



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

PRESIDENT'S COLUMN



By
Steven A. Hoffman
NAICC
2017 President

We Had a Tied Election for President-Elect

It was bound to happen eventually. When two high quality candidates run for each of the open positions on the NAICC Board, it is not surprising that the election results end up very close. The ballot for President-Elect listed two outstanding candidates: Matt Eich and Matt Winslow. The election results for this position resulted in a perfect tie.

The Board checked the bylaws to see what the prescribed procedure was to break an election tie. We found that the scenario was not addressed in the bylaws, so we

consulted some past presidents and other previous board members to determine if there was a precedent that we could refer to. Finding that there was no record of a tied election ever occurring, we ultimately determined that the current Board needed to come up with a way to break the tie. As we debated different methods for equitably breaking a tie, we discovered that being fair was the foremost concern for everyone. Unfortunately, it seems that everyone has a different idea about how to settle a tied election in a fair manner.

To address this situation in the future, the Board has passed a motion to propose that the bylaws be amended during a vote at the Business Meeting at the 2018 Annual Meeting. Our proposal leaves plenty of room for future Boards to decide the most appropriate method for settling an election tie. Please attend the Business Meeting and help us improve our bylaws.

By now, you already know the full results for the 2018 NAICC Board election. I want to make sure that you know how the tie for President-Elect was settled. After the full board, including Matt Eich and

Matt Winslow had time to debate methods for settling the tie, Matt Winslow decided to yield the position to Matt Eich. Mr. Eich agreed to Mr. Winslow's gesture and the full Board unanimously accepted the decision between the two candidates. The example set by these two gentlemen should make us all proud.

As the out-going NAICC President, I am grateful that we have excellent candidates willing to lead our great organization. It has been an honor to represent you and to work with the 2017 Board. I look forward to being a member of the 2018 Board under Nathan Goldschmidt's leadership.

In 2018 I will chair the nominating committee. I hope that all of you will consider running for a board position someday. If 2018 is the year you are ready to run for the Board, please let me or any member of the Executive Board or the nominating committee know that you are interested.

Thank you for your dedication to the NAICC and to Agriculture. It really matters.

Spotlight On Sustaining Members Our "family" of Companies

We are blessed to live in a free country and to be a part of the agricultural industry! More than 25 years ago, a small town farm boy turned professor decided to take a chance, and start a new sole proprietorship focused on crop consulting in the Southeastern USA. He called it American Agricultural Services, Inc.

Just as many of you reading this article, Fate Thompson had a passion for agriculture. He had a desire to move beyond the farm, the university, or the typical industry career. Many of you were the

pioneers of crop consulting - the same core group who founded the NAICC in 1978.

Just as the NAICC organization has grown to encompass consultants, management companies, industry and university professionals alike, he has continued to grow and develop a family of companies serving the agricultural industry.

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Spotlight

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American Agricultural Services, Inc. was established in 1982. The early days of operation included crop consultants in more than 5 states, an airplane for urgent travel, and even GLP training for PFI's in LATAM. Often people assume the experience of our company is restricted to the USA. This is certainly not the case. Since 1982, American Ag has managed more than 800 studies which included >8,500 field trials in over 30 countries. Through the years, American Ag has managed all types of studies, including (but not limited to) GM, soil and aquatic dissipation, worker exposure, and crop residue studies. American Ag provides assistance with study design and management for all phases – field, processing, and analytical.

In 1990, the American Ag team decided that paper was too cumbersome for data collection and management and thereby started developing software to manage GLP field data. In the mid-to-late 90's BMS (Biotech Management Software) which included an electronic field trial notebook was licensed to multiple major companies in the ag chemical industry. In 2003, iAdvantage Software Inc. was established as a stand-alone company. In 2004, an updated version of BMS was released as PMA (Project Management Assistant). This too was widely accepted. In 2009 the first version of eStudy™, a unique, internet-based platform designed for live data capture in GM field trials, was released. In 2014, eStudy's live data capture capabilities were improved with the addition of iPad© compatibility. For 2018, iAdvantage Software is releasing the newest addition to electronic data capture, eStudy 8.0, an internet platform capable of capturing both GM and residue/chemical field trial data, merging analytical data, and including advanced reporting capabilities.

The latest addition to this family of companies in 2010 was Global Agricultural Development Corporation (Global Ag). This global entity is a management umbrella for total project management from discovery to market. Originally, Global Ag was owned by American Ag and BioTek of Europe, but in 2017 Global Ag became wholly owned by American Ag. Global Ag was established to solidify a global network of field, analytical, processing, toxicology, ecotoxicology, registration, and even market research resources for total project management from discovery to market, around the world.

This brings all the younger generation of readers “up to speed” on where we have been in the past. Now, let's talk about the future. This “family” of companies – American Ag, iAdvantage, and Global Ag – are all progressive and flexible. We offer our clients complete project management (crop, soils, exposure, residue, GM, etc.), single study management as needed, global presence (with contacts, labs, etc. in any country), creativity and the added value of many years of experience and an in-depth understanding of the industry – discovery to market. iAdvantage Software has

developed, and will continue, to improve upon a powerful tool – eStudy. This software makes live data capture via iPad© a reality in the field, laboratory, greenhouse, or any other setting. This live data capture facilitates immediate availability for clients to view data and project status updates via a secure internet portal.

Our extended “family” includes all of the field and analytical laboratory CRO personnel, and free-lance consultants that support our efforts to serve our clients. We are thankful for all and we are privileged to have each as “family”. Without our network of experienced, trusted collaborators we would not be successful.

Our organization has experienced much change over the past year. Our team is happy to say that we have worked hard to use this time as an opportunity to review, revise, and improve our processes and our services. As a team, we are excited to embark on 2018 with renewed energy, excitement, and a vision for ways to improve current standards in project and study management within both the chemical and GM arenas. We are confident that our new software product will improve efficiency and open new doors for the assimilation of field and lab data into one platform, thereby facilitating improved reporting in both time and quality.

We have been humbled by the blessings bestowed upon our family over the years. We hope that anyone in the industry looking for value added excellence in contract management services, total project management, or software will consider our “family” of companies!

Best wishes to all for a blessed Christmas season! See you at the annual meeting in Tucson!



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2018 AG PRO EXPO Exhibitor List (as of December 27, 2017)

ADPEN Laboratories Inc.	IR-4 Project Center for Minor Crops, Rutgers University
Ag Leader Technology	Insect Resistance Management Coalition (IRAC)
AgEagle	JRF America
AGIDEA	Kincaid Equipment Manufacturing
AgPro Magazine	knoell USA, LLC
Ag-Quest, Inc.	LABServices
AgriData, Inc.	Landis International, Inc.
AGVISE Laboratories	Lange Research and Consulting, Inc.
Alliance Pharma	Midco Global Inc.
ALMACO	Monsanto Company
American Ag	Precision Study Management
AMVAC Chemical Corporation	Qualstat, Inc.
Analytical and Regulatory Chemistry	RAM International
Arysta Life Sciences, NA	Real Farm Research
Battelle	Research Designed for Agriculture
Bayer CropScience	Sentera
Blue River Technology	SGS
Buckeye Ag Testing, LLC	Smithers Viscient
CEMAS	South Dakota Agricultural Laboratories
Concord Biosciences, LLC	Spectrum Technologies, Inc.
Davis Instruments	SRES
Dow AgroSciences	Symbiotic Research
EAG Laboratories	Syngenta Crop Protection
EPL-Bio Analytical	SynTech Research
Eurofins Agroscience Services Inc.	TeeJet Technology
FMC Corporation	Trimble
Golden Pacific Laboratories, LLC	University of Guelph, Laboratory Services
Great Lakes Ag Research Service, Inc.	University of Idaho Food Technology Center
Gylling Data Management, Inc.	UNL Doctor of Plant Health
Harvest Master	Vortex Services, LLC
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iAdvantage Software	Winfield United
IAS Lab	Wintersteiger
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International Agricultural Research	

ALL PROCEEDS GO TO CRAWFISH BOIL ON THE HILL

JANUARY 17TH
IN TUCSON E

8PM
—to—
10PM

T R I V I A
N I G H T

Doors open at 7:30 PM

Entry is \$10 per person—Up to 8 individuals per team

Individuals who would like to play but do not have a team are welcome
and will be placed on a team upon arrival

Mulligans are available for \$10 per table

(Mulligans give you one free/correct answer per round)

We will also be playing dollar games during trivia,
so be sure and bring some \$1 bills!

RSVP to: Bree Goldschmidt
573.421.0209 bree@moarkag.com



Happenings on the Hill

Glenn Luedke, NAICC Legislative Assistant

LABOR

Positive feedback continues to flow after the House Judiciary Committee approved the Agricultural Guestworker Act (H.R. 4092). This proposal replaces the H-2A guestworker program. The new Act was designed to better serve the needs of a diverse agricultural industry and covers year-round employees. The current guestworker program has been deemed unworkable and creates too much “red tape”. The new program provides better access to a reliable, legal supply of workers for seasonal as well as year-round work. On the same day, the Legal Workforce Act (H.R. 3711) was approved. This bill provides checks and balances to assure that work-eligible employees have E-verified Social Security numbers that have been cross-checked with Homeland Security. Over 740,000 American employers currently use E-verify and 83 percent of America’s employers support a mandatory electronic verification system. By expanding E-verify, employers can check the work authorization of new employees to ensure the jobs go only to Americans and legal workers.

USDA

USDA has withdrawn recently proposed biotech regulations. This action will provide stakeholders additional time to improve the rules that better foster innovation and at the same time meet the demands of U.S. agriculture’s international customers. There were concerns such as how traditional biotechnology production practices might be regulated in the future and what would the implications would have on innovation and research and development. Additional concerns centered around the proposal where researchers and developers’ inability to learn the regulatory status of newly genetically engineered organisms without undergoing complex risk assessments. Another concern was that risk assessments would be conducted for plants products based only upon the technology used in their production, rather than actual risk.

Farm organizations have shown their support for proposed changes to the Crop Insurance Program. A recently introduced bill prioritizes the use of data collected from USDA’s Risk Management Agency to calculate crop yields. In addition, when calculating yields, data from the county in which a farm is located will be used, rather than using yield data from their “administrative counties” if the land is in more than one county.

FDA

The most recent pesticide residue research report found that less than 2 percent of food samples tested were in violation of federal tolerance (residue levels above the tolerances or residues for which no tolerances had been set). The new data shows the results for 2015 and data from FDA tests and shows that no pesticide chemical residues were found in approximately 52 percent of domestic food and approximately 57 percent of the imported food. The results from 2014 show no residues were found in 71 percent of the domestic food and 53 percent of imported food.

EPA

A broad cross-section of agricultural organizations applauded a DC Circuit Court’s decision to stay a mandate that agricultural entities file reports under the Comprehensive Environmental Response, Compensation and Liability Act and the Emergency Planning and Community Right-to-Know Act. A spokesperson for one of the associations stated that agricultural operations were never intended to be regulated by these laws and the court-ordered stay is positive news. Agricultural groups will use the additional time to continue working on the introduction of stand-alone legislation to correct the issue and promote corrective language in the appropriations process.

EPA and the Army Corps of Engineers have proposed a two-year delay of WOTUS. The current EPA Administrator stated that the proposal illustrates the commitment EPA has to providing regulatory continuity and minimize confusion across the country regarding the definition of the “waters of the U.S.”. This action follows a Presidential Executive Order on “Restoring the Rule of Law, Federalism and Economic Growth”. Listening sessions are being planned and information gathered will serve as input when the definition of “waters of the U.S.” is revised.

In late November, the Senate Appropriations Subcommittee listed an amount of \$128.3 million (the minimum required) for EPA’s Office of Pesticide Programs (OPP). The Pesticide Improvement Act (PRIA) is a registration service fee system for applications for pesticide registration. Several legislators are delaying final action on passing the Senate PRIA bill as they want further answers from EPA regarding chlorpyrifos and farmworker protection from the use of pesticides.



NAICC Sponsored White Paper On GLP Terminology Finalized

An industry working group sponsored by the NAICC has been developing a white paper to apply GLP terminology to studies conducted on Genetically-Engineered (GE) crops. The industry group formed in response to questions brought up during the Regulatory update session at the NAICC annual meeting. Led by Kim Hill of Bayer, the group included scientists and QA professionals from BASF, Bayer, Dow, Dupont Pioneer, Monsanto, and Syngenta. After many rounds of drafting, review, updating, and editing, the paper was finalized this month. The paper presents “harmonized recommendations” for terminology; i.e., use of these recommendations is optional.

EPA GLPs were published in the Federal Register in 1989 to ensure the quality and integrity of studies and data submitted in support of chemical pesticide registrations. The first GE crops were introduced to the market in 1994, well after the EPA GLPs were adopted. The definitions included in the EPA GLPs have required interpretation to be applicable to GE crops. A consistent interpretation of the test substance definition was needed for practical application in studies conducted in accordance with the EPA GLPs. The objective of the white paper was to provide a

harmonized recommendation for the interpretation of the EPA GLP definitions for the test, control, and reference substances relative to studies conducted under EPA GLPs for GE crops. Additionally, test substance characterization, when the test substance is defined as the Event, was described.

The full text may be found at the following website: <https://naicc.org/glp-terminology-for-ge-crops-white-paper/>

The document summary is provided below:

“This document provides a harmonized recommendation for the interpretation of the EPA GLP definitions for the test, control, and reference substances relative to studies conducted on genetically-engineered crops. The selected studies presented in this document may be submitted to the EPA, USDA, and/or to governmental agencies worldwide. If these studies are conducted in the United States, they are conducted in accordance with the EPA GLPs. The selected studies presented and the discussion regarding the EPA GLP definitions are focused on when the test substance is defined as “The Event” (i.e. the product being registered).”

NAICC Leadership Program: Travels Across America

By Bree Goldschmidt, Leadership Class of 2017

This fall, I had the privilege of visiting several NAICC members in California as part of the Leadership Program. I visited Megan Boatwright, an analytical chemist with Golden Pacific Laboratories; Cameron and Stefanie Lange, contract researchers with Lange Research and Consulting, and Chris Morgner, a consultant with Agri-Valley Consulting. While there, I toured their facilities and fields, learned about what my hosts do and their role in agriculture, and discussed any issues they and their clients are dealing with.

My first stop of the tour was with Megan Boatwright. Along with my husband, we own a small contract research operation in southeast Missouri, and Golden Pacific Laboratories is one of the analytical labs we send many of our trial samples to. I was very interested in seeing exactly what happens to our samples once we are finished with them! I have seen bits and pieces of sample processing and analysis during training sessions, but being able to walk through the process step by step, seeing the equipment and asking questions along the way, was a uniquely educational experience.

Seeing the different types of studies they conduct at their facility was also very interesting. In addition to analysis on agricultural



Cameron and Stefanie Lange with Bree Goldschmidt.

matrices, they also perform in-house studies of many home-use products such as cleaners, air fresheners, residential pesticides, etc. I was somewhat surprised at how similar these types of studies are to our basic residue trials.

My next stop was Lange Research and Consulting, with Cameron and Stefanie. We toured their office facilities and research farm and visited one of their off-site orchards. I was very

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interested in seeing the different crops they work in that I don't see in Missouri. While we do have wine grapes, I had never seen raisin grapes. I was especially enthused with the dried-on-vine type raisin, and luckily for me, they were dried down just right for a taste test! Our discussion about the different types of research trials they conduct was eye-opening as well. It's easy to get stuck only thinking about agriculture and research within your own little niche, while forgetting how mind-blowingly diverse our industry is.

One thing that strikes me any time I've visited another contract research facility is how different yet similar we all seem to be. The Langes and I work in drastically different crops and environments, as well as different types of research trials, yet our facilities and processes are not as different as one might think. I've seen this same pattern when visiting other facilities. It really gives me an appreciation for the GLP training and discussion we have at the NAICC annual meeting, because I think years of this experience is part of why we as an industry are so consistent. And that's a good thing!

My last stop in California was with Chris Morgner. He is a crop consultant working with growers in the Merced area, and his growers produce numerous crops, including tree nuts, cotton, vegetables, corn, wheat, and alfalfa. We visited several different types of tree crops: walnut, pistachio, almond, and olive. I even visited an orchard with some of the oldest fig trees in California. Chris spent a significant amount of time discussing with me how each crop is produced, irrigated, and harvested and what the life span of each type of orchard would look like. There were also many orchards in which the trees were uprooted as the grower prepared to put in new trees or switch to a different tree crop entirely.

Many crops had been harvested and were completely out of the field by time of my visit, but I did see almonds and pistachios being harvested with machines. Almonds were shaken out of the trees, dried in the field, then scooped up using a different piece of



Chris Morgner in front of a pistachio tree

equipment. Most almonds had already been shaken and dried, so I saw them being collected. Pistachios were shaken by equipment onto sheets, collected the pistachios into bins. I also saw raisins being dried in row middles and more dried-on-vine varieties. The concept of being able to harvest a crop into the middles and it drying in the field for weeks was a little difficult for me to grasp. Fall weather at home would never allow something like that. Sometimes it's all we can do to get crops off the plants in the first place once the rain starts in, so seeing this type of harvest system was incredibly interesting.

My trip to California was amazing, and I learned so much about agriculture and the research industry while I was there. Not only did I get to see interesting things while I was there, I got to visit extensively with several NAICC members that I might never have gotten to know otherwise. I would encourage anyone interested in participating in the Leadership Program to do so, whether as a participant or as a host. The trip was a great learning opportunity, and I am very grateful to the Leadership Program for giving me that opportunity.



Megan Boatwright and Bree Goldschmidt.

NAICC Photo Contest



The current theme is: Weather

Upload your photo at: <http://naicc.org/photo-contest-upload-form/>

Photos must be uploaded no later than 11:59 p.m. on January 15, 2018 to be included in the current contest. Please submit no more than 3 photos per person.

Look through the next newsletter to see the winning photo.

By submitting contest photos, you agree to give NAICC permission to use your photos as marketing and/or advertising for the organization.

**The NAICC Photo Contest
winner for December's theme of Harvest was:**

**“Harvesting FIRST trials in Iowa flanked by 80ft of draper heads and
3000 bushels of grain cart capacity. Git ‘er done!”**

By Corey Rozenbloom

Congratulations for winning the gift card with this great photo!



Honorable Mention for December's contest is a photo by Nathan Goldschmidt.

All photos submitted can be viewed at <http://naicc.org/photo-contest/>.



NAICC PRIDE

Show your NAICC pride by adding a tag line promoting your profession and the Alliance. President Steve Hoffman has issued a challenge to all NAICC Members! The person who promotes NAICC now through the end of 2017 in the most unique way or using the most different types of media will win complementary registration for the 2019 NAICC Annual Meeting in Savannah, GA! Winners will be announced at the Saturday morning group breakfast during the 2018 Annual Meeting in Tucson.

Voting Members – if you would like to use the NAICC logo and need a jpg file, email allisonjones@naicc.org. Sustaining Members can also request the NAICC Sustaining Member’s logo (shown above).

Below are a few suggestions for tag lines on your email, business cards, letterhead, etc.

1. Proud Member of NAICC Since ____
2. Proud Member of (logo) Since ____
3. (just logo)
4. Join me in Tucson in January 2018 for the NAICC Annual Meeting and AG PRO EXPO

These are just a few of the many ways we can promote NAICC and agriculture. Get creative!

Be sure to send a photo or your “NAICC Pride” tag line to AllisonJones@NAICC.org.

The correct answer from the July newsletter was Inspector Gadget.

Congratulations to Dan Moellenbeck 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 long-lived and iconic species of cactus? (common name please!)

Submit your answer here:

<https://goo.gl/forms/MqQeaWKncUVs302p1>

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

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