I. Welcome:
AEM Senior Vice President and Ag Sector Lead Charlie O’Brien welcomed the group and introduced AEM Director of Agriculture Product Management Anita Sennett as the group liaison. Hardi was thanked for hosting the meeting. Introductions were made around the table.

II. Leadership Group:

A. Vision/Objectives: Anita Sennett provided an overview of the vision for the new AEM Leadership groups: to provide an opportunity for leaders within companies manufacturing a specific product to come together and take a holistic view at all aspects surrounding the manufacture of that product. Through this group, company leaders can share information specific to sprayer manufacturing, identify areas of concern and determine a means by which to address them using AEM as a resource to do so. The group agreed with this concept.

B. Proposed Structure:

1. The group was referred to a basic organization chart (attached) indicating how this group would report up to the Ag Sector Board and collaborate and pull in the resources of existing technical, statistics and other committees. Ad hoc committees may be formed and AEM staff may be called upon for various initiatives as required.
2. Dale Szuminski, President, Hardi North America, was elected Chair of the Sprayer Leadership Group. The group agreed that this position will have a term of two years. They also agreed that the group will hold face-to-face meetings once or twice annually as needed. Conference calls may be scheduled if required; and if there are no pending issues, the group will not meet.

III. Issues:

A. Spray Drift:

1. Anita Sennett noted that a joint effort had been initiated among some AEM sprayer manufacturers to pool resources and collaborate with universities for research on spray drift, wake effect and preliminary standards development. She added that those involved would welcome participation from additional companies and AEM’s engagement. The group agreed that this would be an excellent initiative for this group to lead, inviting all AEM sprayer manufacturers to join as well as engaging other industry groups like CropLife America. AEM could then be the face of the initiative in front of groups like EPA.

   It was noted that AEM will need to establish how we will proceed with this initiative in collaboration with our technical committees who have already been working on these efforts. Once that has been determined, we will reconnect with the group on next steps.

   ACTION ITEM: AEM to establish collaboration structure, determine where the initiative is currently at and Anita to report back to the group with proposed next steps.

2. AEM Director Government Affairs Nick Tindall provided an update on various actions taken and proposed by U.S. and Canadian EPA as well as AEM responses. He noted that AEM is part of a coalition including seed and chemical companies investigating bee health, etc. He indicated that AEM will remain closely engaged with this issue and will keep the group updated on any activities.

B. Proposed AEM Market Information Reports

1. Statistics: AEM Statistics Manager Debbie Carson presented a proposal made by Hardi to investigate expanding the existing sprayer reporting program to include the dimensions of boom length and horsepower. After discussion, it was decided not to move forward with those additions. Debbie Carson proposed breaking down the size classes into smaller categories for more detailed information. The group agreed that this
would be good information to have. Joel Dawson noticed that Deere’s small sprayers were not included in the report. He will investigate whether they are a fit and will get back to Debbie. Debbie will then report back to the group with suggestions on splitting the size classes.

**ACTION ITEM:** Debbie to follow up with Deere and the group on the possibility of breaking down reporting into smaller categories.

2. **Market Intelligence – Export Report:** Charlie O’Brien presented a sample of the type of data that could be compiled by AEM for a sprayer-specific export report. If the group would find value in this type of report, it could be produced quarterly and offered to the group through a subscription.

**Comments/questions-**

- Could the report include units manufactured domestically in foreign countries in addition to the imports?
- It was noted that AEM is currently working on establishing a Latin America stats program for sprayers and that those companies participating would then have access to that data.

**ACTION ITEM:** AEM to refine sample report and resubmit to the group for review/feedback.

**IV. Other Business:**
Charlie O’Brien referred the group to the meeting packet inserts on AEM’s chemical management programs. He briefed the group on how the programs work to record and manage data for regulations like EU REACH and Conflict Minerals. He also noted the Latin American newsletter and AEM Ag Executive Advisor as resources for industry news and AEM updates.

It was noted that Big Data should be included as an agenda item for the next meeting.

**V. Next Meeting:**
The next face-to-face meeting will be held first quarter 2015, preferably in conjunction with an industry event. A conference call may be scheduled prior to then as needed.

There being no further business, the meeting was adjourned.

Respectfully submitted,
Anita Sennett
9/9/14