

***2007 FLUID TECHNOLOGY ROUNDUP  
PROGRAM***

**Dec. 10-12, 2007  
Adam's Mark Hotel  
St. Louis, MO**

***Sponsored by the Fluid Fertilizer Foundation***

***Co-Sponsors:***

***Agribusiness Association of Iowa  
Agricultural Retailers Association***

***Fluid Journal***

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***Indiana Plant Food & Ag Chem Assn.***

***International Fertilizer Development Center***

***Missouri Agri-Business Assn.***

***Nebraska Agri-Business Assn.***

***Southwestern Fertilizer Conference***

***The Fertilizer Institute***

***Fluid Fertilizer Foundation***

***2805 Claflin Road, Suite 200***

***Manhattan, KS 66502***

***Phone: 785-776-0273, Fax: 785-776-8347***

***E-mail: [fluidfertilizer@sbcglobal.net](mailto:fluidfertilizer@sbcglobal.net)***

***Website: [fluidfertilizer.com](http://fluidfertilizer.com)***

December 10 **Welcome Reception** – 6:00 – 7:30 pm

December 11

7:00 – 8:00 am **Complimentary Continental Breakfast**

8:00-8:15 **Welcome & Announcements – Dr. Larry Murphy, Fluid Fertilizer Foundation**

8:15-9:15 **MC: Mike Orr, Roundup Program Chairman**

**The State of the Fertilizer Industry - Troy Erny, PotashCorp**

9:15-9:30 Break, Move to First Session of Workshops  
Speakers will chair each workshop session.

9:30-10:30 **Workshop Session 1**

1-A. **The Basics of Fluid Formulation - Jim May, Jim May Equipment**  
2 hours (The second hour follows at 10:45-11:45.)

1-B. **10-34-0 Converter Operations - Mike Orr, Specialty Chemical Consulting; Galen Mears, Mears Fertilizer; John Boyd, Bluewater Technology; Frank Achorn, SeeMe Consulting, Jan Fredrickson, The Reactor.**

1-C. **Successful Fluid Marketing - Lance Murrell, The Andersons**

1-D. **Automation for the Next Decade - Jerry Foster and Steve Swift, Kahler Automation.**

10:30-10:45 Break, Move to Second Workshop Session

10:45-11:45 **Workshop Session 2**

2-A. **Basics of Fluid Formulation - Jim May (2<sup>nd</sup> hour of 2 hour topic)**

2-B **Blending Experience with Technology for the Next Generation - Dave Junge, Junge Control**

2-C. **Getting a Load Over the Road.** IL Dept of Transportation or State Patrol rep

2-D. **Using Micronutrients Successfully in Fluids – Dr. Julian Smith, Brandt Consolidated Inc**

Noon – 1:30 pm **Luncheon: Program MC: Dr. Dale Leikam, Kansas State University**

**Speaker: The Political Situation in DC: What’s Really Happening That Impacts the Fertilizer Industry - Ford West, President, The Fertilizer Institute**

1:30-1:45 Break, Move to Third Workshop Session

- 1:45-2:45      **Workshop Session 3**
- 3-A.            **Advanced Fluid Formulations - Jim May, Jim May Equipment**  
2 hours (The second hour follows at 3:00-4:00.)
- 3-B.            **DOT Rail Car Certification – Mike Orr. 3 hours, 1:45-4:45 pm**
- 3-C.            **Manganese for Glyphosate Resistant Crops - Dr. Don Huber, Purdue University and Vatre Jurin, Brandt Consolidated**
- 3-D.            **Successful Fluid Marketing - Ray McDonald, CanGrow Crop Solutions**
- 2:45-3:00      Break, Move to Workshop Session 4
- 3:00-4:00      **Workshop Session 4**
- 4-A.            **Advanced Fluid Formulations - Jim May (2<sup>nd</sup> hour of 2 hour topic)**
- 4-B.            **DOT Rail Car Certification Continued - Mike Orr (continues to 4:45 pm)**
- 4-C.            **Starters: Placement, Composition, Rates – Dr. Barney Gordon, Kansas State University**
- 4-D..           **Tank Inspection, Corrosion, Maintenance – Ken Overstreet, Englobal Inspection Service**
- 5:30 – 6:30      **Reception and Happy Hour**  
**Dinner on your own.**
- December 12
- 7:00 – 7:45 am **Complimentary Continental Breakfast**
- 8:00 – 8:10      **Announcements – Dr. Larry Murphy, Fluid Fertilizer Foundation**
- 8:10 – 9:00      **General Session: MC: Dr. Dale Leikam, Kansas State University**  
**Federal and State Security Requirements and Resources - Pam Guffain, TFI**
- 9:00-9:15      Break, Move to Fifth Workshop Session
- 9:15-10:15      **Workshop Session 5**
- 5-A.            **How Do You keep Rail Cars Moving? - Bob Felgenhour, PotashCorp**
- 5-B.            **Dealing with UAN Composition Variations - Jim May, Jim May Equipment**
- 5-C.            **Preventing Tank Corrosion - Phil Bureman, Nalco**

- 5-D. **Slow Release and Enhanced Efficiency N Materials: Where Do They Fit? - Dr. Alan Blaylock, Agrium; Dr. Terry Tindall, Simplot.**
- 5-E. **Virtual Facility Tour 2007 - Dave Junge, Junge Control**
- 10:15-10:30 Break, Move to Workshop Session 6
- 10:30-11:30 **Workshop Session 6**
- 6-A **Getting a Load Over the Road. IL Dept of Transportation or State Patrol rep**
- 6-B **Successful Fluid Marketing - Ron Wachter, NuChem**
- 6-C **Automation for the Next Decade - Jerry Foster and Steve Swift, Kahler Automation**
- 6-D **Environmental Regulation Trends - Eric Jenks, Wilbur-Ellis**
- 11:30-11:45 Move to Luncheon
- 11:45-12:45 **Luncheon; MC: Dr. Dale Leikam, Kansas State University  
"Managing Community Risk" - John Hunt, PotashCorp, Northbrook, IL**
- 12:45-1:00 Move to Workshop Session 7
- 1:00-2:00 **Workshop Session 7**
- 7-A **Multiple Tank Car Unloading Systems - Jim May, Jim May Equipment**
- 7-B **Using Micronutrients Successfully in Fluids - Dr. Julian Smith, Brandt Consolidated**
- 7-C **10-34-0 Converter Operations - Mike Orr, Specialty Chemical Consulting; Galen Mears, Mears Fertilizer; John Boyd, Bluewater Technology; Frank Achorn, SeeMe Consulting; Jan Frederickson, The Reactor.**
- 7-D **Tank Inspection, Corrosion, Maintenance - Ken Overstreet, Englobal Inspection Service**
- 7-E **Research Experiences with Enhanced Efficiency N Fertilizers  
Dr. Barney Gordon, Kansas State University**
- 2:00-2:15 Break. Move to Workshop Session 8

- 2:15-3:15      **Workshop Session 8**
- 8-A              **How Do You keep Rail Cars Moving? - Bob Felgenhour, PotashCorp**
- 8-B              **Enhanced Efficiency Fluid N Fertilizers in Soil and Foliar Applications.”  
Stacey L. Wertz and John S. Kruse, Georgia-Pacific Plant Nutrition**
- 8-C              **Manganese for Glyphosate Resistant Crops - Dr. Don Huber, Purdue  
University and Vtren Jurin, Brandt Consolidated**
- 8-D              **Preventing Tank Corrosion---Phil Bureman, Nalco**
- 3:15 pm        Adjourn from last breakout sessions