

**Fluid Technology Roundup Speaker Summaries**  
**Council Bluffs, Iowa**  
**December 6-7, 2016**

**Martin Beauprez, Crop Production Services.** Martin is a Construction Manager for Crop Production Services, Environmental Health and Safety Department. He manages construction related projects for all CPS locations in the United States. These projects can range from small remodels to large Greenfield builds. His responsibilities with CPS are to ensure projects are completed according to environmental rules and regulations, safety compliance, and company policies.

**Del Butler, J.R. Simplot Agribusiness.** Del is the Senior Director, Business Development for the J.R. Simplot Company. He has 44 Years of Industry Experience with 35 years at Simplot's Fertilizer manufacturing facility near Pocatello, Idaho. He has extensive manufacturing experience including nine years as Plant Manager and three years as Senior Director of Mine Development.

**Charles Corey, Irrigation Research Foundation.** The Irrigation Research Foundation (IRF) is a private, non-profit, 3rd party 501(c)3 research and demonstration farm established in 1994 in Yuma, CO. Charles Corey is the Executive Director at the IRF, and has been for 11 years. His time at the IRF provides a great opportunity to work with many individuals and organizations from all aspects of the Ag Industry specializing in water conservation and fertilizer utilization.

**Russell French, DuPont Pioneer.** Russell French is a Strategic Account Manager for DuPont Pioneer selling Pioneer seed and working with large irrigated producers in the High Plains of the Texas and Oklahoma Panhandles, Southwest Kansas as well as the Four Corners area of New Mexico and Colorado for the past 25 years. Through extensive on farm trials and experimentation, he along with his colleagues have helped develop fertilizer management practices that when adopted with high yielding Pioneer corn genetics lead to increased efficiency, higher yields, and increased profitability.

**Dr. Roch E. Gaussoin, University of Nebraska.** Dr. Gaussoin is Professor and Head of the Department of Agronomy and Horticulture and he previously served as an Extension Turfgrass Specialist for 20 years. Modern foliar nutrition is relatively new to field scale crop production. In turfgrass management, however, the use of foliar products is wide-spread and utilized. It has also been shown that, in addition to nutrition, foliar applications, at least in turf systems, may alleviate abiotic and biotic stresses depending on what is in the applied fluid. The reasonable question arises from these findings, speculating if the responses seen in turfgrass facilities are relevant in cropping systems.

**Dr. Jason Haegele, WinField US.** Dr. Haegele is involved with the innovation process at WinField US which includes identification and testing of new PGR, biostimulant, and plant nutrition products. Prior to joining WinField US, Jason was employed with DuPont Pioneer where he was responsible for field evaluation of soybean seed treatment technologies including biologicals.

**Brian Haschemeyer, Brandt Consolidates.** Brian Haschemeyer is the Manager of Chemistry and Laboratories and the Interim Discovery of Innovation Group for Brandt Consolidated. He has extensive experience in liquid formulations of micronutrients, fertilizer and Specialty Ag products. His research interests include tank mix interaction and foliar uptake and utilizations of nutrients and active ingredients.

**Rex Hopkins, Crop Production Services.** Rex is the Director, Fertilizer Procurement, for Crop Production Services. He is a recognized expert on most technical issues dealing with fluid fertilizers; fluid fertilizer facilities, raw materials used in the production of fluid fertilizer blends, fluid fertilizer formulations, fluid compatibilities and other topics relating to fluid fertilizer use. Over the years, he has worked closely with many retail/distribution entities across the country in successfully managing fluid fertilizer operations.

**Vatren Juren, Compass Minerals.** During the last twenty years, he has developed products and created markets in the areas of plant nutrition, adjuvants and soft pesticide chemistries. As senior Product Manager (liquids) at Compass Mineral he is responsible for creating, developing and implementing product plans and strategies for liquid fertilizer on all crops worldwide.

**Dr. Raun Lohry, The Andersons.** Dr. Lohry is the former CFO of Kay Flo and current V.P. and General Operations Manager of the former NutraFlo business now owned by The Andersons. Ron is a noted authority on soil fertility in general and the fluid fertilizer industry in particular. He has a wealth of knowledge on fluid phosphate and micronutrient products and application practices.

**Greg Logue, The Andersons.** Greg is the Vice President of Operations for the Plant Nutrient Group based on Maumee, Ohio. Included in his areas of accountability are the 50+ operational facilities with ~650 full time employees working across 12 states. This includes business units in Retail Farm Centers, Wholesale and Ag Specialty Fertilizers to include Granulation, Cob Products and the Lawn and Turf Facilities. Prior to joining The Anderson's in 2014, Greg spent 15+ years in operational capacities in the international mining industry.

**Jim May, J. May Equipment Group & Ag Pro Supply.** Jim is President of J. May Equipment Group & Ag Pro Supply and has 42 year's experience in the fertilizer industry. He has designed, manufactured and installed liquid mixing equipment throughout the United States and Internationally. He is recognized as an authority in clear liquid and suspension fertilizer formulation and the technical aspects of production. Over the years Jim May has been able to solve customer's mixing problems with technical support, innovative designs and quality equipment. He is always glad to help anyone with problems.

**Dr. Robert Miller, Colorado State University.** Dr. Miller is an affiliate professor in the Department of Crop and Soils Department at Colorado State University. He serves as the Technical Director of the Agricultural Laboratory Program (ALP) which provides proficiency testing (PT) services to 114 laboratories in North America, and serves as the director of proficiency testing programs for compost and livestock bio solids. He provides consulting services for the soil testing lab industry and has conducted field research in potassium fertility across the Midwest the past six years.

**Dr. Larry Murphy, Murphy Agro.** Dr. Murphy is concurrently a consultant who has extensive experience in soil fertility, fertilizer technology & use and crop production in general. Larry was a long time, renowned researcher at Kansas State University before his employment with the Potash & Phosphate Institute and serving as a former President of the Fluid Fertilizer Foundation.

**Michael Orr, Specialty Process Consulting.** Mike is noted global expert on fluid fertilizer production, formulation, compatibility, storage, handling and fluid plant operations/safety. He has many years of experience working with manufacturers, distributors and retailers in North America and globally. In addition he is a qualified instructor for DOT Rail Tank Car Certification.

**Chris Reynolds, PotashCorp.** Chris is Vice President of Fertilizer Sales and has been involved in the global fertilizer industry for over 20 years, since starting his career in Australia in 1996, working with suppliers such as Canpotex, Agrium, DSM, PCS, PhosChem and Ranco to promote their products in the Australian market. Since joining PotashCorp in 2003, Chris has progressed from international fertilizer and industrial sales management to where he oversees all of PotashCorp's fertilizer sales, both domestic and international (apart from Canpotex). Chris is well equipped to provide a unique perspective on the global agricultural economy and on plant nutrient markets.

**Dr. Taha Rezai, Actagro LLC.** Dr. Rezai is the Technology Director at Actagro LLC. He joined Actagro in February 2012. As the Technology Director, Taha is responsible for formulation improvement, new product development and consulting on various chemistry related topics. Taha began his career at Thermo Scientific in 2007 where he worked in various roles at the Scientific Instrument Division in both San Jose and Boston until 2012.

**Dr. Tony Vyn, Purdue University.** Tony is Professor and Cropping Systems Extension Agronomist with his research focusing on improving corn production and nutrient efficiencies via understanding the interactions of tillage, crop rotation, hybrids, and plant density with corn response to nutrient management (e.g. rate, placement and timing). His current investigations include corn hybrid and plant density comparisons at multiple N rates and timings (including intentional "late-split N"), nitrogen rate and nitrification inhibitor impacts on greenhouse gas emissions, and crop response to micronutrient applications. Tony enjoys mentoring graduate students, interacting with farmers and crop professionals, and being Co-Chair of the Indiana Crop Adviser Conference since 2003.

**Mike Zwingman, Central Valley Ag.** Mike's role at Central Valley Ag is to assist the Field Sales Agronomist group and growers to determine which products and practices are best for their operations through on farm research. He spends a large amount of his time today working with basic manufacturers and internally working on the development of new innovative products and solutions to improve the grower's bottom line.