PRESIDENT’S COLUMN

By Nathan Goldschmidt
NAICC 2018 President

Read And Follow Directions

Sometime around third or fourth grade, I remember my teacher handing out a worksheet one day. There was this girl who was always smarter than me and everyone else in class, and she would regularly complete her worksheets just a little faster than I could. Naturally, it became a contest. On this day, as I furiously labored to finish before her, I looked up to see another girl turning in her paper. I thought that surely I had missed something, and I decided to read the directions—a novel idea. We were instructed to put only our name on the paper and turn it in. Our teacher had been struggling to get us to read and follow directions and had decided to teach us a lesson.

I learned a valuable life lesson that day that I still reflect on every time I think I am too busy or too smart to slow down, read and follow directions.

This seems like a simple thing, but look at how many times we are guilty of not reading and following label directions. We have been so spoiled with the relative crop safety of glyphosate and many other herbicide formulations that we are unable to use others in the future, then we would lose our technologies and be unable to feed the world. If we want to keep our technologies and use them to continue to feed the world, then it gives them ammunition to impact policy and maintain product stewardship, then it no shortcuts. If others see us struggling to implement them, then please make the commitment to always read and follow label directions. There are no shortcuts. If others see us struggling to maintain product stewardship, then it gives them ammunition to impact policy that would take this and potentially other technologies from the growers who need them to continue to feed the world.

If we want to keep our technologies and be able to use others in the future, then we as an industry must be responsible when implementing them.

CEU Amnesty

The NAICC Certification Board does not want anyone to lose their Certification due to an oversight in submitting CEUs. At this time the Certification Board has declared a CEU amnesty and will allow anyone who is not current to submit their CEUs for 2017 by May 15, 2018. If you have not submitted CEUs for several years, you need only submit 2017 CEUs to become current.

It is the intention of the Certification Board that this be a one-time offer, in order to allow those individuals who value their NAICC Certification, but are delinquent in their CEU submission, to become current. As we go forward we will review the specific dates for CEU submission and renewal card issuance.

Last year the Certification Board changed the annual issue date of the Certification card to March 1. This solved the problem of having Certified individuals effectively “losing” certification from the December 31 expiry until the new cards were issued. The Certification Board discussed dates again at its 2018 meeting. The Board would like to set dates for CEU submission and Certification renewal that allow individuals adequate time to submit their CEU’s, while allowing for adequate time for the NAICC staff to implement the CEU verification process and then issue new Certification cards. We will update you as these dates are set. Input is appreciated. Please send your comments to Certification Board chair Griffin Vlietstra at gvlietstra@centrol.com or to the NAICC headquarters at allisonjones@naicc.org.
DATA
Bi-partisan legislation (Agriculture Data Act) has been introduced. The bill allows growers improved access to information outlining conservation practices relating to soil, water, wildlife and producer economics. In addition, the Agriculture Data Act of 2018 could provide land-grant universities better access to USDA compiled conservation data.

ORGANICS
The Government Accountability Office announced that the USDA Agricultural Marketing Service has withdrawn the Organic Livestock and Poultry Practices Rule. Producer groups argued against the rule and stated there were numerous problems with regulations that were not based on science and were outside the boundaries of the Organic Food Production Act of 1990.

FARM BILL
The Farm Bill (H.R. 2- The Agriculture and Nutrition Act of 2018) was introduced and immediately drew strong partisan opinions. The bill's nutrition and food stamp provisions are controversial and the House Minority Leader immediately stated this was a “betrayal of rural communities and working families across the nation and takes access to healthy food away from families”. The bill outlines $112 billion in savings and states consumers would still benefit from an abundant and affordable food supply. The bill maintains SNAP benefits and offers beneficiaries an opportunity to move out of poverty and into a good paying job. It is predicted some of the changes to the SNAP program may become law, as a significant provision would guarantee $1.2 billion in subsidies over ten years for retailers who provide incentives to SNAP recipients to buy vegetables, fruits and dairy products.

The House Ag Committee held 113 hearings in different parts of the country to learn from producers and others in rural communities the issues that affect them the most. Some of the major takeaways from the proposal include:

• Title 1 changes: A one-time election for the Average Crop Revenue program or the Price Loss Coverage program. County payments are updated and are based off of Risk Management Agency data; Livestock Disaster Programs-Maintained with modest adjustments;

Clariﬁes that air emissions from animal waste at a farm are not applicable under the Comprehensive Environmental Response, Compensation and Liability ACT.

OMNIBUS APPROPRIATIONS BILL
The F/Y 2018 Omnibus Appropriation Act (extends funding for the federal government through September 30, 2018) was signed and includes several key agricultural provisions.

The bill:
Amends the cooperative tax deduction (Section 199A) that restores balance to commodity markets and re-establishes guidelines between coop members and non-coop members.

Clarifies that air emissions from animal waste at a farm are not applicable under the Comprehensive Environmental Response, Compensation and Liability ACT.

Provides a $600 million investment in rural broadband as previously announced by the USDA to underserved rural areas.

Includes a pilot program for ag and rural communities that includes a pilot program related to county-level agricultural risk coverage payments under the farm bill.

Increased expenditures for the USDA competitive research program and the USDA’s research, education and economic programs. The budget for Agriculture and Food Research is now set at $400 million.

Agriculture groups expressed their disappointment that PRIA 4 was not included in the bill after being told it was included with reason that this action can prevent FIFRA reform at a later date. In addition, disappointment was expressed by various groups that no language was included that would have authorized EPA and the Secretary of the Army to withdraw the 2015 WOTUS rule.

FDA
The FDA Commissioner recently stated that updating nutritional information would be one of his top priorities. The Nutrition Facts label hasn’t been meaningfully updated in several decades and the new labels are designed to provide defined and specific guidance to food manufacturers as well as consumers. The new-Nutrition Facts label incorporates the latest evidence-based information on nutrients such as sugars and provides consumers with more information regarding their food choices. An education program is being launched and a goal is to provide more information based on scientific principles.

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• Conservation: An increase to 29 million acres in the CRP program, up from 24 million acres (achieved by reducing rental rates to 80% and further reducing rates for re-enrollment acres). The Conservation Stewardship Program received no funding.

The Senate Ag Committee held 30 hearings across the country and it could be some time before this committee presents their version of the Farm Bill.
FARM CREDIT ADMINISTRATION

A joint meeting of the Farm Credit Administration (FCA) and officials from the Commodity Futures Trading Commission (CFTC) met recently for the first time since 2015. FCA reported 1% of Farm Credit System loans are non-performing and the system's capital-to-asset ratio rose to approximately 17% in the past year. It was further reported farm income is down considerably and producers are having to borrow more heavily. CFTC officials emphasized that futures markets and crop insurance are the cornerstones of the farm safety net—they work together and ensure that producers do not lose access to credit.

USDA

The USDA has been contemplating issues relating to DNA manipulation technologies. Since 2016, USDA approved at least 12 gene-edited crops after ruling that they fell outside of its regulatory powers. In late March, USDA stated that effective immediately, certain gene-edited plants can be designed, cultivated and sold free from regulation. USDA stated they want to allow innovation when there is no risk present and that gene-editing is basically a much faster form of plant breeding.

EPA

More policy changes are expected at EPA regarding rules and regulations. Under current protocol, EPA is not required to make public the literature from which regulations are fabricated. The current EPA Administrator has announced “that a shift in policy will ban “secret science” and make future regulations contingent on the evidence that backs them being made viewable by the public and make sure that data and methodology are published as part of the record, otherwise, it is not transparent”. The present method, according to the EPA Administrator, creates a perfect environment for regulatory abuse.

The Secretary of Agriculture has signed a Memorandum of Understanding with Administration Cabinet Secretaries and leaders of federal agencies, committing to following the President’s One Federal Decision for processing environmental reviews and permits for major infrastructure projects. The plan, it is stated, will drive infrastructure projects to meet environmental standards, and complete all review and permitting processes in a reasonable amount of time and will eliminate the potential for conflicting decisions. Many USDA projects often require input from many other federal agencies.

Spotlight On Sustaining Members

NAICC welcomes new Sustaining Member Trimble and appreciates not only their joining, but also exhibiting and co-sponsoring the 2018 Keynote Speaker Robert Saik.

Introducing Trimble’s Advisor Prime: Software for Service Providers

As any crop advisor knows, all farms are unique just as each farmer client has their own specific goals, expectations and working styles.

A good service provider understands these unique needs and provides a service that not only meets them, but often exceeds them. However, a successful service provider must be able to not only customize their offering for each farmer — but also find workflow efficiencies and shortcuts that reduce manual entry and allow them to scale up their business.

This pressing challenge was one of the main drivers behind Trimble’s newest offering: Advisor Prime, the premier web-based solution featuring an intuitive, streamlined workflow for creating and sharing management zones and variable rate prescriptions.

We know that one of the biggest challenges facing crop advisors and independent agronomists today is moving data between software platforms, adjusting or creating large volumes of prescriptions, and sharing data back with their farmer customers. By using Advisor Prime, you’ll reduce data entry errors created by repetitive field-by-field procedures, cut out hours of processing time, and eliminate steps in transferring data back to the farmer.

Request a demo of Advisor Prime today and receive a free cell phone car mount!
Investment in travel – well worth it!

By Ian Macleod

We all get to attend various meetings, seminars, conferences and the like. That may involve jumping in the car and driving across town or travelling a lot further. Living on Australia’s island state of Tasmania, this often means jumping in a plane and taking one or more flights to the venue. With Peracto sites stretching 3,500 miles East to West and 1,700 miles North to South, some trips can be quite long.

Following a 2005 meeting with Brent Wright in Vancouver, I pondered his suggestion of attending an NAICC annual meeting. And so it was that I ventured to Tucson in January 2006 and became hooked on the experience, as so many others do. Having attended many events in Australia, New Zealand and Europe this was different, and the NAICC family provided a new dimension that was worth follow up experiences. As well as not missing a meeting since my debut, I have passed on the message to others in Australia (and New Zealand) with another ten people venturing from this part of the world to experience NAICC.

Occasionally one finds themselves with time on their hands, or just trying to avoid certain jobs, and we get side-tracked into researching something pretty trivial. While reflecting on my repeated January travels, swapping some summer for a little bit of winter, I wondered about quantification of my NAICC experiences. How far had I travelled and how long did that actually take? I knew each trip involved an uncomfortably long time on planes and in airports.

With the bookmarks of Tucson in 2006 and again in 2018, my 13 trips added up to ¼ million miles and around 730 hours spent covering those miles.

There are hundreds of others making the annual pilgrimage to NAICC and no doubt have some amazing travel statistics to present. So, the challenge is out there, how far have you travelled and how long did that take you? I know there are some that have been to over 35 annual meetings so there are some huge numbers to be calculated.

My additional challenge is to other NAICC members to take the trip “down under” and experience some of what Australia offers, both for Ag Professionals, and of course, pure tourism indulgences. Like Americans do, Australians will always welcome you with open arms.

Ian is the Managing Director of Peracto, an Agricultural Contract Research Organisation with locations in Australia and New Zealand. Ian is a voting member of NAICC, and we appreciate his dedication and service to NAICC.

Note from the Newsletter Committee Chair: The challenge is on! Please email Torrance Lee (Torrance.Lee@valent.com) with the total number of miles and hours travelled to reach the NAICC Annual Meetings. We will be posting information about the winner in a future newsletter.

www.naicc.org
Winter Weather: The table below shows winter monthly temperatures and how they compare to the long term average. The November average temperature was well above long term average while December, January, and March were very close to average. February was even more cold than I remembered.

<table>
<thead>
<tr>
<th></th>
<th>November 2017</th>
<th>December 2017</th>
<th>January 2018</th>
<th>February 2018</th>
<th>March 2018</th>
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<tr>
<td>Average Temp</td>
<td>40.6</td>
<td>26.1</td>
<td>24.3</td>
<td>22.9</td>
<td>40</td>
</tr>
<tr>
<td>% of Normal</td>
<td>111%</td>
<td>100%</td>
<td>97%</td>
<td>78%</td>
<td>102%</td>
</tr>
</tbody>
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Corn Planting Dates: As I sit down to write this newsletter on Friday afternoon it does not look like we will be thinking about planting corn in the next week. The current temperature is 27 degrees and the ground is white with snow. March was cold and damp and most growers still have a good amount of field preparation to complete prior to hooking on to the planters. The federal crop insurance planting dates are in the chart to the right. April 10th is the date when growers in Central Nebraska are given the green light to plant corn and be fully covered by Federal Crop Insurance if replanting is necessary.

Preplant and Pre Emerge Residual Herbicide Programs: Control of palmer amaranth has taken priority in my thoughts while planning a residual weed control program for corn and soybeans in 2018. The presence of palmer amaranth in the weed control mix is a real challenge and can expose any weaknesses in our weed control strategies.

Many programs are including a group 15 herbicide such as, Dual/Brawl-(metolachlor), Harness/Surpass/Warrant–(acetochlor), Outlook – (dimethenamid), or Anthem/Zidua – (pyroxasulfone), as a component in the program - which I think is a very good idea. However, if a group 15 product is the sole effective mode of action in a tank or package mix please remember that at best they are likely to control no more than 90% of the palmer amaranth as it germinates and emerges. Palmer is a difficult weed for group 15 herbicides to control so be sure that if you are relying solely on a Group 15 for your residual that you use the highest labeled rates for the greatest effectiveness.

In both corn and soybeans, I like to use a herbicide program that contains multiple effective modes of action in our early pre plant, pre emerge, and/or early post emerge applications. In corn, I have been happy with products or tank mixes that contain a mixture of atrazine – a photosynthetic inhibitor, an HPPD inhibitor such as mesotrione or Balance, and one of the Group 15 products. In soybeans, my personal preference is a combination that includes a PPO inhibitor such as Valor/flumioxazin or Authority/sulfentrazone, a Group 15 herbicide, and metribuzin – a photosynthetic inhibitor. These are not the only programs available – just the ones that I have used and have the most confidence for the situations I deal with.
NAICC MEMBER PROFILE

1. Name: Roger Musick
2. Company Name: Crop Guard Research, Inc
3. Location (City, State): Hinton, Oklahoma
4. Years as a NAICC Member: 36
5. How did you end up working in agriculture, research/quality assurance/consulting, or your current position? In other words, what inspired you to be where you are today?

I have lived and worked in agriculture my entire life. My inspiration was my dad and the work we did together. That everyday involvement; planting crops, working ground, milking cows, feeding hay; became part of my being. Starting college, I naturally majored in agriculture. My uncle found a summer job for me with the Plant Pathology department at Oklahoma State University. His description of the job was “miniature farming”. It stuck and I enjoy small plot research to this day.

6. What is the most challenging aspect of your job?

That would be the same as it has been since day one: working with the most stubborn partner, Mother Nature! She can unleash her fury anytime, any day. There is always some level of challenge with every project, from preparing the land to interpreting the protocol, but we must be prepared for weather delays.

7. What is the one piece of technology you wouldn’t want to be without in your business?

My cell phone

8. If your friend, child, mother wanted to follow in your footsteps, what is one piece of advice you’d want them to know?

Be persistent and never stop learning. Life will consistently test you as you grow your professional and personal life. There will always be circumstances when failure seems inevitable. With a persistent belief in yourself, you’ll find a solution that will help you move forward. Maintain a curious mind and seek out education at all times of your life.

9. What have some of your contributions to NAICC been (including committee service, board membership, any traditions or programs you’ve helped to establish, etc.)?

I have served on and chaired the Membership Recruitment, Retention, and Rules Committee and the Research Education Committee. I also chaired the Ad Hoc Advisory Committee on Contract Research in 1997. I’m currently serving as a member of the Board. I’ve attended every NAICC annual meeting since 1982.

10. What is something about you, your job, your hobbies, or your experiences that most NAICC members do not know about you?

I have been a long distance runner for the past 10 years. In 2007, my daughter-in-law convinced me to train for and run the Marine Corps Marathon in Washington, DC. Our son, Ross, was serving as a Marine in Iraq. We ran in honor of his service. Before this experience, I never imagined running for pleasure! I’ve since completed several full and half marathons. While I’m not training for a race now, I continue to run regularly.

11. If you could take one week off during your busiest time of year, what would you do and where would you go?

If I’m going to take time off during my busiest time of year, it had better count. I would choose a destination without responsibilities where I could find total relaxation – my home. First, I’d tell friends and family, I’m not available. I would avoid all decision making, emails, and phone calls. I would fill my days lounging and reading by the pool with a drink in my hand, enjoying the outdoors, and watching old movies. Some long runs would round out the rest of the time. It would be an enjoyable time, with the added benefit of spending some time with my lovely wife………living the dream!

12. What is a favorite quote of yours?

Beam me up, Scotty – Captain Kirk
The NAICC Photo Contest winner for 1st Quarter First Signs of Spring was:
Emerging Barley
By Jeff Miller
Congratulations for winning the gift card with a great photo!

Honorable Mention Photos are
Tulips in Bloom, Tasmania by Ian Macleod
Crop Advisor Working with Farmer on Crop Scouting by Brian Stark

All photos submitted can be viewed at http://naicc.org/photo-contest/
**Agricultural Field Researcher**

Coastal Research Services is hiring a Field Researcher for our agricultural research company. We are located ~15 miles east of Paso Robles, California. We value our employees and strive to create an environment where people come first.

Field Researchers conduct agricultural field research studies designed to yield agronomic, efficacy, or pesticide residue data. Field duties include application of experimental pesticides, evaluation of pest levels in field trials, and collection of field samples. Most trials are located off-site on commercial farms and work occurs in fields throughout northern Santa Barbara, San Luis Obispo, Monterey, and Kings counties, or at the CRS research farm in Paso Robles.

The Field Researcher position is a full-time, permanent job, however work hours decrease to approximately 3/4 time during the winter months. Work days and hours are flexible. Starting pay rate is $20-25 per hour and is dependent on experience and qualifications. Benefits include paid vacation, paid sick time, and employer subsidized retirement plan.

The ideal candidate:
1. Can relocate to the Central Coast of California.
2. Has experience as a research technician, biologist, or principal field investigator.
3. Can consistently perform detailed evaluations of pest levels at experimental trial sites (i.e. count insects for hours on end) and work independently.
4. Is comfortable handling and applying pesticides, using appropriate PPE.
5. Has a relatively clean driving record (no recent DUIs).
6. Is a very detail oriented, thorough person and has excellent computer and organizational skills.
7. Has education and/or experience in crop production and/or crop protection.
8. Has driven a tractor, applied pesticides, and has farming experience.

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**2nd Quarter 2018 Contest**

**The theme is:**

**Bad Day at Work**

Upload your photos by 11:59 pm Eastern on June 15, 2018 to be included in the current contest.

Upload photos here:


*Please submit no more than 3 photos per person.*

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

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**The correct answer from the March newsletter was Pinky and the Brain.**

**Congratulations to Tracy Knerrer for winning the gift card!**

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

Name the product being advertised by this character.

Submit your answer here:

[https://goo.gl/forms/c1AUibS0LV87nK0r1](https://goo.gl/forms/c1AUibS0LV87nK0r1)

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

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**National Alliance of Independent Crop Consultants**

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www.naicc.org  May 2018