Smith’s Segment (2)
Greg Smith, President, ICIA

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Indianapolis Marriott North: Highlights & Registration

2012 A Growing Season (6)
Another growing season has come to an end and winter is almost upon us. That seems kind of hard to imagine when I look outside and see sunshine and temperatures approaching 60 degrees. I am not sure if that means we are in for a repeat of last year’s weather pattern of a mild winter with no snow, or if it means we are in for a long cold snowy winter to average everything thing out. Only time will tell!

The board, committee chairs and staff have met on two occasions now for strategic planning sessions. Progress is being made but more work needs to be done before we will have a working model to share. More meetings are being scheduled to finish the process.

Please remember to register employees for the Illinois and Indiana Seed Conditioning Workshop held on February 5, 2013 and the Corn Belt Conference held February 6 & 7, 2013 at the Indianapolis Marriott North.

The Seed Conditioning workshop is geared toward plant personnel and operations. This is a good opportunity to receive continuing education credits.

The Corn Belt conference is one of the best mid-winter seed meetings available. I believe you will find it to be very informative.

I would like to take this time to wish everyone a Merry Christmas and a very Happy New Year!

Greg Smith, General Manager
Hubner Industries LLC
West Lebanon, IN
Meet one of ICIA’s Board Members
Featuring ICIA board member Craig Anderson

“Though these traits have taken center stage, I believe we have seen significant progress in genetics, as well, in both corn and soybeans.”

So, what do you have when you mix one part family man, one part dare-devil / motorcycle enthusiast, and one part Vice President of Operations of AgReliant Genetics? Well, Craig Anderson, of course!

Craig grew up on a farm in southeast Minnesota. He graduated from the University of Wisconsin at River Falls with a degree in Ag Business and Economics. Soon after graduating Craig started his career in the seed industry with a position in sales and marketing at L. Herried Seed, a Biotechnica Agriculture Company in Prescott WI. Biotechnica was later sold to Lima Grain in 1994.

Craig has held more than one position within the Lima Grain network. He was marketing manager of LG Seeds in 1999/2000, became General Manager of LG Seeds in 2000/2001. In 2008 Craig and family moved to Indiana when he became Vice President of Operations at AgReliant Genetics which manages five brands in the US and one brand in Canada.

When asked about some of the significant changes to the seed industry, Craig points to industry consolidation and the introduction of GM traits as being the most significant. Craig believes the advent of trait insertion into corn and soybeans and the value captured throughout these new products has been vitally important for the seed industry, but also points to significant advances in the new genetics that carry these traits to the marketplace. “Though these traits have taken center stage, I believe we have seen significant progress in genetics, as well, in both corn and soybeans.” For AgReliant to continue to be successful each of their six brands must continue to deliver real value with seed driven solutions along with traits that bring value to the farmer.

Craig has served on your Board of Directors for two years with two remaining and currently serves as Director-At-Large on the Executive committee. He enjoys serving the association in this role because as he says “it is both interesting and rewarding to work with the ICIA team as they insure and validate the quality of the seed that will go to farmers in Indiana and surrounding states.”

Craig is very family oriented, as well. He and his high school sweetheart Donna, have been married for 21 years and have three boys and one girl. Craig enjoys canoeing in the boundary waters in Minnesota. He admits, however, as the children get older – particularly the boys, he has made room for another pastime – golf. After all, with three boys there is a natural foursome!

Craig Anderson Vice President of Operations
AgReliant Genetics

Corn Belt Seed Conference

Mark your calendars to attend the Corn Belt Seed Conference hosted by ICIA and ISTA. The CBSC will be held February 6-7, 2013 at the Indianapolis Marriott North in Keystone. The 2013 Illinois-Indiana Seed Conditioning Workshop is scheduled for the day prior, February 5. Visit the meeting website www.cbsconference.org for details.
Seed Conditioning Workshop
February 5

Opportunity for CCA & CCH Credits

The 27th Annual Illinois/Indiana Seed Conditioning Workshop is set for February 5, 2013 at the Indianapolis Marriott North. This is the day prior to the Corn Belt Seed Conference, one of the Midwest’s largest seed related meetings.

The Conditioning Workshop focuses on the basics of seed conditioning, handling, treatment, pest control and other issues. This year, the program features professional speakers who will cover the following specific topics:

“The Basics of Seed Cleaning & Gravity Tables; Color Sorting; Conveyance and Handling Equipment; Pest Control Options in the Seed Plant; Workplace Safety; Refuge in a Bag and Professionalism in the Workplace.”

There will be seed treatment presentations on dust-off, accurate application, build-up of treatment in the conditioning equipment and some information about honey bees and seed treatments. Information about new seed treatment products will also be shared.

Seed Industry Equipment and Products

- This workshop is planned specifically for individuals who manage or work directly in seed plants. The workshop not only provides a wealth of educational information on topics specific to seed conditioning, attendees who are licensed Category 4 Seed Treaters will be able to receive 6 credits for the session.

- The workshop also features commercial exhibitors with information about equipment and products for the seed industry; lunch at noon; refreshment breaks; and a social hour at the close of the workshop for networking opportunities as well as more time in the exhibit area.

- There are very few meetings designed specifically for seed conditioners. This year’s program offers a great opportunity for those working in the plants to receive the most current information on topics that relate directly to their jobs. We encourage you to take advantage of this one on February 5, as well as the educational program offered at the Corn Belt Seed Conference that follows on February 6 & 7. For a copy of the program, hotel information and workshop registration information visit the website at www.cbsconference.org or call the Indiana Crop office at 866-899-2518.

Hulbert Named President and CEO of Ag Alumni Seed Improvement Association, Inc. of Romney, Indiana.

“Jay Hulbert has been named President and CEO of Agricultural Alumni Seed Improvement Association, Inc. of Romney, Indiana.

“We are excited to have Jay joining the team,” said Bill Biddle, Chairman of the Board of Directors at Ag Alumni Seed.

“He brings the company an abundance of experience in agribusiness that will be a real asset.”

Hulbert was the CEO of International Garden Products and before that served in a variety of capacities with Seminis Vegetable seeds and its predecessor company, Petoseed. He is experienced in all facets of the seed business both in the US and internationally.

“I’m tremendously excited to be working with the team at Ag Alumni Seed, our associates at Purdue University and all of our great business partners. I’m enthusiastic about advancing our current products and exploring new opportunities that will continue to move Ag Alumni Seed forward and provide great benefits to our partners and stakeholders.” Hulbert said.

Hulbert succeeds retiring President, Dr. Fayte Brewer, and is relocating his family to Indiana.
Corn Belt Seed Conference Delivers a Timely and Value-Packed Program.

The Corn Belt Seed Conference is once again “powered” by the Indiana Seed Trade Association (ISTA) and the Indiana Crop Improvement Association (ICIA). This 4th annual joint meeting will be one of the largest seed meetings in the Midwest.

The 2013 conference, set for February 6-7, will return to the Indianapolis Marriott North Hotel in the Keystone area of the Circle City. It has won top awards for customer service and meeting accommodations. This year’s program features nationally known speakers addressing cutting edge topics; educational workshops; commercial exhibitors; social networking; and more.

**Wednesday February 6**

The first day of the Corn Belt Seed Conference offers a lineup of speakers and topics you don’t want to miss. Our keynote speaker, Krish Dhanam, will start the session with a motivational and humorous presentation titled The American Dream Has No Snooze Button…..How to Be More, Do More and Have More! Krish’s advice, “Plan with attitude, prepare with aptitude, participate with servitude, receive with gratitude and that should be enough to separate you from the multitudes.”

Keeping with tradition, Dr. Jay Akridge, Dean of the Purdue College of Agriculture, will address the CBSC as he does each year. His topic for the 2013 conference is, “Purdue Agriculture and the Seed Industry Working Together to Feed a Growing World.” A representative from Fair Oaks Farms will tell us what they are doing to educate the public about agriculture. And the Indiana State Climatologist, Dev Nyogi, will be with us again to review the great drought of 2012 and what that means for 2013.

Wednesday afternoon for all attendees, Steve Hofing from the Centrec Consulting Group, will provide a global perspective presentation on the changing logistics of agriculture.

ASTA will cover the Genetic Event Marketability and Access Agreement (GEMAA), also known as The Accord. The Accord was developed to address the transition of commercial biotechnology events as they go off patent.

There will be two production workshops this year. The corn session will have an update on rootworm resistance, drought tolerant genetics and a beekeeper’s presentation on how honey bees and agriculture can coexist. The soybean workshop will have three presentations on herbicide issues and new herbicide products. One will address weed resistance management and the other two will review stewardship requirements for new herbicide products. The two workshops will run concurrently from 3:30 to 5:00.

Finally, the ever popular, Dr. Mike Boehlje, from Purdue University will tie it all together with a Strategic Risk Planning 101 presentation that owners and managers of seed businesses will definitely want to attend.

For conference meeting registration information, hotel room registration and detailed program information, visit the meeting website at www.cbsconference.org.

**Thursday February 6**

A 7:30 breakfast features the ICIA and ISTA annual business meetings.

The Thursday morning main program begins at 9:15 with a continuing discussion of issues from a global perspective. We will hear from Perdue Farms about the changing logistics of grain flow in the United States and internationally. A Wells Fargo representative will discuss the high commodity prices along with repercussions and customer impacts.

For conference meeting registration information, hotel room registration and detailed program information, visit the meeting website at www.cbsconference.org.
2012 - A Growing Season to Remember..... Forget.

Not that you haven’t already, but you will read countless articles about the 2012 growing season – maybe for seasons to come. So let’s look forward to the 2013 growing season.

What do we know? We know the acreage you are being asked to produce will be large - just like it was in 2012. We also know each year is different and the problems and difficulties we faced in 2012 will be replaced with a new set for 2013. One thing that will remain the same is ICIA will stand ready to help you with your inspection needs.

In 2012, ICIA saw a record number of tailored inspection programs which required a record number of inspectors. For the first time, the ICIA seasonal inspection corps was above 100 inspectors. Our inspection crew will communicate directly with your production crew, supply daily timely reports during pollination of your seed corn fields. When your production area grows beyond your home area, or even beyond our state borders, our crew can supply you mapping, spray, bloom and fall inspection reports for your production fields. If you would like, we can communicate directly with you and AOSCA, (and subsequently with your trait provider) as well as your contract grower, to supply critical spray and pre-harvest information of your soybean fields.

Yes 2012 will long be remembered as a difficult year for production. As your production acres increase for 2013, we can help you with your production data information. So whether your production is for international shipment or domestic sales, give ICIA a call and let us tailor a program that will meet your needs.

Inside ICIA Genetics Lab

ICIA strives to maintain the highest standard of quality in all of our testing services including the DNA-based services.

We provide DNA services for a number of different crops which include corn and soybeans. DNA extracted from ground seed samples undergo target specific PCR (polymerase chain reaction) and a fluorescent detection which is reported quantitatively. The PCR amplifies the target DNA strand to a detectable level in order to quantify the presence of the targeted event. The reaction itself is tracked by a fluorescent tag which can be detected by a real-time PCR machine. ICIA tests for 35S and NOS (non-event specific) as well as many commercially available traits. We work hard to stay on the cutting edge of detection methods as well as marker design and will be adding additional traits to test as they become available in the marketplace.

Seed Quality Update

Seed quality for the 2012 crop is testing above 90% to date for both corn and soybean germinations. The corn germ average is 96% and the bean average is 91%. The sand germination average is 90.6%. The drought of 2012 appears to have not affected the overall quality of either crop for most lots of seed. The soybean moistrues have been good but generally the seed size is larger due to summer drought and the later fall rains.

<table>
<thead>
<tr>
<th>Soybeans</th>
<th>Warm Treated</th>
<th>93.5%</th>
<th>Untreated</th>
<th>91.2%</th>
<th>Cold Test</th>
<th>89.6%</th>
<th>Sand</th>
<th>90.6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>Warm Germ</td>
<td>96.3%</td>
<td>Cold Test</td>
<td>92.3%</td>
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# 2013 Corn Belt Seed Conference Exhibitors

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<tr>
<th>Advanced Biological Marketing</th>
<th>IPSA</th>
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<tr>
<td>Advanced Sort Industries</td>
<td>Krauter Solutions</td>
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<tr>
<td>Ag Printers</td>
<td>Long Brothers Bag Company</td>
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<tr>
<td>American-Newlong</td>
<td>LRA Marketing/Lyle Richert &amp; Assoc.</td>
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<tr>
<td>Bayer CropScience</td>
<td>Midco Enterprises</td>
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<td>Becker Underwood</td>
<td>Novozymes BioAg</td>
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<td>Bratney Companies</td>
<td>Oliver Manufacturing Company</td>
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<td>Buhler Sorthex</td>
<td>Olympus</td>
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<tr>
<td>Buskirk Engineering</td>
<td>O’Mara Ag Services</td>
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<td>Creative Inc.</td>
<td>Quality Ag Solutions</td>
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<td>Direct Enterprises</td>
<td>Rich Connell AGRI-SEARCH</td>
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<td>Fumigation Service &amp; Supply</td>
<td>Snow White Services</td>
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<td>Greenleaf Genetics</td>
<td>Tech Services</td>
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<td>Greif Packaging</td>
<td>United Bags</td>
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<td>Henriott Group</td>
<td>USDA NASS</td>
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<td>Winfield Solutions</td>
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