



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

PRESIDENT'S COLUMN



By
Dan Moser
NAICC
2016 President

North Dakota Crop Report and NAICC News

The month of July was very wet in northeast North Dakota. We have fields that are a total loss to rain and some to hail. Our crops have turned from one of the best crops to probably just an average to below average crop in my territory.

Average rainfall in NE North Dakota is about 20 inches a year. Just in the months of May through July, we have had about 16 to 18 inches of precipitation. Now with harvest starting we have the battle of getting this year's crop into the bins. Some of my area's farmers are purchasing tracks and duals for combines just to get through the fields.

We do have a nice small grain crop of wheat and barley in the fields. Spring

wheat yields should be roughly in the 60 to 80 bushels/acre and barley yields have been in the 90 to 100 bushels/acre, with a majority of it already combined. Dry beans are starting to mature. Soybeans are filling and where they haven't drowned out they look very good. Most of the canola has been swathed and is curing in the fields. Most of the corn has taken the excess moisture very well.

Most of the corn and soybeans were big enough that these two crops could withstand the increase in moisture. The 2-5" down-pours did only a little damage to these fields. My dry bean crop could not withstand these big rains. I have big areas in these fields that have died from too much water.

The excess of moisture on a lot of fields has once again proven to me the reason we need to variable rate as many fertilizers as possible. We have acres that will test very low in nitrogen because of denitrification and leaching. So for next year's wheat and corn crops, these areas will need more fertilizers than the other areas of the field. With good satellites infra-red images, we should be able to target all these areas and write a proper prescription for our corn and wheat fields for the 2017 season.

NAICC News

We are still working closely with the

Environmental Protection Agency to keep all the products that we currently have on the market. Comment periods this year for a lot of the products in review are over. Letters were written and we are just waiting for the EPA to make a decision on these products. The latest opportunity to comment is on "Draft Ecological Risk Assessments: Atrazine, Simazine, and Propazine Registration Review", Docket # EPA-HQ-OPP-2015-0794-0005. You can comment and learn more at <https://www.regulations.gov/docket?D=EPA-HQ-OPP-2015-0794>.

If you are like me, you are losing your summer interns/workers this week or next as they head back to school. Why not give them a parting gift of NAICC Student Membership? For only \$10 per student, you can give them access to other ag students, potential future employees and association with the ONLY association for independent crop, research and QA consultants. Online applications are available at <http://naicc.org/member-center/forms-applications/> where they can choose between the crop consultant application and the researcher application.

Also, encourage the college students to apply for the Richard L. Jensen Memorial Scholarship. <http://naicc.org/member-center/forms-applications/> or <http://thefae.org/jensen-scholarship/>.

NAICC is on the Move!

On August 1, 2016 NAICC headquarters relocated to Vonore, TN, just south of Knoxville. Please use the P.O. Box for correspondence and the street address for packages only. The phone number stays the same, but the fax number has changed.

NAICC

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Address for packages, including FedEx, UPS and all overnight carriers is 100 Pineberry Drive, Vonore, TN 37885

Top 10 Reasons to Attend the 2017 NAICC Annual Meeting

January 17-21

Hyatt Regency at the Arch
St. Louis, MO

1. Connect and network with friends and colleagues

The NAICC Annual Meeting is the best place to network with your peers and industry and sponsor representatives. Take advantage of the opportunity to talk one-on-one with fellow crop, research and QA consultants from across the country and several foreign countries. It is definitely the place to visit with old and new friends who have come to be part of the NAICC family.

2. Easy accessibility from across the country

Centrally located in America's heartland, St. Louis is an easy drive or quick flight away. With an average of 500 daily flights and 68 non-stop destinations, Lambert –St. Louis International Airport sits just minutes from downtown with convenient access to interstates and the MetroLink light rail system which takes you right downtown. Four major highways converge in the heart of downtown St. Louis.

3. Ag Advocacy – Keynote Address

How do we as ag professionals reach critical audiences? Can one person actually make a difference by becoming an advocate and getting other people engaged in an issue? Who better to lend his expertise than Bill Buckner, President and Chief Executive Officer of the Noble Foundation. Buckner, originally of Missouri, was hired by USS Agricultural Chemicals, a subsidiary of U.S. Steel, after graduating from the University of Missouri at Columbia in 1979. Prior to moving to the Noble Foundation in 2011, Buckner was President and CEO of Bayer CropScience, LP. His 18 year career with Bayer was in the division that oversees Bayer's crop protection, biotechnology manufacturing and environmental science groups. He also held marketing and management positions in the U.S., Germany and Canada.

4. It won't cost an arm and a leg

St. Louis provides meeting attendees a world-class experience (hotels, restaurants, attractions and entertainment) without all the hassle and expense they'll find in one of those overpriced convention destinations.

5. Educational Program

Learn from your peers and other experts in the ag community on topics ranging from regulatory updates, eNotebooks in the GLP world and emerging technologies to soil health/cover crops, workload and employee management and smartphone apps and file management. QAs will learn about auditing and archiving eData, Bee Pollinator Studies, Preparing for a CRO Audit and the popular QA Game Show. In addition to a joint session with the Crop Consultants on precision agriculture, Researchers will learn about legal/business issues, statistics and analysis of research

fundamental and using technology in small-plot research. Crop consultants will have two roundtable discussions on precision ag, crop management. Separate open forums for all three groups will be held on Saturday. They will also discuss remote sensing, N management and predicting tools and Variable Rate N. Pre-meeting workshops include GLP fundamentals and complying with UAV regulations in addition to the many workshops sponsored by our faithful Sustaining Members. (Program and registration materials will be available in late September/early October)

6. Check the Arch off your bucket list

The tallest monument in the U.S just steps away from The Hyatt Regency! You will enjoy the \$380 million transformation of the 90-acre Gateway Arch grounds featuring a fully renovated museum, new spaces for performances, events, and paths for biking and walking.

7. Exhibitor and Sponsors

With an expected 75+ booth trade show, the AP PRO EXPO will exceed all your needs and expectations whether you are an attendee or exhibitor. Our generous sponsors help NAICC keep the costs low and show our attendees how much they are appreciated. Registration, exhibitor and sponsor fees will remain at the current 2016 rates!

8. Exciting downtown area, great nightlife, and thriving food scene

St. Louis is a foodies delight, with many diverse dining options. Attendees will enjoy Peruvian, Italian, French, Mediterranean and more cuisine from around the world. And of course there is an abundance of BBQ! St. Louis boasts world-class sports, theatre, live music and more. Each night, St. Louis is alive with the rhythm of live music including jazz, country and rock featuring both national and local acts. Washington Avenue was named one of the 10 Great Streets in America. The Hyatt is just blocks away from Ballpark Village. This is the first ever sports anchored entertainment district located next to Busch Stadium home of the St. Louis Cardinals. - See more at: <http://www.stlballparkvillage.com/#sthash.MCEV1kgz.dpuf>

9. The people are warm and friendly.

There's nothing like the Midwestern hospitality of a St. Louisans greeting you with a warm 'hello'. You'll find St. Louisans and NAICC members are kind, welcoming and helpful.

10. The NAICC Annual Meeting is **THE place for crop and research consultants and QA professionals** to: keep abreast of the rapidly changing technology in agriculture; obtain valuable information from experts in various fields of the agriculture industry; be proactive with industry leaders and government personnel (e.g., USDA, EPA) who have influence over agricultural programs – all at the **NAICC Annual Meeting and AG PRO EXPO, January 18-21, 2017, Hyatt Regency at the Arch.**

Reserve Your Rooms for the 2017 NAICC Annual Meeting and AG PRO EXPO

The Hyatt Regency website is now open to make your hotel reservations for the January 17-21 meeting. The GLP workshop is Tuesday morning, January 17, and we are hosting a UAV Training on Wednesday morning the 18th. Committee meetings begin at 1:00 on Wednesday. Exhibitors move in is at 2:00 on Wednesday. Educational programs start at 7:00 a.m. on Thursday, January 19 and conclude at noon on Saturday, January 21. You can make your hotel reservations now at https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=14079898 Or go to the NAICC website and click on the reservations link.



Happenings on the Hill

Glenn Luedke, NAICC Legislative Assistant

EPA

Atrazine, simazine and propazine are currently under EPA registration review. Review is required for all pesticides every 15 years to update and modernize the science and risk assessments. On June 2, 2016, EPA released its draft ecological risk assessments. We believe conclusions were based on a number of scientific errors and flawed interpretations. We encourage you to weigh in with EPA to ensure they are following sound science and accurate data prior to making any final decisions. The agency needs to learn about the importance of these products to crop production. The comment period closes on October 4, 2016. Details and information on where to send your comments can be found at Regulations.gov Document - EPA-HQ-OPP-2013-0266-0343.

FARM SERVICE AGENCY (FSA)

Farm organizations and rural banks are requesting that FSA's Guaranteed Loan Program be increased. The fund ran short of loan money available well before F/Y 2016 ended. The Direct Operating Loan Program also fell short of available funds. Farmers and ranchers along with the American Bankers Association and the Farm Credit Council have brought the issue of increased funding to the Senate and House Committees on Appropriations. In 2015, banks loaned \$175 billion to farmers/ranchers. Seventy-five billion dollars loaned was in the form of small and micro loans.

USDA

The USDA Agricultural Statistics Service is contacting 25,000 farmers/ranchers through the end of August to determine and

measure the benefits of environmental programs dealing with conservation practices on ag land. The results of the study will help develop science-based solutions for managing ag lands to improve environmental quality. The study results should assist in determining the cost of funding soil, water and related resource programs.

The USDA and the National Organic Standards Board will be conducting a public meeting in November. Public comments are welcome. The Board convenes to hear public concerns regarding substances that should be allowed or used in organic production or the handling of organically grown products. Sales of organic products exceeded \$43 billion in 2015. Organic produce sales totaled \$14 billion, \$13 billion of it in fresh fruits and vegetables. Fifty-one percent of households now purchase some organic produce.

LABOR

USDA has approved \$26 million to be used in four states (CA, KS, TX, FL) to help provide housing for farm workers. The grant money will be available for qualified organizations that will provide affordable housing and repair existing structures. Recipients must meet the terms of the grant.

GMO BILL

The GMO labeling bill was signed by the President in late July. The rules of the Bill will require the mandatory labeling of food that contains genetic engineering. Food producers will have the option to either label their products with wording or a symbol or provide a smart phone accessible digital QR code that when scanned, discloses information concerning whether the food contains ingredients made with biotechnology. The newly signed law preempts state-based GMO labeling laws. It is now up to the USDA to develop and implement a national label system.

The House and Senate are in recess mid-July thru August.

Solidify Long Term Relationships

Bryan Boroughs, CPAg, CCA

As I was scouting corn in late July while contemplating the topic for this NAICC newsletter, I was trying to make some decisions as to whether or not to treat gray leaf spot and or spidermites. This decision has become a little more complicated this year due to the steep decline in the prices that our customers are receiving for their crops, compared to the very high prices they were receiving just three year ago. Those high prices that were received for row crops and wheat were certainly at levels that I had not experienced in my thirty plus years of crop consulting. Needless to say, weed, insect and disease treatment decisions "cash-flowed" a little better then. I have received many calls from "less aged" agronomists this year contemplating whether or not they should be making a treatment decision, as they were feeling the pressure to make the best economic decisions for their growers. It has dawned on me that the past few years of high crop prices were actually the exception and not the rule for most of my consulting career. My growers and I have worked through many more years of tight budgets and thin profit margins, rather than the other way around.

As independent crop consultants, we have the best interests of our growers in mind as we make recommendations for their crop production practices. Even though the current low price trends are very challenging financially, it is also true that in these times there is a real opportunity to strengthen the long term personal and professional relationships that we have with our customers. Although I remain very engaged and enthused about the agronomy, it is often the personal relationships that make our profession so rewarding. For the younger consultants in our profession, these are the times that they can build and solidify long term relationships with their growers. We must always do our best work in assisting our growers in making profitable treatment recommendations for their long term financial success. But, there is another side of the relationships that need to be nurtured during these times: empathy and caring. Forcing ourselves to slow down and take the time to listen to what our customers are thinking and saying and trying to identify what their goals really are during these downturns, leads to better long term decisions for all involved. In my situation, I have found that even some of my high management producers are even willing to put up with a few more spidermites and a little more gray leaf spot than they had in the past during these times.

QA Corner:

Summary of teleconference with Ms. Francisca Liem, U.S. EPA Office of Enforcement and Compliance Assurance (OECA)
Conducted: July 7, 2016

As a member of the Society of Quality Assurance (SQA), I conduct quarterly teleconferences with Ms. Liem to garner recent EPA activities with respect to conducting GLP studies in support of pesticide registrations. Below is a summarization of my most recent teleconference with Ms. Liem.

Respectfully submitted,
Carol J. Lee
Lee Compliance Assessments
Leecomplianceassessments@gmail.com

U.S. Activities

The Pesticide Registration Improvement Act (PRIA) proposal to go before Congress contains an additional \$500K for the GLP inspection program to be paid by industry registrants. The current PRIA program will expire in 2017, with the hope that it be re-approved before end of FY2016. Ms. Liem has not heard any new updates.

International Activities MOU with China

The EPA is working with ICAMA (China's agrochemical GLP program) in an effort to establish a Memorandum of Understanding (MOU) between the two countries. The U.S. has observed ICAMA's inspection program and provided GLP training to governmental and private industry agricultural chemical laboratories. ICAMA inspectors have accompanied EPA inspectors and observed EPA's inspection program. Ms. Liem still needs to evaluate ICAMA for conducting GLP field inspections. The delay is likely due to the recent assignment of a new director general of ICAMA.

OPP Database

Carol brought forth a proposal by the SQA EPA GLP subcommittee re. maintaining a database which would be monitored by registrants. Ms. Liem agreed that she was in need of updated contact information. However, she also noted that the Government Accountability Office (GAO) has been following up to their finding re. the inaccuracy of the OPPIN data base; EPA has given the following response:

Data discrepancies due to human error in facility identification data in OPPIN also were identified. To address this problem, OPP has re-trained its contractors to address data recording errors. OPP is on schedule to address all data inaccuracies in OPPIN by the end of this fiscal year. In addition, OPP is pursuing electronic submission and subsequent processing of data submitted by registrants as part of the Agency's E-Enterprise initiative. The long term result will be fewer inaccuracies due to manual entry of the data in OPPIN.

Submitted Questions

1. In your GLP Alert 1 from your 2016 SQA presentation, you state:
40 CFR 160.195 and 40 CFR 169.2(k): Retention of Records Documentation records, raw data, and specimens pertaining to a study are required to be retained for the period during which the sponsor holds any research or marketing permit to which the study is pertinent.

This includes subcontracted soil and water analysis data. Often, testing of feed and water to ensure that they are free of contaminants are conducted at environmental testing laboratories, which are not GLP laboratories and which do not comply with retention of records under EPA's Books and Records. If non-compliance with both 40CFR 160.195 and 40 CFR 169.2(k): Retention of Records is claimed on the compliance page of the final report, would this study be in jeopardy of rejection for these types of supporting tests?

Response: Regardless, you still need to maintain the data according to EPA's Books and Records rule. She suggested that the environmental laboratory give the data to the sponsor.

2. Recently, inspectors have been conducting more traditional inspection audits, spending several days at one facility as opposed to the "desktop audits" where the auditor requests and audits studies off-site in his office. Can we expect these more traditional inspections be more frequently conducted in the future?

Response: No change is planned. The audits conducted will continue to be a combination of both types of audits.

3. The MRHA recently announced that they will not accept laboratories that claim GLP compliance but which have not yet been inspected by the respective regulatory agency. This puts laboratories new to conducting GLP studies in a conundrum. How can they resolve this problem if they are submitting to the UK or other EU countries?

Response: If requested by that country's Monitoring Authority, Ms. Liem would schedule and conduct an inspection. Further, if a laboratory has submitted studies to the U.S., the laboratory can remind Ms. Liem that they have not been inspected, and she will make every effort to schedule an audit by the next quarter.

4. The OECD GLP Advisory Document 17 (Application of GLP Principles to Computerised Systems) was published April 25, 2016, replacing Consensus Document 10. In terms of compliance, will test facilities be expected to comply with this Advisory Document 17 under 40CFR part 160, and how might facility inspections differ with this Advisory?

Response: Note that this is an advisory and not a regulation. Ms. Liem agrees with the elements in the document. Remember that the EPA worked closely with other OECD member countries on this document. You can use it as a guideline.

Member Profiles

NAICC is pleased to spotlight three members of NAICC who joined in 2016!

Joseph "Hank" Haddock, B.S. (Agribusiness)

NC State University

Associate Agronomist

McLawnhorn Crop Services, Inc.

Cove City, NC

Crops and Services: Production and nutrient planning, in season management, research on corn, cotton, soybeans, tobacco, peanuts and wheat. Former grain marketing intern.

Reason for joining NAICC: I want to further my knowledge and contacts within NAICC. I see the importance of establishing and maintaining regional, national and global relationships with other consultants due to our challenges being similar.

How do you see your position and/or service changing in the next 5-10 years? There will be more focus on precision ag, especially variable seeding and fertility. Also there will be increased focus on long term efficacy while maintaining profitability in ag systems.

Other comments? I would like to thank those who came before for working to create an organization to support the efforts of independent consultants.

Eric Nissen, B.S. (Business Administration)

Production Leader

Glades Crop Care

Jupiter, FL

Crops and Services: GLP and efficacy on tomato, pepper, corn, cucumber, celery, squash, citrus, sugarcane, strawberry. Owner of Sunshine State Carnations for 31 years.

Reason for joining NAICC: Glades Crop Care is very involved in NAICC and I wanted to get involved as well.

What do companies need to do to stay on top in this industry and how can NAICC help its members do that? Education and community involvement is key.

Carol Lee, B.S. (Marine Science)

President

Lee Compliance Assessments

Phoenixville, PA

Crops and Services: Quality Assurance consulting on all trials and crops. Twenty plus years with special training/skills in residue crop studies.

Reason for joining NAICC: I joined NAICC for the networking opportunities and the strong QA presentations and programs.

How do you see your position and/or service changing in the next 5-10 years? I recently left a CRO; as a QA consultant so I see myself more involved with field trials.

What do companies need to do to stay on top in this industry and how can NAICC help its members do that? More time educating the Laboratory and Study Directors on the front-end of field studies is very important.

Other comments? Your website is great and I appreciate how open it is to non-members.

Richard L. Jensen, Ph.D. Memorial Scholarship Applications

Applications for Richard L. Jensen, Ph.D. Memorial Scholarships are available at <http://thefeae.org/jensen-scholarship/>. We encourage you to share the application with your summer employees or college students working toward an Ag degree. Students working for NAICC members qualify for preferred status.

Three scholarships are provided by NAICC's Foundation for Environmental Agriculture Education (FEAE):

- One \$3,000 award is given to a deserving third-year student in Agriculture with a major in Crop Production or allied subject.
- Two \$1,500 awards are given to deserving college students in Agriculture.

Application deadline is November 1, 2016.

The mission of the Foundation for Environmental Agricultural Education is to catalyze innovative education and training for current and future professional crop management practitioners including researchers and crop consultants.

Nominations Open for Consultant of the Year Deadline is October 30, 2016

Do you know an NAICC member who has demonstrated exemplary performance this year? Consider nominating him/her for 2016 Consultant of the Year (COTY). Once again, BASF is generously sponsoring the recognition of three NAICC leaders to be honored at the 2017 Annual Meeting. Winners will receive complimentary hotel, airfare and registration!

Nomination forms are available at:

<http://naicc.org/member-center/forms-applications>.

All nominations must be received by October 30, 2016.

NAICC Mourns Loss of Member Dennis Tonks

It is with great sadness that we inform you of the passing of Dennis Tonks. Dennis passed away on Tuesday, August 16. Dennis was a valued member of the ISK Biosciences team since 2011. During his time of employment, Dennis made significant contributions towards the development of the IBA business.

Dennis is survived by his wife, Shirlene and four sons, Jacob, Derek, Cameron and Braden. Please keep Dennis's family in your thoughts as they go through this difficult time.

Below is the obituary and a link to the funeral home.

Dennis J. Tonks, 55, of Kearney, MO, passed away Tuesday, August 16, 2016, at his home, surrounded by his family. Visitation will be 6-7:30pm, Friday, August 19, 2016, at Hidden Valley Funeral Home, Kearney, MO. Visitation Saturday, 9:30-10:30am, August 20, 2016, with funeral service to follow at 11am, at Church of Jesus Christ of Latter Day Saints, Kearney, MO. Burial at Glenridge Cemetery, Liberty, MO.

<http://hiddenvalleyfuneralhome.com/obituaries/dennis-tonks/251/>

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The correct answer from the June/
July newsletter was “Kodak”.

**Congratulations to Megan
Boatwright for winning
the gift card!**

**Answer the following question for a
chance to win a \$50 Visa Gift Card:
What artist or band had this iconic
album cover?**



Submit your answer here:

<https://goo.gl/forms/yFkBB2n81IPYfdbL2>

One winner will be randomly selected from
the correct answers and announced in the
September newsletter.



**National Alliance
of Independent
Crop Consultants**

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