Positive Leadership in Difficult Times

November 20, 2018

It seems no year is ever the same in the business of agriculture, and the past 12 months have proven no different. Here we are again, already in October harvesting one crop and planning for yet another. What opportunities and challenges will the next year bring? Only time will tell, but more than likely the coming season will be another unique one. We are excited to invite you to the 51st Southern Illinois Fertilizer and Pesticide Conference. The theme we selected for this year is “Positive Leadership in Difficult Times.” Our industry has certainly had its share of ups and downs, and we all understand how cyclical this business can be. These may be some of the difficult times, but with an optimistic approach and positive leadership, we hope to emerge stronger and wiser on the other side.

The conference board has once again assembled a slate of speakers that we think will bring value to you and your business. There are several changes occurring in and around our marketplace, from weed control issues to import and export tariffs, and from mergers and acquisitions to shifts in crop rotation. How do these factors impact your business, and what can we learn from those around us? Take a look at this year’s agenda and please make plans to attend.

Thank you to our contributors and exhibitors who support and sponsor this conference year-end and year-out. We also appreciate the willingness of our presenters to share their day and their expertise with our audience. Thanks to the board members, university advisors, and especially Jackie Welch who always makes sure we stay on track! Most importantly, we thank all of you who attend the conference to learn, socialize, and work every day to improve our industry.

We look forward to seeing you at 8:30 AM on Tuesday November 20th at the DoubleTree Hotel (formerly Holiday Inn) in Mount Vernon, Illinois to begin the next 50 years of this successful tradition. As always, if you are arriving in the area or setting up a booth early, we invite you to join us for our Hospitality Event, this year to be held downstairs outside the conference room from 6-8 PM on Monday.

Best wishes for a safe and happy harvest,
Greg Clifton
President
Southern Illinois Fertilizer and Pesticide Board

A complete conference program and registration form can be found inside this newsletter.
# Conference Agenda

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>7:00 am</td>
<td>Internship poster competition set-up</td>
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<tr>
<td>7:30-8:30 am</td>
<td>Registration and Displays</td>
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<td></td>
<td>Internship poster competition viewing</td>
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<tr>
<td>8:30-8:45 am</td>
<td>Welcome</td>
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<tr>
<td>8:45–9:35 am</td>
<td><em>What’s New in Weed Management</em></td>
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<tr>
<td></td>
<td>Karla Gage, Assistant Professor, SIUC</td>
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<td>An update will be provided on new technologies for weed control.</td>
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<tr>
<td>9:35–10:25 am</td>
<td>Nutrient and Pesticide Challenges in 2019</td>
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<td>Jean Payne, President, IFCA</td>
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<td></td>
<td>Jean will discuss the outcome of the 2018 pesticide misuse cases and</td>
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<td></td>
<td>stewardship of pesticides in 2019. She will also give an update on 4R</td>
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<td>nutrient programs that are helping to reduce nutrient losses in Illinois.</td>
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<tr>
<td>10:25–10:45 am</td>
<td>Break</td>
</tr>
<tr>
<td>10:45–11:35 am</td>
<td>Nutrient Management for Soybeans</td>
</tr>
<tr>
<td></td>
<td>Ronan Cummins, Crop Consultant</td>
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<td></td>
<td>Analyzing how nutrient source and placement affects soybeans at various</td>
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<td></td>
<td>growth stages.</td>
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<tr>
<td>11:35 am–12 pm</td>
<td>Awards and Recognitions</td>
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<td>Dr. Jason Bond, SIU Carbondale</td>
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<td>Albert Allen, Midwest Agricultural Scholarship Fund</td>
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<tr>
<td>12–12:50 pm</td>
<td>Lunch</td>
</tr>
<tr>
<td>1–1:50 pm</td>
<td><em>Leading Through Difficulty</em></td>
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<td></td>
<td>Phillip Van Hooser, MBA, CSP, CPAE</td>
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<td></td>
<td>Phil will share ideas to help you lead when it is most essential —</td>
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<tr>
<td></td>
<td>through difficulty.</td>
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<tr>
<td>1:50–2:40 pm</td>
<td>Illinois Farmer Implementation of the Nutrient Loss Reduction Strategy</td>
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<td></td>
<td>Lauren C. Lurkins, Director of Natural &amp; Environmental Resources</td>
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<td></td>
<td>Background on the NLRS and an overview of IFB's work to improve water</td>
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<td>quality in Illinois.</td>
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<tr>
<td>2:40–3:00 pm</td>
<td>Break</td>
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<tr>
<td>3:00–3:50 pm</td>
<td><em>Wheat/Double Crop Strategies for Profit and Nutrient Management</em></td>
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<tr>
<td></td>
<td>John R. Pike, Researcher/Consultant</td>
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<tr>
<td></td>
<td>Strategies related to maximizing the potential of the wheat and</td>
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<td></td>
<td>double crop soybean rotation will be presented, focusing on boosting</td>
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<tr>
<td></td>
<td>profits and assisting with implementation of the Illinois Nutrient</td>
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<tr>
<td></td>
<td>Loss Reduction Strategy.</td>
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University Advisors

JASON BOND: (SIU Advisor). Dr. Bond is a Professor in Plant Soil and Agricultural Systems. He received his Ph.D. from Louisiana State University in 1999. Jason began his career at SIU in July of 2000. He lives in Marion with his wife Sarah.

KARLA GAGE: (SIU Advisor). Dr. Gage received her Ph.D. in Plant Biology with a focus in Weed Ecology from Southern Illinois University Carbondale (SIUC) in 2013. She is now a Weed Scientist at SIUC and holds a cross-appointment between the College of Agricultural Sciences, Department of Plant Soil and Agricultural Systems and the College of Science, Department of Plant Biology. She has experience in weed management in both agricultural and natural settings. She lives in Carbondale with her husband Phil and twin daughters, Mayah and Norah.

JON SCHOONOVER: (SIU Advisor). Jon received his B.S. and M.S. degrees from the College of Agricultural Sciences at SIU in 1999 and 2001, respectively. He then earned a Ph.D. degree in 2005 from the School of Forestry and Wildlife Sciences at Auburn University, AL. Jon’s research has focused on water quality, soils, hydrology, agricultural Best Management Practices, and sedimentation in agricultural and urban ecosystems. At SIU, he teaches Forest Soils, Forest Soils Lab, Watershed Management Field Lab, Aquatic Resources Management, and Dendrology.

KARL WILLIARD: (SIU Advisor). Karl is a Professor of Forest Hydrology and Watershed Management in the College of Agricultural Sciences at Southern Illinois University Carbondale. Karl has a B.A. in Biology from Lehigh University and an M.S. in Water Resources and a Ph.D. in Forest Hydrology from Penn State University. Karl began his career at SIU in 1999. His research has focused on determining the impacts of conservation practices on water and soil quality in agricultural watersheds. Karl and his wife Shelly enjoy raising their 5 children in Makanda Township, IL.

Student Award Recipients

<table>
<thead>
<tr>
<th>Year</th>
<th>Name</th>
<th>Year</th>
<th>Name</th>
<th>Year</th>
<th>Name</th>
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</thead>
<tbody>
<tr>
<td>2017</td>
<td>Madison Decker</td>
<td>2008</td>
<td>Nathan Mellendorf</td>
<td>1996</td>
<td>Erin Chadbourne</td>
</tr>
<tr>
<td>2017</td>
<td>Conner Klingele</td>
<td>2008</td>
<td>David Powell</td>
<td>1996</td>
<td>Steven Borcherdi</td>
</tr>
<tr>
<td>2017</td>
<td>Lindsey McKinzie</td>
<td>2007</td>
<td>Lee Doyle</td>
<td>1995</td>
<td>Jason Maschoffing</td>
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<tr>
<td>2016</td>
<td>Kayla Broster</td>
<td>2007</td>
<td>Aaron Ochs</td>
<td>1995</td>
<td>Amy Snider</td>
</tr>
<tr>
<td>2016</td>
<td>Brittany N. Becker</td>
<td>2006</td>
<td>Eric Beckett</td>
<td>1994</td>
<td>Mark Niemerg</td>
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<tr>
<td>2015</td>
<td>Tyler Pokjski</td>
<td>2006</td>
<td>Tracy Mellendorf</td>
<td>1993</td>
<td>Terry Wilkerson</td>
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<tr>
<td>2014</td>
<td>Brent Sunderlage</td>
<td>2005</td>
<td>Brock Rommelman</td>
<td>1991</td>
<td>Dan Dobill</td>
</tr>
<tr>
<td>2014</td>
<td>Alexis Waterman</td>
<td>2004</td>
<td>Amanda Zelasko</td>
<td>1991</td>
<td>Tim Laatsch</td>
</tr>
<tr>
<td>2013</td>
<td>Mark Degener</td>
<td>2004</td>
<td>Mark Waddington</td>
<td>1990</td>
<td>John Bailey</td>
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<tr>
<td>2013</td>
<td>Theresa Reinhardt</td>
<td>2004</td>
<td>Jared Webb</td>
<td>1990</td>
<td>Aaron Hager</td>
</tr>
<tr>
<td>2013</td>
<td>Tyler Voss</td>
<td>2003</td>
<td>John Hardwick</td>
<td>1989</td>
<td>Patrick Cowser</td>
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<tr>
<td>2012</td>
<td>Nicholas Federking</td>
<td>2003</td>
<td>Morgan Sherman</td>
<td>1989</td>
<td>Jeff Poston</td>
</tr>
<tr>
<td>2012</td>
<td>Angela Beisiegel</td>
<td>2002</td>
<td>Chad La Montagne</td>
<td>1988</td>
<td>Eric Radliff</td>
</tr>
<tr>
<td>2012</td>
<td>Keaton Sowinski</td>
<td>2002</td>
<td>Weston Wilhour</td>
<td>1988</td>
<td>Jeff Tweedy</td>
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<tr>
<td>2011</td>
<td>Eric Wolske</td>
<td>2001</td>
<td>Tony Lameczyk</td>
<td>1987</td>
<td>Barry Nash</td>
</tr>
<tr>
<td>2011</td>
<td>Nick Harre</td>
<td>2001</td>
<td>Adam Book</td>
<td>1987</td>
<td>Alan Strake</td>
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<tr>
<td>2010</td>
<td>Tom Rhanor</td>
<td>1999</td>
<td>Dennis Hartlieb</td>
<td>1985</td>
<td>Peter Chevalier</td>
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<tr>
<td>2010</td>
<td>Mark Semple</td>
<td>1999</td>
<td>Michael Torrence</td>
<td>1985</td>
<td>Michael Josst</td>
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<tr>
<td>2009</td>
<td>Leslie Frost</td>
<td>1998</td>
<td>Scott A Nolte</td>
<td></td>
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</tr>
<tr>
<td>2009</td>
<td>Lucas Harre</td>
<td>1998</td>
<td>Troy Fehrenbacker</td>
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<tr>
<td>2009</td>
<td>Janette Swartz</td>
<td>1997</td>
<td>Chad Bailey</td>
<td></td>
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<tr>
<td>2008</td>
<td>Kathleen Carmack</td>
<td>1997</td>
<td>Rebecca Rutan</td>
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</tbody>
</table>
Officers

GREG CLIFTON: (Distributor). President and 3rd year board member. Greg grew up on a small grain farm in western Kentucky and graduated from Murray State University with a BS in Agribusiness in 2001. He began his career as a manufacturer sales rep for 2.5 years in Wisconsin and Kentucky before entering the distribution business in late 2003. He has been employed with Helena Chemical Company since January 2005. Since then, Greg has served in several roles within Helena including his current position as Sales Representative in southern Illinois and western Kentucky. Greg resides just across the Shawneetown bridge in Union County, Kentucky with his wife Hannah and two children Libby and Jack.

NATHAN SHEARER: (Dealer). Vice President and 3rd year board member. Nathan has been employed in the retail sector with River Ag of Illinois since 2011. He graduated from Murray State University with a BS in 2013. Upon graduating from Murray State, Nathan moved into a sales position at River Ag of Illinois and currently serves as their Seed Marketing Director. Nathan resides in Grand Chain with his wife and two young children. When he is not working or chasing kids he enjoys waterfowl and upland hunting, as well as gun dog training.

KYLE SCHONERT: (Dealer). Secretary and 3rd year board member. Kyle got his start in Agriculture working for a seed company from high school until Graduating from SIU Carbondale in 2011 with a Bachelor’s in Plant and Soil Science. Kyle has worked for Wabash Valley Service Company for the last 6 years before starting with AgriGold as a Corn Specialist in June of 2018, covering Edwards, Wabash, and Wayne Counties. Kyle and his wife, Kelci, have a 3 year old son, Knox, and a 10 month old daughter, Vera.

TIM DUNNIGAN: (Dealer). Past-President and 3rd year board member. Tim is a 2004 graduate of Okawville Community High School and a graduate of McKendree University with a bachelor’s degree in Business Administration. Tim has over a decade of experience in the agriculture industry. He previously worked in contract seed production for three and a half years, then spent eight years at a private retailer, before moving to Nutrien Ag Solutions in January 2018. Tim currently sells DeKalb Agrow and Dynagro products as well as their fertilizer and chemical programs. He is also very active within his community, having served as a village trustee and formerly a county board member. Tim is currently a board member for the Heritage House Museum in Okawville and a member of the color guard for the Okawville Sons of the American Legion. Tim resides in rural Addieville.

Board

BRYAN BAYER: (Dealer). 3rd year board member. Graduated SIU Carbondale with a bachelors in Plant and Soil Science in 2010. Bryan is a sales representative for Mt.Vernon Elevator. He currently resides in Mt.Vernon with his wife and three kids.

SARA BEASLEY: (Manufacturer). 1st year board member. Sara is currently a District Sales Manager for Nachurs Alpine Solutions covering southern Illinois and western Kentucky. Prior to her time at Nachurs, she was a Sales Manager for a southern Ohio ag retailer for 5 years. She is a 2010 graduate of Thomas More College with a Master in Business Administration and a 2008 graduate of Wilmington College majoring in Agribusiness. In her spare time, she enjoys visiting family in Ohio. Sara and her husband, Christopher reside in Edwardsville, Illinois.

JOSH GRIFFIN: (Distributor). 1st year board member. Josh was born and raised in Paris, IL. He earned his bachelors degree in Business & Marketing from Eastern Illinois University. Upon graduation, he worked for Crop Production Services as a sales representative. In 2016, he started his career with United Suppliers as a link series specialist conducting on farm trials and sales support. In 2017, United Suppliers and Winfield merged to form Winfield United and he now works as a DSM servicing accounts in Southern Illinois and the bootheel of Missouri. Josh, his wife Ciara and his daughter Adlee reside in Centralia, IL.

JUSTIN LARAMIE: (Manufacturer). 1st year board member. Holds a Bachelor Degree in Business from Maryville University and a Masters in Education from Lindenwood University. Held several positions with Monsanto since 2008 and currently works in southern, Illinois for Bayer CropScience as a chemistry account manager. Justin and his wife currently reside in Missouri with their 5 month old son Edward. He enjoys hanging out with family/friends, agriculture, sports and just about anything outside.

JEFF TALBOT: (Dealer). 3rd year board member. Jeff was raised on a grain and hog farm in southwestern Illinois. While working on the family farm, he started working for a small independent fertilizer company, that just handled fertilizer in southern Illinois. Over the past 27 years, being GM the last 7 years, he has helped the company grow into a large, full service Ag retail facility, which was sold and closed. Since then Jeff started his own independent retail facility in Hecker, Illinois. Jeff and his wife, Carrie, reside in Waterloo with their two daughters, Katlyn and Mikayla. In their spare time they are avid boaters at Lake of the Ozarks.

SHANE STEVENSON: (Dealer). 3rd year board member. Shane grew up on a small cattle and grain farm outside Campbell Hill, IL. He has been employed as a sales representative with Tri-County Liquid Fertilizers since 2014. He currently resides outside of Elkville, IL with his wife and daughter. In his spare time he enjoys hunting and fishing with his family.
The College of Agricultural Sciences

Karen Midden, Interim Dean

It has been a year of change and looking forward to the future for the College of Agricultural Sciences at SIU Carbondale. The 2018 calendar year began with the appointment of Karen Midden as Interim Dean in February, and the naming of Dr. John Groninger as Acting Associate Dean on July 1. Enrollment on campus and within the college did experience a decline for the Fall 2018 semester. However, we are hopeful to see the numbers increase for the 2019-2020 academic year with positive signs already. Our Open House events have more than tripled in size from previous years, and on campus visit have drastically increased (somedays having 5 or more visits)!

To assist in our recruitment efforts, a permanent Coordinator of Transition and Success was hired in June 2018. Ms. Peyton Gehrs, an alumna of the college, was named to this position to following the resignation of Peter Dirks in 2017. Peyton has been very busy with recruitment visits and activities throughout Illinois as well as out of state including Missouri, Iowa, and Indiana. Our recruitment efforts continue to expand to additional states emphasizing that SIU now has one flat tuition rate, making us a Saluki Nation. Peyton also coordinators the College’s Agbassador team – our student recruitment team which is a vital part of recruiting students to our programs.

The search to fill a tenure track position in Plant, Soil, and Agricultural Sciences has begun. The department is seeking candidates for a tenure track position in Agricultural Education. The position is targeted to be filled for the Fall 2019 semester. The college submitted a hiring plan to the SIU Administration that included eight tenure track positions. The approval for additional positions is anticipated for the future.

There are many activities that continue to serve our students, industry, and alumni. We invite you to join us at the Illinois Farm Bureau Annual Meeting in Chicago for our SIU Reception on December 2, 2018. Feel free to contact us for additional information. Also please be sure to save the date of the 67th Annual All Ag Banquet, scheduled for Friday, February 22, 2019. We hope you will join us to celebrate our successes of our students and our alumni!

Stay connected with us on social media - find us on Facebook at SIU College of Agricultural Sciences, on Instagram at siu_ag_sciences, or on Twitter at siu_ag_sciences.

Your continued support of our students and programs is appreciated! Go Dawgs!

Sincerely,

Karen L. Midden, Interim Dean
College of Agricultural Sciences
REGISTRATION FORM
Fertilizer & Pesticide Conference
Mt. Vernon Hotel & Events, Mt. Vernon IL

November 20, 2018

Company/Dealer: ________________________________________________________________
Representative(s): ______________________________________________________________
Company Address: _______________________________________________________________
City, State, Zip: ____________________________________________ Company Phone: ____________________________
Email: _____________________________________________________________

Conference Fees

☐ Individual Registration ☐ $40 ☐ $20 SIU Students ☐ $50 (after November 16th)

Contributors/Exhibitors (by mail or fax only) **please select a level**

☐ BRONZE $100-$199 1 registration + lunch
☐ SILVER $200-$299 1 registration + lunch + 1 exhibit table
☐ GOLD $300-$399 2 registrations + lunches + 1 exhibit table
☐ PLATINUM $400+ 2 registrations + lunches + 1 exhibit table + exhibit location reserved

☐ $40 Additional Exhibitor(s): ____________________________________________
__________________________________________________________________
__________________________________________________________________

Select one: ☐ Contribution Only
☐ I will need a table for my display (Silver Level or above)
☐ Outdoor Display for Heavy Equipment (Silver Level or above)

Payment: I am enclosing $ ________________ (Make check payable to SIU Carbondale)

I am paying by credit card: ☐ Visa ☐ Discover ☐ MasterCard
Account Number __________________________________________ Exp. Date ________________
Name on Card __________________________________________ CVC: ________________
Email: __________________________________________________________

Refund Policy: Refunds will be made, less a $10 cancellation fee, if Conference Services is notified before
November 16, 2018. No refunds after November 16.

Mail form with payment to:
Fertilizer & Pesticide Conference, Conference & Scheduling Services, Student Center—Mail Code 6705, 1255 Lincoln
Drive, Southern Illinois University, Carbondale, IL 62901

Or

Register online at conferenceservices.siu.edu or call (618) 536-7751 or fax form to (618) 453-5680.

Hotel Information:
Mt. Vernon Hotel & Events Center
(Formerly the Holiday Inn and soon to be the Doubletree)

222 Potomac Blvd.
Mt. Vernon, IL 62864
618-244-7100
Thanks to our contributors for your support. It is crucial to the continued success of the Southern Illinois Fertilizer and Pesticide Conference and very much appreciated:

2017 Contributors

**Platinum Level**
- BASF Corporation
- Bayer CropScience
- Helena Chemical Company
- Potash Corp.
- Precision Tank & Equipment Co
- Valent USA Corp
- Verdesian Life Sciences
- Winfield United

**Gold Level**
- Acadian Plant Health
- Corteva Agriscience, Ag Division of DowDuPont
- Dow AgroSciences
- DuPont Crop Protection
- Fertilizer Dealer Supply
- Granite City Terminal LLC
- Gowan USA
- Jenner Sales Corporation
- Monsanto Company
- Rosen's Inc.
- The Andersons, Inc.

**Silver Level**
- Adams Fertilizer Equipment
- AGRI Search, Inc
- AHW Arends Hogan Walker LLC
- AMVAC Chemical Corp
- Doyle Equipment Manufacturing
- FMC APG
- Gavilon Fertilizer LLC
- Growmark
- Junge Control
- Koch Agronomic Services
- Linco Precision
- Midstate Tank Co. Inc.
- Oro Agri Inc
- Stueve Construction
- Syngenta Crop Protection
- Yargus Manufacturing Inc.

**Bronze Level**
- Adama
- Crop Production Services
- Van Diest Supply Co.
- Waterway Ag Inc.

2018 Contributors

- Adams Fertilizer Equipment
- AGRI Fertilizer - Yargus, Junge Control
- AGRI Search Inc.
- AHW LLC
- Bayer CropScience
- Core Agri
- Corteva Agriscience, Ag Division of DowDuPont
- Fertilizer Dealer Supply
- FMC Corporation
- Granite City Terminal LLC
- Helena Chemical Co.
- Jenner Ag
- NACHURS
- Nutrien
- Precision Tank & Equipment Co. The Andersons
- Valent USA Corp
- Verdesian Life Sciences
- Waterway Ag
- Winfield United

If you are interested in setting up a display this year, please contact Jackie Welch at (618) 536-7751 or at jackiew@siu.edu.
Fifty-First Annual
Southern Illinois
Fertilizer & Pesticide Conference

November 20, 2018

Upcoming Events

Agriculture Retailers Association  
Illinois CCA Conference + Ag Masters  
Illinois Fertilizer & Chemical Assn. Convention

CCA Exam  
registration begins October 1 - December 14, 2018

67th Annual All Ag Banquet  
(add 618/453-2469 or email collagri@siu.edu)

2018 Commodity Classic  
M.A.G.I.E.  
Farm Progress Show

Nov 27-28, 2018  
December 12-13, 2018  
January 28-30, 2019  
February 1, 2019

Boca Raton, FL  
Springfield, IL  
Peoria, IL

February 22, 2019  
February 27-March 2, 2019  
August 21-22, 2019  
August 27-29, 2019

Carbondale, IL  
Orlando, FL  
Bloomington, IL  
Boone, IA