



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

## PRESIDENT'S COLUMN



By  
*Dan Moser*  
NAICC  
2016 President

## Another Year in the Books (Almost)

Its fall already--Labor Day has come and gone! The patch-work quilt of the Northern Plains is changing from the vibrant greens and golds of summer to the earthy tones of rust and browns of fall. School bus traffic makes my morning commute to the field a little busier, all the scouts have returned to school, and football season is here at last! I have just begun soil sampling for next year's crop and combines and tractors with tillage equipment are moving up and down the fields, chemical burn-downs are being sprayed, and cover crops are being planted. Soon we will be fall fertilizing for the 2017 crop and then putting machinery away and starting to plan for next year.

We are trying to get a head start on resistant weeds with burn downs and more tillage in those areas where we have

common ragweed, waterhemp and kochia. Tillage and fall chemical burndowns are going to be one of our best ways to fight these monster weeds. In the areas that we put the pre-emergent chemicals on, we controlled these weeds very well until the last month or so. Some soybean and corn fields are getting a few of these weeds in the headlands now. Some of my growers that were not able to apply the pre-emergence are now seeing the reason why they should have taken the time to put it on. These small areas in the fields will be big areas next year; the seeds being transferred with combines throughout the field.

With all the summer rains, there is plenty of variability in all my fields. Results from the soil testing lab are coming in much as I expected. Where water sat on the fields for part of the season, there is very little nitrogen left and the phosphorus and potassium has gone up or remains the same as last year's test. The transition areas are coming in all over the board. Some of these areas have high tests for nitrogen, phosphorous, and potassium and some have a very low test. I have about 100 fields using variable rate this fall and the ground-truing, double checking the satellite image or other maps, has been right on. These maps must be ground-trued before the field can be tested and fertilized. I have had to make adjustments to a few of my fields this year. Every time I have to, I say to myself "Thank God I make the effort of checking every field."

## Silent Auction Time

Be a part of The Foundation's (FEAE) Silent Auction by donating and/or taking home one-of-a-kind items from throughout North America and Europe! Whether you are providing items for the silent auction or are one of the successful bidders, you are sure to have a great time. Proceeds from the auction go toward instrumental educational programs that benefit our industry at large. Send your donation ideas to Debra Fitzgerald at [fitzgerald@iskbc.com](mailto:fitzgerald@iskbc.com).

## RENEW Today!

Don't forget to renew your NAICC membership online by October 31 to be included in the 2017 membership directory.

While you are renewing, why not sign up your employees or encourage a colleague to join NAICC. Members who recruit the most new members from your state are eligible to be named TOP RECRUITER! A variety of membership levels are available. Go to <http://naicc.org/member-center/benefits-of-membership/> to see the many advantages of membership.

## What's New With NAICC?

What's new in NAICC? Well the office has moved to P.O. Box 209, Vonore, TN 37885. The address for FedEx, UPS and all overnight carriers is 100 Pineberry Drive Vonore, TN 37885. The phone number is still 901-861-0511 for the office but the fax has changed to 423-264-0071. Allison's email is still [AllisonJones@NAICC.org](mailto:AllisonJones@NAICC.org) and the web page is still [www.NAICC.org](http://www.NAICC.org).

# Global Alliance Authors Paper on Weed Resistance

By Ian Macleod, GALAC Chairman

At our NAICC Annual Meeting in Orlando back in January, I commenced my term as Chairman of GAIAC – the Global Alliance of Independent Agricultural Consultants. Our foundations were built on providing an international platform to house, foster and exchange ideas and information that would benefit independent agricultural consultants, no matter where they lived and worked. So far, we have been very successful. Our membership base grows globally with consultants from United States, Canada, UK, France, Brazil, New Zealand and Australia. It is a testament to the commitment of our members, and in particular our directors, that we have people coming from various corners of the world to meet to discuss ways we can contribute to our profession on a global level. Each year we see more countries represented at our gathering which we run in conjunction with the NAICC Annual Meeting.

Under the leadership of Jim Steffel (USA) and Patrick Stephenson (UK), we prepared a paper on herbicide resistance in weed science that was presented in Prague earlier this year. It was an unique opportunity to collaborate across continents on this paper. As a group, we have brought together our global knowledge and networks to help inform others on this piece of research. Jim will provide an update on this work later, but in the meantime I take this opportunity to provide some information on this subject from the Australian perspective.

In Australia, the Grains Research and Development Corporation (GRDC) recently commissioned a comprehensive industry study into the cost of weeds, including yield loss and cost of weed management practices. With input from grain growers, agronomists, consultants, agribusiness data experts and weed

researchers, the report, “Impact of Weeds on Australian Grain Production,” was published.

The report can be downloaded from <https://grdc.com.au/Resources/Publications/2016/03/Impact-of-weeds-on-Australian-grain-production>

Some key findings from this were:

- The overall cost of weeds to Australian grain growers is \$3.3 billion annually.
- Weeds are costing Australian grain growers, on average, \$146/ha in expenditure and yield losses.
- Average expenditure on weed control, including herbicide and non-herbicide practices, is \$113/ha.
- Yield losses due to weeds amounts to 2.76 million tonnes of grain.
- The most expensive weeds in terms of total yield losses are annual ryegrass, wild radish and wild oats, with brome grass being a notable major weed that is becoming increasingly costly.
- Ryegrass remains the major weed in terms of the cost of herbicide resistance, with the cost being greater than the sum of all other forms of resistance.
- Herbicide resistance was estimated to cost \$187 million in additional herbicide treatment costs, in addition to the costs of using extra integrated weed management practices.

- Most growers expect that a new selective or knockdown herbicide able to control weeds that are resistant to current herbicides will become available in the next decade.

Stay tuned for future updates from GAIAC. In the meantime, talk to our board members (pictured below) or visit our website [www.gaiac.org](http://www.gaiac.org) to learn more about our organisation.



Back row, left to right: Dennis Hattermann, Brent Wright, Gordon Stone, Rick Kesler, Jim Steffel  
Front row, left to right: Patrick Stephenson, Ian Macleod, Al Averitt.  
Not pictured: Grady Coburn.

# QA Corner:

## Maintaining Compliance Through Distractions

By *Torrance Lee*  
*Quality Assurance Specialist*  
*Valent U.S.A. Corporation*

Whether in the office, lab, or field, there are many competing interests that vie for our attention. Quality GLP compliant work requires our full attention and focus. Many mistakes occur during instances when our concentration slips or when we are trying to juggle too many priorities. Maintaining compliance through distractions is essential for a successful GLP program. Therefore, there are several easy steps we can take to minimize the potential for errors and mistakes. At best, the errors and mistakes result in lost time, but there are instances when these lapses result in a trial failing.

- A) Prepare in Advance – If any venture is to be successful, it is essential that proper preparations are made and potential problems identified prior to starting the procedure. Ensure all equipment and supplies are available and place them in the vehicle. **Re-read the protocol** and highlight the critical steps that must be followed. If the protocol is unclear or needs adjustments, contact the study director. Anticipate any potential problems before they occur and either prevent them from occurring or identify the solutions ahead of time.
- B) Allow for Extra Time – How many times have we started a day hoping to complete all our tasks on our to-do list, and by the end of the day, only finding them half done? Unfortunately, in spite of our best intentions, we often find ourselves falling short. Allow extra time, not just adequate time. That way, should extra time be needed, we won't find ourselves panicking or rushing just to catch up should a procedure take longer than expected or if unanticipated difficulties occur.
- C) Stay Focused – Most tasks we do are likely repetitious and mundane. It is during those times it is important to stay focused. Unfortunately, staying focused so we can pay careful attention to the details is difficult to maintain at all times. Do what you can to maintain focus even if it means taking frequent short breaks. It is this attention that is needed

in order to be successful. Inattention will inevitably lead to preventable mistakes and errors. Also, you never know when you will encounter something that on the surface appears innocuous, while below lays an important detail which can significantly impact the trial.

D) Documentation – Even if the application was flawless and the samples that were collected are impeccable, they would not matter if the procedures were not written down. Documentation is an essential element in any GLP program. When recording the events it is essential to include sufficient detail to ensure the application or sampling event can be fully **reconstructed**. Do not assume what you consider to be common knowledge is obvious to the person who is not familiar with field work. Most important, always **document all unusual observations**. What may seem unimportant can be critical to the study. As the residue analysis will not occur until later, it will be impossible to determine whether that observation is critical in allowing the study director to reject the results should the analysis find the concentration of that sample to be anomalously high. Finally, at the end of the day always recheck your documentation. Make sure all blanks have been filled and all observations have been recorded and are complete. It is significantly easier to correct errors earlier rather than later.

E) Communicate – Whether it is communication with quality assurance, study director, or colleagues, being on the same page is essential. Communication is not just about words, it is about imparting knowledge and expectations. There is nothing worse than having work repeated, not done at all, or completed in error. If you encounter difficulties during the study, always inform the study director. In addition, provide updates to the study director after critical events as a courtesy.

While the above steps may seem intuitive, the stresses in life can sometimes overwhelm even the best of us. Oftentimes, taking the shortest path is very tempting, but changing course and taking the safest path will allow us to be most successful. Therefore, focus on one task at a time instead of trying to take on everything. Before we know it, the tasks are not only finished, they are completed correctly.

## 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, a tour of Monsanto's facility is at 12 noon 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](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

### FARM BILL

Ag commodity groups are asking the House/Senate appropriations committees to consider prices producers are receiving and that the next Farm Bill consider the impact on producers and agricultural suppliers. Continuing declining prices are predicted and the threat of cuts to certain programs such as crop insurance and Title I Programs (safety net) remain. The Secretary of Agriculture stated the next Farm Bill must consider the average age of today's producer and provide programs that will encourage younger people to get involved. The Secretary commended the U.S. Chamber of Commerce's "Hiring our Heroes" program that involves veterans. In addition, the next Farm Bill will define what the actual needs are in agriculture and address continuing world food demand.

### USDA

USDA's National Institute of Food and Agriculture recently announced it has made \$3.1 million available through the Food and Agriculture Sciences National Needs Graduate and Postgraduate Fellowship Grants Program. The program is designated for graduate degree programs and post graduate training programs for researchers and educators in food and agricultural sciences.

### IRS

The IRS recently proposed rules targeted at eliminating discounts often used in certain types of estate planning. Farmers wanting to transfer ownership of their business to the next generation would most certainly face an increase in taxes. IRS contends the current rules are abusive and minimize gift and estate taxes on gifts and other transfers to family members. Congress or the courts could request changes in the proposal. However, that is expected to take time and immediate relief to farmers would not be possible.

### SENATE JUDICIARY COMMITTEE

The Senate Judiciary Committee will hold a hearing in late September regarding the current trends in the seed and chemical industries. The hearing is expected to include antitrust regulators, antitrust experts and consumer groups.

### CWA

A federal district court granted the request from 12 states to block, immediately, the EPA and Army Corps of Engineers from implementing their Clean Water Act jurisdiction rule on its planned effective date of August 28. There is a disagreement regarding which court should hear the suits - federal district courts or appellate courts. Legal opinions lean toward success of the states as it appears the EPA has violated its Congressional authority.

### EPA

EPA is planning to increase stormwater runoff regulations. The action comes after a study by the National Research Council regarding the need to strengthen permitting terms. Some states have already expanded their permitting guidelines.

The House majority has proposed action that would limit the EPA's ability to request payments to various conservation groups when legal settlements are announced. The language in a separate bill being proposed would delay the implementation of EPA major regulations during litigation. The White House has threatened a veto. The House has approved (a Senate compromise bill is pending) legislation that states agencies may not enter into settlements that directs payments to any person or entity other than the U.S. If enacted, the bill would limit supplemental environmentally related projects.

### GMOs

Vermont and the Grocery Manufacturers of America and numerous food manufacturing groups have agreed to dismiss the federal lawsuit that challenged a state law that required the labeling of certain foods made with genetically modified organisms. The parties to the lawsuit agreed the suit was no longer needed because of a new federal law that pre-empted a July 1 state law. In July, the U.S. Congress passed a law that requires most food packages to carry a text label, symbol or electronic code to indicate whether a food item contains GMOs.

### FAA-DRONE RULES

FAA regulations for drones became effective August 29, 2016. Provisions in the new rule (formally referred to as Part 107) are designed to minimize risk to other aircraft and individuals and property on the ground. A summary is available at <http://tinyurl.com/usaregs>.

FAA listed several processes that are to assist individuals to properly use the new rule. If an operator doesn't comply with the new rule, they will need to apply for a waiver. Waiver applications are available at [www.faa.gov/uas](http://www.faa.gov/uas).

The ag industry is closely watching the implementation of new FAA rules regarding small unmanned aircraft systems. There is concern privacy issues with EPA and state regulators may arise.

The House and Senate were in recess during the month of August.

# NAICC Mourns Loss of Member Larry Appel

On Thursday, September 1st, Larry Appel passed away. Services were held September 5, 2016 at the Zion Lutheran Church in Grant, NE.

Larry will always be remembered for his devotion to the crop consulting profession and to the Nebraska Independent Crop Consultants Association (NICCA) and NAICC. According to friend and fellow NICCA and NAICC member Mark Kottmeyer, "He many times had the greatest distance to come to our meetings, but he attended the vast majority of them. Larry always had a warm and sincere greeting for you and was very willing to share his knowledge and experiences. If you asked him a question you knew that you were getting a well thought out and logical opinion. The respect we have for Larry was well deserved through his passion for agriculture and consulting and the concern he had for his clients. Larry sharpened all of us up - he will be greatly missed. Larry served as president of our organization in 1999 and 2015".

Larry was born July 5, 1950 at Scott City, Kansas. He graduated from Scott County High School with the class of 1968. In 1984 he graduated from the University of Colorado in Ft. Collins with a degree in Agronomy. In 1991 he received his Master's Degree in Entomology from the University of Nebraska at Lincoln. Larry was married to Bonnie Long and had two children, Zachary and Andrea.

Larry was employed as an Agronomist with Agro Serve for six years. In 1990 he started Appel Crop Consulting, Inc. He built his business on honesty, hard work, and a sound knowledge of the agricultural industry. Larry loved the work, and over the years attended conferences and training to keep current with the latest research and technology. He always maintained a focus on his clients and was well-respected as a local businessman.

Larry was a volunteer for the Perkins County Fire Department and EMS from 1992 through 2008, serving as Ambulance Captain from 1995 through 2008.

Memorials are suggested to the Perkins County EMS or the Perkins County Pool Project in Larry's memory. Condolences may be shared at [bullocklongfuneralhome.com](http://bullocklongfuneralhome.com), where the service will be streamed live for those unable to attend.

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

Applications for Richard L. Jensen, Ph.D. Memorial Scholarships are available at <http://thefae.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.

# Support NAICC by Serving on a Committee

In-coming President Steve Hoffman will soon begin appointing committee members for the 2017 NAICC Committees. This is a great way for you to get involved in NAICC and support the Alliance. Review the committee descriptions below and let us know on which ones you are interested in serving. You can email Steve at [hcc@lakefield.net](mailto:hcc@lakefield.net) or Allison Jones, EVP at [allisonjones@naicc.org](mailto:allisonjones@naicc.org). Or you can mark the committee on your dues renewal form.

Each committee is comprised of a Committee Chair person appointed by the President (occasionally two people act as co-chairs); committee volunteers are from the membership; and the President appoints an Executive Board Liaison for each committee. The role of the Board Liaison is to sit in on committee meetings when possible and to function as the point of contact between the Committee Chair and the Executive Board. A few committees also have sub-committees within their structure, and for the most part these subcommittees also have a Chair that functions the same way, but typically report to the larger oversight committee (details below). All committees meet on Wednesday afternoon at the Annual Meeting each with the exception of the Allied Industry Committee which meets on Friday morning. Most committees will hold several conference call meetings throughout the year or conduct committee business via email communication.

Any member in good standing can serve on any of the other committees. Here is a brief description of each committee to help you decide where you would like to serve:

**Allied Industry Committee** is made up of eleven elected Sustaining Members and two Voting members, (appointed by the President). The purpose of this committee is to recommend ways that NAICC and industry can work more closely on projects they have in common. This committee also identifies areas of mutual concern and provides an avenue of communication. All Sustaining members are members of the Allied Industry Committee. A Working Group within this committee evaluates papers for the Emerging Technology Session using the current criteria and specifications.

One of the most vital committees is the **Annual Meeting Coordination Committee (AMC)** tasked to plan, coordinate, and find speakers for the program of the next annual meeting, with input from the **Consultant Education (CEC), Research Education (REC) and Quality Assurance Education (QAEC)** Sub-Committees. This committee is chaired by the President-Elect.

The **Certification Board** is appointed by the President and finalizes, administers and modifies the NAICC Certification program as needed.

An integral part of NAICC and the Executive Board decision-making process is from information coming from the **Governmental Affairs Committee (GAC)**. It is made up of three subcommittees: **GAC-Crop Consultant (GAC-C); GAC-Researcher & QA (GAC-R)**, and the **Crawfish Boil on the Hill (CBOH)**.

The GAC monitors and discusses legislation and regulatory issues and policies, pending, proposed and needed, specifically those that will directly impact NAICC members, but also general agricultural, environmental and food issues on which NAICC may be consulted or wish to express an opinion. The committee assists the Executive Vice President and the NAICC Legislative Assistant, Glenn Luedke, both who provide information to the membership through newsletter articles and mailings and identifies issues and develops talking points for the NAICC Board prior to hill visits.

The **Crawfish Boil on the Hill (CBOH)** subcommittee plans the annual CBOH event to be held in conjunction with the March Executive Board meeting in Washington, DC NAICC hosts Congressmen, Senators, Congressional staff, USDA, EPA and other agency personnel, as well as invited commodity and Ag association groups/ representatives for an evening of good food and networking opportunities.

The **Education Outreach Committee (EOC)** has two subcommittees: **Consultant Education and Researcher/QA Education**. They are responsible for developing educational opportunities for members outside of the annual meeting. Currently this committee is responsible for planning and promoting the Focus on Precision Ag workshop, the GLP Training course and other regional workshops held annually.

Although it is seldom needed, the **Grievance and Ethics Committee (E&G)** reviews any grievances one member may file against a fellow member and if necessary would submit to any recommendations stemming from a review to the Executive Board. They also periodically review the NAICC Code of Ethics and recommend updates as needed.

The **International Outreach Committee** works to establish contact with other consulting organizations outside of the U.S. and to look for opportunities to cooperate on educational programs and information exchange. Through contact with international consulting organizations and international members, keeps NAICC informed of issues facing consultants in other countries. This committee also acts as liaison to the Global Alliance of Independent Crop Consultants.

The committee responsible for marketing the association to sustaining members and current membership is obviously called the **Marketing Committee**. The committee is also responsible for the Consultant of the Year award program and ideas and suggestions for the NAICC website, NAICC.ORG.

The committee responsible for recruitment of new members as well as periodic examination of the eligibility of all members is the **Membership Recruitment, Retention and Rules Committee or the MRRR**. Members also head up the New Members Boot Camp held at the Annual Meeting and act as a liaison to new members during their first two years of membership. The committee consists

*Continued on page 7.*

Continued from page 6.

of one of the five Directors, and a minimum of three other appointed members.

The **Newsletter Subcommittee** is under the jurisdiction of the MRRR. This committee works with the Executive Vice President to source and accumulate articles for the *NAICC News* that are of interest to the membership and current events in crop and research consulting businesses and in agriculture.

The **State Affiliates Relations** committee was developed to work with the states consulting organizations to create more involvement from consultants on the national level. They are also focused on helping create new consulting/researcher associations in states that do not already have an organization.

The **Leadership Program** committee is responsible for developing, and implementing certain portions of the NAICC Leadership Program (NAICCLP).

## Research Equipment for Sale:

**Almaco Trailer-mounted plot thresher;  
Jari sickle-bar self-propelled plot mower;**

**10-saw Continental cotton gin.**

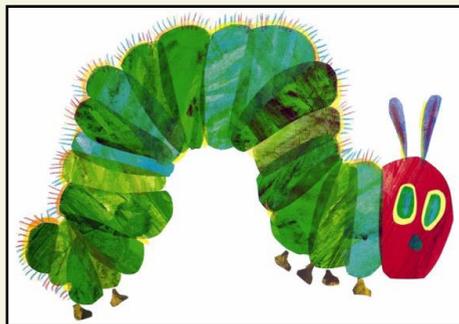
**Email contact: slagri@meta3.net**

The correct answer from the August newsletter was “Pink Floyd”.

**Congratulations to Heidi Pittner for winning the gift card!**

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

**What popular children’s book cover is pictured below?**



Submit your answer here:

<https://goo.gl/forms/sfaQU7Vic3qSniVf1>

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

### Support Foundation for Environmental Agriculture Education.

When you shop at [smile.amazon.com](https://smile.amazon.com),  
Amazon donates.

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

**amazonsmile**

Always log onto [smile.amazon.com](https://smile.amazon.com)  
for your purchases to qualify



**National Alliance  
of Independent  
Crop Consultants**

Allison Jones

Executive Vice President

Daniel J. Moser, B.S.

President

P.O. Box 209

Vonore, TN 37885

Phone: (901) 861-0511

Fax: (423) 264-0071

E-mail: [AllisonJones@naicc.org](mailto:AllisonJones@naicc.org)

[www.naicc.org](http://www.naicc.org)

Central Inc. of Twin Valley

617 Lewis Avenue

Larimore, ND 58251-4205

Office: 701.343.6467

Fax: 701.343.2168

Mobile: 218.779.0397

E-mail: [danjmoser@hotmail.com](mailto:danjmoser@hotmail.com)