



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

PRESIDENT'S COLUMN



By
Matt Eich
NAICC
2019 President

Now's The Time To Play Your Part

As we approach the Annual Meeting in Savannah, GA, I am reminded how I went from an attendee to 2019 President of NAICC. Before I was a member of NAICC, at Central's winter meetings, I recall several of my co-workers discussing NAICC and how much they enjoyed being part of a professional organization, including attending the Annual Meeting. In 2012 I attended my first meeting in Reno, NV, and have attended every meeting since. Joining NAICC has been one of the best things I have done professionally, as well as personally. I know the friendships I've gained are those that will be life-long. The work NAICC does for Consultant, Research, and QA professionals surpasses any other professional organizations we have in North America.

The first few years after I joined NAICC, I discovered that "fire" for the organization. Each year, I would arrive home from the NAICC Annual Meeting, professionally charged up and ready to light the world on fire. As time passed, and I returned to my work and personal routine, I found the "fire" waning, and the

embers a steady glow that occasionally need stoking. Soon, those embers would go out only for the "fire" to return the next January during the Annual Meeting. After being asked to serve on the Consultant Education Committee, I found the involvement with NAICC could be year-long, and those embers kept glowing. Being involved encourages me to continue to push myself professionally, while serving a national organization that in turn serves its membership.

NAICC wouldn't be a successful organization without independent contractors. The organization only has one full-time contractor; our Executive Vice President Allison Jones. Allison and our new Membership Services Director, Donna Landis are charged with an assortment of daily items to run NAICC. The operation of the organization requires hundreds of hours to plan the annual meeting, participate with policy work in Washington, D.C. and continue educating and advocating for Consultants, Researchers, and QA professionals. The organization requires the help of over 100 volunteers on an annual basis. NAICC has nineteen committees for members to be involved in. NAICC provides plenty of opportunities to serve; volunteering your time will be time well spent.

I write all this to ask you, what do you do for NAICC, for your state organization, for yourself? We in agriculture are well versed at becoming complacent when an issue doesn't take place in our back yard. An insect resistance issue that a consultant faces in California may mean nothing to

a QA in Manitoba. Unfortunately, when one does not pay attention to seemingly minor issues, individuals that don't agree with our industry practices soon take advantage of the situation. This may cause the public to question the very industry we are professionals in. Eventually, laws may be created telling us how, what, when and where we can manage our crops, although it may not be in anyone's best interest. We need to be the cheerleaders for Agriculture, to promote our livelihood, and extend our knowledge to our friends within the community we live in, and our Nation. A simple way to start being that cheerleader is getting involved in our organization, whether it's sitting on a committee, or helping at the Annual Meeting.

My question to you as a member of NAICC; are you complacent, or are you helping further NAICC, Agriculture, and yourself?

Come Join Us In Savannah!



NAICC ANNUAL MEETING AND AG PRO EXPO

January 16-19, 2019

Savannah International Trade and Convention Center
Savannah, Georgia

www.naicc.org

The 2019 NAICC Annual Meeting & AG PRO EXPO is January 16-19 at the Savannah International Trade and Convention Center in Savannah, GA. Go to <http://naicc.org/2019-annual-meeting/> for a Schedule at a Glance, Program, Workshops, Meeting and AGPRO Expo registration and hotel information.

Meeting App

The Meeting App is ready for your input. Please update your profile and contact information, upload a profile picture and add your social media links. You can peruse the program and create your own personal schedule. Use the app for networking by logging into the app with a profile. The app is fully searchable by any term or phrase, which makes finding sessions, people and companies

simple. You should have received an email in early December from naicc19@event-emails.com with a self-edit link, so that you can input your profile information. The app can be viewed on any web-enabled device via www.eventmobi.com/naicc19. Export a bookmark it to your phone's screen to access it quickly. #NAICC19

Update On Spouse Tour

Unfortunately, the historical Pink House had a fire over the holidays and the kitchen and dining room are being repaired for the month of January. We have reserved a room at Vic's on the River for lunch where you can enjoy beautiful views of the river and riverboat traffic while feasting on your choice of a chicken or seafood entrée.

Also, we have a few spots open for the spouses' tour. If you have not registered and would like to do so, please email [Allisonjones@naicc.org](mailto>Allisonjones@naicc.org). You may register onsite if spots are still available.

Spouse and Guest Tour Description

The Historic Savannah Experience - Thursday, January 17, 9:30 am – 1:30 pm

Founded in 1733, Savannah's rich history, unique charm, and stunning beauty continually delight visitors. Spouses and guest begin their experience with a trolley ride through historic Savannah, home to stately Southern architecture and distinctive park-like squares.



Our experience includes touring one of Savannah's Historic House Museums offering a look into the lives of some of the city's wealthy cotton merchants. The tour continues with a visit to The Cathedral of St. John the Baptist which is compared to some of the most beautiful churches in Europe. Lunch will be served at Vic's on the River.

NAICC Gives Back

NAICC has a wonderful opportunity to give back to the Savannah community and promote agricultural production. We are partnering with P.A.C.K- People of Action Caring for Kids by providing snacks and breakfast foods to help meet the basic needs of children in the Savannah area. P.A.C.K. delivers 6,000 bags of food to local school children each Friday who rely on school lunches for weekday nutrition, but often go hungry over the weekend. For more information on P.A.C.K., visit <https://www.packsavannah.com/>.



The NAICC spouses and guests will pack the food into individual baggies and write notes of encouragement during the Spouse/Guest Coffee on Thursday morning from 8-9:15 am in the Westin Grand Ballroom F. All are invited to attend and this function is free of charge.

We are asking ALL attendees to bring single serve, pre-packaged snacks and breakfast foods: granola bars, fruit snacks, cookies, crackers, pop tarts, instant oatmeal, etc. You may drop these off in a to-be-determined, designated area at the Westin on Monday and Tuesday or at the registration desk in the SAVTCC on Wednesday.

Betcha Didn't Know This About River Street In Savannah Georgia

Part of Savannah's iconic Southern charm is the city's mystery. Savannah's secrets are many, and there's always more to uncover in this hauntingly beautiful historic hub. Although there's much to learn in every sector of the city, quite a few unknown facts surround Savannah's famous River Street.

The cobblestones that pave River Street come from around the world.

The hand-laid cobblestones that compose Savannah's iconic River Street are from much farther than a stone's throw away. The stones were originally used as ballast material on the many ships that sailed into Savannah's harbor. The ships collected chert, quartz, granite, basalt and other rocks from their initial locations and deposited the stones upon unloading in Savannah. The stones originated in a number of exotic locales to include Madeira Island, Spain, Canada, France and the British Isles. Savannah settlers found the stones to be an affordable and abundant building material and used them throughout the Historic District. For more Betcha Didn't Know These Facts About River Street go to <https://bit.ly/2D5xnMH>

Show Your Badge For Discounts On Food And Entertainment

The "Show us Your Badge" Program is a special discount program offering deals from a variety of local establishments specifically for convention visitors. The Show us Your Badge program is broken up into the following categories: Dining, Lifestyle, Attractions and Retail to make navigating your options a bit easier. These participating businesses offer a variety of promotions from a percentage off your bill to free takeaway items, just by showing your Northwestern Mutual South Regional Meeting conference badge! You do not need to clip any coupons or bring printouts with you to confirm purchases as each establishment will just be looking for your badge to redeem. Have fun!! See participating businesses at: www.savannahbadge.com

Silent Auction

Be a part of The Foundation's (FEAE) Silent Auction by donating and/or being the successful bidder of any number of unique items. You will have a great time checking out the large display of items and "protecting" your bid from other enthusiastic bidders. Proceeds from the auction go towards The Foundation's educational programs that benefit our industry. Please contact Debra Fitzgerald at fitzgerald@iskbc.com with any questions.



Savannah Georgia Weather

The average maximum daytime temperature in Savannah in January is a comfortable 59°F (15°C). The average night-time temperature is usually a cold 39°F (4°C). There are usually 6 hours of bright sunshine each day, which represents 55% of the 10 hours of daylight.

Successful Farmer Series

The Successful Farmer Series is a series of 6 workshops on Friday mornings from January 4 thru February 8. The dates/topics are below and can be viewed free and live online. 2 CCA credits are available for certified crop advisors. Please complete the registration form and select FREE Livestream so the handouts for the session(s) can be emailed to you. You must have a valid email in order to receive the handouts.

- Jan. 11 – Alternative Crops
- Jan 18 - Spray Drift Technology
- Jan 25 - Changes in Ag
- Feb. 1 - Nutrient and Disease Management
- Feb. 8 - Ag Marketing

More details and registration information can be found at
<https://lancaster.unl.edu/ag/successfulfarmerseries>

Many Thanks to our Generous AG PRO EXPO Sponsors and Exhibitors

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Young and Young Consultants

Refreshment Break

2019 AG PRO EXPO Exhibitor List (as of December 30, 2018)

- 
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AeroVironment
AFL - University of Guelph
Ag Leader Technology
AgIdea USA
Ag-Quest
AGVISE Laboratories
Alliance Pharma
ALMACO
AMS, Inc.
AMVAC Chemical Corporation
Analytical & Regulatory Chemistry Inc.
Applied Environmental Consulting Inc.
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BASF Corporation
Battelle
Bayer Crop Science
Bioteck Agriculture
Brandt
Buckeye Ag Testing, LLC
CEM Analytical Services Ltd
Corteva Agriscience
EPL Bio Analytical Services
Eurofins Agroscience Services, Inc.
Farm Dog
FMC Corporation
Frontage Labs
GDM
Golden Pacific Laboratories, LLC
Great Lakes Ag Research Service, Inc
Grower Information Services
Cooperative
HarvestMaster
Helena Agri Enterprises
ICMS, Inc.
Indigo Ag
International Agricultural Research, Inc.
IR-4 Project Headquarters
JRF America
Kincaid Equipment Manufacturing
knoell USA, LLC
LABServices
Landis International, Inc.
Lange Research and Consulting, Inc.
Midco Global
MotorCycle Cruise Control
OMIC USA
Planalytics, Inc.
Precision Study Management
Progeny Drone Inc.
RAM International
Real Farm Research
RealmFive
Research Designed for Agriculture
Seed Research Equipment Solutions
Sentinel Biologics Inc.
SGS North America
Smithers Viscient
Society of Quality Assurance
Spectrum Technologies
Symbiotic Research
Syngenta Crop Protection
SynTech Research
Tall Pines Agricultural Research Ltd.
Taranis Inc
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TeeJet
Trimble
University of Nebraska
Valent USA Corporation
Vive Crop Protection
Vortex Services, LLC
Waterborne Environmental, Inc.
Western Ag Group of Companies
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Spotlight On Sustaining Members

Ram International Can Keep You Ahead of the Competition...and Typhoons

Shipping frozen fruit and vegetables from Chile, Argentina, Mexico, and other spots around the globe to laboratories within the United States isn't usually a particularly glamorous business.

Success in this field is about planning for United States Customs operations, gathering cargo from field investigators, and getting that cargo to laboratories throughout America for testing. In other words, our customers value Ram International's reliability and dedication as well as our decades-long record as a freight forwarder of choice in the global agricultural market.

Normally, everything goes according to plan.

Unless there is a typhoon.

In September 2018, Typhoon Mangkhut landed in Asia. Unfortunately, Mangkhut brought havoc and destruction, resulting in several hundred fatalities and nearly \$2.5B in damage across the Philippines, China, Hong Kong, Macau, Guam, and the Northern Mariana Islands. Needless to say, the storm was devastating for the communities and economies in that region. Like any hurricane and typhoon, the impact on the agricultural sector was especially acute. In the Philippines alone, the government projects the agricultural loss to be north of \$300M in U.S. dollars.

It was also a call for Ram International to demonstrate the dedication and reliability we are known for. With very little warning (a tropical depression first spotted on September 7th intensified into a named typhoon by September 9th), the Ram team had to spring into action. Thankfully, we were able to get the cargo out just ahead of Typhoon Mangkhut making landfall.

Though we thankfully aren't faced with devastating typhoons on a regular basis, the team at Ram International is used to facing and overcoming unexpected obstacles. That's just what we do.

(Like the time we helped one of our customers import 1,488 bottles of wine from Bordeaux, France, to Alaska while solving an unexpected customs delay in Europe. While not as important as the agriculture we moved out of the Philippines, customers still need their wine—especially in the midst of an Alaskan winter.)

Interested in working with Ram International to get your crop from wherever it was grown to American laboratories? Let us know.

We would be glad to work with you—and solve whatever unexpected obstacles come up along the way. Please contact Doug Meadows at 1-800-922-4726.

AG ADVISORY: 2018- Year in Review

by Mark Kottmeyer, Kearney, NE

We have been blessed with another good year of crop production in Central Nebraska. We appreciate our growers' willingness to confidentially share yield information with us – that information makes the crop consulting job more rewarding – as well as more challenging. The growers that we work with on a weekly basis have once again set a new production record for corn in 2018.

A little recap concerning corn production in 2018. March was cool and damp with very little field work being performed. April was very cold - the average daily temperature was only 41 degrees. We experienced several snowfall events through mid-April. There were short windows to get the corn in the ground due to rainfall events. Corn planting date for our crop scouting customers ranged from April 23rd to May 16th with an average planting date of May 2nd.

Once the soil dried and we were able to start planting the weather warmed up with no cold spells during early crop development. For the most part the corn crop emerged rapidly and uniformly and had a good, healthy color through the vegetative growth stages. The crop advanced rapidly towards the reproductive stages with most corn tasseling by the middle of July. We were blessed with cool nights during grain fill which enabled the corn to produce deep and heavy kernels.

Growers experienced several hail events that took the top off yields in some fields. We are thankful for the good crop insurance products that are now available to help protect them from sustaining significant crop revenue losses.

Fungal disease pressure was very low at the R1 growth stage and most of the fields I scout did not receive a fungicide treatment. However, a heavy infestation of anthracnose set in late in the growing season and caused plants to die prematurely and influenced stalks to become weak. We were lucky in the fact that winds were relatively light through the fall of 2018 or we would have seen many corn fields with significant stalk lodging.

Soybean yields were only average in the area I serve around Kearney. Planting was delayed due to damp and rainy weather through early May. Soybean planting dates ranged from May 1st to May 24th with an average planting date of May 11th. Some fields struggled to establish a stand and plant populations ended up being 18% lighter than we have been achieving in prior years.

We experienced good vegetative growth throughout the season with our dicamba tolerant beans. Our Liberty beans looked very

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good early and then many fields suffered leaf cupping and slower vegetative growth as the season progressed. Pod set was delayed on Liberty beans and they held on to leaves as harvest approached. It is like comparing apples to oranges as you can never have side by side yield comparisons, but our experiences would indicate that yields were equal between the Liberty and Xtend systems in soybeans.

So, why were soybean yields only average in Central Nebraska? No doubt, the later planting dates were a big factor in less than stellar soybean yields in 2018. In addition, the weather we experienced in the last half of August and first half of September was another contributing factor. Daily solar langleys were only 83% of the long term average through that time frame, which coincided with late pod fill in our bean crop. In addition, conditions were ideal for late season diseases to develop. It is a rare occurrence, but we saw the late development of the Diaporthe/Phomopsis fungal complex in many bean fields. These diseases, along with the cloudy weather conditions, caused the plant to operate at less than full throttle and reduced production.

Overall, 2018 was another good year!

The correct answer from the December newsletter was Max.

Congratulations to Zenna Burke for winning the gift card!

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

What movie (based on a book) is featured in the movie poster shown below?



Submit your answer here:

<https://goo.gl/forms/CDYmPPKep3rNJ46y2>
copy and paste link in browser

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

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Quote to Ponder

"You don't need a big idea if you act on your little ones."

~Unknown



**National Alliance
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