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Minnesota Crop Production Retailers

INPUTS

News Notes

MN Evaluating 2018 Dicamba Applications – The Minnesota Agriculture Department reported 25 potential dicamba drift complaints. Minnesota Department of Agriculture Pesticide and Fertilizer Management Director Josh Stamper says 16 of those complaints have requested investigations and nine of those are survey complaints. That's fewer than last year at this time. Minnesota had an earlier cut-off date for dicamba application: June 20. "With the weather in certain parts of the state, it was challenging for growers to use the technology." Stamper says there are complaints of applications being made after June 20 and pesticide industry is struggling with figuring out how to use the technology in the future. The goal is to keep the product in the toolbox.

Ethanol Industry Asks EPA for Course Correction – The biofuels industry is calling on the new EPA Administrator Andrew Wheeler to reverse the damage done to the ethanol industry under former Administrator Scott Pruitt. National Corn Growers Association President Kevin Skunes, who farms at Arthur, North Dakota, said the agency should stop granting "unjustified" waivers to the refinery industry. Growth Energy CEO Emily Skor said Wheeler needs to "restore the bonds of trust" between EPA and its stakeholders. The comments were released ahead of an EPA hearing on the

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Bigger and Better 2018 Short Course and Trade Show

The Bigger and Better 2018 Crop Pest Management Short Course and MCPR Trade Show is December 11-13, 2018 at the Minneapolis Convention Center with special room rates at the Hilton Minneapolis Hotel. Join 1500 Ag retailers, distributors, manufacturers, and Ag leaders in Minneapolis. This is a "must attend" event enriching your attitude and preparing you and your team for a higher level performance. Below are some details:

- The Blue Angels commanding officer Greg "Boss" Wooldridge will share his demonstrated ability to build teams with communication, trust and teamwork which takes precedence over rank and status. Greg is top tier speaker and motivator on demand across the USA exciting your crew on Tuesday December 11. Join him in the cockpit as his heart-driven approach proven in the Blue Angel's culture of excellence will empower you and your team on their journey toward High Performance.
- Cash prizes of **\$1000 and \$500** plus many other prizes to the winning agronomy teams visiting exhibits to answer questions as they complete The Agronomy Challenge, an event that was inaugurated last year and promises to grow in popularity and participation.
- **Taking Control** is the meeting theme and focus for these superior educational offerings in several different educational tracks.



Greg "Boss" Wooldridge is the only commanding officer to lead The Blue Angels for three separate tours. He was first selected because of his demonstrated ability to build teams where communication, trust and teamwork took precedence over rank and status. His heart-driven approach proved a perfect match for the Blue Angel's culture of excellence, and he was called back to lead 2 more teams through times of difficult transition. Since his success with the Blues, Greg has been inspired to share his methods in order to empower individuals and teams on their journey toward High Performance.

From the very start of his career in the Navy, Greg was immersed in the building of great teams. In flight candidate school he learned from the camaraderie of his

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class, an emotion that elevated individuals by first elevating the performance of the team. Later, acting as a commander of a carrier squadron, Greg discovered that teams which drive toward something greater than themselves unlock an ability to perform at extreme levels.

And finally, when he was selected as the commanding officer of the Blue Angels, The Navy's—and the world's—premiere flight demonstration squadron, Greg Wooldridge experienced what it was like to take one's dreams and beliefs on an upward spiral, into the beyond.

Taking Control - Resilience is the ability to recover **easily** from misfortune. Low commodity prices aside, trade wars and Mother Nature herself put their mark on the past growing season. Your ability to bounce back from adversity is the focus of this meeting as we look forward to 2019. Resiliency doesn't just happen. It is a set of practices that allow an individual, organization, or a system to succeed and overcome adversity quickly. This year's CPM Short Course & MCPR Trade Show theme 'Taking Control' is focused on inspirational,

targeted messages to enable you to take the steps to build resiliency in yourself, your (cropping) systems and your organization.

We have also scheduled a very talented professional to speak on the subject of "Structural Changes in the Global Market for Fertilizers: Recent evolution of the supply side and what to expect going forward." This important presentation will be made by Andy Jung, Senior Director, Market & Strategic Analysis, for The Mosaic Company. Andy has a BS, Economics, North Dakota State University and a MS, Applied Economics, from Marquette University.

His presentation will provide an overview of the structural changes to the crop nutrient industry that have taken place around the world over the recent past, with a particular focus on the impact on North American markets for N, P and K fertilizers. Of particular note are the resurgence of the North American nitrogen industry, the rationalization/consolidation of phosphate assets, as well as the changing competitive landscape in potash. These changes have had a marked impact on global supply of these critical agricultural inputs, resulting in sharp changes



**Minnesota Crop
Production Retailers**

to global trade flows. The presentation will also outline Mosaic's view on ag commodity demand and how that translates to demand for the various crop nutrients, before detailing what that could mean for crop nutrient retailers going forward.

Andy Jung joined The Mosaic Company in 2013 to provide analysis supporting the short-term operating and raw materials sourcing decisions of the



company, as well as identifying and evaluating long term growth opportunities. His role has expanded to include providing analysis of strategic initiatives, as well as being a member of Mosaic's Commercial Leadership Team. Prior to joining Mosaic, Mr. Jung served as a consultant at CRU for 10 years, where he held various positions,

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Executive Director's Report

Hello MCPR members,
The "dog days of summer" allow us to enjoy a little time off, get to the lake for rest and refreshments, watch the crops mature, and ... watch the politicians make a case for our vote. This last activity can be a nasty endeavor.

Embedded in the incessant political advertisements is a vision that the candidates believe is a compelling reason to support them and their political positions, many of which are defined by the Political Party with which they identify. Many complain about these ads which irritate folks and push the average citizen further from the political process rather than encouraging them to participate.

What are we to make of all this, what are we to do, and who or what should we

support? I hope you receive the MCPR Enews in your email in box (contact the MCPR office if you want to enroll in Enews) because prior to the primary we provided an opportunity for you to select the link and listen to or view several candidate debates including the US Senate race, the MN Governor race, and a debate on water issues in Minnesota. These debates all took place at the Farm Fest 2018 recently in Southwest Minnesota.

What I found refreshing in each of the debates was the civility among the diverse and usually opposite points of view. Equally apparent in all of the panels debating each other and agricultural issues was the honest and thoughtful opinions expressed throughout the week.

One thing I did enjoy hearing was the Star Tribune writer Dennis Anderson speaking

on the water panel debate about his concerns about water quality. He pointed out in frustration that in battles over rules impacting growers and public policy AG always wins. While I am not sure those of us in public policy advocacy for Ag believe we "always win", we often get together on the big issues and usually hold our own in these battles. Equally clear to me as a lobbyist was the vision of reality that each debater brought to the public arena. However, for folks not closely following state and federal government issues and personalities, these views not necessarily always apparent. All of the candidates pledged to listen to and represent the interests of growers. But a deeper look into their records reveals items that may concern agriculture. But it is beyond the scope of this column to delve into these items and MCPR does not endorse political candidates. We do,

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including management of the group's phosphate research program and leading a wide range of strategic consulting assignments across the agriculture, crop nutrient and raw materials sectors around the world.

On another topic, did you know that there is a method of addressing the U of MN Best Management Practices (B.M.P's) related to nitrogen rates that are way too low for

your precision Ag program? Learn methods of documenting over three years what your customers' actual nitrogen and prosperous needs are which are also provide minimal environmental impact. Learn from a panel including agronomists, MN retailers, and growers to move forward on this strategy.

Get updates on the MN Department of Agriculture nitrogen rules to prevent ground water pollution and laws and

rules related to buffers. MCPR and all of Minnesota agriculture have commented on the proposed rules and we expect the administrative law judge will have ruled on our comments. Another reason you cannot miss this meeting.

And much, much more! Don't miss the CPM Short Course and MCPR Trade Show this December 11-13, 2018 in Minneapolis!

News Notes *(continued from page 1)*

Renewable Fuel Standard.

EPA Takes Input on RFS – At a public hearing in Michigan, the Environmental Protection Agency got an earful about the Renewable Fuel Standard and small-refinery waivers. With the departure of former EPA Administrator Scott Pruitt, American Coalition for Ethanol Senior Vice President Ron Lamberty said he hoped the agency would again implement the RFS as intended by Congress. Renewable Fuels Association vice president of government affairs Samantha Slater highlighted the lack of trust between EPA and the biofuels industry.

Trump Tweet Cites Farmer Struggles – In a series of tweets recently, President Donald Trump called out China, the European Union and others for manipulating their currencies. The stronger dollar makes U.S. exports more expensive in global markets. On Twitter, Trump also said farmers have been on a downward trend for 15 years, blaming bad trade deals for declining farm commodity prices. Trump also cited trade barriers and tariffs including Canada's dairy policy.

WTO Complaints Filed – The United States has filed five separate complaints with the

World Trade Organization against China, the European Union, Canada, Mexico and Turkey. These countries retaliated against the U.S. tariffs on steel and aluminum. U.S. Trade Representative Robert Lighthizer said these countries could have tried to work with the U.S. and address the trade imbalance, but chose to impose tariffs on the U.S.

Trade Dispute Limits Results at G-20 – During the G-20 meeting in Buenos Aires, Treasury Secretary Steven Mnuchin said the U.S. is ready to start trade talks with China, the European Union and Japan. The only caveat—Mnuchin said those countries must first remove tariffs, non-tariff trade barriers and subsidies. That demand seemed to be a non-starter. The French finance minister said the EU would not negotiate with the U.S. "with a gun to the head."

Among Minnesota farmers, support for Trump is bent, not broken. Some in the agricultural economy still give him the benefit of the doubt. But so far, Trump's tactics have only hurt farmers, and patience is running thin. Harlan and Pauline Hecksel sell custom skid loader attachments, but they're not selling many right now. Farmers

with bins full of grain they can only sell at a loss don't buy new equipment. And, to add insult to injury, the Hecksel's got word from their steel broker on Monday that a shipment of forks already ordered and on the boat from China will cost an extra 25 percent. The reason? New tariffs on Chinese steel.

"It hits on both ends," Hecksel said.

Like many farmers, the Hecksel's believe President Donald Trump's goal of renegotiating U.S. trade deals is a worthy one, and some in the agricultural economy still give him the benefit of the doubt. But so far, Trump's tactics have only hurt farmers, and as the weeks drag on with no sign of actual negotiation, patience is running thin. "I think we're running out of patience," said Lindsay Greiner, a farmer near Iowa City, Iowa. "We want to see some action. We want some good news."

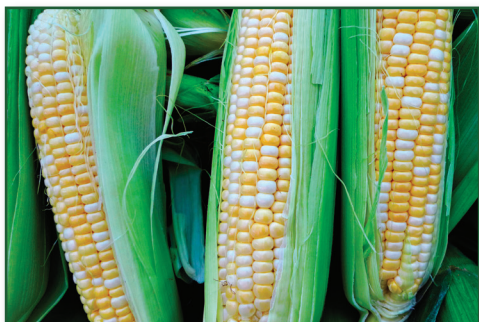
Farmers are often the first to feel the effects of a trade conflict, but they also generally voted for Trump over Hillary Clinton in the 2016 presidential election. Star Tribune, August 8, 2018.



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however, speak to and aggressively lobby on public policy issues that impact MCPR.

Rather, I encourage you to investigate candidates and talk to others whose view you respect on the candidates views and policy positions. MCPR always reviews and approves our public policy positions at the MCPR Annual meeting which is held during the first day of the trade show which is

December 11, 2018 at the Minneapolis Convention Center. Hope to see you there!

Until Next time,

Bill Bond

Bill Bond



Dale's View

The proposed Minnesota Department of Agriculture rule restricting Nitrogen application is another major challenge MCPR members have been effectively addressing together. We have followed and influenced the rule making process each step of the way. As the administrative law judge comment deadline approaches, some members may find that the rule if approved as drafted will have little actual impact on their products and services. Others have concluded that the rule as proposed will have long term negative impact on their ability to supply products and services to growers. However, we have united to support each other by commenting to the administrative law judge before the deadline. The rule has been amended which some in agriculture believe has made it better. However, MCPR still believes MDA went too far in rule making without need as the BMPs are generally working well. Read our Enews to learn if you wish to comment or to learn more about commenting and the deadlines. MCPR will submit comments on your behalf.

Dale Johnson