



A professional society representing the nation's crop production and research consultants

PRESIDENT'S COLUMN



By
Dan Moser
NAICC
2016 President

Communication

Tractors with drills and planters running up and down the fields is a great sight every spring. Crop plans are changing with the fluctuation of market prices. One day it is more soybeans because the market went up \$0.20 and corn went down \$0.05; the next day it is more dry beans, because they are trying to buy some acres with a bump in the contract prices. What crop change is going to be next? Sunflowers, canola, lentils, field peas, spearmint, corn, soybeans and all sorts of dry beans are on everybody's radar.

We as consultants change crop plans as the growers change their minds, so this time of the year, we have to be available 24/7. However, I do take off a few hours in the spring, summer and fall for some sleep. We are all up at the crack of dawn checking emails, and messages on multiple forms of communication.

Technology today is very complex. I still do have some growers that only use one form of communication - they call on the phone and ask questions. These growers are reluctant to change. They have only recently changed from land lines to cellular phones, and most likely not to smart phones yet. Twenty-five years ago, when I began my career, I would be really busy from 8:00 p.m. to 10:30 p.m. and 6:00 a.m. to 8:00 a.m. making crop plan and chemical changes. Back then we had drop off places for the hand-written, paper recommendations at every growers shop or house. I still have one grower that I have to drive around and find their specific pick-up the farmer drives every week and put the crop plan or summer recommendations in that specific vehicle. This is just what works for that grower so I accommodate him.

The next group of farmers are the ones that adopt all forms of communication. They use e-mail, cell phones, Facebook, Twitter, smart phones, and pick-ups and tractors that are internet capable. We as consultants need to be able to use all of them too. I have internet capability on my phone, my pick-up is equipped with on-star only for the internet, and I have internet at my lake cabin, home and in the office. We have to be available and accessible via all types of communication.

The newest type of communication that I have been involved with the last few years is MyJohnDeere.com. This form of

communication uses a cloud-based system that makes it very easy for consultants to upload prescription maps to the cloud so the farmers can then download it to their controllers in the tractor. This means no more memory sticks, missing files, unzipping file problems for the growers. I have driven hundreds of miles in the past to load prescriptions on monitors because the grower could not get the files off the emails. Now, with capability of putting these files into the cloud so growers can access it more easily, it is a lot less time consuming for me. The less hands and computers these files go through really does make it more problem free.

My company, Control of Twin Valley, is developing a program to use the cloud to send the growers their summer monitoring recommendations and field notes. In the near future, I will be able to upload all the grower's recommendations up to the cloud. Every grower will have their own passcode for confidentiality and then will be able to download their reports weekly from the cloud to wherever they are. Information will be mouse-clicks away. For the consultant, this will eliminate the time it takes to make pdf files of the report and create an attachment to send in an email. Once I upload the data to the cloud it is always there for the grower to access from whatever communication medium they choose.

Focus on Precision 2016

By Jason Fussy

Central Crop Consulting; Willmar, MN

The NAICC Focus on Precision (FOP) conference was recently held in Omaha, NE, in mid-February. The conference, sponsored by NAICC and the Nebraska Independent Crop Consultant Association (NICCA) was well attended, coming in as the second most attended FOP conference since the birth of the conference. The conference was deemed a success with

numerous presenters, attendees, and exhibitors providing positive responses to the content and networking opportunities available during the conference. The Hilton provided an exceptional conference atmosphere along with entertainment options for in-depth networking during evening hours.

Highlights of the conference topics included:

- Our keynote speaker, Dr. Raj Khosla from Colorado State University, spoke on utilizing and farming the data we collect on a yearly basis and how to integrate this into precision ag management. This will be useful in yet another "age" of agriculture that provides us with low commodity prices and the challenge of trying to define the red vs. black line of profitability.

Continued from page 1.

Dr. Khosla also provided us with the results on his recent studies on precision/VRT water management in irrigation.

- Mitch Ostgren with Precision Planting, LLC gave us an update on current, new, and upcoming products available through Precision Planting. Some of the key components discussed were VSet Select (multi-hybrid planting equipment), the Furrow Jet starter application that entails in-furrow along with lateral starter placement, and row by row starter monitoring and shutoffs.
- Jason Webster of Becks Hybrids, Inc., talked on the five years of data they have collected on multi-hybrid planting. This presentation displayed the positive applications of multi-hybrid planting can provide to the industry (including offensive vs. defensive ground placement and placing plant/variety characteristics). Future studies include multi-row width and seed treatment placement trials to isolate positive responses of each in selected environments.
- Dr. Jerry Baysinger of JBI Enterprises, LLC enlightened us on past, current, and possible upcoming changes to strip-till and no-till management.
- John Gibson with Crop Quest informed us on the current uses of remote sensing that Crop Quest is using and possibly entertaining for the future.
- Paul Sturgis with Crop IMS gave us his insight and guidelines on best practices for working with producers in the collection and management of data in a “Big Data Management Era”.
- Bryan Dunlop from Airscout displayed numerous options on current and potential uses of thermal imagery in today’s consultant and ag research industries.
- Our panel discussion consisted of consultants from around the country providing information on mobile apps that they deem useful in their businesses.
- The round table discussions on numerous topics provided us with two hours of interaction. This spurred interest among the group and initiated post-meeting networking.

Much was gained with the Focus on Precision Conference this year, and yet there is still untapped potential out there for progress and success in precision ag for today's industry. We look forward to integrating the FOP conference into the 2017 NAICC Annual Meeting in St. Louis, MO. The agenda includes several precision ag overviews which will appeal to consultants and researchers alike. The ever-popular round table discussions are scheduled immediately after the precision ag topics and are relevant to information that will be discussed over the remaining days of the conference.

QA Corner: EPA GLP Updates

By: Torrance Lee, RQAP

Quality Assurance Specialist

Valent U.S.A. Corporation

Every January, many of us eagerly await the annual NAICC meeting. It is an opportunity to learn from our peers, renew friendships, and network with others in our industry. There are many highlights that can occur during that week both on a professional and personal level. On a professional level, one such highlight is the annual EPA GLP update from Francisca Liem, Office of Enforcement and Compliance Assurance. A summary of the GLP updates is provided below:

1. EPA GLP Inspection Process

There are two methods in which EPA selects the laboratory (including field sites) for GLP inspection.

- The primary method is by the utilization of the neutral scheme targeting module. The inspector selects the laboratory after the module prioritizes the inspections by weighing factors, such as:
 - Time since last inspection
 - Number of (GLP) studies conducted by the lab
 - Significance of the findings from the previous inspection
 - Geographical location
- The secondary method for determining which laboratory is selected for inspection is based on requests from either a foreign government or from the Office of Pesticide Programs (OPP), or to investigate a complaint that has been filed.

2. Inspections by Discipline

The breakdown for each discipline that was inspected in 2015 is as follows:

- Analytical Chemistry 16
- Antimicrobial Efficacy 2
- Ecological Toxicology 4
- Field Sites 37
- Insecticide Efficacy 7
- Product Chemistry 23
- Toxicology 9
- Other 1

In all, a total of 99 inspections were completed while the number of data audits was 203.

- 3. In 2015, 19% of the field sites that were inspected had at least one violation. Although this percentage is comparable to that of 2014, it represents an increase from 2012 and 2013 when all field sites were found to be in compliance with the GLPs. There were 4 key findings that were noted by the agency for 2015:

- A) Lack of training regarding the entry of electronic data.
- B) QA inspection reports were not sent to Study Director and Testing Facility Management.
- C) Periodic status reports for each study either was not

EPA GLP Continued on page 3.

- generated or was not sent to the study director and/or testing facility management.
- D) Test substance characterization data could not be reviewed during the inspection.
 - E) A field site claiming non-GLP
4. Serious violations of the GLPs can result in rejection of studies and may include enforcement action.

The most common finding that resulted in enforcement action or study rejection was missing or lack of raw data. Other deviations which were observed that resulted in the above actions included personnel and Quality Assurance unit problems, raw data being altered after completion of the study, and inconsistencies in the final report.

5. GLP Alert #1
40 CFR 160.195 (Retention of Records) and 40 CFR 169.2(k): Records retention
Documentation and specimens generated for a study which was submitted to the agency must be retained for the period of time in which the research and/or marketing permit is being held. The retention policy also applies to secondary data generated for the study such as soil and water analysis. Even if it is disclosed in the compliance statement as not conforming to GLPs, the data cannot be discarded.
6. GLP Alert #2
If significant findings were observed during the course of the inspection, the agency may expand their scope by auditing all studies conducted by that study director, which may include studies at other facilities, or by auditing similar type studies conducted by different study directors.
7. GLP Alert #3
If a study is declared as "Non-GLP" in the compliance statement, the non-conforming status of that study will be reported to all OECD MAD (Organisation for Economic Co-operation and Development Mutual Acceptance of Data) countries.
8. GLP Alert #4
40 CFR 160.15(b): Inspection of a Testing Facility
When conducting an inspection, the agency expects all data, which includes facility records, to be provided to them to be in a readable format. If the data cannot be read, the agency would deem the testing facility as refusing to permit an inspection.

Many of us who conduct or audit GLP studies take pride in the work we do. We realize their importance to the agricultural community. GLPs help preserve the integrity for each study and assure that the data that is generated is true, accurate, and robust. This set of standards is important to all of us. Just as it is important for the grower to apply the test substance correctly or to harvest a representative crop at the right growth stage, it is just as important to adhere to the fundamentals of GLPs. As seen in this update, it is the absence of these fundamentals that can steer us into trouble. As life experiences show us, even for the most seasoned quality assurance professional, it never hurts to review the basics.

New Member Profiles

Michael Regehr, Ph.D.
Global Systems Validation Leader
BASF
Research Triangle Park, NC

NAICC welcomes new member Michael Regehr! Michael is the Global Systems Validation Leader at BASF and has been with the company for 20 years. Regehr received his Ph.D. in Analytical Chemistry and holds a B.S. degree in Chemistry and Biochemistry. Previously, he was an analytical chemist at Fort Dodge Animal Health and also worked for American Cyanamid as a Chemical Librarian.



Michael is a member of the Society of Quality Assurance. He joined NAICC because of an interest in GLP studies using computerized systems. When asked what he feels companies need to do to stay on top of the ag industry, he replied, "We should be proactive on expectations of US EPA audits".





Happenings on the Hill

Glenn Luedke, NAICC Legislative Assistant

LABOR

Farm groups have expressed their disappointment with the continued delays in the processing of visas for workers who harvest food crops. Over twenty states have stated a significant part of the crops to be harvested will never leave the field. Paperwork delays have created 30 days or more in backlogs in processing H-2A applications at the Department of Labor and U.S. Immigration Services. The farm groups expressed their concern that the Department of Labor, in many cases, waits too long to comply with the rules that require it to respond to grower's requests before work crews are needed. Ag groups, once again, called on Congress to pass responsible immigration that provides growers with a stable workforce.

GMO's

Opponents to food labeling laws have expressed their concerns regarding the consequences manufacturers and ag-related companies may face. Despite these concerns, several major brands have announced they will soon begin listing their GMO ingredients. GMO mandatory labeling commences July 1, 2016 in Vermont and opponents fear several states may establish their own set of rules. In March 2016, the Senate failed to pass the Biotechnology Labeling Solutions Bill.

The GAO has recommended the USDA establish a timeline for updating its regulations for genetically engineered crops. Three government agencies have responsibility for monitoring GE crops-USDA, EPA and FDA. USDA, EPA and FDA provide varying degrees of information regarding their oversight of GE crops to the public. USDA and EPA normally provide information and updates on their web sites. FDA provides information regarding GE crops relating to its consultation process.

Animal and Plant Health Inspection Services (APHIS) has announced their plan to revise its regulatory framework for GMO crops. Ag groups have responded by saying there is no need for the overhaul and are concerned the changes may needlessly expand the APHIS's authority and disrupt trade in international marketing programs. Heavy opposition to the overhaul almost guarantees an uphill battle. APHIS has proposed it needs the changes so to ensure they can regulate a broader list of products.

CROP INSURANCE

The increasing cost of crop insurance has sparked serious debate. Costs include the subsidy for insurance premiums, reimbursement for administrative and operating costs incurred by private companies in delivering the insurance program and

the government's share of participating in underwriting gains and losses. In addition, debate centers around the role of crop insurance and agriculture conservation and the impact on farm management and farmland values. Failure in attempts to cut spending draws more critics of the program. Critics state they are raising the issue of the cost of the program and site the fact that spending has continued to rapidly increase during the time of "crop prosperity".

UAV's

The rapidly expanding number of UAV trade shows and expos has caught the eye of the Senate. Legislation is being introduced to prohibit states and cities from adopting their own set of laws governing UAV's. The Federal Aviation Administration has made it clear it governs national airspace.

USDA

The House Appropriations Committee has approved the f/y 2017 Ag Appropriations bill. Several amendments were offered, including to delay a new rule by USDA that changes requirements for approved Supplemental & Nutrition Assistance Program (SNAP) retailers, allow the use of \$1 million in USDA funding within the bill for loans and grants under the The Healthy Food Financing Initiative and clarify that certain, unobligated funding within the Departments of State and Health and Human Services be available to respond to the Zika crisis.

Legislation has been introduced in the Senate—"Farm Payment Loophole Elimination Act". The bill would close a "farm subsidy loophole that was intentionally included in the 2014 farm bill". The original proposal called for one entity (non-farming manager) but the House/Senate conferees overruled the original proposal. USDA has issued new rules that would limit the number of non-farm managers to three. New legislation would limit the number to one non-farming manager, regardless of size of the operation. If enacted, the new rule would apply to 2017 and subsequent crop years.

It was announced that \$2.85 billion will be available for ag research programs, including the Agricultural Research Service and the National Institute of Food and Agriculture. Included in this level is a \$25 million increase for USDA's competitive research program-The Agriculture and Food Research Initiative and \$3 million for consumer education on biotechnology. Language included support of germplasm enhancement of maize and continued cooperation between the ARS and private industry.

The USDA office of the Inspector General released an audit report that states the Natural Resources Conservation Service (NRCS) and Farm Service Agency (FSA) needed to review their method of reviewing conservation compliance. The office of the IG recommended the creation of working groups, outlining the roles of the agencies and developing a uniform methodology for conducting reviews. In addition, the office of the IG stated that in 2014, data from 10 states was omitted because of invalid results and records.

Continued on page 5.

Continued from page 4.

USDA announced in early May that over 800,000 acres have been enrolled in the Conservation Reserve Program (CRP) during the current sign-up period. The current sign-up period saw record high Environmental Benefits Index cut-off and the lowest percentage of applications accepted.

EPA

State Departments of Agriculture have expressed their concern that EPA is failing to acknowledge their concerns regarding several new pesticide regulations and policies, including Worker Protection Standards (WPS) as well as planned changes to certified pesticide applicators and pesticide use restrictions regarding bees and other pollinators. The States feel recent unworkable regulations are imposing needless burdens on growers. New rules regarding WPS are set to be effective in January 2017. The EPA mandated “applicator exclusion zone” provision (100 ft. buffer zone around pesticide application equipment) that must be free of all individuals other than the applicator during a pesticide application is of major concern.

The House chair of the Science, Space and Technology committee has requested documents and records of EPA communications that relate to EPA's risk assessment of glyphosate. EPA posted a document that appeared to be a final risk assessment on the EPA website and withdrew it several days later, stating the document had been inadvertently posted. The chair of the Science, Space and Technology committee stated “the EPA's backtracking on the finality of its own science review committee's report raised concerns” about EPA's willingness to provide a fair assessment and that sound science that is transparent should always be the basis for EPA decisions.

Federal appeal and district courts are expected to determine if they will continue to accept hearing challenges to the final rule which would clarify the CWA jurisdiction over waters and wetlands. An April 21, 2016 decision by the U.S. Court of Appeals for the Sixth Circuit Court reaffirmed that it has exclusive jurisdiction to review law suits.

EPA is moving forward by taking steps to enhance the use of “citizen science” through which the public would gather environmental data with personal devices. An EPA advisory panel is preparing a report that would inform how EPA uses the data and the agency issuing guidance on minimum requirements for personal and other air monitors. The National Council for Environmental Policy and Technology is preparing a report that will examine citizen science. Groups, including the U.S. Chamber of Commerce, oppose EPA's use of citizen science in any federal decision making, stating that personal air monitors and other devices are not reliable. EPA issued a statement, stating “they support the use of citizen science because solutions to today's environmental problems benefit from public participation”.

AG Professional Day Is College For Agronomists

An educational day with customized sessions for consultants and agricultural retailer staff will be held at the Farm Journal College Campus this summer.

The special “college” event will be held July 18 at Heyworth, near Bloomington in central Illinois. The customized content and topics for AgProfessional Day are to provide the latest, innovative agronomic practices to help agronomists, whether they are independent consultants or retail sales agronomists, ratchet up agronomic knowledge as well as increase customer relations.

For those who work with farmers to take yields to the next level, Ag Professional offers a customized session for consultants and retailers. Learn the latest, innovative agronomic practices to help build strong customer experiences and ratchet up your agronomic knowledge. Join Farm Journal Field Agronomist Ken Ferrie and the team for a one-day event and learn how to increase your customer's yields. The event includes hands-on, in-field breakouts and classroom sessions highlighting sunlight, water and nutrient management, hybrid selection, soil density and much more!

Farm Journal College field day events, mainly for farmers in the past, were begun in 2008 and have been built around the Farm Journal Test Plot program. This AgProfessional Day version will include hands-on, in-field breakouts and classroom sessions highlighting sunlight, water and nutrient management, assisting customers with hybrid selection, explaining soil characteristics' impact on fertilizer needs and yields, seeing how data drives agronomic practices and suggesting tips for working with customers.

CPCC and CCA CEU credits will be offered for this event that will begin with registration and hot breakfast starting at 7 a.m. and end at the conclusion of a networking happy hour about 5 p.m. There is an early-bird registration fee that ends June 1, and registering early will allow attendees to assure themselves of rooms at two nearby hotels where room blocks have been reserved.

Additional information and registration is available by [clicking here](#).

**Support
Foundation for Environmental
Agriculture Education.**

When you shop at smile.amazon.com,
Amazon donates.

[Go to smile.amazon.com](http://smile.amazon.com)

amazonsmile

*Always log onto smile.amazon.com
for your purchases to qualify*

**Watch your
mailbox for the
2016
Membership
Directory
in May!**

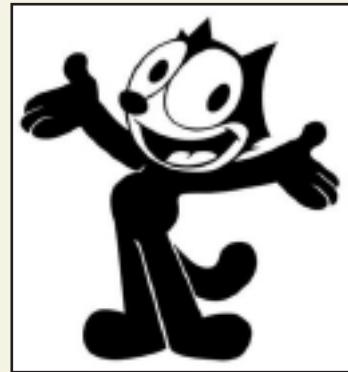


The correct answer
from the April newsletter was "FredBird".

Congratulations to Terry Porter
for winning the gift card!

Answer the following question for a
chance to win a \$50 Visa Gift Card:

**What is the name of this
classic cartoon
character?**



Submit your answer here:

<http://goo.gl/forms/1f9Uzmo4wH>

One winner will be randomly selected from
the correct answers and announced in the
June/July newsletter.



**National Alliance
of Independent
Crop Consultants**

Allison Jones

349 E. Nolley Drive / Collierville, TN 38017
Office: 901.861.0511 Fax: 901.861.0512
E-mail: AllisonJones@naicc.org
www.naicc.org

Executive Vice President

Daniel J. Moser, B.S.

President

Central Inc. of Twin Valley
617 Lewis Avenue
Laramore, ND 58251-4205
Office: 701.343.6467
Fax: 701.343.2168
Mobile: 218.779.0397
E-mail: danjmoser@hotmail.com