

Welcome
NAICC Convention
17 January 2019
Savannah, Georgia

Bill Tarter Jr.

Illinois AG Research LLC

- Senior Janitor
- Tractor Driver
- Scientist & GLP Management
- Aging perspective I have watched the GLPs and GMO regulations evolve.

Special Thanks !!

- Tim, Kevin, Debbie, Tracy
- NAICC Committee
- Most Important:
You Folks for being here.

This is NOT intended as a COMPLAINT session!

- Many opportunities for ALL of us to improve our process.
- Bring mutual opportunities to the discussion table.

Business continues to Change

- Forbes Magazine:
 - “The bottom-line advantage of diversity and inclusion is no longer debated it is a fact!”
- Common Sense:
 - This advantage is not without challenges.

Perspective

- Atticus Finch (To Kill a Mocking Bird)
 - *“You never really understand a person until you consider things from their point of view ... until you climb into their skin and walk around in it.”*

Changes & Challenges

- Non Agrarian Study Directors & Upper Management
 - 43 Years Non Agrarian RN
- Social Media
- Global Business Environment
- Weather related issues
 - Hurricanes, Typhoons, Drought, Tsunami etc.
- Shrinking Time Lines affect \$\$\$

From the Ground Up

- Isolation Requirements for any trial
- When growers allow CROs, Seed Companies, to place isolated plots in their fields IT'S A PRIVILEGE!
 - Broader discussion needed

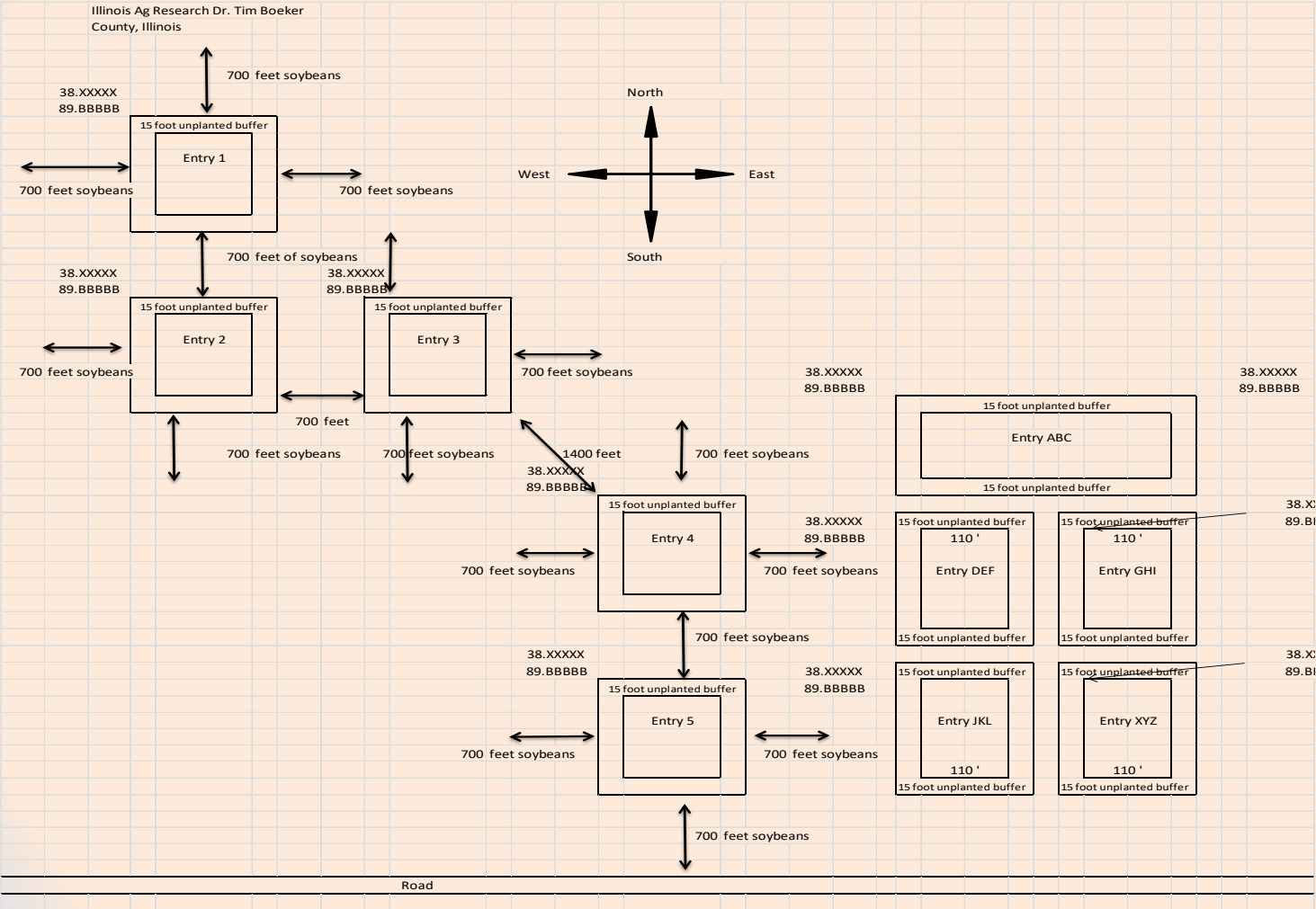
Discussion Purposes

- Corn most difficult for isolation discussion
- Other considerations are appropriate for:
 - Cotton, Soybeans, Canola, Rice etc.

Life in 2019

- Increased timelines for USDA ?????
 - Government Shut Down
- Projects are getting more complicated
 - Changes “ON THE FLY”
- International Pressures
 - Some countries want things ONLY their way!
 - EFSA vs USDA-APHIS weather data
- Unintended consequences of political rhetoric

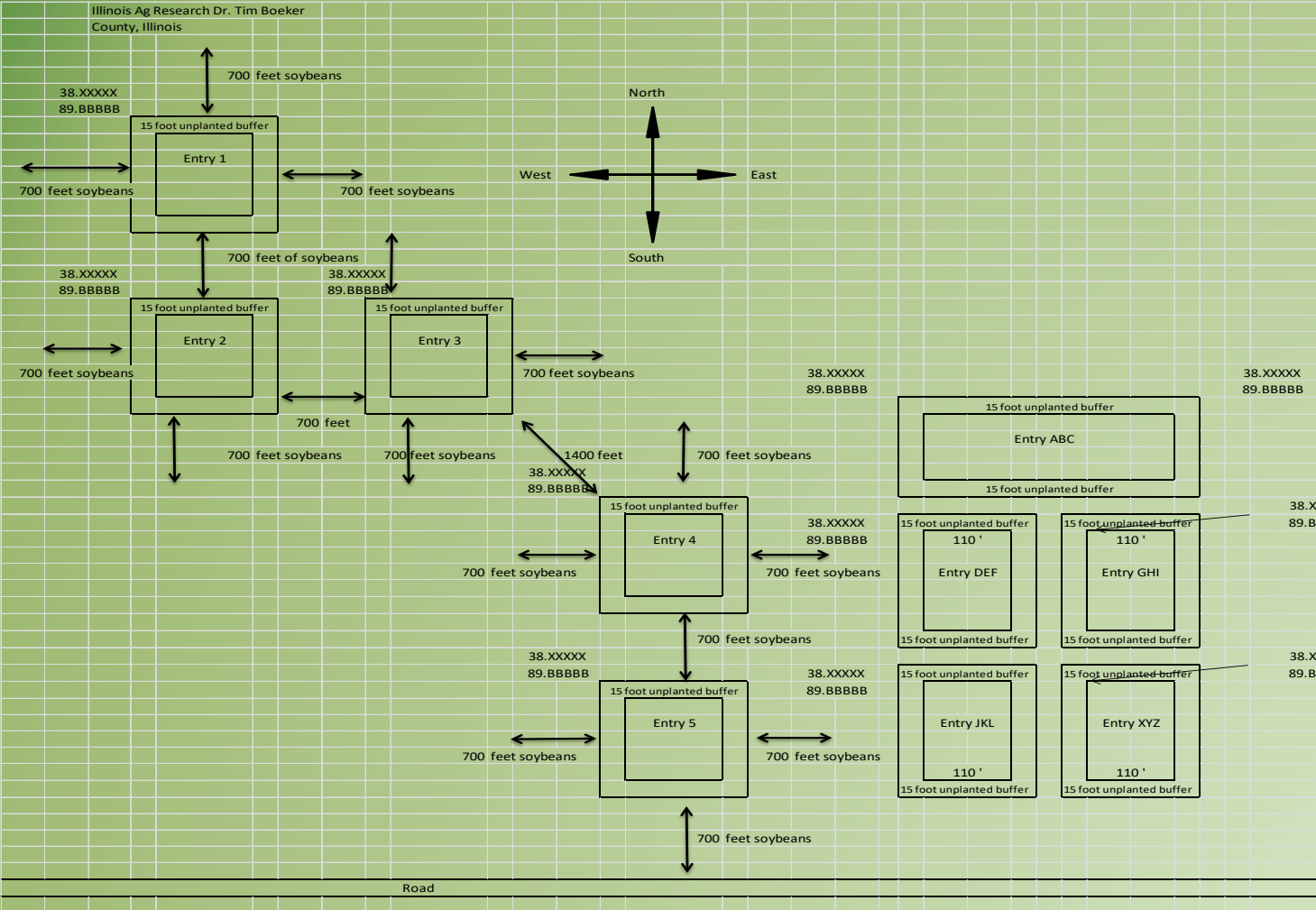
Reality of the Field Layout



Equipment size

- I grew up with 4 row *12 ft.* equipment
- Spring of 2018 Mom's farm
 - Planted with 36 row planter *90 ft.* planter
 - Pulled by a tractor with GPS Auto-steer

The Field Layout



What we need to consider

- GROWER ISSUES
 - Preplant Herbicides
 - Spray Drift / overlap
 - Large Scale equipment
 - 180 ft. booms auto steer
 - Can't send just anybody!
- CRO ISSUES
 - Weed Free plots
 - Travel time & distance
 - No Herbicide Carryover to follow crop
 - Clean up the edges of growers crop
 - Be a great tenant!!!!!!

Late Season Add-ons & Trial Extensions

- CRO's understand that change is the only real constant in today's society
- Extending a project to next season (mostly soils) is OK but don't change the payment schedule
 - Pay this year as originally agreed
 - Extra samples charged into next season or this year depending on sponsor budget.
 - Payments delays can create undo hardships on smaller CROs

What can Globalization really mean?

- Cost estimates go to PROCUREMENT
 - Excel Spreadsheet
 - Minimal interaction with local reps
 - Field Trials are not test tubes or widgets
 - Procurement entity sorts by cost: LOWEST cost wins
 - Takes time for Product Development, Tech Services to teach Procurement that Relationships do matter!
- Payment issues: Non-US based accounts payable
 - Might be good for Shareholders BAD for CROs

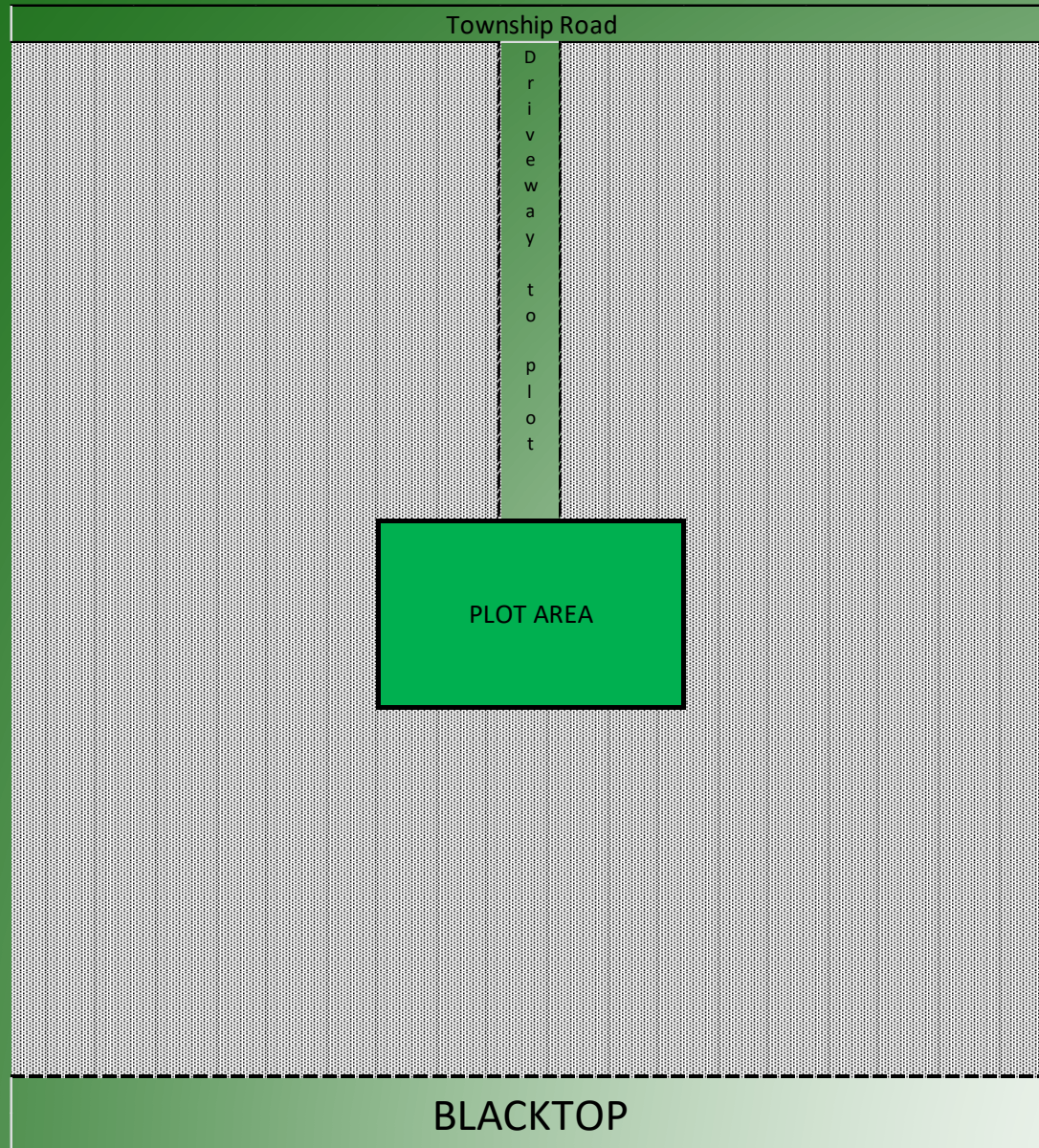
Client Visits / Inspections

- Very Important :
 - mutually acceptable scheduling is needed.
- Repeated inspections for essentially the same thing are redundant and wasteful.
 - Compliance is Compliance!
 - Plots don't jump around!
 - Once planted they tend to stay put for the season, otherwise Volunteer Monitoring would be problematic.

What happens before your visit

- We spruce up the paperwork!
- Clean up a pickup truck or an ATV
- Load the cooler (no beer!)
- Print and Bind ARM Tour Sheets or equivalent Study Paperwork. *Non ARM is an issue.*
- Decide who will escort you to your trial
- Let the farmer know there will be a VIP in the field. This is why you need an escort!!
- Morgan County Story
 - Mr. Super Inspector

The scene of the incident



Your Visit/Inspection

CROs understand this is the cost of doing business

- What this all costs
 - One vehicle out of commission
 - A pickup a truck costs \$50K an ATV \$ 15-20K
 - we don't keep extras laying around.
 - One staff member out of pocket
 - Repeat visits from same Sponsor Company for essentially identical functionality need to be curtailed.
 - Coordination and communication within the Sponsors Company can resolve these issues.

PLEASE Consider CRO Work Schedule

Appropriate for Illinois

- Unless it's your specific trial
 - Don't come during Planting (3 weeks mid May to June)
 - Don't come during Pollination (2 weeks in July)
 - Don't come during Harvest (the month of October)
- Any other time **YOU ARE VERY WELCOME**
 - June (last 3 weeks)
 - Late July, all of August and September
 - November, December, January, February, March, April
 - These dates are appropriate for Illinois:
 - adjust to your crop and geography

Equipment Vocabulary

- Manufactures “SALES UP” the names
 - Turbo-tiller
 - Soil Finisher
 - Field Cultivator
 - Seedbed Special
 - Bill’s old antique disk fb a culti-mulcher
- They ALL do the same thing for the soil.
 - Last Pass before planting!!

Additional possibilities for challenges

- Regionally specific challenges
- Local rules & regulations
 - Proximal Major Metropolis
- State Regulations
- USDA changes
- Thoughtful expedient communication can address almost any issue.
 - One phone call can save 22 emails

Closing comments

- Be kind to others
- Be kind to yourself
- Have a Safe Healthy Happy & Prosperous 2019
- Thanks for your time

