



## ICIA Selected as Nation's Only BE Testing Lab

### Several Thousand Samples Expected

ICIA's recognized reputation for quality lab work, quick turnaround and ability to post test results online proved to be a winning combination in our application to provide biotechnology endorsement (BE) testing.

### Independent Certification Required

The ICIA lab is the only site in the country chosen by the U.S. Department of Agriculture to provide the BE testing in a five-year pilot program. The independent testing ICIA provides is required of producers seeking reduced crop insurance rates through the Federal Crop Insurance Corp. in exchange for planting qualifying hybrid corn with traits that lower yield risk.

Producers must submit 10 leaves in separate bags for the verification. "We test to make sure the traits are there, that they did plant what they say they did," says Rick Vierling, ICIA Genetics Lab Program Director. "We do the test and provide results in a day or two."

### Busy Summer Expected

The volume could be substantial, he says. "We are expecting several thousand samples, although we really don't know how many we will get." Samples arrive during the summer months, a good time for lab personnel to take on extra duties.

"I think our reputation had something to do with being selected," Vierling says. "This program is good for producers and valuable for USDA."



## ICIA to Hold Inspector Training for Corn Inspectors on June 10th & 11th

*Joe Deford*

Field inspections from ICIA are designed to help seed producers ensure purity and help in the movement of seed. Whether this movement is domestic or international, third party inspections help pave the way for a smooth transfer of seed from the producer to consumer.

ICIA inspector documentation, whether for certification purposes or documentation of company quality control protocols is a key component to the ICIA field inspection programs. Corn inspectors are trained to complete inspections during the critical pollination phase and to document the process of "what goes on" during this time frame. Staying in close communication with key company personnel with daily reports helps to assure quality control.

Each inspection year begins with an emphasis on training. Inspectors come from all areas of the state to attend training sessions at the ICIA office and this year will be no exception. Each phase of inspection will be covered by inspection supervisors and/or ICIA management, followed by working scenarios to allow for inspector interaction. Inspector training is not complete after this session, however. Inspectors are given additional "in field" training by their supervisors after they are given their workloads.

With the high cost of seedstock, a few cents per bag is economical insurance and when that insurance comes from an unbiased third party with a trained staff; it adds value and peace of mind to the process. ICIA will also tailor an inspection program to meet your needs. Whether it is herbicide inspection, purity, mapping, isolation, or bin inspection, ICIA can meet your needs. If you haven't already, give us a call. You'll be glad you did.

### Inside This Issue

Industry News.....	4
Director's Corner .....	5
President's Column .....	6
Board of Directors.....	7

# [ICIA Inspector]



*Sarah Gillard, ICIA Field Inspector*

## **Gillard Marks 10 Years of Field Inspection**

### **Brings Homestead Experience, Ag Education to the Job**

With an orchard and vegetable gardens at home, experience working on an asparagus farm and a Purdue University degree in missionary agriculture, Sarah Gillard is well-versed in agriculture. For the last decade, she's added to that by inspecting fields for ICIA—soybeans each year, and beginning last season, corn.

"I like that you can set your own hours, and it's quiet and good exercise. It's peaceful out there," she says of her time in a 14-county northern and central Indiana territory.

### **Childhood of 4-H, FFA, Ponies, Rodeo**

Born in Hammond, Gillard grew up in Virgie in Jasper County. "We had a lot of animals," she says. Weekends and summers, she traveled with her father and his petting zoo and pony ride team throughout Indiana, Illinois, Michigan and Ohio. She was a 10-year 4-H

member and is a leader today, and was active in FFA for four years. She also was a rodeo rider.

Her 1997 Purdue degree in missionary agriculture included a specialization in crop production and weed science. In 2000, she added an elementary education degree with a specialization in corrective reading, computers and early childhood education from Purdue North Central to her resume, and she's working toward a master's in elementary education.

Gillard taught for four years, and is now raising toddler, Emma, tutoring and working for ICIA. "It's been a really good partnership," she says of her field inspection work.

### **Mentors Youth**

She and her husband, James, also devote time to mentoring other children, currently 34 ranging in age from 11 to 29. She met some of them as a teacher, some through her church.

"We've done this for 12 years," she says. "Some have one parent, some have no parents. We're their fill-ins. We give them guidance, get them a new coat if they need one, help them apply to college. Sometimes we meet their teachers, go to their band concerts if they need someone. Six are now married, and a few have children."

Each summer, they host a giant weekend reunion on their property of all the children they've mentored. "We have our 800-square foot house, tents and campers, and the kids all come over."

The couple, who met at Purdue and share seven degrees between them, has made several mission trips to Russia, Arizona and Florida. Spare time? When she has some, Gillard enjoys reading historical fiction about pioneers.



### *In Memoriam*

*Charlie Bowman  
Chester Popcorn/Orville Redenbacher*

*Past ICIA Manager  
1943-1945*

*Valparaiso, IN  
April 8, 2009*

# [ICIA News]

*Melody Henderson,  
ICIA Laboratories*



## **Henderson's Life All About Variety**

Every day is different for Melody Henderson, on the job at ICIA and at home.

### **Works Wherever Needed**

Now in her third season at ICIA, she's well-versed in several jobs, floating as needed to work in cold test, warm germ, herbicide and sometimes in genetics. "I go wherever help is needed," she says.

The variety and her coworkers are what she likes about the job. "This is a good group of people, working well together. And I'm learning something new almost every day," she says.

### **Children, Pets Fill Her Home**

Born in Crawfordsville, she grew up in Lafayette and moved at age 12 to Clarks Hill, where she lives today. A graduate of McCutcheon High School, she previously worked as a bookkeeper.

Henderson grew up in a big family—three siblings and five half- and step-siblings—and today mothers four children and four step-children, all girls, ages 12 to 20. She's also the grandmother of two babies.

Spending time with her children, helping with homework and seeing grandchildren on the weekends are her favorite pastimes. "The rewards are the little things—sitting back and watching as they change and become their own person," she says of being a mother. "I try to guide them in the right direction, and I like it when I see they've done well. My husband and my kids make me happy."

Her family also includes three dogs and two cats—pit bull Max, miniature schnauzer Sadie and miniature poodle Gauge. One cat is named Kitty; the other hasn't been named.

Henderson enjoys cooking family favorites—meat loaf, tacos and her mother-in-law's recipe for hamburger soup. She even makes her own salsa, using tomatoes from her garden. And she enjoys flower gardening.

Summer 2009



## **Pam Hogue Leaving ICIA**

Pam Hogue, who had been working for the ICIA as a highly skilled technician in the Genetics Laboratory, recently submitted her resignation. Her last official day at work was May 29. Pam's husband received a promotion with his employer last year which took him to Eastern Illinois most days of the week. After some months of long commuting, they decided it was in their best interest to move closer to his work. They purchased a home and will be moving to Illinois where they will settle in sometime later this summer.

Pam began working for ICIA as a field inspector in 1997 and began working in the seed laboratory part-time shortly thereafter. Recognizing her skills and abilities, management offered her a full-time position in 2001. Fortunately for ICIA, Pam has agreed to remain available to consult with us and assist with training as we transition with a new lab technician. Genetics Lab Program Director Rick Vierling is moving full steam ahead accepting applications and scheduling interviews with highly qualified individuals. We plan to have someone on board yet this summer to undergo training and be ready for fall testing activity. We are fortunate to have received applications from a large number of individuals with outstanding resumes.

We will miss having Pam here full time, but we wish her well as she and her family move into their new environment.

# [Industry News]



Dr. Craig Beyrouthy



Dr. Sonny Ramaswamy

## Beyrouthy & Ramaswamy Leaving Purdue

Dr. Craig Beyrouthy and Dr. Sonny Ramaswamy have accepted administrative opportunities with other Land Grant Universities. Dr. Beyrouthy, who has served as the Head of the Purdue Agronomy Department since 2001, has accepted the position as Dean of the College of Agricultural Sciences at Colorado State University in Fort Collins. Dr. Ramaswamy, who has held the position of Purdue Ag Research Director since 2006, has been named the new Dean of the College of Agricultural Sciences at Oregon State University in Corvallis. Both will be assuming their new responsibilities early this summer. Both Dr. Beyrouthy and Dr. Ramaswamy served on the ICIA Board of Directors while at Purdue. We thank them for their strong support of ICIA and wish them well in their new positions.



## *Future Seed Executives Update*

### **FuSE Round Table Discussion Group Looks at Immigration.**

On April 28, ASTA's Future Seed Executives Committee (FuSE) held a Round Table Discussion Group call on contract labor management in regards to federal immigration legislation. The 12 participants from across the country were briefed by Jenifer Brown, partner in the law firm of Ice Miller in Indianapolis, Ind. Ms. Brown practices exclusively in the area of immigration law and is the chairman of the firm's immigration practice. Craig Regelbrugge with the American Nursery & Landscape Association is an active member of the Agriculture Coalition for Immigration Reform. Participants on the call received the latest information on how immigration may proceed under the new administration and the many changes within the U.S. Congress as well as the complexities of employee verification and contracting.

### **Upcoming Opportunities:**

The first 2009 Educational Unit is slated for July 16, 2009 and is being hosted by Beck's Hybrids in Atlanta, Indiana. Ed Units are designed as regional opportunities to expand learning, promote networking and improve general understanding of the seed industry. On the agenda is a tour of Beck's facilities, a hosted lunch, a presentation entitled "Identifying and Communicating Value in Complex Farm Relationships" delivered by Scott Downey, Assistant Professor, Agricultural Economics and Consumer Sciences and Retailing at Purdue University, and ample opportunity for questions and networking.

The second Ed Unit will be hosted by The Scotts Company at their Gervais, Oregon location on August 27, 2009.

In September, the next RTDG call will focus on Customer Relationship Management (CRM) systems and how organizations in the seed industry might incorporate this tool into their sales & marketing operations. This call is to be moderated by Danielle Darrough of Darrough Consulting. Darrough Consulting Services, LLC is a full service agri-business specializing in successfully servicing trait and genetic providers, seed companies, dealers, and growers. We know a little support goes a long way which is why we offer a diverse variety of services. Darrough Consulting Services is a leader in liaison tactics for biotechnology, trait, genetic, and information reporting. (<http://www.darroughconsulting.com>)

For more information or to register for these events visit the FuSE website at [www.futureseedexecutives.com](http://www.futureseedexecutives.com) or email [info@futureseedexecutives.com](mailto:info@futureseedexecutives.com)

# [Director's Corner]



Tim Reese, Fielder's Choice Direct

## Reese's Flight Path Ag-Centered

A pilot since high school and a 2000 Purdue graduate in aviation technology, Tim Reese's current flight deck is an office at Fielder's Choice Direct in Monticello.

He joined the company, now owned by Monsanto, in 1997, and today serves as product and distribution lead. He's responsible for production planning, inventory management, distribution—with a focus on business development and market expansion of corn and soybeans—and vendor and regulator relationships.

## Farming, Manufacturing Background

Although he didn't grow up on a farm—he lived in Chalmers then Lafayette—he brings about a dozen years' part-time farming experience to the job and to his posts as president of the Indiana Seed Trade Association and, by way of his ISTA position, also a member of the ICIA board. His earlier work experience also included four years at Lafayette's truck-trailer manufacturer, Wabash National, and a year with Farm Bureau Insurance. And he has a side interest in construction.

"Although I'm not using my aviation degree in that industry, it did train me in procedures, checklists, following things to a 'T' and statistical analysis," he says.

## Looking to the Future

The forward-looking aspect of his job at Fielder's Choice, where he's one of about 75 employees in the direct-to-the-farmer corn, soybeans and alfalfa sales business, is his favorite, he says. "What gets me up in the morning is the opportunity to come in and work on the future. I'm always thinking down the road of what's the next thing coming. There's so much new technology, from seed and traits to electronic information, growers have the ability to get information whenever and from wherever they want."

It's also what keeps him awake at night. "I think about what's going on and wonder, 'How do I fix it? What's coming up next?'. I'll pop out of bed and write on a Post-It note, then go to sleep," Reese says. "I like digging into projects, taking them to the end, and creating wins for the customer with efficiencies for the company."

## ISTA Liaison to ICIA

About five years ago, he decided he'd like to be more involved in industry organizations. "I needed more experience," he says. He was elected to the ISTA board, then its executive team. As liaison to ICIA, he's excited about the joint

conference the two organizations are planning for 2010. "It will be one fantastic show versus two great shows, with benefits for participants and exhibitors."

Serving on the ICIA board has also been a learning experience. "It's opened up a lot of new knowledge and information about ICIA business and long-term goals."

## Work, Family Important

Reese's parents modeled important career lessons for him—his mother as an independent insurance agent and his father as a self-employed contractor. "The key take-aways were hard work, dedication and not giving up," he says. "Work is my life, but my family is just as important. I love to work hard and play hard."

He and his wife Shelly are the parents of two preschool-age daughters. "Right now, it's Fisher Price, reading books and playing in the backyard," he says. He also enjoys family camping, cookouts, snowmobiling and other outdoor activities. And he's still drawn to the air now and then.

"I like the adrenalin stuff, going out and getting crazy, blowing off steam."

# [President's Column]



*Jon Stafford, WestBred LLC  
President, ICIA Board of Directors*

I don't have much time to write this month. It's wheat time you know. I'm very busy traveling, seeing clients, and taking notes in our wheat plots. I just returned from the delta and the story is the same there as it is here - WET WET WET! I know we are all anxious to get to the fields but believe me; it's not much fun right now. I was walking in (not on!) water with mud over my ankles while in our plots with customers in Arkansas. I'm leaving tomorrow for the east coast and glad to see a window of warm, dry weather for the next week!

Larry and the staff just finished a good year at ICIA and the prospects are bright for 2009-2010. The added efforts in marketing and personal customer calls are paying off. We were successful in acquiring a major piece of lab equipment that will allow the genetics lab to develop assays for testing multiple traits at the same time. Of course I've probably over simplified this, but Larry and Rick know me. This will be a good investment for ICIA and a good tool for you to take advantage of when testing for traits and genetic purity in your crops.

As we welcome our new Dean of Agriculture, Jay Akridge, we say a fond farewell to two very good friends of ICIA and Purdue. Sonny Ramaswamy has accepted the position of Dean of Agriculture at Oregon State University. We will all miss Sonny on the board. He brought a lot of life and ideas to our meetings and was very help-

ful with the planning of our annual conference. Craig Beyrouthy has accepted the Dean of Agriculture position at Colorado State University. Craig has always been there when we needed information or had ideas to explore. Craig has served the ICIA board well for several years. We will miss both these fine gentlemen at Purdue and ICIA. We wish them the best in their new challenges.

One of our past presidents, Mark Wenning, spent a brief time in the hospital having some repair work done to his heart. (I gave him some pointers on this from experience.) He is back home, on the job and doing great.

As you go the field, please take a moment to plan ahead. We can plant a lot of corn and beans in a very short time. We want you all to have a safe and successful spring!

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\* *Executive Committee*

### Seed Lab Notes Test Results Through June 1, 2009

Soybeans				Corn			
<u>Test</u>	<u>Germination</u>			<u>Test</u>	<u>Germination</u>		
	2008/09	07/08	06/07		2008/09	07/08	06/07
Warm Germ	92.1%	88.1%	93.6%	Warm Germ	96.4%	97.7%	95.7%
Cold Test	88.4%	80.3%	90.0%	Cold Test	93.6%	94.2%	92.3%
Accelerated Aging	83.4%	71.2%	81.0%				
Sand	90.2%	82.9%	91.0%				
Tetrazolium	92.6%	84.1%	91.8%				

2008 Corn quality was very good. Corn vigor scores were also strong. Soybean quality was also quite strong for most lots this past season. The table above shows the germination and vigor scores of the recent completed testing year, and previous two years.

If you have any questions or if we can be of any assistance. contact Kevin Seward or Susan Dadacz in our lab at 765-523-2535 [seward@indianacrop.org](mailto:seward@indianacrop.org) or [dadacz@indiacrop.org](mailto:dadacz@indiacrop.org).

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# [Calendar]



## June

- 10-11 ICIA Inspection Training, Indiana Crop Conference Center
- 21 - 25 ASTA, Scottsdale, AZ
- 28 - July 1 AOSCA, Portland, OR

## July

- 16 FuSE Ed Unit, Beck's Hybrids, Atlanta, IN
- 20-23 AASCO Annual Meeting, Scottsdale, AZ

## August

- 11 ICIA Board of Director's Meeting, WestBred Lafayette, IN
- 27 FuSE Ed Unit, Scotts Company, Gervais, OR

ICIA Seed News is the official newsletter of the Indiana Crop Improvement Association, Inc.

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