

AMAA NEWSLETTER

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

www.montanaaerialapplicators.org
www.facebook.com/Montanaaerialapplicators

President’s Message

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I’d like to wish everybody a happy beginning of the off season. It is that time of year where we get to start preparing for next year. I am unusually excited for that. For some, that will be a fairly routine process, for me it will be slightly more involved than normal. As I’m sure most of you have heard, we had some unfortunate weather in Plentywood this year. I lost my hangar and my airplanes and a large part of the airport was destroyed. The important thing is that nothing that can’t be replaced was lost. I am also becoming pretty well educated on the theory of not getting too attached to anything that you own. But I did learn a couple things. It’s a pretty empty feeling when you’re looking at all of your belongings scattered across the airport and you are wondering if insurance will cover all of the things big or small that are missing, some that you don’t even know are missing yet. My advice is don’t leave it to chance. If you have any doubt that your insurance will cover the entirety of your belongings in any given scenario, make sure it will. Update and take pictures of all your contents and aircraft periodically. And don’t forget, whatever you paid however many years ago to purchase something, likely will cost you more to replace today. Also, play nice with your neighbors. Even if they are your competitor. In times where there is almost nothing you can do to keep going with your business or even day to day life, they may be the only ones that can step in and help you in a way that can make a world of difference. I was exceptionally fortunate to have very very good neighbors. It was truly inspiring to see the community come together and clean up the mess and help me get back to spraying.

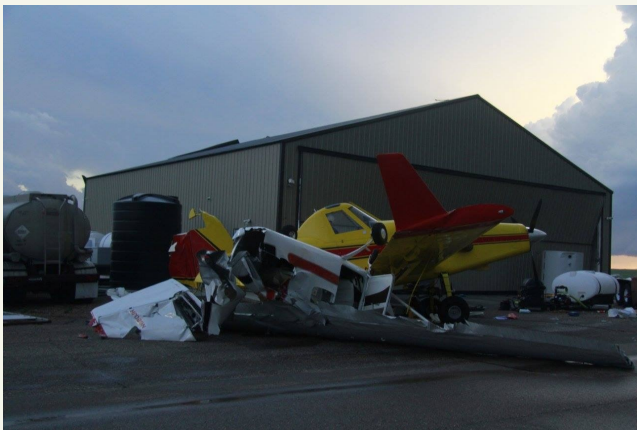
The next thing I would like to address, is your involvement in Ag Aviation organizations. Whether it’s the local and state organizations, or on the national level, our involvement is more critical to the continuance of our

industry than most realize. I'm sure some of you have seen the recent lawsuits involving the use of glyphosate and the massive awards given to the plaintiffs. Or the community in Oregon that effectively banned aerial application, or airplanes in our own back yard getting shot at. However ridiculous we make think that is, society as a whole is becoming less accepting of our industry, and it's largely because of a lack of education on exactly what we do, how we do it, and the safety of the products we are using. We can all make some kind of a difference in changing people's perceptions on the industry. Whether it be educating the local FFA kids, bringing the EPA out to demonstrate the drift mitigation techniques we employ, or simply explaining to a local resident how we can safely and effectively spray near their property by employing the techniques taught to us by the very organizations I'm talking about. The writing is on the wall and it's not going to get any easier for us to keep our image of helping grow the world's food supply a positive one. All of us can make a difference, even if it's only by changing the outlook of one person. However, state and national associations play on a much larger stage and the potential to change many minds is the ultimate goal so that we get to keep doing what we do. Simply being a member of an organization may not be enough. It takes active participation to make a lasting difference.

I hope that everyone has a great fall and I am looking forward to seeing everyone at the convention in January.

Patrick Stromberg

President



Plentywood, MT Tornado Damage—Patrick Stromberg's Aircraft

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406.463.2268

eccampbell@yahoo.com

2019 membership and convention registration forms, as well as the tentative schedule, can be found in this newsletter. During the spring board meeting we decided to not raise rates. However, NAAA raised the individual PAASS fee by \$5. Therefore, our convention registration fee rose by \$5 to offset the cost. Reservations at the Heritage Inn may be made by calling 406-761-1900. The rate is \$91 + tax. Our reserved block closes early in January so please make your reservation soon.



Congratulations to **Boyd Morgan**, who was nominated by his peers, and was chosen by the NAAA awards committee to receive the William O. Marsh Safety Award. Boyd will be presented the award during the NAAA convention banquet on Thursday, December 6 in Reno, Nevada.

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UPCOMING EVENTS

- ⇒ NAAA Ag Aviation Expo
December 3-6, 2018
Reno, Nevada
- ⇒ AMAA Convention and Trade
Show, January 20-22, 2019
Great Falls, MT
- ⇒ Montana Operation SAFE—
Spring Dates TBD



Dana Ness

Liberty Place

PO Box 446

Whitehall, MT 59759

New to the AMAA Convention Schedule



Compaass Rose—The PAASS Compaass Rose Series is designed to provide professional support and direction for agricultural aviation pilots who are new to the industry and those who want to learn more about the industry and what it takes to get into ag aviation. If you want to know more about how to start a career in agricultural aviation safely and successfully and have questions about finding an operator to work for, ag flight schools, how to deal with insurance, then the Compaass Rose Series is the place to be. If you are an operator wanting to begin mentoring a new pilot into the

industry but you're not sure how to go about doing this, then the Compaass Rose Series is the place for you to be as well.



ATHENA—The Athena Project details how to strengthen client and customer relationships. This will be helpful to the wives who work in the aerial application business and office workers because they are often the first people that clients and customers communicate with.

Thank you to Corteva Agriscience and Tater Erickson for sponsoring the ATHENA Project.

2018 AMAA MEMBERSHIP

- Operator Members—23
- Pilot Members—10
- Retired Members—5
- Allied Members—6
- Life Time Member—1

Welcome to new members, Wesley Mulder and Nathan Simonson!

Wilbur-Ellis Announces 2018 Program for Aerial Applicators

Wilbur-Ellis donated \$704 to the AMAA for our membership's use of Crosshair in 2017. The 2018 program includes \$1.00 of every gallon of Crosshair as well as \$8.00 of every gallon of Guidance aerially applied by our membership. These funds will be donated back to the association and given to us during the 2019 convention.

Thank you Wilbur-Ellis!

2018 NAAA Fall Board Meeting Report

The NAAA recently held its Fall Board Meeting October 4th—7th in Palm Springs, CA where state reps from across the country converged to discuss the issues affecting the aerial application industry.

Andrew Moore, NAAA's Executive Director opened the meetings with his usual updates on the regulatory issues going on in DC and a recap of the 2018 season so far. Following is a summary of the results according to the information received from the recently completed industry survey:

- * Average Ag aircraft hours flown were 278 which was down 11.6% from 315 for 2017.
- * 60% of the operators treated greater, somewhat greater or the same number of acres vs 2017.
- * 40% of the operators treated fewer or significantly fewer acres.
- * 10% were concerned about prospects for next season; 40% were optimistic, down from 58% last year.

Significant progress continues to be made in aerial labeling for crop protection products this year by protecting the re-registration of pesticide active ingredients:

- ⇒ The EPA has listened to how shortening booms minimizes drift while maintaining efficacy, helping to preserving aerial label language.
- ⇒ NAAA was able to obtain the EPA's support for Drift Reduction Technologies and techniques used to minimize drift and include them in their consideration towards proposed risk assessments.

The current Farm Bill expired on Sept. 30th and due to the fact that the House has adjourned until after the mid-term elections, no further progress will happen until then. Three important topics to the aerial application industry that the NAAA is working hard to be addressed in the final bill include:

- Eliminating the NPDES permits for products already registered under FIFRA.
- Improving the endangered species consultation and pesticide registration process.
- Advancing states as co-regulators of pesticide rules along with the EPA, but prohibiting local or county governments from establishing pesticide rules.

WOTUS's legality is still being challenged and currently the EPA and Corps of Engineers are in the process to repeal and replace the current massively expanded Clean Water Rule of 2015. In the meantime, 22 states (not including Montana) are still under the scope of the rule but there are many petitions in district courts seeking a nationwide stay to the 2015 Rule.

A new five year FAA Reauthorization was recently passed which addressed two major low level issues:

- * Due to pressure from Communications Industry, existing and future towers 50 - 200 feet tall with an above ground base up to ten feet ONLY need to be listed in a database. NAAA pushed for marking and data base inclusion for all future towers and may get some help from the NTSB which is in the process of revising a safety alert recommending all towers under 200 feet and a narrow base be properly marked AND logged. When this happens, it should be the important tool needed to convince more members of Congress to take another look at the tower marking issue and the safety hazards they create. Concerning UAV's, this new bill repeals Section 336, which stated that the FAA did not have the authority to regulate model aircraft. Now, the FAA has the power to impose much needed safety requirements such as tracking and ID requirements. The proposal also requires hobbyists to take an aeronautical knowledge and safety test, as well as registering their aircraft.

On the Communication and PR front, the NAAA continues to respond to and challenge negative press in print, social media as well as on TV in the form of misleading ads and images. On the positive side, the "Above All Forms of Crop Care" ad campaign continued in the Farm Journal magazine and Agweb, bringing light to the value of aerial application in crop production. NAAA also had a presence at Air Venture in Oshkosh and the Aviation Education Career Expo.

Concerning Education and Safety, the NAAA has developed checklists for dealing with UAV encounters and people shooting at our aircraft which, sadly, is becoming all too common. As far as accidents are concerned, through the end of September our industry has had 47 with 7 fatalities, both of which are near historical lows, but still TOO many.

Looking towards the future, some of the main concerns for our industry include low commodity prices, eco-activists, federal debt issues, UAV's and the growing broadband market leading to the major expansion in towers. The good news is that the world population continues to grow: 7.6 billion now and projected to be 8.1 billion by 2025 and 9.7 billion by 2050 when the UN predicts a 70% increase in world food demand. To put it in figures many people can relate to, Gro Intelligence, a global think tank has determined that by 2027, **McDonald's will have a Big Mac shortage of 379 billion!**

Following is a brief summary of some of the topics being covered in various committees:

Concerning Government Relations, great progress has been made by the NAAA in showing the EPA the effectiveness of the various DRT's and techniques used in aerial application to minimize drift and improve deposition. This would include the use of smokers, right boom shutoffs, shortening of booms to 65% or less, working fields with different winds to complete the job, nozzle selection, participation in Operation SAFE's, just to name a few. After presenting them with data to support these claims, the

EPA has started to reconsider how they viewed controlling applications and have begun to lean away from demanding fixed field borders, regardless of wind direction, and listing specific droplet size for certain products, without any regard to the efficacy of the application.

Regarding Insurance, a new topic discussed was the June 2018 ruling by the Department of Labor that allows for the expansion of Association Health Plan policies which would allow small employers, even self-employed individuals without any employees, to band together to take advantage of health care benefits in the large group market. There has been a lot of interest expressed by people within our industry about the availability of alternative health insurance options and the possibility of the NAAA offering association coverage. While the ruling has been finalized, the specifics of how the plan would work and be put together to initiate have not; therefore, potential carriers can't come forward with a proposed plan. As it stands now, the plans would still be regulated on a state-by-state basis making it difficult to develop a national policy. Currently, 13 states have filed lawsuits opposing the rule, citing concerns that the plans would offer scaled-down benefits and the premiums for specific groups would increase. Because of this, the NAAA plans to monitor the progression of the ruling to determine if and when it might be a possibility to pursue.

The NAAA's 52nd "Ag Aviation Expo" is fast approaching December 3 – 6 in Reno, Nevada. The major change since the last time we were in Reno is that the Atlantis Casino Resort will be the main hotel located next to the convention center and connected by a sky bridge, which will make it much more convenient for everyone involved. The deadline to take advantage of the NAAA group rate is Nov. 12th and rooms are filling up fast so don't wait to book your room and avoid "hoofing" it too far!

Visit agaviation.org for more details on convention registration and hotel reservations.

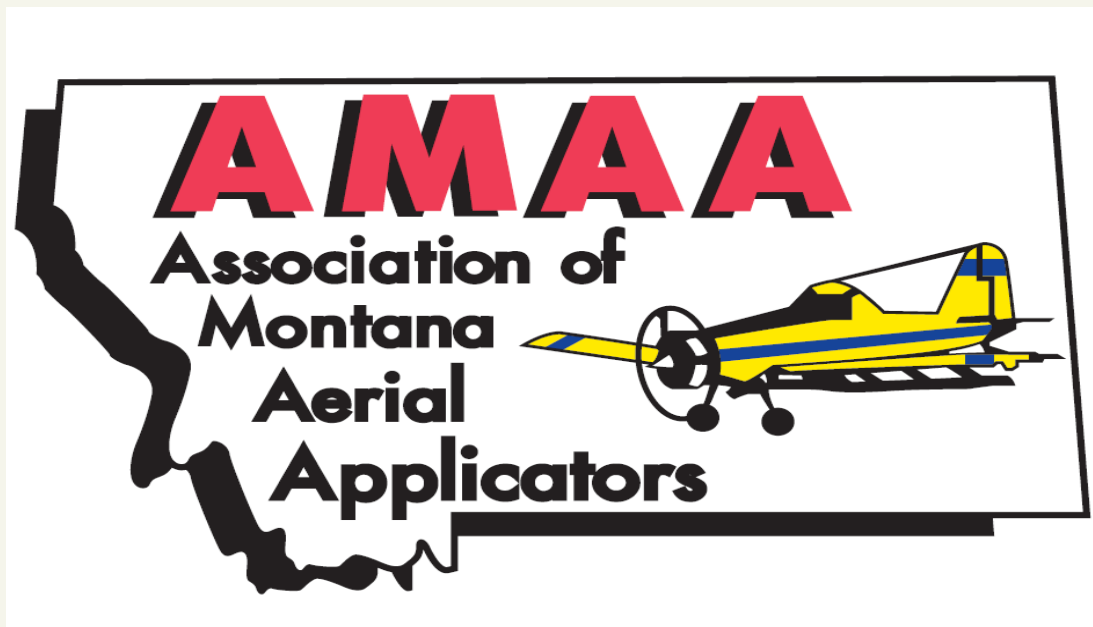
Highlights this year include:

- * Kickoff Breakfast: Greg Peterson, Social Media Ag Promoter.
- * Leadership Training 101: Articulating Aerial Application to All.
- * Concurrent Sessions: Aerial Imaging, Aircraft and Engine, Chemicals, Safety and Insurance.
- * Auction items: PT6A-34, \$15,000 Covington coupon, 3 day Thrush re-currency course (any aircraft).
- * Compass Rose Program and Speed Mentoring sessions designed for new and low time Ag pilots.
- * Trade Show: 145 exhibitors and 11 aircraft displayed.
- * ASABE technical sessions.

In closing, I know for many operators and pilots in Montana, this has been a trying, slow, hot and dry season. Just know that the NAAA continues to work hard for you to ensure the sustainability of your industry in many different areas. Becoming or renewing as an NAAA member is an investment in your longevity, one that will pay for itself many times over in multiple ways for many years into the future.

Be safe and fly smart! Your friends and family are counting on it.

Darrin



The Board of Directors would like to create a new logo for the AMAA.
If you have suggestions or know of a creative Montana graphic artist
please talk to Colleen or one of the directors.

MONDAY, JANUARY 21, 2019**(T E N T A T I V E S C H E D U L E / S U B J E C T T O C H A N G E)**

- 6:30 Registration
- 7:00 Chemical and Product Updates Provided by Sponsors and Vendors
- 8:00 COMPAASS Rose – Brian Rau
- 10:00 Coffee Break and Trade Show
- 10:15 Emily Meccage, Alfalfa Presentation, MSU Bozeman
- 11:15 John Garr, Garrco Products, Drift Control
- 12:00 Lunch
- 1:00 AMAA Annual Meeting
- 3:15 Coffee Break
- 3:30 ATHENA Project – Erin Morse
- 3:30 PAASS, Part 1 – Brian Rau and Doug Thiel
- 6:00 Social Hour
- 6:30 Banquet

TUESDAY, JANUARY 22, 2019

- 6:30 AMAA Board Meeting
- 8:00 PAASS, Part 2 – Brian Rau and Doug Thiel
- 10:00 Coffee Break
- 10:15 Chemical and Product Updates
- 10:30 Jill Streit, Stricks Ag
- 11:15 Jeff Vercoe, FAA Updates
- 12:00 Lunch
- 1:00 Malmstrom Airforce Base – Convoy Flight Safety
- 1:30 Jolene Hendrix, Montana Department of Agriculture Revised Law Updates
- 2:30 Closing Comments – Patrick Stromberg

If you're in Great Falls on Sunday, January 20th, please plan to join us for a no-host dinner. We usually meet about 6:00 in the lobby of the Heritage Inn and carpool to the restaurant.

The more the merrier!

Membership and Convention Registration
ASSOCIATION OF MONTANA AERIAL APPLICATORS
 Annual Convention and Trade Show
 Heritage Inn – Great Falls, Montana
 Sunday, January 20 – Tuesday, January 22, 2019

Company _____

Address _____ City _____ State _____ Zip _____

Phone _____ Email _____

Spouse Name, if attending (Please Print Names)

_____ **YES**, I would like a 2019 AMAA Operator Membership @ \$190.00 \$ _____

_____ **YES**, I would like a 2019 AMAA Pilot Membership @ \$ 95.00 \$ _____

_____ **YES**, I would like a 2019 AMAA Associate Membership @ \$ 75.00 \$ _____

_____ **YES**, I would like a 2019 AMAA Retired Membership @ \$ 25.00 \$ _____

_____ **YES**, I will be attending the convention. Registration fee @ \$255.00* \$ _____

TOTAL AMOUNT ENCLOSED \$ _____

Please make checks payable to **AMAA**.

Convention Registrations must be received by
January 10, 2019

Mail checks to:
AMAA
1891 23rd Lane NE
Dutton, MT 59433

***Increased by \$5 to offset increased price of PAASS program.**

Exhibition Space Request Form
ASSOCIATION OF MONTANA AERIAL APPLICATORS

Annual Convention and Trade Show
Heritage Inn – Great Falls, Montana
Sunday, January 20 – Tuesday, January 22, 2019

Company _____

Address _____ City _____ State _____ Zip _____

Phone _____ Email _____

Company Representatives Attending (Please Print Names)

_____ **YES**, please reserve a booth space for our company @ \$250.00 \$ _____

_____ **YES**, please reserve a 15-minute presentation slot for our company

_____ **YES**, our company would also like to be a convention sponsor in the amount of \$ _____. \$ _____

_____ **NO**, we do not wish to exhibit, but would like to be listed as a sponsor of the convention. Our check in the amount of \$ _____ is enclosed \$ _____

_____ **YES**, I would like an allied membership @ \$160.00 \$ _____

TOTAL AMOUNT ENCLOSED \$ _____

Please make checks payable to **AMAA**.

Exhibitor applications and payment must be received by
December 31, 2018

Mail checks to:
AMAA
1891 23rd Lane NE
Dutton, MT 59433

2018 EXHIBITORS AND SPONSORS

AEROTRONICS—Steve Vold 406-259-5006

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

BASF—Chris Berg 406-210-4460

BAYER CROP SCIENCE—Justin Nielson 605-222-2476

CHEM-MAN—John Farris, Lisa Hedge 870-275-2712

CITY SERVICE VALCON—Eddie Anderson 406-250-9225

CROP PRODUCTION SERVICE—Isaac Salcido 406-217-3268

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

DOW AGROSCIENCES—Seth Keas 785-737-6234, Alison Anderson 662-416-8280,
Trent Brusseau 208-318-8877

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

DYNANAV SYSTEMS, INC—Reg Moen/Giovanni Luigi 604-313-0745

HELENA CHEMICAL COMPANY—Brooks Hammel 406-628-8768, Paul Olson 406-262-3737,

MONSANTO—Kerry Yates 406-788-4215

MOUNTAIN AIR INSURANCE—Ken Brion/Pete Brion 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

QUEEN BEE AIR SPECIALTIES—Chip Kemper/Steve Willey 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

US BANK—Brent Leischner 406-232-0810

WILBUR-ELLIS COMPANY—Rob Warehime. Rick Anderson, Craig Cheetham 406-727-4500

THANK YOU!

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