Volume 10, Issue 3 October 2016

AMAA NEWSLETTER

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

www.montanaaerialapplicators.org

www.facebook.com/Montanaaerialapplicators

ASSOCIATION OF MONTANA AERIAL APPLICATORS

U P C O M I N G E V E N T S

- 2016 NAAA
 Convention—
 December 5-8,
 2016 in Long
 Beach, CA
- AMAA 2017
 Convention—
 January 22-24
- Operation Safe–
 April 2017, TBD

"Upon the performance of each rests the fate of all."

INSIDE THIS

President's Message

1

3

Board of Directors 2

2017 Convention

Membership/Convention Registration Form

NAAA Fall Board Meeting Report 6

2016 Sponsors 11

2016 Membership 1

2016 AMAA President, Bruce Downs

Well, another season is pretty much in the books. Talking to producers around the state, it sounds like a lot of different weather conditions exist. In my area, we started out dry then we started to get rain in July so most of the crops turned out to be about average. With the late rain, the dry-land hay was very poor.

We had our fall board meeting on October 17. Darrin had a great update on what the NAAA is doing which you can read about in the big report. The MDA will give attendees of the PAASS Program points toward recertification in the aerial category again this year. There will be points given for the other category, too. So, by attending the AMAA convention, one should have no trouble getting all the points necessary for re-certification.

This year's speaker at the convention will be Trent Loos, an Ag advocate from Nebraska. He is the host of a radio program entitled Loos Tales, which airs on over 100 stations nationwide. It should be interesting to hear his presentation.

We have a couple board members whose terms are up and they have decided to step down. So, if anyone would like to be on the board or know somebody who would, please let us know.

Our congratulations go out to Patrick Sternberg. He has been selected to take part in the LTP. This is a great program and it is wonderful that a Montanan has been selected again this year.

So with that, I hope to see everyone in January, please do attend the convention!

Bruce

2016 BOARD OF DIRECTORS

Bruce Downs President

Downs Farm INC PO Box 131 Lindsay MT 59339 406.584.7462 sunny@midrivers.com

Justin Ferguson Vice President

Yellowstone Air Service PO Box 666 Big Timber MT 59011 406.932.4389 vas@mtintouch.com

Paul Newby Secretary-Treasurer

Agwagons 411 Mountain View DR Bozeman MT 59718-8784 406.586.2804 agwinc@littleappletech.com

Russell Ferguson

Yellowstone Air Service 82 Airport RD Livingston MT 59047-9100 406.222.6504 russferguson@hotmail.com

Matt Lutz

Taylor Aviation, INC PO Box 159 Fort Benton MT 59442 406.350.0498 lutzmatt@rocketmail.com

Tater Erickson

Dupont Crop Protection PO Box 233 Hobson MT 59452 406.366.1287 shawn.a.erickson@dupont.com

Mike Campbell Past President

Campbell Aviation INC 1891 23rd LN NE Dutton MT 59433 406.463.2268 eccampbell@yahoo.com

Darrin Pluhar NAAA Treasurer

Plu's Flying Service INC PO Box 133 Ekalaka MT 59324 406.853.0039 pluflyinc@mcn.net

Andrew Heppe

SES Aviation, LLC PO Box 11 Turner MT 59542 406.546.7401 a heppe@hotmail.com

Patrick Stromberg

Clear Skies Aviation, INC 112 Marhya RD Reserve MT 59258 701.330.0292 patrickstromberg@hotmail.com

Colleen Campbell Executive Secretary

Campbell Aviation INC 1891 23rd Lane NE Dutton MT 59433 406.463.2268 eccampbell@yahoo.com

Trent Loos 2017 AMAA Convention Speaker



Connecting rural and urban America by sharing the positive story of production agriculture has been the mission of Trent Loos since he walked into a radio station in Spearfish, SD in 2000 and asked to do his own program. That dream of this sixth generation United States farmer, often touted as an agricultural activist, came true on January 8, 2001 when "Loos Tales" aired on radio station KMZU in Missouri. Today, 3 million listeners on nearly 100 radio stations in 19 states hear the show every day, along with many who listen online worldwide. In addition to "Loos Tales", Trent now hosts and produces a daily, one-hour radio program entitled "Rural Route," "Illinois Truth Be Told", "Dakota Trails and Tales" and "Colorado Trails and Tales," which are available at his website www.LoosTales.com.

Trent travels the globe to unearth stories about the people involved in the many different facets of production agriculture and to spread the good word about food producers. In 2015, Trent traveled to 22 different states, Australia and Canada to share his passion for an industry he truly believes in. He encourages producers to stand up and proudly tell consumers about life on their operations. He utilizes modern technologies to share his experiences abroad and to "spread the good word" about this age-old and "essential to life" industry with his radio and web audience.

In 2008, Trent was recognized by West Quest as the "**Voice of Rural America**." Written Loos Tales columns are printed weekly in the <u>High Plains Journal</u> and reprinted in countless other publications. He enjoys volunteering when he can with the All-American Beef Battalion.

Trent was raised on a diversified farm near Quincy, IL and got his start in swine production with a runt pig at the age of five. He and his father expanded their operation to a purebred seedstock company that supplied boars and gilts to producers nationwide. Along the way, he earned an American Farmer Degree in FFA and won numerous awards at state and national swine shows. In 1990, Trent expanded his operation to include purebred Limousin and Angus cattle. Quarterhorses were added to the mix in the late '90's, and now the family is returning to its pig-rearing roots with 100 sows. Last year they sold prize-winning show pigs into 12 different states.

Trent and his wife Kelli enjoy living on the ranch in central Nebraska with their daughters, Libbi, Lindsi and Landri. Their adventures as a family include traveling, riding horses, youth sports and 4-H.

Thank you to the following sponsors for helping the AMAA and MABA bring Trent Loos to Montana: Wilbur-Ellis, Dow AgroSciences, Monsanto, BASF, Syngenta, Arysta, Bayer and CPS

AMAA Convention Schedule

Monday, January 23, 2017

7:00**	Registration, Hosted Breakfast Buffet, Past President's Breakfast
8:00	Chemical/Product UpdateS
10:00	Coffee Break—Please visit the trade show
10:30	Linda Johns, Montana Department of Agriculture Updates
11:30	Trade Show
12:00	Lunch
1:00	AMAA Annual Meeting
3:00	Break
3:30	PAASS, Part 1—Speakers TBD
6:00	Social Hour
6:30	Banquet
7:30	Keynote Speaker – Trent Loos
	**Please note the earlier start time for Monday morning.
	Tuesday, January 24, 2017
6:30	AMAA Board Meeting
8:00	PAASS, Part 2—Speakers TBD
10:00	Coffee Break - Please Visit the Trade Show
10:15	$\label{lem:conway} \mbox{Tim Conway, Montana Aeronautics} - \mbox{Findings on statewide study on the economic impact of aviation, Q \& A Time}$
11:15	Jeanne MacPherson, Mountain AirDance – Discussion on the benefits of skills offered with various air classification ratings
12:00	Lunch
1:00	Jeff Vercoe, FAA
1:30	Mary Burrows, MSU
2:30	Closing Comments – Bruce Downs

Please contact the Heritage Inn to reserve your room today. Room rates are \$89 + tax. The AMAA room block closes on January 1, 2017—rooms may not be available after this date.

ASSOCIATION OF MONTANA AERIAL APPLICATORS 2017 MEMBERSHIP AND CONFERENCE REGISTRATION JANUARY 23rd and 24th, 2017 HERITAGE INN, GREAT FALLS, MT

COMPANY:			
NAME:			
SPOUSE NAME (If attending):			
ADDRESS:			
PHONE (Office/Cell):			
	2017 D	UES	
Operator Membership Pilot Membership		\$190.00 \$ 95.00	
			nould register as an Operator.
Operator you work under: Retired Membership		\$ 25.00	
Allied Industry Membership:			
Full Voting Member Non-Voting Member		\$260.00 \$160.00	
2 0 1 7 C O N Registration includes the PAASS and banquet tickets for yourself a	. •		
Member Convention Registration	\$250 (Late Regist After 1/13/1	,	
Non AMAA Member Registration	Alter 1/13/1	1	
	\$440 (Late Regist After 1/13/1		
Extra Banquet Ticket	\$40		
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

2016 NAAA Fall Board Meeting Report

The NAAA recently held their Spring Board Meeting in Orlando, FL on October $6^{th} - 8^{th}$. It was a busy three days for state representatives from all across the US discussing and dealing with the issues affecting the aerial application industry. Following is a brief summary:

Andrew Moore, NAAA's Executive Director, opened the General Session with his "state of our industry" remarks by recognizing the 50th Anniversary of the NAAA this year. Andrew then provided a recap of the 2016 season in agriculture: USDA projects the net farm income (\$71.5B) to be down 11.5% from 2015 (\$80.7B), which was down 13% from 2014 (\$92.6B). The NAAA 2016 Industry Survey revealed the average Ag aircraft flew 302 hours, down 13.7% from 350 hours in 2015. 49% of operators reported treating the same, some greater or much greater acres than 2015. 51% of the operators treated fewer or significantly fewer acres when compared to 2015.

Andrew then highlighted the national publicity our industry received during the 2016 season. Negatively, there was an incident of a fish kill in Iowa that the media jumped all over and erroneously reported that it was the result of aerial spraying when actually it was concluded later that the actual culprit was a landowner that illegally disposed of 40 gallons of fungicide next to a stream. Also in Iowa, the town of Marion reported that a neighborhood was sprayed by an unknown chemical, which the media insinuated that aerial application was to blame. Finally, during the Zika Virus outbreak along the East Coast, the media reported that "millions" of bees had been killed because of the aerial spraying in South Carolina to control the mosquitoes that carry the virus. What the media failed to bring out in the story was that all the known bee keepers in the treated area were notified well in advance of when the spraying was to take place and recommended to the bee keepers to take the necessary precautions to protect their apiaries.

On the positive side, there were a few stories and activities that did shed a good light on our industry: The April issue of Ag Pro highlighted the benefits of Ag aviation to US retailers, professional farm managers and crop consultants. NAAA was part of an EPA Precision Ag Field Day in which officials from the EPA had a chance to observe an Operation SAFE being conducted and the value of the analysis to ensure precision applications. NAAA also released the "Flying For Your Food" brochure (an updated version of the "Why? Because." brochure) which serves to inform the general public on the value of aerial application in the production of nutritious and safe food to help meet the demand of the world's growing population.

In conclusion, Andrew gave insight to the future outlook of the aerial application industry and some of the challenges we face which include:

- Commodity prices remain a concern.
- Activists and Government discounting sound science to push their agendas.
- Clean Water Act, Pollinator Issues, EPA pushing for buffer zones and Ag input limits.
- Federal Debt (\$18.4T) weighing on agriculture affecting user fees, taxes and research funding.

 UAV safety concerns and the FAA's love for the technology TRUMPING addressing safety concerns.

The good news for agriculture food production and aerial application:

- The global economic growth is forecast to average 3.5% annually over the next ten years.
- 2017 US Exports are forecast to hit \$133B with a trade surplus of \$19.5B, up 43% vs 2015
- Population growth will increase from 7.2 billion today to 8.1 billion by 2025 (9 billion by 2050).
- Significant growth in the world's middle class means greater food demands and US Ag ex ports.
- Enhanced US Ag trade through the Trans-Pacific Partnership deal between the US and 11 Asian-Pacific countries that reduces/eliminates many barriers for our goods and services.
- Crop protection products market will continue to grow to meet the global food demand.

Following is a brief summary of some of the main topics discussed in committee meetings:

Government Relations covered a lot of topics of interest. The main recent achievement for the aerial application industry was Congress approving the FAA Extension Bill in July which included the tower marking and database requirements for ALL towers 50 to 200 feet tall with a base less than 10 feet in diameter. FAA rulemaking is expected within a year to require the marking (paint, balls and sleeves) and to develop a database that shows all such towers. Included in the language is an exemption for any such towers in urban areas and within the footprint of a farmyard, business or other such facility.

Concerning UAV's, the FAR Part 107 UAV Regulations went into effect in August, which applies only to commercial UAV's less than 55 pounds. The main points of the rule are as follows:

- Operations limited to day light, line of sight and a preflight is required.
- May not operate over people; Exemption expected by end of year.
- Max speed of 100 MPH and must give way to all other aircraft.
- Operating ceiling of 400' AGL in Class G Airspace; authorization required in Class B,C,D and E.
- FAA Aeronautical test required, minimum 16 years old, TSA vetted.

The NAAA serves on the FAA Rulemaking Advisory Committee and the Safety Risk Management Panel to oversee and ensure our industry's safety concerns are addressed. Already on the horizon are the UAV industry's wishes to be able to operate Beyond Visual Line of Sight (BVLOS), at night

and with vehicles that weigh greater than 55 pounds.

UAV's registered compared to 260,165 total registered civilian aircraft in the US. There have been over 5500 exemptions for Commercial UAV operations. FAA estimates there will be up to 2.5 million UAV's in the national airspace system by 2017. NAAA continues to push for requirements that would help to increase the visibility and ensure the safest environment possible when operating UAV's in the realm of airspace used by Ag aircraft. Examples would be to require paint, strobes, pilot certificated operators, NOTAM operations and ADSB-Out tracking.

The proposed changes to Waters of the US (WOTUS) is still under review following a stay of the law by the US Court of Appeals after being challenged by 18 states in the Fall of 2015. In January, the White House administration vetoed a resolution to prevent the law from taking effect, to the surprise of no one. The US Army Corps of Engineers has officially expressed their concerns about lack of involvement during finalization of the rule and their concerns the rule is legally vulnerable, difficult to defend in court and difficult to explain and justify, making it challenging for them to implement. While the status remains in limbo until a court ruling, budget riders barring the Corps and EPA from using funds towards implementation of the final rule are attached to the House Energy Water Interior and Environment appropriations bill for Fiscal Year 2017.

Meanwhile, the push to get the NPDES permitting requirement rescinded has encountered many different roadblocks. To make a long story short, there have been numerous attempts to get the NPDES exemption attached to many different pieces of legislation. In order to keep it attached, the wording was watered down many times that reduced the scope and duration of the exemptions; eventually, the bill the NPDES wording was attached to was voted down in July mainly due to controversy over the banning Confederate flags wording and Planned Parenthood appropriations. For right now, it appears the NPDES issue will have to wait until the next congress and administration takes over, hopefully in our industry's favor.

Just a reminder of the new Worker Protection Standards that are set to take effect which include: annual training and record keeping requirements, minimum age of 18 with an expanded definition of immediate family, plus the inclusion of an application exclusion zone of 100' around the vehicle even if outside field.

The main topic of focus in Safety & Regs was the 13 fatalities that have occurred in Ag aviation so far this year, which is the most since 1998, the year the PAASS program was implemented. Even though the accidents for the year (51) was an all-time low, there has been a surge in fatalities the last three years. Much of the discussion centered around coming up with a "Root Cause" for the increase in which some interesting stats have surfaced involving Ag aviation accidents:

- ⇒ 75% involve pilots with less than 500 hours in make and model
- ⇒ 43% involve pilots with less than 250 hours ag
- ⇒ 50% involve pilots with less than 100 hours in the last 90 days.

This will be an emphasis of the Program Development Committee in developing the PAASS Program in the years to come.

Also discussed was the reversal of the National Fire Protection Association's standard against hot fueling of aircraft nationwide. Only Jet A aircraft can be hot fueled as long as certain precautions are in place.

That is a pretty condensed version of the committees I was a part of. There are well over 20 committees that meet during the board meetings, so I would encourage everyone to visit the NAAA website for a more detailed look at what was covered and to keep up on the current events happening within the industry.

NAAA is finalizing preparations and looking forward to celebrating NAAA's 50th Anniversary at the annual convention to be held in Long Beach, CA December 5th – 8th. Highlights include:

- Kickoff Breakfast: Astronaut Col. Mike Mullane
- General Session: Past, Present and Future of Agricultural Aviation.
- Technical Sessions: ASABE, Compass Rose and CEU's.
- Tradeshow: 143 vendors pre-registered (4 year high)
- Auction: PT6-34, Hartzell prop, one day Operation SAFE clinic, B-29 ride.

If you haven't been to a convention recently, judging from attendance and feedback that the NAAA has received, it has gotten better every year! Plan to join the experience and take in all that is offered to help you to improve your operation. Don't delay in making your reservations as the Hyatt Regency is sold out and the Renaissance and Westin are filling up fast as pre-registrations are at a four year high.

As you just read, NAAA is working hard for the aerial application industry and the vital role it plays in meeting the demand for food, fuel, fiber and forestry across the United States and around the World. Recently, you should have received a reminder to renew your NAAA membership. If you have never been a member of the NAAA, I'd like you to consider all that they do to support your livelihood. Here are some things to consider that various membership categories have to offer:

Operator: Bonus Depreciation

Fuel Tax Savings; Avgas: \$.19/gal x 30 GPH x 250 Hrs. = \$1425/Season (\$6/HR)

Jet A: \$.23/gal x 55 GPH x 250 Hrs. = \$3162/Season (\$13/HR)

Average cost of membership: 1 cent per acre!

Affiliated Operator: Includes Partners, Branch Managers, etc.

Insight to issues affecting our industry.

Tools to run a safer, more efficient business.

(Digital magazine, website, e newsletter, media relations kit, bill stuffers)

Pilots: Better informed with industry insight through digital magazine and website.

Safety awareness through weekly Fly Safe Campaign notices.

Adds credibility and shows professionalism to current and future operators.

Support: Includes spouses and significant others.

Helps them to understand the aerial application environment and your place in it.

Gets them involved in the promotion of our industry thru education, tradeshows,

etc.

As the season winds down, here's hoping you had a safe and productive year. Even if you had a down year, take time to step back, look around and appreciate all that you have to be thankful for.

Remember to vote on November 8 so that we can take back our country, and state, again! Hope to see you in Long Beach. Fly Safe!

Darrin

The Montana Department of Agriculture is offering six (6) CEU's for attendance during ASABE sessions offered by the NAAA during the convention in Long Beach, CA. You must sign the Montana specific sign in sheet to qualify for these credits.

The Association of Montana Aerial Applicators encourages membership with the National Agricultural Aviation Association. The NAAA works diligently to represent and promote its 1900 members located in 46 states.

Please consider joining both your state and national organizations today!

2016 EXHIBITORS AND SPONSORS

AEROTRONICS—Steve Vold, 406-259-5006

AG-WEST—Casey Lilly, 406-453-0010

ARYSTA LIFESCIENCE—Craig Codr and Rick Liesener, 406-780-0265

BASF—Chris Berg, 406-210-4460

BAYER CROP SCIENCE—Justin Nielson, 605-222-2476

CITY SERVICE VALCON—Ed Croymans and Breezy Burlison, 406-250-9225

CROSS PETROLEUM SERVICE—Greg Cross, Larry Taylor, Craig Stebbins, 406-377-8325

DOW AGROSCIENCES—Lee Ohlinger 406-866-3200, Seth Keas 785-737-6234,

Alison Anderson 662-416-8280 and Bryan Randall

DUPONT CROP PROTECTION—Tater Erickson, 406-366-1287

DYNANAV SYSTEMS, INC—Reg Moen, 604-313-0745

HELENA CHEMICAL COMPANY—Brooks Hammel 406-628-8768, Paul Olson 406-262-3737, Willie Krueger 406-855-4910

MONSANTO—Kerry Yates, 406-788-4215

MOUNTAIN AIR INSURANCE—Ken Brion/AJ Schutzman, 406-363-1411

NORTHWEST PROPELLER—Dick and Martha Jacob, 253-770-7400

OMAHA AIRPLANE SUPPLY—Rich Broberg, 800-228-9400

PICKETT EQUIPMENT COMPANY—Bailey Everett,901-494-1937

PRATT & WHITNEY—Eric Gates, 715-271-4862

QUEEN BEE AIR SPECIALTIES—Chip Kemper, 208-745-7654

REGAL AVIATION INSURANCE—Rusty Wissmiller, Jason Wissmiller, 800-275-7345

SKY TRACTOR SUPPLY—Peg Klemetson, 701-436-5880

SYNGENTA—Johnnie Scott, 406-453-5004

TRACMAP—Mark Hornback, 888-656-6135

TULSA AIRCRAFT ENGINES—Rex Vaughan, 918-838-8532

WILBUR-ELLIS COMPANY—Burl Brawley 406-727-4500, Craig Cheetham 406-248-1176

THANK YOU!

AMAA MEMBERSHIP

MEMBER	EMAIL	PHONE
Jason Anderson	j.anderson33@live.com	406-490-3605
Stacy Bellamy	sb6545@aol.com	406-570-6325
Doug Bouma	dandkag@3rivers.net	406-590-1266
Sid Brandon s	kb@Northerntel.net	406-336-2110
Jim Briden	jdbriden@itstriangle.com	406-759-5431
Dave Bright	brightat602@gmail.com	406-250-8953
Mike Campbell	eccampbell@yahoo.com	406-476-3332
Wacey Cathey	atheyflyin@gmail.com	406-671-3646
Bruce A Downs	sunny@midrivers.com	406-584-7462
Justin Ferguson	yas@mtintouch.net	406-932-4389
Russell Ferguson	russferguson@hotmail.com	406-222-6504
Cody Folkvord	headwatersfs@gmail.com	406-439-4179
Bill Galt	bill@galtranch.com	406-547-2107
Ken Gudgel	kengudgel@yahoo.com	701-640-5739
Bill Harris	harrisbill50@gmail.com	406-485-3672
Dave Harris	djharris@midrivers.com	406-485-3672
Andrew Heppe	a_heppe@hotmail.com	406-546-7401
Dixon Hitch	hitchav@mtintouch.net	406-654-1143
Darrold Hutchinson	hutchinsonaviation@yahoo.com	406-355-4954
Garfield Jermunson	garfield1@bresnan.net	406-727-5056
Kendall Johnson	weeds@nemont.net	406-653-1740
Kelly Kehler	latron@wildblue.net	406-855-3517
Roger Lincoln	rmbalinc@ttc-cmc.net	406-355-4943
Matt Lutz	lutzmatt@rocketmail.com	406-350-0498
Mark Mamuzich	minutemanaerial@yahoo.com	406-728-9363
Roy Mehling	roymehling@gmail.com	406-480-0567
Boyd Morgan	bmorgan_mt@yahoo.com	406-388-4497
Dana Ness	dness@itstriangle.com	406-355-4257
Paul Newby	agwinc@littleappletech.com	406-586-2804
Robert Nicholson	c12robert.nicholson@gmail.com	406-369-2878
Darrin Pluhar	pluflyinc@mcn.net	406-232-6853
Monte Reder	mlreder18@gmail.com	406-232-6048
Ron Rowland	rowlandranchco@yahoo.com	406-737-4501
Kelly Schindler	kelly_schindler@yahoo.com	406-679-0688
John Semple	john@jhsincorporated.com	406-443-7487
Greg Smith	gsmith@ceinc.biz	406-350-0251
Robert Sneberger	sneberger@hotmail.com	406-239-8377
Scott Snider	sesaviation@hotmail.com	406-249-0285
Patrick Stromberg	patrickstromberg@hotmail.com	701-330-0292
Andy Taylor	taylorav@mtintouch.net	406-622-5682
Guy Terrill	hubcap@bresnan.net	406-683-5084