Likewise, we are still looking for convention sponsors. A copy of the exhibitor registration and convention sponsor forms is attached.

Also, please remember that WASA will be holding a silent auction in the trade show exhibit hall on Thursday, February 2nd. If you or your company has sports or entertainment tickets, sports memorabilia, gift baskets of your company's products, etc... that you would consider donating to the silent auction, please let us know.

DEPARTMENT OF LABOR PROPOSED CHILD LABOR REGULATIONS

The Department of Labor (DOL) has published a Federal Register, proposing to restrict the criteria for children to work in various aspects of the agriculture industry. DOL is proposing to make these changes though the Fair Labor Standards Act. Items included in the standard are:

- ** establishes a minimum age of 18 for hazardous work in non-agriculture employment and 16 in agricultural employment
- ** while the standard does provide complete exemption from these rules for a youth who is employed on a farm owned by his or her parents,

there is not an exemption for working on the farm of a family member or a family LLC.

- ** prohibits youth from working with or around animals and conducting work with large animals with a high risk of injury such as a cow with calf or a sow with suckling pigs.
- ** prohibits youth from herding animals in confined spaces or on horseback or ATV
- ** prohibits youth from catching and cooping poultry.
- **revises the type of farm implements 14 & 15 year old children may operate, and then only after taking a 90 hour course for each implement offered through a Technical College System.
- ** prohibits youth under the age of 16 to work in occupations where the temperatures exceed or drop below a certain threshold.
- ** **Youth would be prohibited from working with raw farm product material trade industries such as country grain elevators, grain bins, silos, feed lots, feed yards, stockyards, livestock exchanges and livestock auctions.**

While these proposed regulations may have limited effects on our grain, feed, or seed businesses, look how devastating it would be to children growing up on and around farms. I believe most of what I am today was developed while feeding, milking and taking care of my Guernsey cows and calves, disking and cultivating crops, driving wagons of shelled corn to the elevator, running the corn picker and filling the crib with ear corn, baling hay, etc... It is believed that these regulations could devastate 4-H and FFA programs as well as putting a major concern on the future of farming as we know it today.

The comment period for these proposed regulations is scheduled to end on November 1st. However, with the comment period being during the Midwestern harvest, dozens of organizations (including WASA) have asked the DOL to extend the comment period for an additional 60 days, allowing a united agriculture to voice its concerns. We will keep you posted on their response.

SOIL FERTILITY AND NUTRIENT MANAGEMENT MEETINGS SCHEDULED

The Department of Soil Science, in conjunction with the University of Wisconsin Cooperative Extension, will be conducting eight Soil Fertility and Nutrient Management Meetings in various locations across the state, all scheduled for early December. If you have attended any of these meetings in the past, you will find that they have changed the meeting format from its prior eight full day meetings to a newly formatted schedule of eight half day meetings spread over the course of four days. All morning sessions will include a 7:30 breakfast, with the meeting going from 8:30 to 11:00. All afternoon sessions will include a noon lunch, with the meeting going from 1:00 to 3:30.

The cost to attend one of these meetings is \$25. Attendance will earn 2.5 hours of CCA CEU credits in Nutrient Management. A flyer giving you more information on these meetings is attached.

BE PREPARED FOR POTENTIAL GRAIN THEFTS

On Friday, October 21st, WASA was notified about three attempted grain thefts that occurred recently in other states. The first was in the State of Nebraska. While information is somewhat limited, we do know that the fraudulent truck driver picked up a load of soybeans from a Nebraska elevator. The driver signed the scale ticket with the name “L. Kanbock” and said he was with “Kunz Trucking”.

The other two incidents were in the State of Kansas. In one case, the driver identified himself as “Bob Gray” with “Kunz Transportation” out of Atlantic, Iowa. In the second case, the driver identified himself as “Bill White” with “3-D Transportation”. In reality, there actually is a “3-D Transportation” in Iowa, however the driver wasn’t actually with that firm. He used a fake ID and loading number.

The message we want to send is that in times of a tough economy, you can never know just how far some people will go to get money. Make sure that

you have adequate control over your grain inventory and sound controls in place to keep you from being the next victim of grain theft.

JUST FOR FUN – NEW MEANINGS FOR OLD WORDS

Tomorrow – One of the greatest labor saving devices of today.

Compromise – The art of slicing a cake in such a way that everyone believes they received the biggest piece.

Eternity – The last two minutes of a football game.

Counterfeiters – Workers who install kitchen cabinets.

Benign – What you be after you be eight.

Smile – A curve that can set a lot of things straight.

Cat Scan – A search for your lost kitty.

Diet Soda – A drink you buy at a fast food restaurant to go with a half pound burger and a large order of cheese fries.

Nitrate – The price after the sun goes down.

Recovery Room – A place to do upholstery work.

Chicken – The only animal we eat before it is born and after it is dead.

Etc. – An abbreviation that makes others think you know more than you actually do.

WASA DIRECTORY UPDATE

The following additions should be made to your WASA Directory.

BIS Commodities
150 1st Ave NE, Suite 400
Cedar Rapids, IA 52403

Painters USA, Inc.
649 Childs Street
Wheaton, IL 60187

Changes are indicated in bold. As additions or changes are made throughout the year, we will notify you here in WASA N&V.