

DEGESCH America, Inc. Newsletter

Issue VII

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**If you have an event that you would like to see featured or a topic to suggest,
send the particulars to jsmiley@degeschamerica.com**

Phostoxin® & Magtoxin® Labeling

January 5, 2004 marked a historic day for Degesch America, Inc. On that day, the first product bearing the newly accepted labeling was shipped from our Weyers Cave, VA manufacturing facility. The re-registration process has progressed to the point of US Environmental Protection Agency acceptance of our Applicators Manuals and labeling. All Degesch products will see the new labeling phased in over the next several months. There will be no recall or re-labeling of products already in the marketplace.

READ THE LABEL

Every Degesch America, Inc. product out in the supply chain may still be used legally. Phostoxin® , Magtoxin® , Fumi-Cel® and Fumi-Strip® products previously purchased are allowed to be used in accordance with the labeling supplied at the time of manufacture, so no changes in fumigation methods are required. Product supplied with the new labeling must be used in accordance with all provisions of the re-registered labeling. It is **extremely important** to follow the label instructions supplied with each product.

Effective immediately, the literature posted on our website ([Downloads](#)) will conform to the standards established during the re-registration process. A few of the new points of emphasis are:

- Fumigation Management Plan requirements
- Training for receivers of railcars under fumigation
- Worker/Bystander exposure
- Intransit railcar fumigation
- Burrow fumigation safety

You will also notice that we have added the actual container label files to our Download page. These labels, in conjunction with the Applicators Manual and the MSDS will provide all the documentation necessary to use our products in a safe and effective manner. Our friends in Canada will notice that we have begun the process of adding French translations to our product literature. The Phostoxin Tablet PrePac Applicators Manual is the first French version to be added. Check back often if you desire these translations, as new ones will be added as they come available.

ProFume®

INDIANAPOLIS — The United States Environmental Protection Agency (EPA) accepted a federal Section 3, FIFRA registration for ProFume® gas fumigant, a product developed and manufactured by Dow AgroSciences LLC for postharvest control of insect and rodent pests infesting cereal grains, dried fruit and tree nuts in mills, processing plants, storage facilities and transportation vehicles for these commodities.

"Many millers and processors have been anxiously awaiting this product registration," said Drew Ratterman, marketing specialist, Dow AgroSciences. "They view ProFume as an effective product they can easily incorporate into their current operations."

Postharvest insect pests that infest structures used for storage and processing of grains and dried fruit and tree nuts can cause substantial economic and quality losses. ProFume provides fumigators, millers and processors a reliable solution for stored product pest control in the postharvest fumigation market. Efficacy research, including field trials, shows ProFume provides broad-spectrum control of all life stages without negatively affecting the equipment or the facility. In addition to fitting into current fumigation schedules, ProFume allows millers and processors the ability to ensure a high-quality product.

"ProFume is proven to deliver effective, reliable control of stored product pests," explains Ratterman. "ProFume also comes with more than 40 years of structural fumigant expertise and unmatched customer support from Dow AgroSciences."

Through Precision Fumigation techniques, ProFume enables applicators to enhance effectiveness and alleviate downtime associated with fumigation. This unique decision-making tool allows applicators to evaluate a variety of factors that affect control. ProFume provides flexibility for applicators, making it possible to customize the fumigation process to fit their various schedules and specific situations. Precision Fumigation tools and techniques, including the Fumiguide Program for ProFume gas fumigant, help applicators achieve cost effective control of postharvest insect pests.

ProFume is being offered through a cooperative program based on a high level of product stewardship. Dow AgroSciences account representatives and ProFume fumigators work together to utilize innovative tools and thinking in order to create customized fumigation plans that meet the specific needs of individual fumigation customers. Training programs, both classroom and in the field, will educate users on label application parameters and safety guidelines for ProFume.

[ProFume® Website](#)

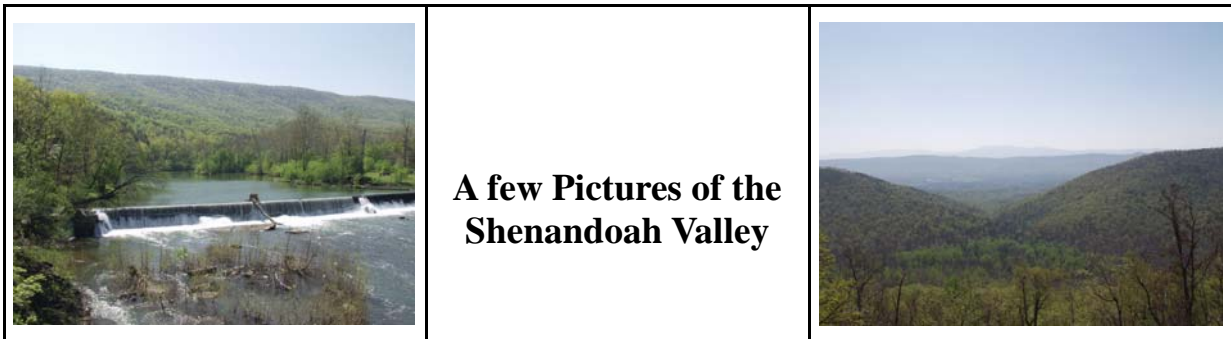
[ProFume® Brochure \(1 Mb\)](#)

Degesch America, Inc. is proud to be associated with Dow Agrosciences and we look forward to the opportunities presented by this new registration. For more information, please contact a Degesch America, Inc. representative.

Conventions and Conferences

Degesch America, Inc. Recertification School

The Degesch America, Inc. Recertification School will be held in Charlottesville, VA on April 29, 2004. Located in the Shenandoah Valley, Charlottesville offers something for everyone. History buffs will have to visit Thomas Jefferson's home; Monticello. Sight seers will head for Skyline Drive or The Blue Ridge Parkway for the best scenery in the eastern United States. Outdoor types can hike sections of the Appalachian Trail or try one of the many golf courses nearby. If all that isn't enough to bring you out, how about the latest in specialized training designed specifically for fumigators. In excess of 100 attendees will hear a wide variety of speakers address the latest fumigation related topics. The new Phostoxin and Magtoxin labeling, Commodity Fumigation, Respiratory Protection and Gas Detection, Ship Fumigation, Integrated pest Management (IPM) Methyl Bromide and Profume[®] Updates and Structural Fumigation are all on this years program. Held annually, the Degesch America, Inc. Recertification School offers credit hours necessary to maintain licenses and certifications that are recognized by more than 25 States. For more information about this informative conference, follow the links below.



April 29, 2004
The Omni Hotel
Charlottesville, VA



[Program](#)



[Registration Form](#)

Association of Operative Millers

International Association of Operative Millers

108th Annual Conference and Trade Show

May 15-19, 2004 in Wichita, Kansas
at Century II Convention Center
The Hyatt Regency Hotel
The Broadview Radisson Hotel

Pre-registration begins January 26, 2004

Join hundreds of milling professionals from across North America and around the world when they convene in Wichita in 2004 for IAOM Annual Conference and Expo to be held at the Wichita Hyatt Regency and Century II Convention Center on May 15-19, 2004.


Grain milling and seed processing professionals consistently find that the IAOM conference experience affords them an opportunity to enhance and advance their careers through comprehensive education programs, to connect with their industry peers at exciting networking events, and to develop relationships with vendors who offer the products and services they need to efficiently do their job.

The IAOM Annual Conference and Tradeshow is the premier educational event for grain milling and seed processing professionals. The annual event gathers milling and allied trade professionals from around the world for three days of education, networking and fellowship. Technical programs presented at the conference assist millers in improving yields, productivity, customer satisfaction and safety. The programs are presented by seasoned professionals in the field who have experienced the issues affecting millers first-hand.

In addition, the annual conference also includes the world's largest tradeshow for milling professionals, typically featuring nearly one hundred companies displaying milling and processing equipment and related services.

Source: [AOM Web site](#)

Grain Elevator and Processing Society (GEAPS)

 <p>EXCHANGE 2004 MINNEAPOLIS, MN FEBRUARY 21-24, 2004</p>	<p>Each year's Exchange assembles some 250 exhibit booths filling the Expo hall with suppliers and customers, presenting them with the opportunity to ask questions, share concerns, demonstrate products and more. Suppliers of grain operations products, equipment and services - firms large and small, established and new - are all on hand at the GEAPS Exchange Expo. "Prime Time" Expo hours on Sunday, Monday and Tuesday of the Exchange schedule guarantee dedicated time to explore and discover.</p> <p>Dates: The Exchange will be held Feb. 21-24, 2004.</p>
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Location: Minneapolis Convention Center, downtown Minneapolis, Minn.

Registration: Registration is now open for Exchange 2004! [Register online here](#), or download a PDF of the registration form ([here](#)), print it out and mail/fax it into the GEAPS office. You can also register in person at the Exchange, but you'll save if you register earlier.

Hotels: The Hilton Minneapolis & Towers will be Exchange '04 headquarters. The hotel is located just a couple of blocks from the Convention Center and connected by heated skyway. Rooms are available for Exchange participants at \$130 per night, single or double, plus 13% tax. Contact the Hilton directly at 612-376-1000 for reservations. **Another hotel option:** The Millennium, also located just blocks away, and connected by skyway. Rooms are available for \$95 per night, single or double, plus 13% tax. Contact the Millennium directly for reservations at 866-866-8086. **Note:** The reservation cut-off date for both hotels is Jan. 30, 2004.

Source: [GEAPS Web site](#)

People in the News

Congratulations

DEGESCH America, Inc. has made quite a few personnel moves in the last eighteen months. Most recently, **Michael Burts** was appointed East Coast Sales Manager. Michael works in the Richmond Division office and will continue to be based there. Congratulations to Michael on his new position.

For those of you wondering who does what at Degesch America, Inc., here's a list of office locations and contact persons

<p>Corporate Officers</p> <p>Dr. Manfred Voigt, President George B. Luzaich, Vice President, - Sales & Marketing C. Elwood Whitmore, Vice President - Finance</p>	
<p>Divisions Office</p> <p>8199 Back Road Maurertown, VA 22644 Telephone: (540) 459-1858 Fax: (540) 459-8932</p> <p>Herbert C. Yeaman, Jr. Director, Division Operations</p>	<p>Manufacturing Facility</p> <p>153 Triangle Drive Post Office Box 116 Weyers Cave, VA 24486 Tel: 540-234-9281 800-330-2525 Fax: 540 234-8225 Email: info@degeschamerica.com</p> <p>Robert Dove, Plant Manager Donald G. Shaheen, Technical Director</p>
<p>Columbia River Division</p> <p>14024 NE Airport Way (97230) P.O. Box 30358 Portland, OR 97294-3358 Telephone: (503) 261-9798 Fax: (503) 261-9752</p> <p>Jim Smiley, Manager - Information Services Michael McLean, Division Manager</p>	<p>Memphis Division</p> <p>8940 Evening Grove Cove Cordova, TN 38018 Telephone: Fax:</p> <p>Hugh Lynn, Division Manager</p>
<p>Gulf Division</p> <p>380 Rosenwald Blvd. P. O. Box 2721 Reserve, LA 70084-2721 Telephone: (985) 536-7720 Fax: (985) 536-8563</p> <p>James Sharpe, Regional Manager - Gulf Coast Gerald H. Bartlett, Division Manager</p>	<p>Houston Division</p> <p>14802 Park Alemeda Dr. (77047) P. O. Box 451036 Houston, TX 77245 Telephone: (713) 433-4777 Fax: (713) 433-0877</p> <p>Thomas Meave, Division Manager Randy Condra, Sales Manager - Gulf Coast</p>
<p>Richmond Division</p> <p>1207 Gordon Ave. Richmond, VA 23224 Telephone: (804) 231-1000 Fax: (804) 231-1047</p> <p>Mark Mathews, Division Manager Michael Burts, Sales Manager - East Coast</p>	<p>Savannah Division</p> <p>5578-B Export Blvd. Garden City, GA 31408 Telephone: (912) 965-1045 Fax: (912) 965-1047</p> <p>James Story, Division Manager</p>