



News & Views

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

Greetings from the Wisconsin Agri-Service Association! I hope this Christmas season finds you happy, healthy, and surrounded by family and friends. Despite the nasty weather that often comes with this time of year, what a wonderful time of year it is.

Can you believe it? I have been here nine months already. As the new guy coming to WASA from the corn fields of Central Illinois, what a transition it has been. But what a great one it has been as well. For me, 2011 has been one of the most pleasurable in years...., getting to meet many great people, being able to use my experience to help others in the grain, feed, and seed business, and having the chance to help lead an association that is truly dedicated to serving its members. And yes, in case you are wondering, I have even been known to wear shirts and sweatshirts with big red "Ws" on them from time to time.

In closing out 2011, I am so touched by how you all have accepted me here at WASA. Thank you so much to each and every one. I can't wait to see what great things we can accomplish in 2012. See you all at the Convention & Trade Show.

Until next Time... from Tom!

DOT BANS HAND HELD CELL PHONES FOR INTERSTATE TRUCK DRIVERS

On December 2, the US Dept. of Transportation issued final regulations prohibiting interstate truck and bus drivers from using hand held cell phones while operating their vehicles. The rule issued by the Federal Motor Carrier Safety Administration is intended to curb dangerous driving and accidents caused by distracted driving. The new regulation takes effect on January 3, 2012. Drivers who violate the restriction are subject to federal civil penalties of up to \$2,750 for each offense and disqualification from operating a commercial motor vehicle for multiple offenses. In addition commercial trucking companies that allow their drivers to use hand held cell phones while driving could face penalties of up to \$11,000. Back in September 2010, FMCSA issued a

regulation banning text messaging while operating a commercial truck or bus.

WASA SAFETY DAY PROGRAM – AN AGENDA YOU WON'T WANT TO MISS

The program is now complete for the 2012 WASA Safety Day Program, and we are sure you will want to be there. The program will be held on Wednesday, February 1, 2012 at the Kalahari Resort in the Wisconsin Dells. The day will include four educational sessions, all designed to keep you informed in areas of importance to your industry. Presenters and topics on the program will be:

- ** Pat Ostrenga, retired OSHA Compliance Specialist, is one of the foremost experts on the electrical requirements of the National Fire Protection Association fire safety Standard 70E . His presentation will dive into electrical safety requirements for employers, how 70E is enforced by OSHA, what constitutes a "qualified" employee and much more.
- ** Scott Anderson, VP of Risk Management Services for the Kansas Farmers Service Association will speak on bin/confined space entry procedures.
- ** Leslie Ptak, Compliance Specialist from the OSHA Madison Office will give an overview of the grain and feed local emphasis program, inspections conducted, and inspection plans for the coming year.
- ** Jim Nolte, WASA Safety Program Director, will provide insight on common OSHA violations he has discovered during member visits.

Registration materials for the WASA Safety Day were sent out a couple of weeks ago. An additional copy of the registration form is attached to this News & Views Newsletter. We look forward to seeing you there.

WASA CONVENTION AND TRADE SHOW – PLAN TO BE THERE!

Within the last couple of weeks, each of you should have received registration information for the upcoming WASA Convention & Trade Show to be held on February 2-3 at the Kalahari Resort in the Wisconsin Dells. An additional copy of the registration form is attachment to this News & Views Newsletter.

Let me give you some insight on what you will find at this year's gathering. First off, you will find one of the largest agricultural trade shows of the year. Once again, the exhibit hall is sold out with several booths spilling into the hallways. With over 110 exhibitors marketing their goods and products at the show, you will be sure to find almost everything on your capital expenditure and services list for 2012.

The main session speakers are outstanding. Let me give you the highlights.

** You will hear Greg Soulje, Meteorologist for the Brownfield Radio Network, giving his weather outlook for 2012..

** Mark Pearson from the television show "Market to Market", will join us to discuss his views on agriculture, and to lead a panel discussion with panelists Darrin Newsom (DTN), Mike North (First Capitol Ag), and Clark Neighbors (BIS Commodities).

** Andy Shissler from Roach Ag Marketing will talk on China and US Markets.

** Dr. Barry Flinchbaugh, an agricultural economist from Kansas State University will give his take on the current state of politics and agriculture and where we go from here.

** Jolene Brown, professional speaker, author, and Iowa grain farmer will share her always thought provoking and inspirational message on family, business, and life.

** Do you remember the Spotted Brown Owl? Bruce Vincent from Libby, Montana does. His family logging business was shut down due to the environmental events that followed this owl. Bruce will speak from the heart in his story, "Defending the Rural Way of Life."

The breakout sessions sponsored by WASA this year should be some of the best we have ever heard. Breakout session speakers and topics include:

** Updates on the OSHA Grain and Feed Emphasis Program and the new Dairy Emphasis Program, presented by Kelly Bubolz, Compliance Specialist from the Appleton Area OSHA Office.

** Aaron Curtis from MIDCO Commodities will talk about the history of grain trading, where we have been and where are we going from here.

** Volker Mittendorf, Senior Project Leader for Corn Trait Development for Syngenta Biotechnology will give us a look into his crystal ball to learn the future of biotechnology in crop seeds. What is coming next? What can we expect in the future?

** A panel of agricultural lenders will discuss the current lending environment, and what you can expect in working with your lenders in the future. Panelists include: Patrick Link (Badgerland Financial), Bob Doane (CoBank), and Sam Miller (M&I Bank).

** Porter Martin, an attorney from Michael Best & Friedrich will discuss grain contracts, what should be in them and what shouldn't. He will also talk about Master Contracts, which are being used more these days.

** Finally, a panel of leading livestock farmers will tell us how economic conditions are effecting their industries, and to also discuss the needs they will have from the grain & feed industries in the future. Panelists include: Dairy farmer Kevin Krentz (Berlin), Cattleman Terry Quam (Lodi), and Pork producer Mike Wehler (Plain).

In addition, WASA will once again be holding a silent auction of items in the exhibit hall. You will want to get your bid in on some of these great auction items. And let's not forget the Taste of Elegance Reception, the WASA Reception, the WASA Annual Meeting, and lots of time with family, friends and acquaintances. Yes, this year's convention could be one of the best ever! Be sure to get your registration in as soon as possible..., and we look forward to seeing you there!

REMINDER TO FEDERAL WAREHOUSES, NEW LICENSING AGREEMENT DUE JANUARY 31

If you are a federally licensed grain warehouse operator, we want to remind you to sign and return your new US Warehouse Act (USWA) licensing agreement. It is due by no later than January 31, 2012. The new licensing agreements were published on November 3, and mailed by the USDA Farm Service Agency during the week of November 7. We have been told by USDA officials that as of December 11, approximately 60% of federally licensed warehouse capacity has already executed the new licensing agreement. However, if you are still among the remaining 40% that has not renewed, this reminder is intended for you.

Please do not be mistaken, this revised USWA licensing agreement is different from the Uniform Grain and Rice Storage Agreement (USGRA) contract that many warehouses renewed earlier this year with the USDA Commodity Credit Corporation.

UPDATE ON RECALL ELECTION PROCEDURES

In order for a recall election to be held on Governor Scott Walker, United Wisconsin (the group orchestrating the efforts) needs to collect 540,208 registered voter signatures by no later than January 17th. At this point, they state that they have collected in excess of 507,000 signatures. The process to check and verify the signatures will most likely take at least 60 days, so at this point, if the recall process is successful, it is expected that the recall election will occur sometime in April or May.

Also, discussion has begun for another round of recall elections of at least four freshman Senators in the State of Wisconsin. Constitutionally, the recall process on Senators can not begin until the Senators have served at least one year in their current office. Therefore, the process of recalling freshman Senators can not begin until January. With there currently only being one seat difference between the Republicans and Democrats in the State Senate, it is almost assured that a recall election will be conducted. What we do not know is how many of the freshman Senators will be targeted for recall.

Wisconsin politics is far from being calmed down and under control. Be prepared for an interesting next few months, folks.

JUST FOR FUN – QUOTES FOR CHRISTMAS

Let's close out our letter for this month with some fun Christmas quotes. I hope you enjoy...

“Did you ever notice that life seems to follow certain patterns? Like I noticed that every year around this time, I hear Christmas music.”

Tom Sims

“The Supreme Court has ruled that they cannot have a nativity scene in Washington D.C. This wasn't for any religious reasons. They couldn't find three wise men.”

Jay Leno

“Anyone who believes that men are the equal of women has never seen a man trying to wrap a Christmas present.”

Author Unknown (but probably a woman)

“Oh for the good old days when people would stop Christmas shopping when they ran out of money.”

Author Unknown (but probably a man)

“There's nothing sadder in this world than to awake Christmas morning and not be a child.”

Erma Bombeck

“I once bought my kids a set of batteries for Christmas with a note on it saying, toys not included.”

Bernard Manning

And now laying all humor aside, let me state the greatest Christmas quote ever made. It was made by an angel to some shepherds while they were out tending to their flocks.

“Do not be afraid, for I bring you good tidings of great joy which will be to all the people. For born this day in the City of David is a Savior, and he is Christ the Lord.”

Luke 2: 10-11

MERRY CHRISTMAS, EVERYONE!

WASA DIRECTORY UPDATE

The following additions should be made to your WASA Directory.

ADM Grain Company
W13136 Country Road KK
Ripon, WI 54971

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