



News & Views

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

Greetings from the Wisconsin Agri-Service Association! Well, another month has passed, and what an exciting one it has been! In late August, we had 74 WASA member company employees attend our grain grading schools in the Dells. In early September, we had 78 participate in our Scholarship Program Golf Outing near Cottage Grove. That makes more than 150 outstanding grain, feed, seed, and allied industry people I have had the chance to meet in the last month alone. Also during September, I have had the opportunity to get out of the office a couple more days, driving around the state and meeting a few more of you at your place of business. I already have another two day trip scheduled in October as well.

Why am I making such a big deal about meeting so many people? It is because through this, I am quickly learning why WASA is such a great and well respected association. With every activity I participate in and every member I meet, I become more and more impressed with the pride and quality of our members and their people. In my thirty plus years of working in agri-business industries, I have worked with a lot of companies and met a lot of people. I can assure you that the grain, feed, and seed industries in Wisconsin take second fiddle to no one! It is a real pleasure being here and serving each of you.

As we prepare to turn our calendars to October and we begin to feel a crisp chill in the air, we know it is that exciting time of year called harvest. However, as exciting as harvest may be, it is also one of the most dangerous times of the year. So this harvest, please take time to do your work the safe way. Here is wishing each and every one of you a safe and prosperous harvest season...

from Tom!

EARLY FROSTED GRAIN – GRADE, STORE, AND MONITOR IT CLOSELY

For many producers (especially in Northern Wisconsin), the evening of September 14th put an early end to the growing season for corn and soybeans, as even though the crop had not yet reached maturity, it was killed prematurely by frost. When this happens, the grain no longer has the same quality, nutritional value, or storage properties as grain that matures properly. So the message is: don't treat it like normally matured grain.

While dozens of technical articles have been written by university researchers on the subject, probably the simplest and most useful summary on frost damaged grain was written by Charles Hurburgh, Roger Elmore and Palle Pedersen at Iowa State University. I encourage everyone to print off, read, and share this two page summary, which can be found at:

<http://www.extension.iastate.edu/publications/PM1635.pdf>

If you want access to over a dozen other university research articles on the subject, you can find them at:

<http://corn.agronomy.wisc.edu/Management/L041.aspx>

Also, we encourage anyone that will be grading inbound and outbound grain for your company to get familiar with the visual reference image gallery on the Federal Grain Inspection Service website. When you go there, you will find actual sample images of the various types of grain damage you may see this harvest. This visual image gallery can be found at:

<http://www.gipsa.usda.gov>

Then click on: "grain, rice, & pulses"

Then click on "standardization & quality"

Then click on "visual reference images"

Then choose the commodity you want.

CHANGES MADE TO LABOR LAW POSTER REQUIREMENTS – NEW SUPER-POSTERS AVAILABLE FROM WASA

On August 30, the National Labor Relations Board issued a final rule creating a new poster requirement for virtually all private-sector employees. The poster notifies employees of their rights under the National Labor Relations Act, such as the right to form a union, bargain collectively, discuss terms and conditions of employment with coworkers, the right to strike, and the right to engage in other protective activities. The poster also includes a list of illegal practices in which employers and unions are prohibited from engaging. (You can print this poster at: www.nlr.gov/print/1562)

In addition to this new poster, there are minor changes being made to a couple of the other required posters we all need to post. So, to help to keep you in compliance, WASA has printed new super-posters containing the most current version of each of the ones you need to post. Actually, because there are so many of them now, we have printed two super-posters – one containing all of the federally required posters and the other containing all of the state required posters. If you are interested in purchasing a set of these posters, let us know. The cost for the complete set is \$17.50 (much less than the internet poster services that contact you.)

PAST BOARD MEMBERS ATTEND THE SEPTEMBER WASA BOARD MEETING

One of the greatest assets in business today is having access to loyal, experienced, talented people. That is why past board members were invited to attend the September WASA Board Meeting. This was the first time your board of directors directly asked for input from past board members, and based on the results, past board members will continue to be invited to selected meetings in the future as well.

“The issues of today are so often directly related to the issues of the past, and asking for the input of the directors that have served before us just makes good sense. It was a great meeting. Their experience and

knowledge is a valuable resource to the current work of our association.”

Erik Huschitt, WASA Board President

Here is what a couple of past board members thought of the meeting.

“It was a pleasure to be able to get an inside look at the issues that the current board is facing. I came away from the meeting feeling like the board has been working hard to get WASA back on the right track, and that they are willing to make necessary changes to keep WASA on solid footing.”

Pat Duffy, Duffy Grain, Columbus WI
WASA Board Member 2002-08

“I was very impressed at the pro-active direction our association is taking. I enjoyed the meeting with the new board and hope we can do it again in the future.”

Dennis Minks, Mix Rite Feed Mill, Kennan WI
WASA Board Member 1994-96,
Board President 1994, 1995

“It was a pleasure, after being off the board for 10 years, to be invited to see the current and future direction that WASA is taking. I was especially pleased with its current and projected fiscal situation and the continued emphasis on its Loss Control Program.”

Bo DeLong, The DeLong Company, Clinton WI
WASA Board Member 1997-2002
Board President 2001

The board meeting was held on the morning of September 8th at The Oaks Golf Course Clubhouse in Cottage Grove, prior to the afternoon scholarship golf outing.

2012 WASA CONVENTION AND TRADE SHOW – SAVE THE DATE

Although it may seem a long way off, the 2012 WASA Convention & Trade Show is being planned, and looks to be one of the best ever. The date of the 2012 convention and trade show will be February 2-3, and will once again be held at the Kalahari Resort in the Wisconsin Dells.

In addition to marking these dates on your calendar, there are two other reasons we are bringing this to your attention now. First, if you are an exhibitor at the trade show, and have not yet returned your exhibitor registration form, please do so soon. A copy of the exhibitor registration form is attached. (Convention attendee registration forms will be sent out in November.)

Second, last year for the first time, WASA held a silent auction during the trade show hours, raising money for the Eldon Roesler Scholarship Program. This year, we will be holding another silent auction, and want to make it bigger and more exciting. We already have three items donated to the auction – a golf bag, four rounds of golf at The Oaks in Cottage Grove, and a framed autographed picture of Richard Childress, owner of NASCAR’s Childress Racing Team. 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.

REFILLABLE CONTAINER REGULATIONS FOR PESTICIDES – CHECK YOUR PUMPS

On September 14th, WASA received a memo from Mark McCloskey from DATCP. His memo stated, “I believe many of you have gone through your fleet of refillable containers (mini-bulks) and made them compliant. Now there may be one more task to do. That task is to evaluate each make and model of pump being used to determine if one-way check valves may be necessary.” Ultimately, if you can pour liquid into the end of the dispensing hose that is attached to the pump on top of a refillable container, and the liquid is allowed to flow into the container, then you need to install a one-way check valve or a similar device to prevent this from possible occurring.

DATCP has prepared a question and answer document pertaining to the EPA container regulations, as they relate to re-packagers of pesticides. A copy of the Q&A document is attached.

JUST FOR FUN – A FEW MORE THOUGHTS WORTH THINKING ABOUT

Education is when you read the fine print.
Experience is what you get when you don’t.

A father is someone who carries pictures where his money used to be.

The only job you start at the top is digging a hole.

Nothing in the world is friendlier than a wet shaggy dog.

Anyone who uses the phrase “easy as taking candy from a baby” has never tried taking candy from a baby.

Sometimes the best helping hand is a good firm push.

If the English language made any sense, lackadaisical would have something to do with a shortage of flowers.

Don’t tell me how hard you work. Tell me how much you get done.

And finally,... It isn’t the mountains ahead that wear you out, it’s the grain of sand in your shoe.

WASA DIRECTORY UPDATE

The following additions should be made to your WASA Directory.

Zeeland Farm Services Inc.
136 E. Grand Ave, Suite 100
Beloit, WI 53511
and
Zeeland Farm Services Inc.
2525 84th Ave., PO Box 290
Zeeland, MI 49464

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