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Anderson’s Article
by Craig Anderson, President ICIA

It seems like winter was impatient to get here this year. As our customers were wrapping up their harvest, we had an early reminder of Mother Nature’s power to impact our daily work. Thankfully, as I write this update, the commercial crop in Indiana is mostly in the bins. Growers across the Midwest are expected to harvest a record crop of corn and beans. While the extremes of both higher and lower commodity prices over the last few years remind us that we live in both a supply and demand driven market, it is even more important that we provide high quality seed to our customers.

Seed production on both corn and beans generally met or exceeded expectations, which led to the lab having one of its busiest Octobers on record. As ICIA has been gearing up for growth, they were and are ready to handle any testing needs you may have. I encourage you to continue working with ICIA and the services they provide, and if you are not using them now, you should take a look at what they can provide. They are committed to earning your business by delivering great results in all areas.

Make sure you take advantage of the upcoming Seed Conditioning Workshop as well as the Indiana Corn Belt Conference. Both ICIA and ISTA have been working since last spring to make sure this year’s event will add value to your company and attendees. All of the information you need to get a better picture of what you can expect is included in this edition of Seed News.

Susan reminded me that this is the last article I will write as President of the board of ICIA. It shocked me how fast this year has gone by. While it was fast paced, I can say it was also a real pleasure to be a part of this organization and watch how it strives to succeed by meeting our industry’s needs. It seems like our industry demands constant and intense attention or you get left behind quickly. My advice is take time to look for those times of great reward that the seed industry provides and take full advantage of those times when you can get away and relax. To that end, I wish all of you a Merry Christmas and a Happy New Year!

Craig Anderson, Vice President, AgReliant Genetics
Westfield, IN

January 24-27, 2015
ASTA Vegetable & Flower Seed Conference
Tampa, FL

February 3, 2015
Illinois-Indiana Seed Conditioning Workshop
Indianapolis Marriott North, Indianapolis, IN

February 4-5, 2015
Corn Belt Seed Conference
Indianapolis Marriott North, Indianapolis, IN

February 26-28, 2015
Commodity Classic
Phoenix, AZ
It’s a busy December morning inside the ICIA offices and labs. The coffee is on early! UPS arrives with a load of samples. The phone rings - the customer calling receives the results they need. One might say it’s business as usual. And while most are counting down the shopping days until Christmas, ICIA’s cold test department is full of activity - counting the days to plant and germinate in view of the holiday schedule.

“It seems simple, it’s not brain surgery, yet it’s important,” says Dan Edwards, ICIA Cold Test Department Director. “Each box of seed has high value - it has significant importance to the customer who sent it.” Our technicians carefully analyze each test they germinate assuring the normals and abnormals are accounted for with accuracy. “ICIA customers have long relied on the accuracy of their results. Results that are never compromised,” said Edwards. This is the foundation of ICIA’s reputation.

Dan Edwards, who recently reached a 40 year milestone of working for ICIA and its customers, said “it is the value of consistency that will always make the difference - our member customer’s respect consistency and the technicians I work with each day appreciate it.” Edwards stressed the importance each staff member has in adding value to ICIA customers. “ICIA is unique in that our staff is empowered to make decisions in helping to assist customers.” He says the most enjoyable aspect of his work environment is “working with good and decent people to complete good and decent work.” When the testing season is at its busiest, it’s important to keep things light and humorous - without losing sight of the work ahead.

In his 40 year tenure at ICIA, Dan has carried out many tasks for ICIA. He interviewed in the summer of 1974 - after receiving a “ding” letter from former ICIA manager, Larry Svajgr stating Edwards ‘wasn’t a good fit for the position.’ Later that fall he received a call offering him a position in the ICIA lab. Dan gladly accepted and began his career working with TZ testing and inspection of wheat, corn and soybeans. In 1987, Dan received a promotion to Cold Test Director and continued with summer inspections.

Dan relinquished summer field inspections in 2007 and began to administer the processes for the reporting of seed corn inspection while continuing to inspect wheat in the spring and assist with the winter grow-outs.

When asked about the impact of his daily work at ICIA - Dan quickly shifts back to the colleagues he works with on a daily basis. He said the focal point has remained the same - value those working around you. See the good in them. Dan believes this trickles down to customer service. Every person who calls in to ICIA will speak to an ICIA staff member willing and able to assist. “Our staff work diligently to provide honest and accurate results. And we pay close attention to turn-around time.”

As the ag industry evolves, it’s imperative to stay on pace. “The genetics lab has been on the cutting edge of change at ICIA,” stated Edwards. Former CEO, Larry Svajgr fostered the needed change and ICIA has progressively moved forward.

Dan’s enthusiasm has remained the same throughout his career at ICIA - “I come to work everyday - I’m happy - and I do the best job I can.” Yet in recent months you will hear Edwards talk about his upcoming plans for retirement. Dan smiles as he says, “I’m looking forward to spending time with Judy,” with which he will soon reach another milestone - 44 years of marriage! Spending time with their seven grandchildren is also on the top of the retirement list. “Our grandchildren are our greatest joy.” As for anything extraordinary, there’s not really much to say. In the words of Dan’s assistant, Karen Laffoon, “Dan is an extraordinary ordinary guy.” You won’t find a single person in the cold test department who doesn’t enjoy working with Dan!

When asked what is most important to him, without hesitation Dan said “my faith in Jesus Christ. He is the Way, the Truth and the Life.” Outside of that, nothing compares.
Illinois-Indiana Seed Conditioning Workshop

The 29th Annual Illinois-Indiana Seed Conditioning Workshop is set for Tuesday, February 3, 2015 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, safety and other issues. This year, the program features professional speakers who will cover the following specific topics:

“The Basics of Air Screen Cleaning & Gravity Tables; Equipment Cleaning; Stewardship in the Plant; Total Plant Management; Workplace Safety; Seed Treatments and Industry Image.”

There will be a session on industry advances in seed treatment care combined with Indiana regulations for seed treating. Attendees who are licensed Category 4 Seed Treaters will be able to receive credit points for this session as well as for other portions of the workshop.

This workshop will have a presentation addressing total plant management which should be very educational. Previous workshops have presented information on specific tasks or pieces of equipment but there has not been a talk on overall plant management. As part of the same session there will be equipment cleaning and stewardship presentations which should tie the morning sessions together nicely.

Another variation for this workshop is the day’s wrap-up session. Historically, a company owner or manager has discussed company image and how it is important for all employees in a company to present the right image to customers. The 2015 workshop will be looking at industry image. We will have two industry leaders discussing how those of us who work with seeds answer questions our family, friends, neighbors and others ask about GMOs. They will also give us guidance on how we can respond to those who have a negative image of the seed industry.

This workshop is planned specifically for individuals who manage or work directly in seed plants. The workshop provides a wealth of educational information on topics specific to seed conditioning. 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 3, as well as the educational program offered at the Corn Belt Seed Conference that follows on February 4 & 5. For a copy of the program, hotel information and workshop registration information visit the website at www.cbsconference.org or call the ICIA office at 866-899-2518.

In Memoriam

John Henschen
Stine Seeds
November 6, 2014
ICIA Welcomes New Staff

His face is familiar because he spent the Summer of 2013 learning about field inspections and lab testing while completing his internship at ICIA. Wes Delks joined our staff in June as the Field Programs Assistant after graduating from Purdue with a degree in Wildlife.

This has been a year of many changes in Wes’ life as he not only graduated college and joined our staff, but also became a husband in August to his sweet wife, Madison, and purchased their first house. Though he has enjoyed moving into this next phase of his life, some things remain the same. He still loves to spend hunting season in a deer stand, frequent Flour Mill Bakery, and follow Purdue and IWU sports.

We want to welcome Wes Delks to Indiana Crop Improvement and look forward to working with him in the years ahead.

ICIA Field Inspections

We’ve recently given thanks for a bountiful harvest, but the road to that end result involves a crew of 91 inspectors covering miles and miles of Indiana back roads inspecting corn, soybeans, and small grains to add the value of well-trained eyes to the harvest. This growing season was no exception as ICIA inspectors looked for potential problems that early detection could help alleviate.

Customers have diverse days that do not always allow for them to have their eyes on all fields at critical times. We are their eyes in the fields. We serve our members equally regardless of whether they are a small seed company with one field or a large corporation with multiple fields across several counties. We take pride in providing quality, timely information to these customers.

Indiana Crop not only offers general inspection services, but also inspects new soybean germplasm to ensure it meets genetic standards. We also provide certified noxious weed seed free inspections, as well.

Field inspectors attend training sessions every year to maintain a high level quality inspection for our members. Corn training sessions are held each summer. In addition, two soybean sessions—one in the summer for bloom inspection and the other in the fall for pre-harvest inspection—are also held to educate and refresh our employees. All inspectors who work for ICIA take their job very seriously and are well-trained professionals.
The Corn Belt Seed Conference is once again “powered” by the Indiana Seed Trade Association (ISTA) and the Indiana Crop Improvement Association (ICIA). This 6th annual joint meeting will be one of the largest seed meetings in the Midwest.

The 2015 conference, set for February 4-5, will return to the Indianapolis Marriott North Hotel at Keystone Crossing. This year’s program is filled with sessions educating the attendees on topics that were once considered futuristic but are quickly becoming part of seed industry practices. The CBSC will also have commercial exhibitors; social networking; and more.

**FEBRUARY 4**

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, Aaron Thomas, has a very personal story to share about overcoming adversity and taking pride in what you do. This is a ‘must hear’ talk.

Keeping with tradition, Dr. Jay Akridge, Dean of the Purdue College of Agriculture, will kick-off the CBSC as he does each year. His topic for the 2015 conference is, “Growing Our Capabilities to Serve Production Agriculture: Setting the Stage for Exciting Future at Purdue.”

In keeping with our theme, the morning session will conclude with a panel of experts discussing “Precision Farming – What does the Future Farm Look Like.” These gentlemen are already using many precision farming tools.

Thursday afternoon for all attendees, we will begin with an update on weed resistance technology that is soon to be available to the seed industry and farmers. Representatives from Monsanto, Dow Agricultural Sciences and Purdue University will be educating us on stewardship and best practices for using ENLIST® and Roundup Ready XTEND® products.

After a refreshment break, Scott Downey, with the Purdue Center for Ag Business, will talk about Generational Selling and how seed companies are dealing with customers that represent very different generations. The Wednesday session concludes with a panel of farmers discussing what services they expect from seed companies.

The evening social will be held from 5:30 to 7:00 at the conclusion of the Wednesday program.

**FEBRUARY 5**

A 7:30 breakfast features the ICIA and ISTA annual business meetings. We will also have comments from Cathy Enright, Executive Vice-President of BIO, as well as ASTA CEO Andy LaVigne.

The Thursday morning main program begins at 9:15 with a continuing discussion of issues on the horizon. The session is “Water Quality and Quantity: What is at Stake for Seed Companies?” Even though the Midwest is blessed with ample rainfall there are concerns about the future of our water resources. Dr. Ron Turco from Purdue will talk about the work his team is doing with regard to water quality. Jane Hardisty with NRCS/USDA will discuss her work with farmers and irrigation systems. Jordan Seger, Director of Soil Conservation with ISDA, will inform us on water discussions that are occurring at the state level and potential legislation related to water issues.

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

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**Aaron Thomas, CBSC Keynote Speaker**

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Mark your calendars to attend the Corn Belt Seed Conference! The CBSC will be held February 4-5, 2015 at the Indianapolis Marriott North in Keystone. The 2015 CBSC will feature keynote Aaron Thomas from Parkersburg, IA. His presentation is based on a book entitled “The Sacred Acre” which chronicles the accomplishments of Ed Thomas’ life, Aaron’s father. Aaron is a graduate of Drake University in Des Moines, IA.

You also won’t want to miss the opportunity to register your staff to attend the Illinois-Indiana Seed Conditioning Workshop scheduled for the day prior, February 3. This workshop, hosted by Total Seed Production, is designed to deliver on-the-spot, practical information to take back to your business. In addition, CCA & CCH credits will be available for all workshop and conference sessions that qualify. Visit the meeting website www.cbsconference.org for details.
Seed quality for the 2014 crop is testing above 90% to date for both corn and soybean germinations. The corn germ average is 97% and the bean average is 92%. The soybean moistures have been good. A few soybean samples have shown a small amount of pod and stem disease but generally most samples have not showed much disease or mechanical damage. The corn germs have been strong. When submitting samples to the lab for testing purposes I would remind you to send the appropriate amount of seed needed for the testing choices requested. We here at your lab look forward in providing all your testing needs. For any questions or information need please contact Kevin Seward, Seed Lab Director or Susan Dadacz, Sample Data Dept. Head at 866-899-2518 or email at seward@indianacrop.org or dadacz@indianacrop.org.

**Warm Germination**
- **Soybeans**: 92.8%
- **Corn**: 97.3%

**Cold Test**
- **Soybeans**: 91.1%
- **Corn**: 93.8%

**Sand**
- **Soybeans**: 85.7%