

November 2013

2014 AMAA
CONVENTION
January 27 and 28
Heritage Inn
Great Falls, MT

Inside This Issue



President's Message	1
Board of Directors	2
Notes of Interest	2
Convention and Met Tower Legislation	3
NAAA Representative's Report	4
Dues/Convention Registration Form	7
Vendor Convention	8
Our Sponsors	9

"There are two critical points in every aerial flight—its beginning and its end."

— Alexander Graham Bell, 1906

AMAA NEWSLETTER

"Professional Aerial Applicators Providing Crop Protection Products and Services to Production Agriculture Across Montana"

PRESIDENT'S MESSAGE

As I write this report for our fall newsletter, I am pleased to see a very low accident report this season. Bill Lavender wrote an editorial in a summer edition of Ag Air Update about stalling and spinning out of an ag turn. When you're flying a high performance ag plane and the air is cool and dense, and the load is light, it's hard not to crank it around. Lavender's editorial included a story about selling his operation to his competitor. The competitor flew every pass the same. No cranking it around when he'd lighten up. With our ag GPS systems, with moving maps, it's my goal to make each pass the same. It really doesn't take any longer.

Due to the weather history of our past spring spray checks, I would like to move them to early October. I would like you to consider this option as it will be on the agenda for our annual meeting in January. October weather is usually good and it would allow folks in the fire business to participate as well.

Our first fall board meeting was postponed due to snowstorms across the state. We were finally able to meet in Lewistown yesterday, November 4th. Darrin Pluhar gave an informative update from the NAAA's fall board meeting in New Orleans. You can read his comments beginning on page 4. There was also much discussion surrounding our involvement with trade shows such as the MATE in Billings and the Montana Farm and Ranch Show in Bozeman. Do these venues allow us access to our selected audience? Would our personnel and financial resources be better used by introducing aerial application at the school-age level? This will be a topic of discussion in the spring so if you have any thoughts, please share them with me or one of the board members.

Of course, there was also much discussion surrounding the upcoming 2014 Convention and Trade Show. We always strive to make these sessions interesting and to bring in new speakers with topics relative to our industry. Please see the most up-to-date information on page 3. Over the next few weeks, convention "planning is a work in progress." Inside this newsletter you'll also find the membership application and convention registration form (page 7) and the vendor registration form (page 8). Please register early as much of our planning revolves around knowing our attendance numbers. A note to our vendors: we listened to your suggestions from last year and are allowing more time for our membership to spend with you in a general session. It is our goal to make our convention a worthwhile way for you to spend your time and resources as we know you are stretched tight visiting the various trade shows and conventions throughout the winter months. A big thank you to our membership and our supporters!

Looking forward to catching up with you all in January! Until then, Happy Thanksgiving and Merry Christmas!

Mike Campbell

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NOTEWORTHY ITEMS

- ⇒ Sterling Wiggins, Coordinator of Government and Public Relations with NAAA, has applied for and received six (6) continuing education units on behalf of the AMAA for the 2013 NAAA Convention in Reno, Nevada. Please make sure to sign the attendance sheets.
- ⇒ The AMAA Fall Board meeting, scheduled for Monday, October 28th, was postponed due to the state-wide snow storm. Instead we met on Monday, November 4th in Lewistown. Hence, the tardiness of this newsletter.
- ⇒ The annual NAAA Convention will be held in Reno, Nevada. When it's this close, you need to attend, especially to send Dana Ness out in style as he finishes his year as President of NAAA.
- ⇒ Thank you once again to John Semple, the crew from Wilbur-Ellis (Burl, Ellie, Bill and Mike) and Talls Boys Catering out of Hobson. The Stanford Airport Biggerstaff Field dedication this past April was a wonderful memorial to Mike Biggerstaff! There was a brief program, lots of reminiscing and approximately 135 people enjoyed a delicious lunch!

2014 Convention and Trade Show Highlights

- ⇒ The dates are Monday and Tuesday, January 27th and 28th, 2014 at the Heritage Inn in Great Falls, MT.
- ⇒ The PAASS program will be split over the two days. We do not yet know who the presenters will be.
- ⇒ CEU's will be given from the Montana Department of Agriculture for the 2014 convention.
- ⇒ As requested by a few AMAA members, Mikaela Hystad, Montana Department of Agriculture, will present a session on recordkeeping. Please bring examples of your current load sheets and we'll look at the possibilities for an optimum system of meeting recordkeeping requirements.
- ⇒ Dr. Mary Burrows, Extension Plant Pathologist in the Department of Plant Science and Plant Pathology division of Montana State University will present a session entitled "Disease Management in Field Crops."
- ⇒ Ron de Yong, Director of the Montana Department of Agriculture, will be the keynote speaker during the banquet on Monday evening.
- ⇒ We are inviting having Stu Turner, a forensic researcher, and Kevin Wanner, Montana State University
- ⇒ The Heritage Inn does have a block of rooms set aside for AMAA, beginning Sunday, January 26th. The rate is \$84.00 plus tax. Please call 406-761-1900 to reserve your room.
- ⇒ We are allowing more time this year for our membership to meet with our wonderful vendors! If anyone has a special door prize they could offer us to encourage this "meeting of the minds" please let Colleen know. Thank you!
- ⇒ We're always looking for new speakers and ideas so please call Colleen (406-781-6461) if you have suggestions that would benefit your association.

Montana Passes MET Legislation

Effective July 1, Montana will become the tenth state with tower-marking guidelines and/or laws. The legislation (House Bill 546) requires marking and notification to the Montana Department of Aeronautics for METs over 50 feet in height. The Association of Montana Aerial Applicators (AMAA) worked diligently with a number of aviation groups and the Montana Department of Fish & Game to garner passage of this important legislation.

The law will require the following markings for METS: towers to be painted in seven equal and alternating bands of aviation orange and white, two marker ball evenly spaced on each of the tower's outside guy wires, and yellow safety sleeves on each guy wire that extend from the ground up. IN addition, within 10 days of erection of a MET, the owner will be required to report the tower's location, height and other pertinent information to the Montana Department of Aeronautics. In return the Department will make the tower information available to the public within five days of receiving the information.

NAAA congratulates AMAA for achieving this significant milestone for marking of METs and urges other states without laws or ordinance in place to continue advocating for tower-marking guidelines.

Reprinted with NAAA's Permission from the June 20, 2013 NAAA eNewsletter

NAAA Fall Board Meeting Report

By Darrin Pluhar

The NAAA Fall Board Meeting was held in New Orleans on October 11th and 12th. Andrew Moore, NAAA's Executive Director, opened the General Session by giving his State of the Industry Address.

Reviewing the season to date figures, Andrew cited a recent survey where 44% of operators reported treating more acres than 2012, compared with 37% stating they treated less acres than in 2012 (mainly due to persisting drought conditions across the Great Plains). The challenges ahead for the aerial application industry center on the growing federal debt and political gridlock in Washington, DC., which is causing the delay of the new Farm Bill, along with regulatory issues, such as NPDES. Andrew also talked about a new regulatory concern where certain watershed areas (Chesapeake Bay, the Everglades around Lake Okeechobee and parts of Louisiana) are imposing Total Maximum Daily Loads (TMDL's) concerning crop protection products whereby limiting the amount of Ag inputs producers can use. The good news is that research and development for new crop protection products is still going strong; commodity prices, generally speaking, tend to be remaining strong as supplies dwindle and demand increases as the world population grows towards the 9 Billion threshold by 2050; crop genetics continue to evolve which are improving how, when and where crops are grown at a more productive level. All of this leads for a positive future for our industry as the demand for aerial application's role in food, fuel, forest and fiber production increases worldwide.

Thursday night before the board meetings officially kicked off, I sat in on the Professional Operator Standards Committee that is fine tuning a document that will be available to all 2014 NAAA members for use in their operations. For liability concerns, the document will be titled "Professional Operating Guidelines" intended solely as a reference so individual operators can cater it to their specific operations in developing their own "POG".

The first committee I serve on is Government Relations, which covers a wide range of topics which I will do my best to summarize.

NPDES: On October 29, HR 935 (known as the Reducing Regulatory Burdens Act) was passed by the House Transportation and Infrastructure Committee and is on its way to the full House for consideration. HR 935 essentially puts an end to requiring NPDES permits for any products already covered under FIFRA. This language is also included in the farm bill and the NAAA is aggressively working to ensure that it stays there in whatever version of the farm bill is agreed upon with the Senate. The farm bill is currently in conference between the House and Senate, where our own Senator Max Baucus serves as one of the conferees. I encourage you to contact Senator Baucus and urge him to support this NPDES provision in the farm bill.

Pollinator Issues: 2013 saw two highly publicized bee death cases surrounding small scale applications of insecticides to trees in Oregon. As a result, neonicotinoid pesticides (also common in treated corn and soybean seed) have come under fire by environmental groups, who are strongly urging the EPA to suspend their usage. They have succeeded on some level because as of Sept. 30, 2013, there was more restrictive language concerning bees on the label (continued)

of these products. Even though studies show that CCD is more likely caused by mites, viral diseases, bee management and transportation stress, habitat management modifications and poor nutrition; because pesticides are listed as a POSSIBLE factor, that is what the media and these advocates focus on. NAAA is committed to ensuring aerial restrictions of pesticides are not singled out as the solution.

Endangered Species: NAAA continues to negotiate with EPA and fight the implementation of undue and excessive buffer zones, regardless of conditions, that would lead to more untreatable acres and a loss of production by the grower by emphasizing the mechanical and technical resources available that pilots use to allow them to treat up against a sensitive area on the downwind side of the field.

Field Watch (formerly known as Drift Watch): Progress has been made in educating the agencies involved that it is designed for the benefit of ALL applications, instead of focusing on just aerial applications. NAAA was invited to the Field Watch board meeting in July to offer their insights and express their concerns with the use of the registry. Montana is covered by this program, but it is still a work in progress to ensure the vetting of the users and information.

Regulatory Services: NAAA is working with Asmark Institute, which provides risk management and government compliance services and products for agribusinesses, to develop an agreement to provide their services to NAAA members. Their services also cover such areas as training courses for complying with Spill Prevention, Control and Countermeasures (SPCC), Chemical Facility Anti-Terrorism Standards (CFATS), Risk Management Plans (RMP) and Emergency Response Procedures (ERP). Compared to prior risk management companies that NAAA has tried to work with in the past, Asmark appears to offer a much more affordable product that smaller operations will be more receptive to using.

Tax Issues: With the ever growing fiscal crisis and budget constraints on Capitol Hill, the NAAA continues to work to preserve the fuel tax exemption and bonus depreciation allowed for aerial applicators, while at the same time fighting against user fees such as the \$100 fee per landing for turbine aircraft that has been proposed many times as a way to fund the budget.

The second committee I serve on is Constitution and Bylaws, where we are in the process of combining the two documents to avoid redundancy and conflict on what each one says in order to give the document clarity while avoiding confusion.

The third committee I serve on is Safety and Federal Aviation Regulations. As of October 1st, our industry has had 62 accidents and 5 fatalities in 2013.

Much progress has been made in many states getting legislation requiring the marking of MET's. The FAA did create an Advisory Circular addressing the MET markings which is scheduled to be published by the end of this year. NAAA pushed to expand the AC to cover ALL types of obstacles and towers, but the FAA responded by stating that "to expand marking guidance for structures other than MET's is not based on safety of flight issues"! The NAAA is working with an attorney developing a letter that will be sent to MET company

manufacturers and erectors throughout the US informing them that they could be held liable for negligence by not abiding by the AC MET marking guidelines. NAAA members would have access to this document to send to the owners of unmarked towers in their area. The NAAA is also exploring what kind of liability a landowner may be exposed to by having an unmarked tower on their property.

Unmanned Aerial Systems (UAS) are the buzzwords across the nation and, in my opinion, the dark cloud on the horizon for our industry. As reported earlier, this was initiated by the passing of the FAA Modernization and Reform Act of 2012 requiring the FAA to integrate the UAS's into the national airspace system ASAP, but not later than September 2015. What started out as simply an additional flight hazard to our industry, UAS's are now being touted as an alternative to aerial application for farmers. UAS's are being introduced in all sorts of Ag publications as a great cost savings tool for producers in all sorts of ways. A recent study conducted for the FAA by Booz Allen Hamilton predicts that by 2035 annual aerial applications savings for farmers as a result of UAS will be \$159 million and \$186 million in crop input savings. Don't think those figures won't get noticed by our customers! NAAA has a close eye on the development of the UAS's and their insertion into the agricultural market so as to protect and preserve the aerial application industry.

I tried to provide a brief analysis of what was covered on the at Fall Board meetings I attended. Trust me, this is just the tip of the iceberg, so for more information on these areas, as well as other committee meetings, I would encourage you to visit the NAAA website for more details. Needless to say, there is a lot happening behind the scenes at NAAA. Everyone involved is working hard to ensure the viability and sustainability of aerial application, not to mention your way of life. For all the loyal NAAA members out there, thank you for your support! If you are not a member, please consider all they do that benefits you and your operation each and every day. As an NAAA member, you will have the added support and representation of an association full of professionals that will have your back no matter what the circumstances. Pretty cheap insurance for only 1 – 2 cents an acre!

Lastly, remember the NAAA Annual convention is in Reno, Dec. 8th – 12th. Pratt & Whitney will be celebrating the 50th Anniversary of the PT-6 and have once again generously donated a (-34) engine to the live auction. The trade show grows every year and it is a good chance to talk to many different company reps and learn about the new equipment and latest technology available for our industry. Plan to come early as the first of two Compass Rose sessions will be held Sunday afternoon and the ASABE Technical Session has been condensed to two hours Monday morning. If you haven't received a schedule, please refer to the NAAA website for complete details.

Have a Happy Thanksgiving and Merry Christmas!

Darrin

**2014 ASSOCIATION OF MONTANA AERIAL APPLICATORS
ANNUAL DUES & CONVENTION REGISTRATION
JANUARY 27th AND 28th, 2014
HERITAGE INN, GREAT FALLS, MT**

COMPANY: _____
NAME: _____
SPOUSE NAME (If attending): _____
ADDRESS: _____
PHONE: _____ FAX: _____ EMAIL: _____

2014 DUES (Does not include convention registration.)

AMAA Operator Membership \$180.00 _____
Pilot Membership \$ 85.00 _____

You must list an Operator you work under; otherwise, you should register as an Operator. Operator you work under:

Retired Membership \$ 25.00 _____
Allied Industry Membership:
Full Voting Member \$260.00 _____
Non-Voting Member \$160.00 _____

2014 CONVENTION REGISTRATION

All attendees please pay one of the following registration fees. Registration fee includes the PAASS program, all concurrent sessions and meals for Monday and Tuesday, as well as banquet tickets for yourself and your spouse.

Member Convention Registration \$235 (Late Registration \$260) _____
After 1/10/13
Non AMAA Member Registration \$415 (Late Registration \$430) _____
After 1/10/13
Extra Banquet Ticket \$40 _____

Please indicate if you can help by providing a door prize for the 2014 AMAA Convention.
Door Prize (Please list what you will provide.) _____

TOTAL AMOUNT SUBMITTED: \$ _____

Please mail dues and convention registration to:
Colleen Campbell, AMAA Executive Secretary, 1891 23rd Lane NE, Dutton, MT 59433
406-463-2268 eccampbell@yahoo.com



2014 ASSOCIATION OF MONTANA AERIAL APPLICATORS CONVENTION/TRADE SHOW JANUARY 27th & 28th, 2014 HERITAGE INN, GREAT FALLS, MONTANA

Dear AMAA Supporter:

Thank you, thank you, and thank you again! 2013 seems to have been a pretty average year for most of our Montana aerial applicators. And, thankfully, it was a safe year for our Montana pilots. Hopefully, the Montana applicators have supported you, our faithful and generous suppliers, over the past few months. Please know that you are very much appreciated!

Planning for the 2014 convention has begun and I hope you'll consider displaying your company's products at a booth and also take time to present a topic of interest to our membership. As in the past couple of years, the PAASS program will be split over both Monday and Tuesday, leaving plenty of time for other discussions and presentations. If you'd like to speak or can recommend someone who would be of interest to our industry, please feel free to contact me. Please indicate below if you would like to be a presenter and what topic you would like to discuss.

As you know, advance planning is essential for a successful convention. Please let me know if you will be attending as an exhibitor, presenter or would like to sponsor any portion of the convention (open bar, lunch, dinner, door prize, etc.). We would appreciate hearing from you before November 30, 2013.

Vendors: Unless you would like to join AMAA as an Allied Member, this is the only form you need to complete for me.

Our continued gratitude for your help and support!

COMPANY _____

NAME _____

ADDRESS _____

CITY, STATE, ZIP _____

PHONE _____ FAX _____ EMAIL _____

I would like to sponsor: _____ \$ _____

I will be an exhibitor: \$250 _____ \$ _____

Exhibitor payment after 1/10/14: \$275 _____ \$ _____

Door prize: _____

I would like to be a presenter – Topic to be Discuss _____

Please mail to Colleen Campbell, AMAA, 1891 23rd Lane NE, Dutton, MT 59433.
Please call (406-463-2268) or email (eccampbell@yahoo.com) if you have any questions.

THANKS TO OUR 2013 CONVENTION VENDORS AND SPONSORS

AEROTRONICS

Steven Vold
1651 Aviation Place
Billings MT 59105
406-259-5006

AG-WEST DISTRIBUTING

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4212 N Star Boulevard #4
Great Falls MT 59405
406-453-0010

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712-623-4446

BASF

Chris Berg
PO Box 756
Conrad MT 59425
406-278-0156

BAYER CROP SCIENCE

Jim Elliot
624 17th Street
Havre MT 59501
406-750-4057

CASCADE AIRCRAFT CONV.

Scott Kinzer
903 Grinnell Rd.
Garfield WA 99130
509-635-1212

CITY SERVICE CENTER

Breezy Burlison
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Fromberg, MT 59029
406-250-9225

CROP PRODUCTION SERVICES

Issac Salcido
708 US Highway 87 N
Great Falls MT 59401
406-453-3227

CROSS PETROLEUM SERVICE

Greg Cross
PO Box 1078
Billings MT 59103 800-580-3298

DOW AGROSCIENCES

Lee Ohlinger/Steve Saunders/Seth Keas
562 Old Ulm Cascade Road
Cascade MT 59421
406-866-3200

DUPONT CROP PROTECTION

Rob Brattain/John Raisler
1004 Carlos Drive
Great Falls MT 59404
406-727-5495

DYNANAV Systems INC

Reg Moen
121-18799 Airport Way
Pitt Meadows BC V3E 1R5
604-313-0745

HELENA CHEMICAL COMPANY

Brooks Hammel/Paul Olson/Willie Krueger
10 5th Avenue South
Laurel MT 59044
406-628-8768

MONSANTO

Kerry Yates
44 Pheasant Lane
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406-727-5641

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406-363-1411

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Rigby ID 83442
208-745-7654

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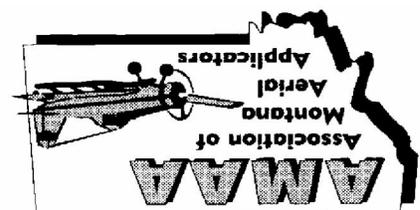
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406-727-4500

**2014 AMAA Dues and Convention
Registration Forms and 2014 Vendor
Convention Registration Forms are Enclosed
in this Newsletter**



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