

**asta**  
first-the seed<sup>®</sup>



2006 ANNUAL REPORT

# Message to the Members

Dear ASTA Members and Friends:

By any measure, 2005-06 was an important year for the American Seed Trade Association. We are pleased that through out a year marked by significant changes, the ASTA Board of Directors was able to maintain its focus to implement the strategic plan, ensure the Association's financial security and recruit staff for new key positions.

At the year's midpoint, we were called upon to find a replacement for outgoing President and CEO Dick Crowder, who was asked to serve as the U.S. Trade Representative's Chief Agricultural Negotiator. During Dick's tenure, he set the Association on a course for the 21st Century guiding us through the strategic planning process. Once on our way, we were fortunate, with the active participation of a search committee and ASTA's leadership, Andy LaVigne was recruited as our new President and CEO. Andy brings to ASTA an extensive and accomplished history in the legislative, regulatory and trade allowing us to build on our past successes. ASTA and its members are poised to address critical issues in the coming years and Andy's established record and experience will help ensure continued success in meeting new challenges and identifying new opportunities for ASTA members.

Sadly, both the seed industry and ASTA suffered a tremendous loss in December of 2006. Gary Arthur, next in line for the Chairmanship, lost a courageous battle with cancer and his family and ASTA experienced his loss far soon. His leadership and vision were apparent in many aspects. Without question, his longtime service on ASTA committees, divisions, Board, Executive Committee and in the international area will long be remembered as selfless and progressive. His final contribution to the Association was in leading a committee to examine and restructure ASTA's dues and membership structure. It was not an easy task or without spirit debate. His efforts led to new ideas, thinking, and a path forward destined to provide predictability and promote fiscal discipline.

Fortunately, Harry Collins of Delta and Pine Land agreed to step forward to assume the 2006-07 Chairmanship. Harry along with the entire Board of Directors and Executive Committee are to be commended for their leadership and ability to maintain a steady hand and course.

Throughout the past year, it was ASTA's volunteers and focused leaders who devoted time, expertise and perspective in many areas and causes. Leaders are essential to the success of any organization and this was particularly true for your Association. Opportunities are abundant for member participation and your company's ability and willingness to give back enabled ASTA to effectively and forcefully representative a diverse industry.

This report summarizes a number of activities, issues and member initiatives that affected the seed industry in 2005-06 here at home and around the world. Our hope is that each member continues to find value in ASTA and believes that the seed industry is made stronger, more viable and more relevant because of ASTA's advocacy and commitment. Thank you for your support and confidence.

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*Jim P. Tobin*

**Jim Tobin**  
Chairman



*Gary D. Arthur*

**Gary Arthur**  
First Vice Chairman



*Mike Peterson*

**Mike Peterson**  
Second Vice Chairman

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# President's Message

Dear ASTA Members and Friends:

It is truly amazing what a difference a year makes! And I must say, that I am truly blessed and greatly appreciate the opportunity given to me to part of that amazing year with the American Seed Trade Association. There are very few industry organizations in this country, let alone the world, with such a strong history of providing leadership and collaboration for its industry. That leadership has prepared the association for the challenges and opportunities that lie before us and I am very appreciative for the opportunity to be a part of that progress.

We have seen an exciting year. With the passage of the ASTA Strategic Plan, under the leadership and guidance of the Board and previous President and CEO Dick Crowder, the association has a strong foundation on which we can prepare to meet those challenges and opportunities head on. The Board has established a strong financial footing for the association and we have begun recruiting for key positions in state government affairs and international/scientific affairs. Those are both key positions in order to address the issues of enhancing our involvement at the state level and in improving our efforts on national and international scientific policies that regulate our industry.

In addition, we will be filling a position that has been vacant for many years that will work to address the public relations issues that are confronting the seed industry today. It is absolutely vital that ASTA serve the role as spokesman for the American seed industry. We represent all facets of the industry and it is too important for us to out in front of issues and working proactively to get the good message about our industry to all levels of media. We will be asking many of you to participate in this effort, which will greatly benefit all sectors of the seed industry in the future.

Success in bringing on strong staff members in these positions will enable those members of the ASTA staff who have been anchors for the association on behalf of the seed industry to truly focus even more on the issues for which they have a great deal of expertise. You can be assured that we will continually strive to raise the bar on the delivery of the value of your membership in ASTA.

Personally, I want to extend to the Board of Directors my deepest appreciation for extending me the opportunity to lead this great association. Jim Tobin has been an excellent Chairman through a difficult time and has proven to be an invaluable resource as I have sought to settle in. The Board has also been extremely welcoming and accommodating as I have faced the learning curve of the seed industry. A strong, active Board is key to the success of any organization and ASTA has a true leadership Board – one the membership can be proud of!

While I am looking forward to working closely with Harry Collins who has been selected as the new Chairman of ASTA, it is with great sadness that he moves into this position because of the passing of Gary Arthur. I met Gary during the interview process last December and was immediately impressed by his commitment and dedication to the entire seed industry. Later, he and Kathy invited me to their Florida retreat to learn more about the seed industry even before I had started in Washington. You all know what a dedicated husband and father he was and how deep his dedication was to this industry. I feel very fortunate that I was able to see that and to get to know Gary.

Under Harry Collins' leadership, I look to see your association step up to many challenges and opportunities this year. Between Harry, the Board of Directors and the membership, I believe the association is primed to rise and face the issues before us.

We want you to know that ASTA is the American seed industry's trade association. We will strive to ensure that your voice is at the table when policy and regulation impacting the industry are discussed and debated. Your constant feedback is important to us so that we can make sure we are addressing the issues most important to your business. Do not hesitate to pick up that phone and call us!

I hope this report provides you a summary of the activities of the association over the 2005 – 06 season. Your support of and involvement in ASTA is greatly appreciated.



*A. W. LaVigne*

Andy LaVigne  
President/CEO

# Overview

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## Mission Statement

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The mission of the American Seed Trade Association is to be an effective voice of action in all matters concerning the development, marketing and movement of safe and beneficial seed, associated products and services throughout the world. ASTA promotes the development of better seed to produce better crops for a better quality of life.

## Who We Are

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Founded in 1883, the American Seed Trade Association (ASTA), located in Alexandria, Virginia, is one of the oldest trade organizations in the United States. Its membership consists of more than 800 companies involved in seed production and distribution, plant breeding and related industries around the globe. As an authority on plant germplasm, ASTA advocates for science and policy issues important to the industry.

## What We Do

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ASTA, as directed by its members, is involved in nearly all issues relating to plant germplasm, focusing on three areas of industry importance:

- Regulatory and legislative matters at state, national and international levels;
- New technologies that impacted all crop species; and
- Communication to and education of ASTA members and appropriate public audiences regarding science and policy issues affecting the seed industry.

Activities include enhancing the visibility of seed issues in the public arena; advocating industry-wide positions on policy issues; informing members about environmental and conservation issues and new developments in plant breeding, such as the use of modern biotechnology; conducting meetings to inform members about seed issues and to encourage fellowship among seed professionals; promoting global sales of U.S. seeds; funding select seed research programs; and maintaining positive working relationships with related professional organizations.

## Strategic Plan

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In the fall of 2005, ASTA's board of directors adopted a strategic plan that clearly identified the organization's priorities. The ten strategic issues, not listed with any order of importance are:

- Domestic Policies – provide effective leadership on domestic policy and funding issues important to the seed industry in general and to ASTA members in particular.
- Global Agriculture Policy – the need to provide effective leadership globally, in addition to domestic, agricultural trade and other policies affecting the seed industry.
- Intellectual Property – advocate and defend the intellectual property of the U.S. seed industry domestically and internationally, including education to dealers, growers, legislators, government officials and customers.
- State and Local Issues – need for more effective management of the increasing number of state and local government actions affecting the seed industry.
- ASTA Publics – deal more effectively with media, government, industry, customers and the public at large with increasing emphasis on supporting seed industry views deeper in the value chain.
- Seed Association of the Americas (SAA) – establish and support the SAA to improve the effectiveness and value of the seed trade among and within countries in the Americas.
- Membership – achieve growth in numbers, increasing member involvement and managing the diversity of members (size, geography, crop, etc.) in ASTA.
- Responsiveness – increase the responsiveness of ASTA in identifying and resolving issues affecting members.
- ASTA Staff – keep staff current in number and skill sets to accomplish ASTA goals in a changing commercial and policy environment.
- Financial Health – continue to strengthen the financial health of the Association to achieve and maintain targeted financial reserves.

# Domestic Policies

ASTA supported the **Energy Policy Act of 2005**, a Congressional mandate to boost alternative fuel programs utilizing tax credits to encourage research and production of ethanol and biodiesel. Under the plan, ethanol use will double to 7.5 billion gallons by 2012. This was a win-win for corn and soybean producers and members of the seed industry. The Act also extends the biodiesel tax credit through 2008 and expands the small producer tax credit, providing incentives for producers who want to start a biodiesel facility or ethanol plant.

**Highway Reauthorization Bill.** After 11 extensions and contentious debate, Congress passed a \$286.4 billion highway and mass transit bill in mid-summer 2005 which finally reauthorized the 1998-2003 Act which had expired. ASTA worked closely with the American Nursery and Landscape Association and the American Farm Bureau Federation to strike a section on invasive species and seed selection for highway projects. Through this coalition and working with House/Senate conferees, ASTA succeeded in removing a requirement that Congress not legislate seed selection. Members of the Environmental and Conservation Seed Committee were instrumental to this success.

**Ad Hoc Farm Bill Committee.** Appointed by the ASTA chairman to identify and manage issues related to the 2007 Farm Bill.

**Fee Increase Proposal for Plant Variety Protection Certificate Applications.** The Plant Variety Protection Office (PVPO) added supplemental fees for a variety of administrative services not previously charged by the program. These include: replenishment of seed low in germination or seed number; submission of new application data after notice of allowance, but prior to certificate issuance; recording any revision, withdrawal, or revocation of an assignment; and protest to issuance of certificate.

**Conservation and Environment.** ASTA held its fourth USDA Environmental and Conservation Workshop during the first quarter of 2006. The speakers focused on the “big picture” of conservation and stewardship. While in Washington, ASTA members also met with members of Congress and Senate and House Agriculture committee staff.

## State and Local Issues

**Federal Preemption.** Michigan became the fifteenth state to sign into law a bill that would preempt local governments from adopting ordinances that regulate or ban the planting of seeds, including those improved through biotechnology.

# Global Agricultural Policy

The seed industry is increasingly a global business. In 2005, worldwide seed sales exceeded \$30 billion, of which the United States contributed \$7 billion.<sup>1</sup> As the United States is the leader in worldwide agricultural and horticultural seed exports, ASTA's involvement in international fora and trade issues is a natural strategic priority. Highlights of the past year include the following:

## Central American – Dominican Republic Free Trade Agreement (CAFTA-DR)

ASTA supported the United States' ratification of this trade agreement that includes five Central American countries and the Dominican Republic. It is designed to build new markets and improve the competitive position of U.S. agriculture in the global marketplace. The impact of the agreement is expected to solidify markets for U.S. soybean, corn and livestock producers.

## WTO Decision on Biotech Trade Violations

In February 2006, the World Trade Organization (WTO) ruled against six European Union (EU) member states found to be in violation of international trade rules. The WTO panel concluded that the EU had an effective ban on the approval of biotech products between June 1999 and August 2003. Argentina, Canada and the United States filed the complaint with the WTO, the arbitrator for international trade rules. The preliminary ruling found that Austria, France, Germany, Greece, Italy and Luxembourg had not acted in accordance with their trade agreements.

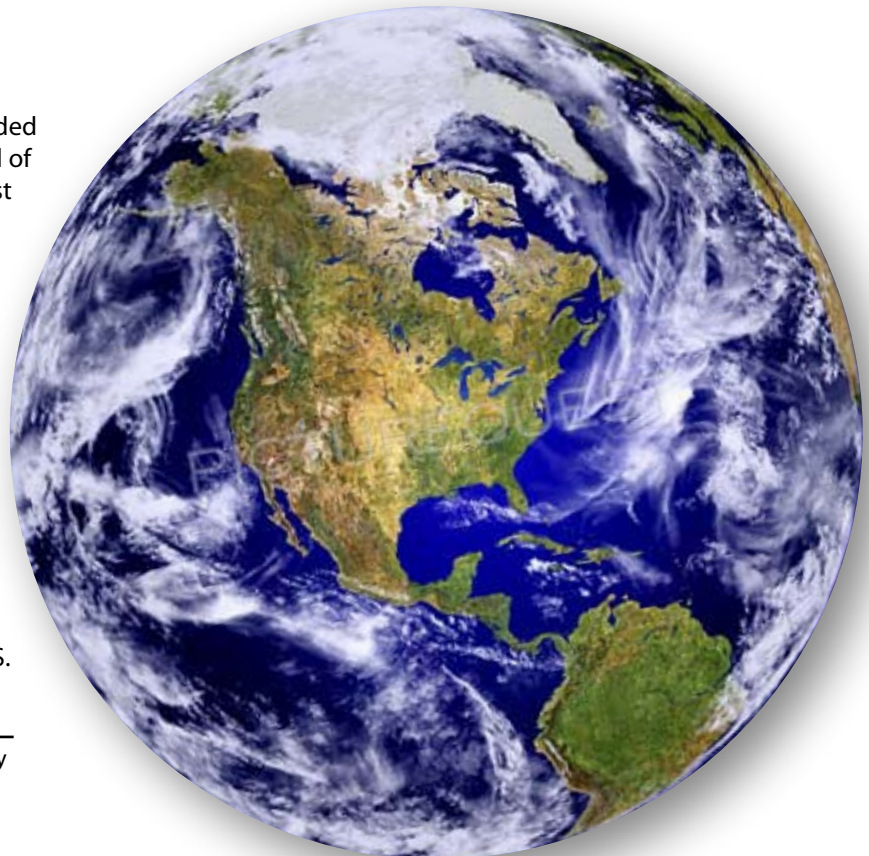
This ruling is critical to ASTA's members, programs and strategic plan. For members, the ruling may expand markets not only in the EU, but in other countries that have yet to establish a regulatory structure. The finding strengthens the ability of ASTA to implement programs to identify and strengthen markets in conjunction with commodity groups and the U.S. government.

<sup>1</sup> "Seeds: A Global Strategic Business Report," January 2006, Global Industry Analysts, Inc.

## Seed Association of the Americas

The Seed Association of the Americas (SAA) was incorporated July 29, 2005, with Argentina, Canada, Chile, Mexico, Uruguay, and the United States comprising its charter members. The mission of the SSA is to advance understanding in all matters concerning the development, marketing and free movement of seed and associated seed products in the North, South and Central America, and is another element of ASTA's strategic plan. The SSA will also conduct conventions, research conferences, meetings and/or seminars to educate and encourage fellowship among members and their constituencies; and operate with other country, regional and international organizations both public and private that work on behalf of the seed industry.

The SAA has established its first priorities to include intellectual property preservation, issues surrounding biotechnology and phytosanitary matters.







## Vietnam

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In July 2005, ASTA led a USDA-sponsored assessment mission to Southeast Asia to examine the regulatory, political, legal and economic environment for seed trade between the United States and Vietnam. Though there is significant potential market value, the country's weak support for intellectual property protection is a significant barrier for the seed industry to introduce elite germplasm to the country. ASTA members met with local companies and government representatives to discuss the Plant Variety Protection Act and other intellectual property issues to help foster an understanding of U.S. expectations for doing business.

## Phytosanitary Harmonization Workshop Series in Asia Pacific

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ASTA continued efforts to establish regional harmonization of seed phyto regulatory systems and methodologies in the Asia Pacific region. As an example, ASTA sponsored eight workshops with the National Plant Protection Offices throughout a subset of the Asian-Pacific seed industry: India, Indonesia, Philippines, Thailand and Vietnam. This program was funded through USDA's Emerging Markets Program (EMP).

# Governance

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**Intellectual Property.** The Board of Directors approved a plan to move forward with an ad hoc committee on intellectual property education to reinforce the value of intellectual property rights protection for growers, customers, legislators, seed companies and their dealers.

## Staff Changes

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In February 2006, Andy LaVigne joined ASTA as President and CEO, replacing Dick Crowder who departed to serve as Chief Agriculture Negotiator in the Office of the U.S. Trade Representative. LaVigne previously served as Executive Vice President and Chief Executive Officer of Florida Citrus Mutual, and Executive Director of the Florida Fertilizer and

Agricultural Association. He has also worked on Capitol Hill and at USDA.

In April 2006, Dr. Bernice Slutsky joined ASTA as Vice President for Science and International Affairs. Before joining ASTA, Dr. Slutsky served in the U.S. Department of Agriculture as senior advisor to the Secretary of Agriculture for biotechnology in the Foreign Agricultural Service and in the U.S. Environmental Protection Agency.

# Education and Training

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## Education and Training

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ASTA's **Management Skills Committee** continues to support programs that allow seed industry professionals the opportunity to refresh their skills through a variety of programs. At the same time, the industry recognizes that the strength of any organization can only be sustained by fostering opportunities for the next generation of managers. ASTA has established the following programs to support continued professional development:

**Scholarships.** This year ASTA resumed its scholarship program to support students in relevant areas of agriculture. ASTA provided matching funds to provide scholarships from the following groups:

- Seed Trade Association of Arizona
- Kansas Seed Improvement Association
- Illinois Seed Trade Association
- Mississippi Seedsmen's Association
- Oregon Seed Trade Association
- Wisconsin Agri-Service Association

At the December 2005 Corn, Sorghum and Soybean Conference, ASTA members were able to earn **Certified Crop Advisor (CCA) Credits** for the first time. The CCA program is the largest agricultural certification program in agriculture with more than 14,000 individuals certified throughout the United States and Canada. The CCA credits were granted by the International CCA Board, a division of the American Society of Agronomy.

ASTA continued its longstanding relationship with the Purdue Center for Food and Agricultural Business to offer the **ASTA Management Academy**. The Academy focuses on the practical application of general management concepts that are critical to the long-term success of seed firms. The core management courses form the foundation of the Academy and are designed to broaden the general management abilities and perspective of participants.

In 2005 the program was expanded to include an advanced management development seminar. The **ASTA Alumni Institute** is an advanced program intended for managers who have completed the ASTA Management Academy to help participants take their management skills to the next level.

**Future Seed Executives, or FuSE,** was launched in 2005 as a subcommittee of the Management Skills Committee. It is focused on education and training activities that not only accelerate the development of professionals who are new to the industry, but to also attract new talent to the industry. FuSE holds quarterly Round Table Discussion Group conference calls that are moderated by senior leaders and focus on specific industry topics. FuSE offers educational units with a sponsoring member company and university.



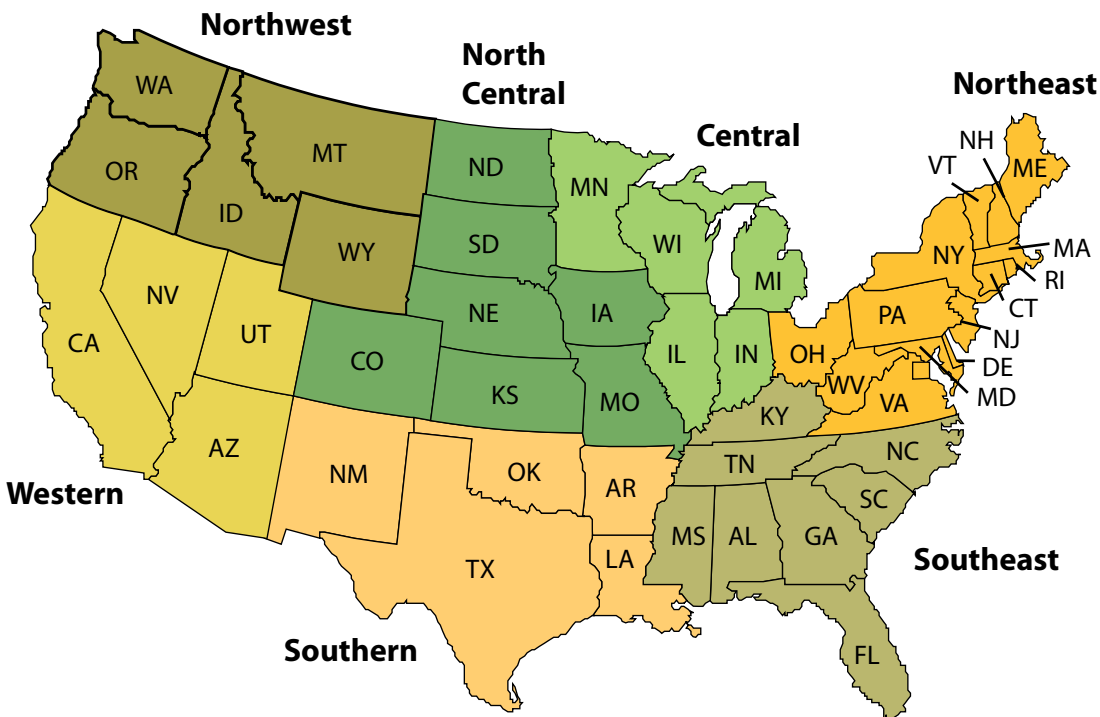
# Membership

ASTA amended the association's bylaws to extend membership rights in the commodity divisions to non-Active members pursuant to approval by the Board of Directors. Other organizational changes included promoting the Phytosanitary Subcommittee to a full standing committee due to escalating international and domestic plant pests issues. This status will ensure timely discussion, response and positioning on trade issues affecting ASTA members.

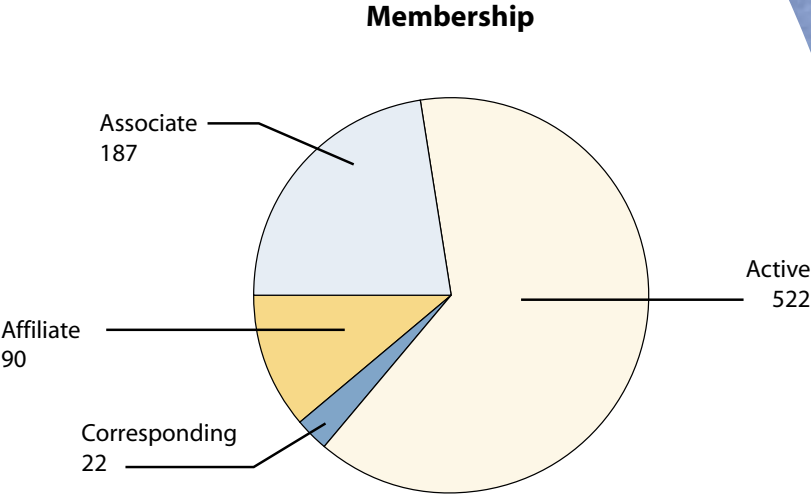
ASTA also passed a resolution to form a Specialty Crops Regulatory Initiative under the auspices of the Biotechnology Committee. The goal is to create an entity to help U.S. consumers, farmers and the environment benefit from biotech-derived specialty crops and specialty traits in major crops.

## Companies by Region

|                             |     |
|-----------------------------|-----|
| Canada, Mexico, and Foreign | 54  |
| Central                     | 221 |
| North Central               | 162 |
| Northeast                   | 75  |
| Northwest                   | 84  |
| Southern                    | 54  |
| Southeast                   | 51  |
| Western                     | 116 |



ASTA has four membership categories: Active (including Brokers), Associate, Affiliate and Corresponding. By category, the number of members at the end of 2005-2006 is:



**Seed Types**

|                  |     |
|------------------|-----|
| Seed Corn        | 228 |
| Farm Seed        | 204 |
| Soybean Seed     | 194 |
| Vegetable Seed   | 173 |
| Alfalfa Seed     | 170 |
| Field Grass Seed | 143 |
| Lawn Seed        | 143 |
| Clover Seed      | 113 |
| Sorghum Seed     | 97  |
| Flower Seed      | 88  |
| Sunflower Seed   | 46  |
| Cotton Seed      | 15  |
| Peanut Seed      | 7   |
| Tree Seed        | 7   |
| Native Grasses   | 6   |
| Wildflower Seed  | 6   |
| Rice Seed        | 2   |

The broad base of the ASTA membership is also evident by the number of members in each seed type.

## Financial Health

The ASTA audit was conducted in accordance with U.S. generally accepted auditing standards by Strack Stanfield, LLC. The 2006 audit confirmed the financial health of the association. ASTA began its fiscal year with unrestricted net assets of \$3,072,495 and ended with \$3,569,230, an increase of almost \$500,000.

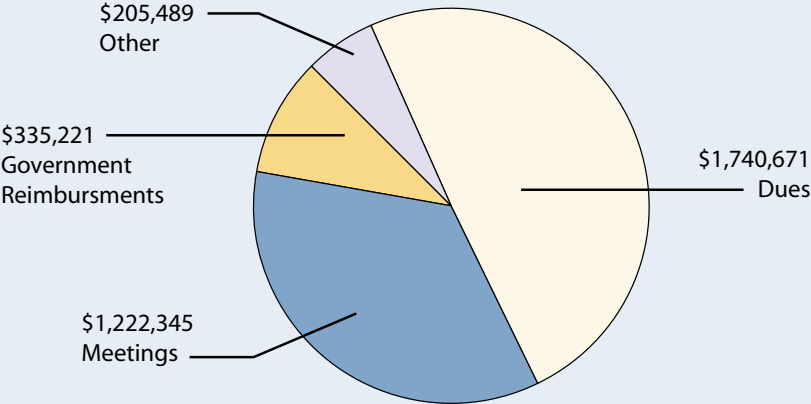
2006

| Revenues                      |                  |
|-------------------------------|------------------|
| Dues                          | 1,740,671        |
| Convention Income             | *                |
| Meetings                      | 929,113          |
| Exhibits                      | 293,232          |
| Assessment                    | 69,157           |
| Government reimbursements     | 335,221          |
| Miscellaneous                 | 30,683           |
| Administrative service fees   | 25,000           |
| Investment income             | 80,649           |
| <b>TOTAL REVENUES</b>         | <b>3,503,726</b> |
| Expenses                      |                  |
| Programs                      |                  |
| Corn and Sorghum              | 82,211           |
| Soybean                       | 6,428            |
| Farm Seed                     | 2,248            |
| Lawn Seed                     | 2,186            |
| Vegetable and Flower Seed     | 51,774           |
| Initiative support            | --               |
| Export market development     | 121,085          |
| Management skills             | 190,158          |
| Foreign Agricultural Services | 335,271          |
| Convention                    | 2,548            |
| FuSE                          | 2,858            |
| Other programs                | 72,706           |
| General and administrative    | 2,137,518        |
| <b>TOTAL EXPENSES</b>         | <b>3,006,991</b> |
| <b>CHANGE IN NET ASSETS</b>   | <b>\$496,735</b> |

\*The 2006 convention was held during fiscal year 2006-07 and will be reflected in the 2007 audit.

**Dues restructure.** The adoption of ASTA's strategic plan in the fall of 2005 was accompanied by the recognition that successful implementation of the ten strategic priorities would require increased financial resources for the Association. A task force was created to review ASTA's existing dues structure and member classification. The Board of Directors adopted the task force's recommendation for a revised structure in January 2006. Members were asked to review their classification level based upon the prior three years of sales; this was the first restructuring in over five years.

**ASTA Revenue Sources**



**Investment policy.** The main objective is to preserve and protect the invested assets of the American Seed Trade Association.

The second objective is to build reserves through capitol appreciation and interest dividends.

The third objective is to build reserves to cover two years of operating budget with operating budget surpluses and investment gains, in case of economic disruptions.

The fourth objective is to provide a source of funds to cover unbudgeted and extraordinary expenses brought about by unanticipated challenges or opportunities.

# 2006 Annual Convention



“Growing Together” was the theme of ASTA’s 123rd Annual Convention which drew nearly 600 attendees to Chicago July 8-12, 2006. **ASTA Chairman Jim Tobin and John Cowan, president of the Canadian Seed Trade Association (CSTA)**, presided over the Joint ASTA/CSTA Annual Convention at the Hyatt Regency Chicago.

Highlights of the program included a live-via-internet keynote address from **The Honorable John Bruton**, European Union Ambassador to the United States and former Prime Minister of Ireland, who discussed the direction the new EU 25 is going with respect to food origin and production practices. Bruton also addressed the progress of the Development Round of World Trade Organization negotiations, noting the differences in opinion around the globe, and concluded by touching on how the new focus on biofuels and biodiesel will affect the seed industry.

ASTA members elected its 2006-2007 officers and regional vice presidents:

**Harry Collins**, Delta and Pine Land Company, *2006-2007 Chairman of the Board*

**Mike Peterson**, Peterson Genetics, Inc., *First Vice Chairman of the Board*

**Kelly Keithly**, Keithly-Williams Seeds, *Second Vice Chairman of the Board*

**Marion Hawkins**, Gold Leaf Seed Co., *Regional Vice President, Southeast Region*

**Wayne Vassar**, Sharp Bros. Seed Co., *Regional Vice President, North Central Region*

**John Schoenecker**, Harris Moran Seed Company, *Regional Vice President, Western Region*

**Frank Avila of Seminis, Inc., Ed Aguilar, Seminis, Inc.** *Vice Presidents to Mexico*

## Awards and Recognition

During the convention three individuals were presented with ASTA Distinguished Service Awards. The award is one of the highest honors the association bestows. **Gary Kushner** was honored for his guidance to ASTA over the course of his twenty years of service as ASTA Legal Counsel. **Mike Gumina** was recognized for his contributions as the ASTA Board representative on matters related to the International Seed Federation. **Dale Cochran** was honored for his years of service in numerous leadership roles with ASTA. All three award recipients were recognized with tributes in the Opening General Session program, thanking each for their strong commitment to the U.S. seed industry.



Dr. Craig Venter, a pioneering scientist who first sequenced the human genome, addressed the second of three general sessions at the convention. Time Magazine’s editors have named him one of the World’s 100 Most Influential People



Chairman Jim Tobin passes the gavel to incoming Chairman Harry Collins, Delta and Pine Land Co.



## Distinguished Service Awards



ASTA Chairman Jim Tobin and Gary Kushner of Hogan & Hartson, LLP



ASTA Chairman Jim Tobin and Mike Gumina of Pioneer Hi-Bred International



ASTA Chairman Jim Tobin and Dale Cochran of Illinois Foundation Seeds

## Lifetime Honorary Membership Award



ASTA Chairman Jim Tobin and Dick Crowder, former ASTA President and CEO

Former ASTA President and CEO Dick Crowder attended the convention at the request of ASTA Chairman Jim Tobin to receive the ASTA Lifetime Honorary Life Membership Award, the highest honor given by ASTA. Crowder was honored for his leadership, vision, and fiscal oversight of the Association during his service as ASTA CEO and President from 2002-2005.

A surprise award was given to honor Wayne Gale and Stokes Seeds in recognition of the company's 125<sup>th</sup> anniversary. Gale, who has served in various leadership roles for both ASTA and CSTA, was on hand to receive the award on behalf of Stokes which has operations in both Canada and the United States.



ASTA Chairman Jim Tobin, Wayne Gale, and John Cowan



# ASTA Board of Directors

## ASTA Board of Directors

\*Jim Tobin  
Chairman  
Monsanto Company

\*Gary Arthur  
First Vice Chairman  
Beck's Superior Hybrids

\*Mike Peterson  
Second Vice Chairman  
Peterson Genetics, Inc.

## Past Presidents

Art Armbrust  
Sharp Brothers Seed  
Company

Sonny Beck  
Beck's Superior Hybrids

Wayne L. Beck  
Pioneer Hi-Bred Int'l., Inc.

\*Paul Bennett  
Sakata Seed Americas

Nathan Boardman  
Crosbyton Seed Co.

Steve Byrum  
Charlotte, NC

James W. Chaney  
Hollister, CA

Fred Clark  
World Seeds, Inc.

Owen Gilbreath  
Lubbock, TX

George L. Jones  
Minneapolis, MN

Drew Kinder  
seedsuperstore.com

Noble Koepf  
Triumph Seed Co., Inc.

Bill Latham  
Latham Seed Company

Harvey W. Mauth  
Idaho Falls, ID

Don McGillivray  
Bloomington, IL

Owen J. Newlin  
Pioneer Hi-Bred Int'l., Inc.

Jerry Peterson  
Peterson Seed Company, Inc.

Robert A. Russell  
Manhasset, NY

William Schapaugh  
Trenton, MO

John Studebaker  
BioWorks, Inc.

James L. Sutherland, Jr.  
Laurinburg, NC

Robert L. Thedinger  
St. Joseph, MO

\*Don Wertman  
Seedway, Inc.

Bill Whiteacre  
J.R. Simplot Company

John Zajac  
Mountain View Seeds, Ltd.

## Regional Vice Presidents

Western  
Tom Tolman  
Condor Seed Production

North Central  
Tom Lutgen  
Star Seed, Inc.

Southeastern  
Harry Collins  
Delta & Pine Land Co.

Central  
Tim Johnson  
Seed Genetics, Inc.

Northwestern  
Kevin G. Turner  
The Scotts Company

Northeastern  
Wayne Gale  
Stokes Seed

Southern  
Jerry Monk  
Warner Seeds, Inc.

VP to Canada  
Bryan Gerard  
JGL, Inc.

VP to Mexico  
Marc Cool  
Barenbrug USA, Inc.

VP from Canada  
Raymond Walker  
Moore Seed Processors

VP from Mexico  
Arcadio Lozano  
Sakata Mexico

## Directors-at-Large

\*Dean Oestreich  
Pioneer Hi-Bred Int'l., Inc.

\*Pete Siggelko  
Dow AgroSciences

\*John Sorenson  
Syngenta Seeds, Inc.

## ASTA Division and Committee Chairs

Associates Division

\*Patrick Clem  
ALMACO

Biotechnology Committee

\*Roger Krueger  
Monsanto Co.

Brokers-Agents Division

\*David Hemminger  
D.M. Hemminger Corp.

Corn & Sorghum Division

\*Jim Shearl  
Golden Harvest Seeds, Inc.

Environmental &  
Conservation Seed  
Committee

\*Don Hijar  
Pawnee Butte Seeds

Farm Seed Division

\*Bruce Ceransky  
Legacy Seeds

Intellectual Property Rights  
Committee

\*Harry Collins  
Delta and Pine Land Co.

International Committee

\*Kater Hake  
Delta and Pine Land Co.

Lawn Seed Division

\*Fred Mohr  
Seedway, Inc.

Legislative & Legal Concerns  
Committee

Wayne Gale  
Stokes Seeds

Soybean Division

\*Mike Diener  
Diener Seed

Vegetable & Flower Seed  
Division

Franco Campana  
Seminis, Inc.

Other ASTA Committee  
Chairs

Corn & Sorghum Export  
Committee

Steve Hageman  
Remington Hybrid Seed Co.,  
Inc.

Corn & Sorghum Machinery  
Committee

Jonathan C. Popp  
Popp Engineering

Corn & Sorghum Planning  
Committee

Larry Svajgr  
Indiana Crop Improvement  
Association

Management Skills  
Committee

Don Threet  
Emergent Genetics

Organic Committee

Rick Falconer  
American Takii, Inc.

Phytosanitary  
Subcommittee

Dennis Berkey  
Stoneville

Seed Industry Relations  
Committee

Tom Bockhaus  
Pioneer Hi-Bred  
International

Seed Treatment &  
Environment Committee

Jeff Hensley  
CelPril

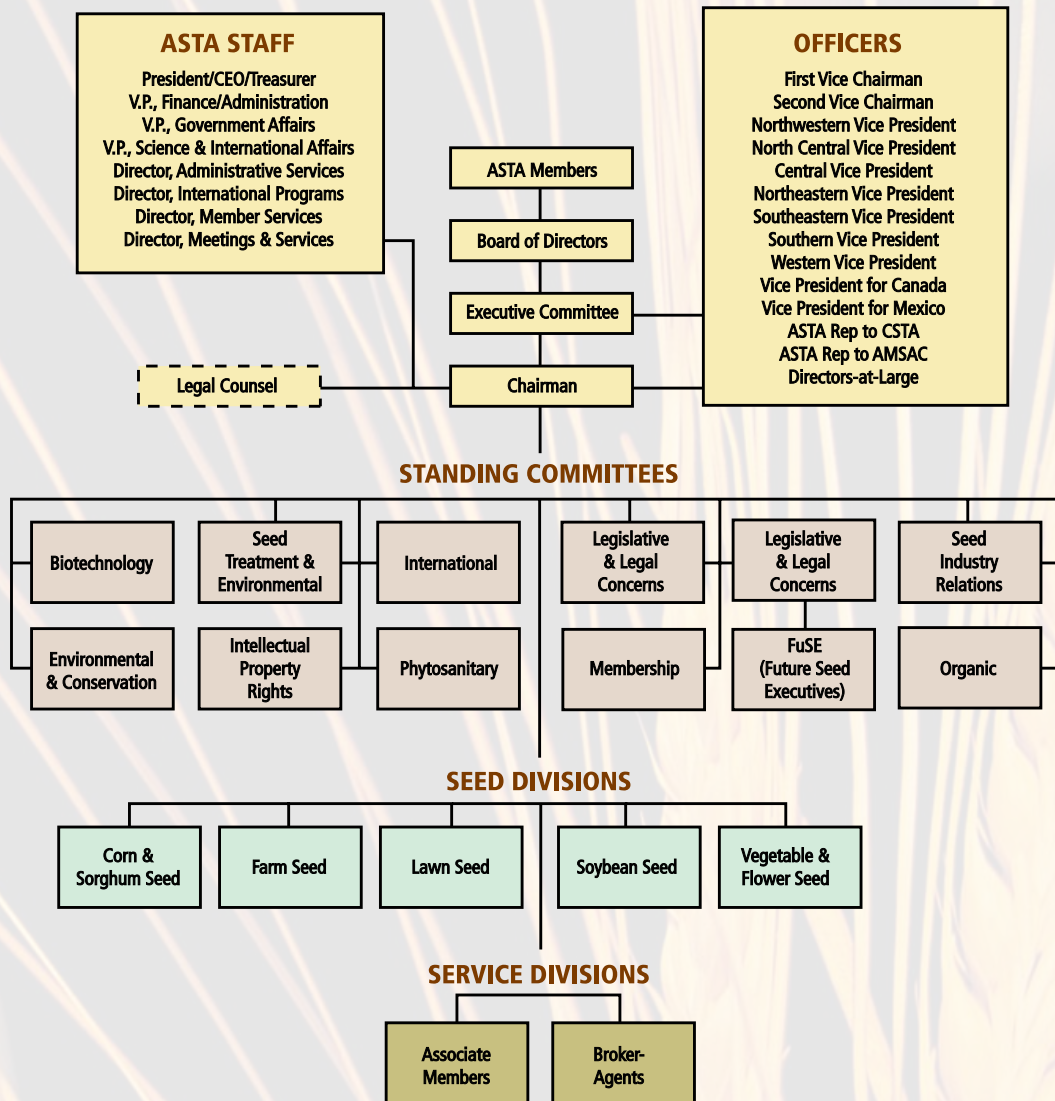
Soybean Division-  
Basic Research & Seed  
Improvement

Al Hoggard  
Garst Seed

Soybean Division –  
Machinery Committee

Wade Jensen  
Remington Hybrid  
Seed Co., Inc.

\*Member of the ASTA Executive Committee



Soybean Division Planning Committee

Dan Childs  
Diener Seeds

Vegetable & Flower Seed Legislative Committee

Wayne Gale  
Stokes Seeds

Vegetable & Flower Seed Organic Committee

Patty Burskirk  
Seeds by Design, Inc.

### ASTA Staff

Richard Crowder – President and CEO

Andrew LaVigne – President and CEO (2/06)

Leslie Cahill – Vice President, Government Affairs

Alexis Ellicott – Director, International Programs

Ann Jorss – Vice President, Finance/Administration

Jason Laney – Associate Director, Meetings and Services

Jennifer Lord – Director, Meetings and Services

Candice McCullough – Staff Assistant

Peter Patterson – Director, Member Services

Bernice Slutsky – Vice President, Science and International Affairs

Barbara Surian – Director, Administrative Services

Gary Kushner – General Counsel



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