

(To be approved)

NDWCA 35th ANNUAL BUSINESS MEETING
January 8th, 2019 - 3:30 pm
Ramada Inn, Bismarck, ND

The NDWCA Annual Business Meeting was called to order by 2018 President Katie Clyde at 3:23 pm

Roll of voting members: Katie called the roll of voting members. 30 counties and 2 industry members present.

Additional agenda items: none

Minutes:

The 2018 minutes were reviewed. Tim Lewis, Bottineau County moved to approve the minutes as presented. Randy Gaebe, Bowman County, seconded the motion. **M/C**

Presidents Report

President Clyde thanked everyone for coming. Enjoyed being part of the board. Didn't know a lot when first getting on the board, but she learned a lot since then. I wish Jamen luck. Thank you.

Financial Report

Merlin presented the financial report. He highlighted various line items. Financially, we have grown again this year. Amber Higgins, McKenzie County moved to accept the financial report as presented. Ron Manson, Stutsman County, seconded the motion. **M/C**

Audit Report

Stan Wolf gave the Audit Committee report. Cody Schnabel and Gary Hartman were also on the committee. Stan stated that everything is in order and accurate.

Budget

Merlin presented the budget for 2019. Joan Lorge, Slope County moved to accept the budget as presented, Amber Higgins seconded the motion. **M/C**

Education Report

Derrill Fick, chairman, gave the education report. This past year, we did the poster contest. South Prairie School near Minot. Stan Wolf came up and presented the plaque to the winner, and t shirts. Newspaper from Minot did an article on it. We are doing it again this year. Please stop at the booth in the vendor room and vote on your favorite poster. Had the 3 sprayer schools again in Carrington, Minot and Dickinson. These are excellent for updates not only for previous attendees, but new ones as well. Carrington has live plants, making for excellent ID of plants. Bill Walker with Nutrien gives sprayer calibrations, NDDA gives updates, and NDSU does right of way training. Thank you to Nutrien, Corteva and Bayer for sponsoring the schools.

Come fall, we will send out information to 5th and 6th grade classes for the poster contests. Jamen worked to get 7 banners for each area and is working on getting 3 more for each area.

Legislative Report

Leon Pederson, who is our new lobbyist gave the legislative report. HB 1149 is the gravel bill, what we worked on last year, here at the meeting. Leon read the bill. Leon and Merlin will be working on this bill at the legislature. There are over 400 bills right now. Leon will be going to the joint meeting on Friday for Project Safe Send, and on Monday, the NDDA budget will be heard in the Senate Appropriations Committee. Question was where this bill will be put into the law. Answer is in the noxious weed law. This was removed from the law in 2009, because it was supposed to be part of the weed free forage program. The gravel was pulled from the bill, to get weed free forage passed through. Its not weed seed free, just weed free. This gives the authority to issue a certificate. Either the pit operator or owner of the pit will pay for the fees, whichever party wants the certificate. This does not follow NAISMA standards, just state noxious weeds.

Industry Report

Presented by Bill Walker, NDWCA Industry Director.

Over the past few months there has been a flurry of activity in the pesticide industry.

*CORTEVA (formally Dow AgroSciences/DuPont)

Milestone Herbicide - will have the same government programs and pricing in 2019 as was in 2018, \$277.00 per gallon for 2.5 - gallon containers and \$70.75 per quart, non-government Milestone pricing has remained stable and is still a manufacturer price set product. Milestone is set to go off patent the middle of 2020.

Tordon 22K Herbicide - will remain stable as it looks for now going into 2019, CORTEVA has left the special government pricing in place in North Dakota so we should see no changes there.

Freelexx Herbicide - pricing has increased (about 18%), CORTEVA has said that some of the components used in formulation has increased so pricing is up, currently it looks like pricing could be up as much as \$3.00 to \$4.00 per gallon higher going into 2019. (Honestly, I really don't understand this one).

Opensight Herbicide - pricing has drop just a bit, was at \$87.50 per pound and now is \$84.00 per pound for 2019 and it is still a manufacturer price set product.

Most all their other products are showing 3% to 5% increases going from 2018 to 2019 and these prices became effective October 1, 2018 for the 2019 year.

CORTEVA will be talking about some new products they are launching at this year's meeting as well.

*BAYER (and now Monsanto as well — who is owned by Bayer)

Method 240 SL Herbicide — pricing will remain the same for 2019 from 2018 pricing, no price increases, 2.5 - gallon containers \$318.72 per gallon and quart containers are \$91.52 per quart, this product is agency priced by the manufacturer.

Labeling on the Method 240 SL Herbicide has remained the same as before with the supplemental labeling making allowances for applications on right-a-ways that transect grazed sites with no grazing restrictions on these, still has "NO" haying labeling regardless of site including the right-a-ways that would transect these and still has no open grazing site labeling as well.

The supplemental labeling on the Method 240 SL is set to expire June of 2020 so we have a little more time on that.

** *In conversations with Bayer they have not made much progress with EPA beyond the current supplemental labeling to bring this product into broader usage in grazed areas.

Esplanade 200 SC Herbicide - will see a price increase as of January 1, 2019, product is used mostly for bareground so it really does not affect many of you, pricing will go from \$1,113.60 per gallon to \$1,169.92 per gallon in 2.5-gallon containers and from \$309.76 per quart to \$318.72 per quart starting January 1, 2019, any product purchased and delivered before January 1, 2019 will get the 2018 pricing.

Escort XP, Telar XP. Esplanade EZ — will all see some price increases from 5% to 7% and in some cases a bit higher, Bayer like so many others are blaming increased tech product costs from producers and suppliers (we will get more into that in a few minutes).

Perspective Herbicide — Bayer is no longer producing, and I believe the market has dried up of any product available.

Streamline Herbicide - is no longer produced and there is none in the market, the product is gone.

Bayer is looking at and working on a couple of new products;

Invora - which will be a mixture of Triclopyr and Aminocyclopyrachlor (Method 240 SL), plan is to possibly get this product into the range and pasture markets, much more will be discussed at the annual meeting as Bayer is supposed be doing a presentation on this product.

I a meeting with Bayer we had quite a discussion on this (why Invora) and not just make a strong push to get Method 240 SL with a grazing label and then, later push it towards a haying label (they had no really good answer) other than EPA.

Plainview Herbicide — combination of Esplanade 200 SC, Method 240 SL Herbicide and Arsenal Herbicide, this product will be targeted for bareground and will be a liquid bareground product, still working on this one as well.

*BASF — We have seen some information from BASF, in the past couple of years they have been stable on pricing or slight increases and this year is no exception to that.

Arsenal — looks like it has remained stable in pricing, generic pressures dictate pricing here.

Overdrive — is showing seen some price increases due to increased costs of dicamba, about 2.5% or so.

Plateau — is showing a possible 2% price increase over 2108, off shore technical material for production should not affect the Plateau as it is all made in a US location anyway (Porta Rico).

*NuFarm

NuFarm is trying to move somewhat into the game again, in discussions with NuFarm we are seeing them move a few more products into these markets.

NuFarm has been basic in 2,4-D products for many years, much of the 2,4-D information we have been getting has been from NuFarm and they are telling everybody expect price increases on these (2,4-D / phenoxy) types of products., 10% to as high as 20% plus on some products.

The higher increases will be seen on products coming from off-shore suppliers or companies getting their technical products for manufacturing from off-shore companies.

E-2 Herbicide — many of you have use this product in select areas for various weed control and helping with Kochia control as well as Leafy Spurge and other noxious weeds, NuFarm this year has made E-2 a manufacturer price set product, pricing is set at \$42.00 per gallon, this pricing will be somewhat up, new pricing is in effect.

AquaSweep Herbicide - a good choice for some aquatic weed problems as well as some brush problems — this is a mixture of triclopyr and 2, 4-D Amine, full aquatic labeling and is a manufacturer price set product, pricing is Manufacturer price set at \$48.00 per gallon, this pricing will be somewhat up and new pricing is in effect.

Piper Herbicide — is targeted at bareground applications and should help on some resistant species as well, Manufacturer price set product and is set at \$96.00 per pound, not a standalone but good tank mixed with other products

Payload Herbicide — targeted at bareground, is price set at \$70.00 per pound, Manufacturer price set.

Clipper SC Herbicide Clipper SC Herbicide is an aquatic labeled Payload Herbicide, excellent for bareground applications to rip rap sites and other sites close to aquatic sites, also has aquatic weed labeling as well for actual in water usages, product is manufacturer price set and is priced at \$680.00 per gallon

Razor Xtreme Herbicide — 6# per gallon glyphosate, fully loaded with surfactant, this product has all Industrial, right away, turf and ornamental labeling needed, pricing from what we are hearing will be about \$21.00 per gallon range.

*2,4-D Products, Dicamba Products and Glyphosate Products:

We have seen substantial price increases already and have been warned about substantial price increases coming across the board on these products and associated products as the Agricultural application starts.

Much of the 2,4-D products information has been coming from NuFarm who is one of the largest basics in phenoxy production in the US as well as other countries.

Currently about 10% has been the low-price increases with these slowly raising as the 2018 year went and as we get into 2019.

We have seen some price increases already as high as 25% on amines and 32% on esters, (these are mainly from suppliers that are getting their technical material and finished products off shore (China and others/non-favored trade nations)).

What's Driving This:

1. Chinese Manufacturers are now responsible for their waste products from the manufacture of their products, Chinese EPA has cracked down on the disposal waste and the manufacturers can no longer just dump their waste product from manufacturing anywhere they want, this is now driving up costs across the board in China and driving up costs of offshore products as well.
2. Many were blaming the possibility of new Tariffs but that is not as much the case as the disposal issues of manufacturing waste in China and the crack down on the manufacturing, Tariffs have increased so far about overall and not all Tariffs have been targeted towards agricultural products.
3. Some of the major components used in production of the finished phenoxy products have gone up as well (Phenol a major component in 2, 4-D production is currently up as much as \$.80 per gallon (NuFarm October 2018 meeting report) and expected to get higher.

So, all combined are playing a role in increased pricing on some of the older commodity type products pricing including the 2, 4-Ds, dicambas, glyphosates and others.

Dyes — for those using dyes in the spraying programs, you might see some price increases, many of the technical acids used in the dye making process are manufactured in China, we have already had 2 dye manufacturers warn us there might be some increases due to that.

Surfactants and Others — these seem stable so far, we have not seen any large price increases and many of these are tied either to the petroleum markets or crop markets and most of these are produced here in the USA.

Glyphosate lawsuit — the only information we currently have on this is that Monsanto has appealed the decision that was made in the 9th circuit court in California, they are quite about any further discussion but where the decision was made tells much of the story in its self.

Judgment has decreased so far from around \$280,000,000. To around \$79,000,000.00 and now is rumored to be around \$34,000,000.00 and dropping due to new information being looked at.

Dicamba (Banvil and Others) — Is still an issue, I strongly suggest that you continue your minimal usage of these types of products during the growing season, last year most all of you did this in North Dakota and it kept complaints and lawsuits against the agencies to a minimum.

South Dakota has made all straight Dicamba products "Restricted Use" products, this does not include the products that are bottled as mixed products (Dicamba/2, 4-D products, Lawn Type products and others).

NDDA Report

Richard Weisz, NDDA gave a reminder from earlier in the day, to get your annual reports sent in, the department has another Forest Service Grant, and there will be LAP reallocations. He thanked everyone for coming.

Government Report

Due to the Federal Government shutdown, Dave Hirsch, our Government director, cannot attend the business meeting of the association. He passes on his regrets. His report is in the area meeting minutes, available on the back table. There will be no report in the minutes of the meeting.

Old Business:

Website: Jamen introduced the membership to the new website, ndweeds.com. He showed it on the screen. It is nearly finished. Will have an interactive calendar. Will have a PayPal button. Directory from the NDDA is on it. The minutes, etc. will be filed on the site as well. Noxious weed updated pictures will be added. We will also be on Facebook and Instagram as well.

New Business:

Resolutions: None

2nd Vice President Election: Eligible areas are I, III, V. There was only one nomination from the area meetings. Travis Jepson, from Area V, Stark County. Leon Pederson nominated Amber Higgins, McKenzie County. Travis and Amber gave campaign speeches. Being no other nominations, Ron Manson moved that nominations cease. Randy Gaebe seconded the motion

M/C

After the vote was tallied, Katie stated that Travis Jepson was the winner. Congratulations Travis.

President's Transition

President Katie turned the gavel over to the 2019 President Jamen Windish. President Jamen thanked everyone for the support.

Other Business:

The 2020 annual meeting will be January 6-9, 2020, at the Ramada Inn, in Bismarck. Beer & Brat in the Assembly room will start shortly, so bring your checkbook. If you have an auction item, and you haven't given them to Merlin, bring them with you to the social. We will see you tomorrow morning in this room at 8:00 am.

Leon Pederson moved to adjourn the meeting. Stan Wolf, Cass County, seconded the motion.

M/C

Meeting adjourned at 4:26pm

Respectfully submitted,

Merlin Leithold
Executive Secretary