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

Illinois Ag Research Dr. Tim Boeker
County, Illinois

700 feet soybeans
Entry 1
700 feet of soybeans
Entry 2
700 feet of soybeans
Entry 3
700 feet soybeans
Entry 4
700 feet soybeans
Entry 5
15 foot unplanted buffer
Entry ABC
15 foot unplanted buffer
Entry DEF
15 foot unplanted buffer
Entry GHI
15 foot unplanted buffer
Entry JKL
15 foot unplanted buffer
Entry XYZ
15 foot unplanted buffer
North
15 foot unplanted buffer
1400 feet

Road
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

Illinois Ag Research Dr. Tim Booker
County, Illinois

700 feet soybeans

Entry 1

North

West

East

South

700 feet of soybeans

15 foot unplanted buffer

700 feet of soybeans

Entry 2

Entry 3

700 feet soybeans

700 feet soybeans

700 feet soybeans

Entry 4

15 foot unplanted buffer

1400 feet

Entry ABC

Entry DEF

Entry GHI

Entry JKL

Entry XYZ

15 foot unplanted buffer

110'

110'

110'

110'

110'

38.XXXXX
89.BBBBB

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Road
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
THE THANKS FOR YOUR TIME