

Zoetis becomes Alpha Gamma Rho sponsor

\$50,000 donation received for leadership development



Alpha Gamma Rho Fraternity is proud to announce Zoetis, formerly a business unit of Pfizer, has joined a growing list of corporate sponsors to AGR in a partnership to bring new personal and professional development opportunities to fraternity members.

"The ability to potentially recruit from within Alpha Gamma Rho is very attractive to our organization," said Julian Garcia, Group Director-US Marketing at Zoetis. "We are excited to establish this partnership with AGR."

Garcia was initiated by Alpha Lambda Chapter at New Mexico State University in 1990 and currently serves the National Fraternity as a National Board Director. He is one of many AGR alumni who currently work for Zoetis.

"I have seen first-hand the caliber of the men who join this fraternity," Garcia said. "There are many future leaders among them, and Zoetis looks forward to preparing them for success in the agricultural industry."

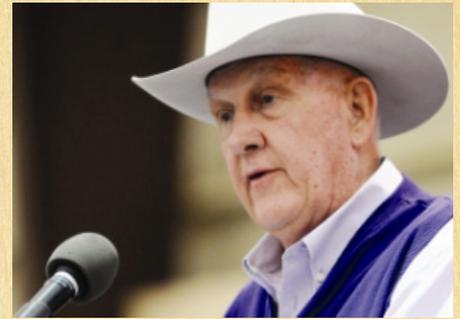
AGR Executive Director Phil Josephson said, "We look forward to a long and mu-

tually beneficial partnership with Zoetis."

Zoetis has committed to become an Elite Sponsor for AGR. This sponsorship level is only available to a single company. As an Elite Sponsor, Zoetis will receive prime recognition in the SICKLE & SHEAF, AGR's quarterly publication mailed to more than 44,000 members, prime corporate recognition on the AGR website and at the National Convention, and an opportunity for the young men and women of AGR and Sigma Alpha to interact with leaders from Zoetis, among many other sponsor benefits.

About Zoetis: Zoetis (zō-EH-tis) is the leading animal health company, dedicated to supporting its customers and their businesses. Building on a 60-year history as the animal health business of Pfizer, Zoetis discovers, develops, manufactures and markets veterinary vaccines and medicines, with a focus on both farm and companion animals. The company generated annual revenue of \$4.2 billion in fiscal 2011. Zoetis has more than 9,500 employees and a local presence in approximately 70 countries, including 29 manufacturing facilities in 11 countries. Its products serve veterinarians, livestock producers and people who raise and care for farm and companion animals in 120 countries. For more information, visit zoetis.com.

Peek into this issue...



Kansas State alumnus, secretary of agriculture encourages farmers

Dale Rodman says the future looks good for farmers and producers

Upcoming events

And more...



Kansas State alumnus, secretary of agriculture encourages farmers

While the ongoing drought continues to be a challenge for Kansas agriculture, Kansas State alumnus Dale Rodman, the state's secretary of agriculture, said the future looks good for farmers and producers due to coming increases in world demand for food. He also acknowledged that Kansas agriculture remains the largest economic driver for the state.

"We know growth in agriculture equals job creation, and statewide economic growth. Agriculture, like other sectors of the economy, has faced serious challenges in recent years, but it continues to grow," Rodman said.

Rodman said farm exports of Kansas agriculture products totalled more than \$3.68 billion, a 35 percent growth, and accounted for nearly 32 percent of all Kansas exports.

Demand for food is expected to increase over the next 30 years. Rodman said that in order to meet the demand, farmers will need to produce as much food in those three decades as has been produced in the last 10,000 years.

Though there's been a lot of technological advances in farming, Rodman said, the only way to meet that kind of demand while using less land and water is with better technology.

The rising demand, especially for meat, creates a tremendous opportunity for Kansas to enter those markets.

"Kansas itself is an underutilized asset that's really needed for the world in the future. The total dynamic ag sector is readying itself to meet this diverse and broader demand," he said.

However, the ongoing drought is the biggest challenge right now. Rodman said all 105 counties in the state are primary federal disaster areas due to the drought, now in its third year, and the impact is apparent on both grain and beef production.

In 2012, the production of corn, sorghum and soybeans were down 16, 26 and 17 percent, respectively, from the previous year. Rodman said strong grain market prices and a robust federal crop insurance program has greatly helped farmers on that end, but livestock producers have felt the pinch of skyrocketing grain prices forcing some to liquidate animal herds.

"We're the third largest beef state, processing and producing. Even before the drought hit, we were approach-



ing a record low in cow-calf numbers," he said.

Rodman said the state has drought teams that meet regularly with water users all over the state, both to keep them alert to water conservation issues and encourage them to think long term. The department also continues to do everything it can to address drought issues with federal officials.

Increasing animal agriculture in Kansas also will help Kansas grow, Rodman said. But the state needs to expand its pork and poultry production and processing, instead of relying solely on the growth of the beef industry.

While large animal agriculture is being run out of states on both coasts, Rodman said Kansas offers a competitive advantage in open space, low nutrient load and supportive communities and state government.

Rodman also advocated more sorghum production, pointing out that it uses half the water of corn, can be used for animal feed and, like corn, can be used to produce ethanol. He said Kansas already is the largest grain sorghum producer in the nation, growing about 2.3 million acres per year. But in the past, Kansas produced sorghum on more than 8 million acres.

"There's tremendous opportunity...to convert acres from corn and other things back to sorghum. But we have to raise the income level for farmers to be able to do it," he said.

Rodman was initiated by Alpha Zeta in 1961.

Information courtesy of The Garden City Telegram

AGR ACTION

FEBRUARY 2013

AGR Barbecue hosted by TN and KY chapters

The Central Tennessee AGR Alumni Chapter, along with six undergraduate AGR chapters in the Tennessee and Kentucky region, are hosting the inaugural AGR National Barbecue Competition April 12 through 14, 2013 in Lebanon, Tenn.

Barbecue teams will compete in a variety of categories, and the winners will receive \$1,800 in cash and trophies. Both undergraduate and alumni barbecue teams are encouraged to enter. An inaugural "AGR Olympics" event will be held Saturday afternoon.

There will also be a large fundraising dinner on Saturday evening that is open to all AGRs and their guests. The menu is yet-to-be-determined but will likely consist of barbecue and/or a low-country Cajun boil. Ticket prices will be \$20 and will include



an after-dinner live concert.

To register or to get more information visit agrbbq.com or alphagammarho.org/events. If you would like to sponsor or volunteer for the event, contact co-chairmen Chad Bradshaw at (615) 708-8307 (chadbradshaw@tds.net) or Robert Elliott at (865) 207-5513 (robertelliott922@gmail.com).

Upcoming events...

Jan. 18-19, 2013:
Recruitment School
Kansas City, Mo.

Jan. 25-26, 2013:
Adviser Forum
Kansas City, Mo.

Feb. 8-9, 2013:
Leadership Seminar
Washington, D.C.

Feb. 14, 2013:
AGR Networking Reception
Louisville, Ky.
(National Farm Machinery Show)

Feb. 15-16, 2013:
Leadership Seminar
Nashville, Tenn.

Feb. 22-23, 2013:
Leadership Seminar
Reno, Nev.

March 1-2, 2013:
Leadership Seminar
Milwaukee, Wisc.

March 22-23, 2013:
Recruitment School
Kansas City, Mo.

April 12-14, 2013:
AGR Barbecue
Lebanon, Tenn.

June 21-22, 2013:
Adviser Forum
Kansas City, Mo.

RECRUITMENT SCHOOL

March 22-23
in Kansas City, Mo.

WONDERING WHAT'S IN IT FOR YOU?

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- Receive personalized recruitment help
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- Develop methods of to attract members representing the breadth, sophistication, scope and relevance of agriculture
- Exchange recruitment ideas with other chapters
- Emphasize year-round pre-freshmen and summer recruitment
- Overcome recruitment challenges at your university
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