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As I sit here to write the fall edition of this article, I never would have guessed we would be over half done with corn harvest. We started planting two weeks later than normal, but started harvest one week earlier than normal. Mother Nature has a mind of her own and, like all of you, we must be prepared to make the most out of what she gives us. So far, we have been blessed with a great crop this year. Quantity and Quality are great, now we just need the markets to improve.

Being prepared and proactive to what the seasons bring us is the same approach Indiana Crop has taken and will continue to take. A strategic plan was put in place by the Board of Directors in 2013, the strategic plan has been instrumental to ICIA’s growth and success over the last 5 years. The Board is currently reviewing the goals of the strategic plan and making changes as needed to keep ICIA on track in this ever changing industry.

ICIA is preparing for the future demand by investing in the facilities at ICIA. Plans and permits for the facility expansion are being finalized and most of the equipment for the new space has already been acquired. The additional space will allow ICIA to be able to continue to deliver accurate and timely results, now and into the future, on which the seed industry has always relied.

As you know, ICIA prides itself as being the leader in lab and field services and we will continue to improve the level of service our customers and members have known to trust and rely. With agriculture being such an unpredictable industry, we want to remain a predictable and reliable source on which you can depend.

As the harvest season progresses make sure you take time to appreciate the season and enjoy the results you have worked for all year. I hope all of you have a safe and successful harvest!

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Ryan Campbell, Vice President, Total Seed Production~Tipton, Indiana
Director's Corner

Dan Rowland, Regional Account Lead, Greenleaf Genetics

A 38-year seasoned ag professional, ICIA board member, Dan Rowland says he grew up thinking there was a right way and a wrong way to do things. "Throughout my career, I've learned there are multiple ways to be successful when you have the opportunity to work in an industry with a unique group of diverse companies."

Growing up on a farm in South Whitley, IN with his grandparent's farm nearby, Dan's influence was strong in agriculture. He also experienced great mentorship from his high school ag teacher and was certain he would pursue a path in farming. However, his interest in ag sales climbed into the front seat when he met George Pickering, founder of "Migro Seed Company." George, and his son, Mark later started Pickering Seeds and Dan represented their seed sales from 1980-1983. In '83, Rowland transitioned his career as a Sales Representative to Asgrow Seeds, continuing there until 1994. He then joined Syngenta serving as their Sales Representative Account Manager, District Manager, and now Regional Account Lead in the Greenleaf Genetics division selling genetics and traits.

Dan says when he began his sales work with Syngenta he had a mobile phone - a bag phone in his vehicle - (the luxury of flip phones hadn't hit the market) and he had a computer. "The technology revolution we are witnessing is one of the most significant changes and challenges I've seen in this industry," said Dan. He stated, "While the improvements continue to bring positive change, I believe we will see more advancements in the next 10 years than we've experienced in the last 30 years combined." Precision agriculture is an excellent example of the progress. However, the industry also will face greater tasks than they've ever experienced. Those challenges rest within the fiscal constraints on controlling commodity prices and the regulatory process in getting new traits approved.

In regards to research and development, Dan states "I'm astounded at the progress we are making in genetics. We're going to continue to bend the angle upward on improvements with new Genetics and Technologies. They are coming out at a rapid pace and will take the ag industry to even greater heights." When asked what were some of the economic challenges of rolling out the development of the new traits, Dan stated, "as with anything, you need to consider the value. What are the costs for growers versus the gains they will benefit? However in this industry, you can't afford to lose ground, so to speak. There are more and more people to feed all the time. It's imperative to stay ahead."

Listening to the needs of his customers is something Dan takes very seriously. With his background in agriculture, he has the foundation to relate to them with a greater understanding. However, really listening to their specific needs and creating an opportunity to help them is what he enjoys most. "I've accomplished my goal if I can produce a solution to help them become more successful," said Dan.

Agriculture has been cyclical from the beginning of time. Out of necessity, you learn to become efficient in the less plentiful times, and you always practice being resourceful. Diversification in this industry is important. "That is one of the key elements of ICIA's success. I've had the luxury of watching others in this industry serve on the ICIA board and have been so impressed with their foresight in reviewing and updating their strategic plans. Along with ICIA's CEO, Alan Galbreth, we have many excellent leaders in our industry that have all contributed to the success of ICIA. I'm thankful for the opportunity to serve on the ICIA board," said Rowland. Dan says, "There will be challenges to keep the momentum at ICIA, yet there is nothing to be fixed. It is operating at such a high level, it's on good footing. The ICIA board will only need to keep a pulse on industry changes and continue to look for diversification opportunities."

Dan is an unpretentious gentleman that enjoys life around the lake, spending quality time with family and traveling to national parks. "I love to travel and the Good Lord has created many places in our abundant land. I look forward to traveling and seeing many of these beautiful places," says Dan. He defines quality family time as "making sure each grandchild feels unique, valued and loved, and it's easy to do if you spend time connecting and making them feel special." He and his wife Julia, have 4 grown children and 7 grandchildren. When their children were growing up, they did everything together, from spending time at the lake to attending all their sporting events and activities. They now have 3 grandchildren in Indianapolis, 2 in South Carolina, and in their newly married son lives in Rockford, Illinois. Dan says, "the guy who created Face Time is an absolute ROCKSTAR!"

Thank you, Dan for the interview and most importantly for serving on the ICIA Board of Director's!
The 4th Annual Open House and Member Appreciation event was held on August 9th. Lab tours were held throughout the morning for our guests, along with educational seminars presented by the Office of the Indiana State Chemist. These seminars focused on seed labeling issues and pesticide and seed treatment application. CCH credits were available for those in attendance. Special thanks to Joe Becovitz and Don Robison from the OISC for providing the training which was entertaining as well as educational.

Lunch for the event was supplied by Dan the Man, The Guac Box and Kona Ice food trucks which was fun for everyone. We had a beautiful day under the tents for a little shade. Some folks had a little time to play Corn Hole and grab a camp chair gift before heading off to the afternoon activities.

We had a new record turn-out for the annual golf outing which was again won by the team from Total Seed Production, but only by one stroke! (We think there are a few teams looking to dethrone the 4-year champions next year.) The non-golfers had a great time painting an Indiana sunset and playing a few games while the paint dried at Painting with a Twist.

The afternoon was sunny and beautiful on the patio at Coyote Crossing Golf Club while everyone enjoyed a cool drink and appetizers before heading in to dinner for a buffet of succulent beef brisket and smoky bacon wrapped pork loin. The peach cobbler was a big hit as well!

The Friday events on August 10th started with a meet and greet for the new Purdue Extension Seed Pathologist, Darcy Telenko. Darcy filled us in on her background, interests and goals for her new position. We also heard from Purdue’s Bryan Young who discussed Dicamba and some of the issues surrounding chemical application. Thanks Darcy and Bryan for sharing your insights with us.

On Friday, we also hosted representatives from Corteva, Syngenta, Monsanto/Bayer, and Bayer/BASF for our annual Trait Seminar. Indiana Crop also rolled out a new, improved Corn Trait Matrix that was created with help of all the trait suppliers. We’d like to thank all the trait suppliers for their assistance in creating the Trait Matrix and their participation in our Trait Seminar. The new Trait Matrix is available at www.indianacrop.org.

ICIA is committed to providing our members with meaningful, educational training opportunities to help you attain your quality goals. We host member organizations at our facility or provide onsite training to member organizations when requested. This training can be customized to fit your needs. To schedule training for your organization, contact Jeanne Storey, storey@indianacrop.org.
The 33rd Annual Illinois/Indiana Seed Conditioning Workshop is set for Tuesday, February 5, 2019 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’s program features professional speakers covering the following specific topics: “Optical Ear Sorting; Dust Control; Treatment Calibrations and Calculations; Product Traceability and Identification; Seed Sampling; PPE for Seed Treatments; and Modern Advancements in Grain Asset Management.” Attendees who are licensed Category 4 Seed Treaters will be able to receive credits for the treatment presentations.

This workshop will begin with a presentation addressing product identification and traceability, anticipated to be very educational. Previous workshops have presented information on specific tasks or pieces of equipment but there has not been a talk on maintaining product integrity. This session will focus on maintaining the identity and purity of the product from the field to the conditioning plant, through the packaging line and out the door to the end user.

Something different you will experience this year is our presentation on professionalism in the seed house. We will have author and speaker, Jim Morris deliver the afternoon keynote. Jim’s story of coaching high school baseball to being drafted as a flame-throwing pitcher in his mid-thirties by major league baseball was used as the basis for the movie “The Rookie.” He will share that amazing experience and talk about what it takes to succeed in any facet of life. Jim’s presentation will conclude the workshop for the afternoon – but make plans to stay around and join others in the exhibit area for a social hour following the session!

The workshop provides a wealth of educational information on topics specific to seed conditioning. It will also feature commercial exhibitors with information about equipment and products for the seed industry; time for networking during the lunch at noon; refreshment breaks; and a social hour at the close of the workshop for networking opportunities.

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. Further information, including workshop registration and hotel information is available on the meeting website at www.cbsconference.org or contact ICIA at 866-899-2518.

Mark your calendars now for the 2019 Corn Belt Seed Conference. This major regional seed meeting is scheduled for February 6-7 at the Indianapolis Marriott North, Keystone.

The two-day conference, “Innovative Strategies: Solutions for Tomorrow”, begins on Wednesday, February 6 and opens with Dr. Karen Plaut, Glenn W. Sample Dean of the School of Agriculture at Purdue University. The Dean always has exciting information to share regarding Purdue’s role in Midwest agriculture. Following the Dean is Tom Morrison sharing thoughts on the changing business climate with the presentation title, “When UBERIZATION Collides with Your Industry.” Tom’s presentation will be followed by a farmer panel discussion. Topics include decision making in the current farm economy and what technology tools farmers are using or not using in their operations. The Wednesday awards luncheon will provide an opportunity to relax and congratulate individuals honored by ICIA.

Wednesday afternoon will feature break-out sessions from which to choose topics of interest. There will be two tracks with one thirty-minute session and a one-hour session in each track. One track will include additional information from the keynote speaker, Tom Morrison, and be followed by a speaker on E-Commerce. The second track will focus on production type topics. Presentations will include “UAV Technology”, “Gene Editing” and “Soybean Trait Technology.” After those sessions we will reconvene with the entire group to hear Dr. Kevin Folta, back by popular demand, give us the “Rest of the Story” on communicating with family, friends and others who are not part of agriculture.

You won’t want to miss the evening social reception which is a great chance to network and enjoy conversation with friends. There will also be an optional excursion to Top Golf after the social reception on Wednesday evening. Thursday morning at breakfast we will have greetings and updates from ASTA, IPSA and Indiana State Department of Agriculture. Our morning session will focus on agriculture policy related to trade agreements and tariffs. Join us for another great Corn Belt Seed Conference in February 2019.
As part of their Strategic Plan, ICIA Continues to offer Training and Educational Sessions for their Members and Associates.

INSPECTIONS UNDERWAY
FOR ICIA SOYBEAN
PRODUCTION ACRES

Each year, as we gear up for fall soybean inspections ICIA inspectors receive some form of training. As ICIA continues to tailor inspections specific to individual customers, we also tailor our training sessions to meet the specific training needs. This assures we can provide training specific to each seed company. Additionally, our geographic foot print continues to expand and we now are holding several training sessions outside of the home office.

“ICIA designs training sessions to be applicable to the individual customer needs, as well as interactive and discussion based,” said Wes Delks, ICIA Field Inspection Programs. We want our inspectors to walk away from our training sessions feeling confident to complete their field inspection workload. An inspector comprehension test is given at the end to evaluate how effective our training has been and if additional time needs to be spent with that individual. Based on the test scores of the 2018 soybean inspectors, rest assured, the ICIA field staff is knowledgeable in their duties and ready for fall soybean field inspections. If one of our inspectors can be of service to you, give ICIA a call at 866-899-2518 or contact Wes Delks at 765-414-9046.

ICIA Hosts Illinois Seed Trade
Seed Workshop

The annual Illinois Seed Trade Association Seed Testing Workshop was held at the Indiana Crop Association on August 29, 2018. Presentations included discussions of evaluating Corn and Soybean seedings, Dicamba, Seed Labeling, Dormancy, Wild Species Working Group, the AOSA/SCST new web site, and training opportunities for analysts change studying to become an RST. Over 30 people attended this day long training opportunity.

Plan to visit with ICIA staff at booth #605 during the CSS 2018 & Seed Expo! We will have information on hand to discuss your lab testing needs - and - there will be giveaways and fun as we begin the holiday season! Also a reminder to submit your Corn Belt Seed Conference exhibitor reservation prior to us visiting with you in Chicago and you will be entered to win a $100 Visa Gift Card! Visit www.cbsconference.org to register or contact Susan Overdorf at cbsc@indianacrop.org.

In Memoriam

Lester Elliott
August 3, 2018
Elliott Seeds
Lucerne, IN
Karen Miller, C.G.T., ICIA Genetics Lab

ICIA's Focus on Customer Service

Just where you'll find Karen Miller, ICIA's Certified Genetic Technologist, depends on the day - or even the time of year. She may be in a field completing wheat inspections or during the busy lab season, you can find her in the genetics lab processing ELISA tests to confirm traits in samples, where she also assists with DNA and IEF testing from time to time. Miller, who began her employment on a part-time status in 1995, shared how she recalls initially spending half her day in the cold test department and the other half in warm germ, or really wherever she was needed!

Four years later, and just after the construction of the new building on Stockwell Road, Karen moved full-time to the genetics lab. With ICIA's history of focusing on customer service our programs are often customized to meet the specific needs of the individual customer and requires each of our staff to be flexible in all areas of the laboratory and beyond.

Karen's background in agriculture brought her to Indiana Crop by way of working with Pioneer. She was the liaison for dropping off samples to the ICIA lab. And of course, like many youth that grew up in rural areas, she also had experience of detasseling corn in the summer months. She had many acquaintances both inside and outside of ICIA - and when Pioneer in Flora closed their plant operations, Karen made the decision to take the year off. But as with many others that work at ICIA, ICIA's now CEO, Alan Galbreth had different plans. In September (at the start of the busy lab season) he contacted Karen and asked if she would like to come to work part-time and nearly 24 years later....the rest is history. "The personal connections ICIA maintains - from answering incoming calls, to assisting our customers with their specific needs, it all provides an outstanding working environment. We provide big solutions within a small organization - each of these influence the dedication of our staff," says Karen.

There is constant change when you work in agriculture. Karen says, "It's always amazed me how significant science is in the seed industry. To better understand the ag industry and know that we have a role in feeding the world is significant to me." Miller grew up on a farm in Carroll County where her father produced commercial seed. "My work at ICIA opened my eyes to an entire new world of seed production, I've learned a great deal over the years," said Karen.

If by chance you can't find Karen in the ICIA laboratories - or out in the fields looking for off-types - you're likely to find her at her quiet, country home enjoying time planting flowers or working in the yard. A "pioneer gal" would suit Karen well. She loves the simple way of life. To enjoy quiet surroundings. Watching birds on her many feeders and occasionally finding the perfect antique. Her quiet presence allows her to get along well with most everyone. "I'm often told I have a quiet, steady peace about me, that I have a calmness," shared Karen.

After Karen's father passed away several years ago, she found herself spending time with her mom almost every Sunday afternoon following church. "It wasn't something that I set out to do, it wasn't intentional. But now we get together, enjoy lunch and visit. It's become part of my week - it just feels right," says Karen.

As Karen considers retirement for her future, she looks forward to spending time with her 5 grandchildren and 1 Great-grandchild. "I want to take time to be more present, spend more time being a grandmother and enjoy the goodness of each moment I can share with them," said Miller. Volunteering is at the very top of her list, too! Karen is passionate about working as a volunteer with the mission "Eight Days of Hope." Eight Days of Hope is a Christian, non-profit organization that exists to meet the physical and spiritual needs by serving those in hard hit disaster areas.

Ultimately, Karen said she strives to be a physical presence in the lives of those she cares about and loves greatly. "It's my hope to provide a directional compass to those around me."
## Seed Quality Update Test Results
October 8, 2018

<table>
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<tr>
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<tr>
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<tr>
<td>89.5%</td>
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</table>

The above test averages represents scores on carryover lots tested. For current wheat crop the average germ is 95%. As harvest has now begun we are looking forward to another busy testing season. We are just now receiving a few new crop corn samples into the lab. Likewise, some soybean fields are starting to be harvested and many more fields soon will be. If you have any questions or if we can be of any assistance, please contact either Susan Dadacz or Kevin Seward for any sample needs. You may contact us here in the lab at 866-899-2518 or email at seward@indianacrop.org or dadacz@indianacrop.org.