



# ICIA SEED NEWS

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# The Visibility of ICIA

by Barb McMullan, President, ICIA

Normally, I associate fall with harvest, but for many of our seed producers harvest started in mid-August, which by the calendar is still summer. It seems as if our growing season was on steroids this year. Many people experienced one of the fastest pollinating seasons in memory. High temperatures in August and late appearing diseases caused our pristine green fields to quickly change appearance. Soybeans seem to be following a similar track with lots of growth and turning quickly. As harvest continues Indiana Crop Improvement is ready to provide you with timely, accurate and validated quality information for your new crop as well as your carryover seed.

As you may recall, ICIA implemented a strategic plan in 2013 that was designed to help guide the organization using 4 specific goals including measurements and timelines. I can assure you the strategic plan has proven to be a valuable tool for continued improvement of our association. The growth of current and potential customers along with new and additional services is impressive to say the least. Thanks to the staff, current and past board members for developing and understanding the importance of the plan.

ICIA continues to build many relationships with new customers, service providers, and stakeholders. A few of the association meetings and conferences attended by staff include: ASTA, AOSCA, IPSA, First the Seed Foundation, AOSA/SCST, Midwest Shippers Assoc., Specialty Grains Conference, Organic and Non-GMO Forum, and the Oilseed and Grain Summit, and Plant Variety Protection Board. Our staff does not just attend these meetings, but are respected participants in many of the organizations. ICIA is much more visible because of the efforts of our staff, which in turn brings new business.

In August ICIA hosted their 2nd annual Member Appreciation and Open House Event. Lab tours, a golf outing, and a technology seminar were held over 1 ½ days in Greater Lafayette. The events were well attended. The staff does a great job with the tours and their dedication, enthusiasm and knowledge is a great asset to all of us. Although it was a warm day, the golf outing was a huge success and a lot of fun. Congratulations to the prize winners and a big thank you to Todd Martin CEO of IPSA for sponsoring some of those prizes! Friday morning, technology information was provided by Dow, Monsanto and Syngenta. An informative and enjoyable presentation was made by Joe Becovitz from the Office of the Indiana State Chemist pertaining to seed treatment record keeping and storage. The morning wrapped up with an update from ASTA President and CEO Andy LaVigne. It was a successful day and a half.

As fast as the year is moving along, it will soon be time for the Corn Belt Seed Conference which will be held on February 8th - 9th in 2017. This year's conference will be preceded by the Seed Conditioning Workshop on February 7th. The conference planning committee has some excellent topics and speakers for the program. Mark your calendars for February 7th – 9th for the premier regional conference.

Whether you are harvesting a crop or planting a crop this fall, I wish you a safe and enjoyable season!

*Barb McMullan*

*Barb McMullan, Vice President of Products,  
Illinois Foundation Seeds, Inc.*



# Director's Corner



*Andy Utterback, Manager of  
Commodities Purchasing, Ingredion*

**W**e recently had the chance to catch up with Ingredion's Andy Utterback. Andy has served on the ICIA Board of Directors for two years. He recently received a promotion within Ingredion to Manager of Commodities Purchasing and relocated to Westchester, IL.

## ***BACKGROUND AND PATH***

SN: Where did you grow up?

**AU: Just west of Indianapolis near Avon.**

SN: Where did you go to school?

**AU: I graduated from the University of Indianapolis with a B.S. in Biology and a minor in Chemistry.**

SN: What is/was your path to working in the agriculture industry?

**AU: My path to the agriculture industry started with my career at Ingredion. I did not grow up on a farm but quickly learned Ag while working with the specialty corn growers. My work opened my eyes to the challenges, rewards and diversity of the agricultural industry.**

SN: What influenced your education and career choices?

**AU: My educational choices were spurred by my curiosity and desire to learn new things. That has carried into my career at Ingredion. Our Commodity Purchasing group has a widely diverse set of responsibilities that allow me to indulge in my natural curiosity.**

## ***INDUSTRY AND CAREER***

SN: What do you see as the biggest changes in the industry?

**AU: The amount of data generated by farmers in the last ten years. This poses both challenges and opportunities. Data on its own can do more harm than good. The industry needs to identify what data are important and how to best apply what is learned from the data.**

SN: What do you see as the biggest challenges in the industry?

**AU: The need to feed an exponentially growing population with a finite amount of land and resources to do it. Farmers, input providers and food manufacturers are going to have to work together to increase production in a cost effective and sustainable fashion so that future generations can prosper.**

SN: What direction do you see your industry moving in 5 years? 10 years?

**AU: I see the industry moving more and more towards fulfilling the needs of the ever diversifying consumer demand. Consumers are reading labels more now than ever which means they are making more demands on their foods and beverages. Ingredion is innovating to fill these needs with a focus on key consumer trends including clean and simple ingredients, and health and wellness.**

SN: What is your role and how have you contributed to your organization?

**AU: I have a few main focuses in my role as manager of commodities purchasing. First is purchasing corn for our wet mills in the US and Canada. I also manage our Non-GMO identity preservation/traceability system to ensure a quality supply of non-GMO corn to our plants that produce non-GMO ingredients. Finally, I manage Ingredion's sustainable sourcing efforts for agricultural materials in the US and Canada.**

SN: How have you contributed to the industry?

**AU: In the relationships I have built with farmers, grain elevators and seed companies. Those relationships have added value throughout the agricultural supply chain, giving producers markets for their products and consumers products to fit their needs.**

SN: What are some of your professional goals?

**AU: In the short term I want to add value throughout the agricultural supply chain to the benefit of all members of that chain. Longer term I want to take the expertise and leadership skills I have learned and apply them in a broader scope to have a bigger impact.**

## ***FAMILY AND PERSONAL***

SN: Tell us about your family.

**AU: I have been married for three and half years and in April we welcomed our first child, a baby girl. Between taking a promotion, moving and having a baby in the span of a few months family life has been exciting but hectic to say the least.**

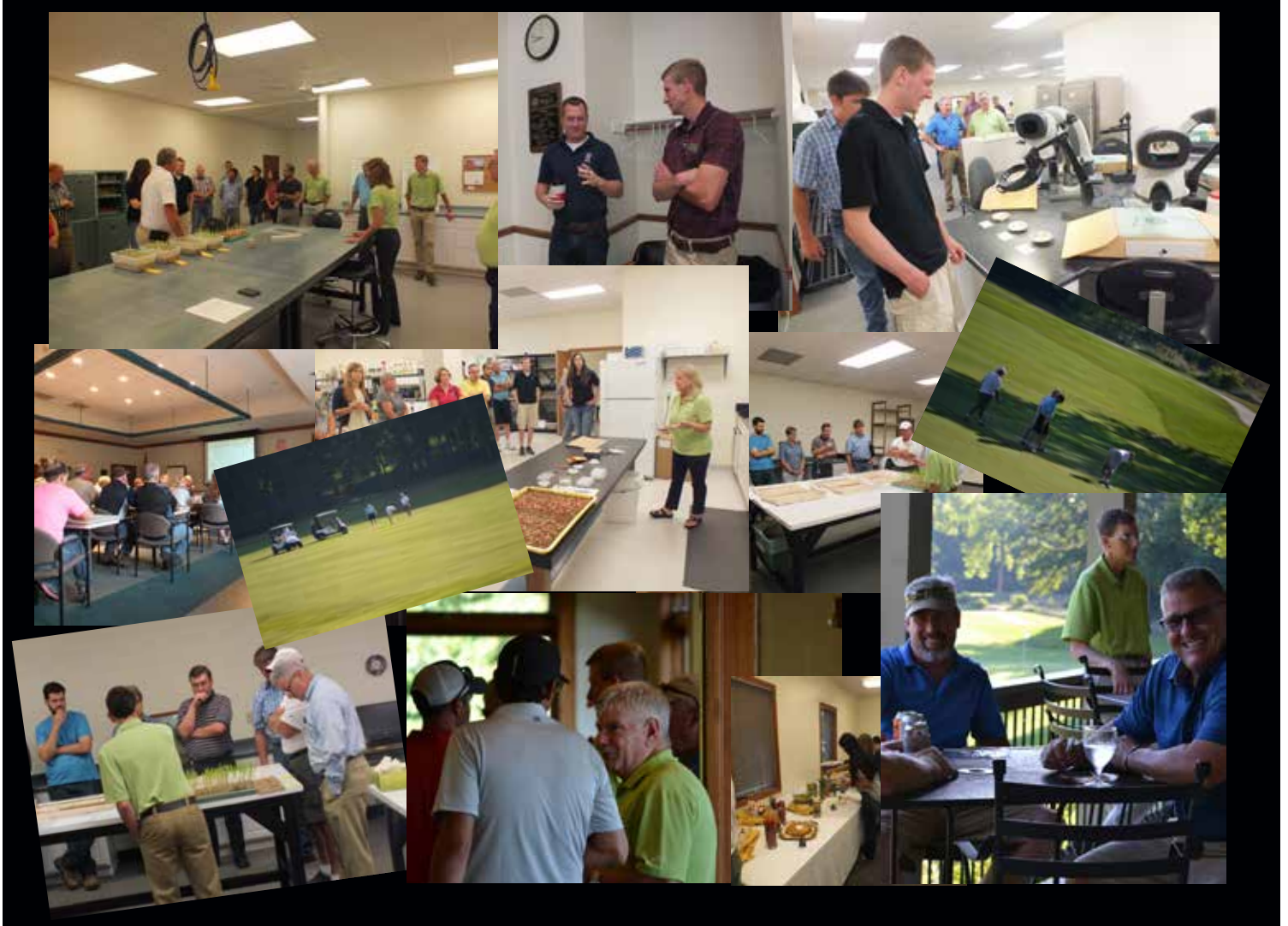
SN: What are your hobbies when you are not at the office?

**AU: Do diaper changing and helping a baby roll over count as hobbies? When I do have some extra time, I enjoy baseball (I'm a Braves fan so this year has been a little rough) and spending time with family and friends.**

SN: What are some of your personal goals?

**AU: I want to live a balanced life to where I am successful enough to give my family all the opportunities I can but at the same time be there to celebrate the blessings those opportunities afford. I want to continue be an advocate for agriculture. I didn't grow up on a farm so most of the people in my life are not connected to modern agriculture. Too many people have short sighted views because they are not connected to Ag and therefore make decisions based on bad information and not science. As a Biology major this is a huge frustration and something I want to improve in the areas where I have influence.**

# ICIA Member Appreciation



## ICIA's 2<sup>nd</sup> Annual Member Appreciation and Open House Event

On August 11th and 12th ICIA hosted their 2nd Open House and Member Appreciation event. This year the schedule was revamped to condense activities into two days versus three and amped up the educational program offered during the Friday morning educational session. Multiple organizations sent groups for the presentation and tour of the ICIA laboratory and offices. "Our members find value in sending their staff to get a real life, hands on experience of what seed testing is and why it matters," said Alan Galbreth, CEO, ICIA. ICIA also planned a golf outing, a reception and dinner at Coyote Crossing Golf Club, giving members and colleagues a chance to spend some more relaxed time together - have a little fun and some laughs.

The Friday educational program was enhanced from its traditional format of the annual fall trait seminar. This included a guest speaker from the OISC, Joe Becovitz, that discussed seed treatment and other chemical handling best practices and Andy LaVigne of the American Seed Association, who shared their new communications campaign helping those in the ag industry tell the positive story to our family, friends and members of the community. The addition of these presentations allowed ICIA to offer much needed and hard to come by credits for handlers and applicators. ICIA staff look forward to next summer and hope you will make plans to attend this annual event!

# Illinois-Indiana Seed Conditioning Workshop February 7

Make plans to attend the 31st Annual Illinois/Indiana Seed Conditioning Workshop set for Tuesday, February 7, 2017 at the Indianapolis Marriott North. The workshop will take place 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 industry issues. The program will feature professional speakers covering these specific topics: "The Basics of Air Screen Cleaning & Gravity Tables; Color Sorters; Treatment Drying; Total Product Management; Trait Testing; Pesticide Handling; Biologicals; and Future Conditioning Plant Innovations."

There will be a session on industry advances in seed treatment drying and also a presentation on proper handling of pesticides including seed treatments. Attendees who are licensed Category 4 Seed Treators will receive credits for these presentations as well as for other portions of the workshop.

The workshop will have a presentation addressing total product management that is anticipated to be very educational. While previous workshops have presented information on specific tasks or pieces of equipment, there has not been a talk on overall product management. This session will focus on maintaining the quality and integrity of the product from the conditioning plant through the packaging line and the value of the product to the end user. Another variation for this workshop will be a session on future innovations in seed conditioning and packaging. It will also feature a presentation about biologicals and why they are being applied to seed products and a refresher on trait testing of biotech products and why that is important.

The workshop is planned specifically for individuals who manage or work directly in seed plants and will provide a wealth of educational information on topics specific to seed conditioning. In addition, the workshop features over 35 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 in the exhibit hall.

There are few meetings designed specifically for seed conditioners. This workshop offers a great opportunity to receive the most current information on topics that directly impact those in the plant. Take advantage of this one on February 7, as well as the educational program offered at the Corn Belt Seed Conference that follows on February 8 & 9. Further information, including workshop registration and hotel information is available on the meeting website at [www.cbsconference.org](http://www.cbsconference.org) or contact ICIA at 866-899-2518.



## PLAN TO ATTEND!



**M**ark your calendars now for the 2017 Corn Belt Seed Conference. This major regional seed meeting is scheduled for February 8-9 at the Indianapolis Marriott North, Keystone.

The two day conference begins on Wednesday, February 8 and opens with Jay Akridge, 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 Cara Silletto sharing thoughts and humor with the presentation title, "They Drive Me Crazy! Bridging Today's Unique Generational Divide." Cara's presentation will be followed with a panel discussion addressing "Crossroads in the Industry." The panel will focus on the work force challenges facing agriculture and the seed industry particularly. The Wednesday awards luncheon will provide an opportunity to relax and congratulate individuals honored by ICIA and ISTA.

Wednesday afternoon will return to the break-out session format which had been used for many years. There will be two tracks with three one hour sessions each. One track will be related to communication and the generational divide in agriculture. Specific titles are "Hiring and Retaining Millennials", "Communication in Agriculture" and "Marketing to Millennials." The second track will focus on production topics. Presentations will include "Nitrogen Management", "Phenotyping" and "New Soybean Traits."

You won't want to miss the evening social reception which is a great chance to network and enjoy conversation with friends. Thursday morning we will look at multi-generational farm management and the Ag Economy Barometer. The topics will include how buying decisions are made on farms with multi-generational management and we will also hear about the latest market conditions and economic sentiment, and the factors driving both. Join us for another great Corn Belt Seed Conference in February 2017.

# ICIA Field Inspection

**“Taking pride in our work will always help us to improve the quality of our labor.”**



*Tom Moorman, ICIA Field Inspector*

Tom Moorman is a 15 year ICIA inspector and takes pride in every field he inspects. Tom enjoys looking at new varieties and evaluating their purity. He feels purpose and accomplishment in making sure we have quality seed lines.

Before Tom was an ICIA inspector he taught business and economics at Ivy Tech and worked for RCA. He grew up on the family farm in Converse, IN. Agriculture is just a part of life for Tom. He currently has a small farm and enjoys experimenting with different fertilizer and herbicide rates to evaluate how he can improve his yields. He also likes to grow 2 crops in the same field in a year. One planting as a forage crop for his cattle and the other as the cash crop.

In 1967 Tom served overseas in Vietnam as part of the Marine Corps. He is a strong believer in the constitutional principles our country was built on. The values of the Marine Corps are deeply instilled in him. Tom wants his word to carry weight and believes honesty is always the best policy.

After years of inspecting beans for some of the same growers, Tom has built a great relationship with some of the growers whose fields he walks. There have been times when Tom has found Eastern Black Nightshade in a particular grower's fields and they have worked together so that these areas were not harvested for seed. One grower has been working with Tom for so long that Tom no longer has to call him to make sure he gets to the field before he inspects because the grower calls him when the beans are getting close to harvest. Tom knows the value in relationships with other people and his friendly attitude towards others helps strengthen the relationships he has.

Since Tom has started working at ICIA in 2000 he has seen some of the changes in seed production. Walking fields as an inspector has even influenced his buying decisions for seed on his farm. After seeing the great weed control that Liberty Link beans provides Tom decided to give Liberty a try. Tom says working for ICIA has opened his eyes to the process of seed production starting from foundation seed. He also has a better understanding of the costs that go into the final price on a bag of seed.

At the end of the day Tom loves spending time with his family. Tom and his wife, Jan have 5 children. Farming and inspecting for ICIA keeps him busy, but he likes to fish when he gets the chance. Indiana Crop is very blessed to have Tom inspecting fields for us and really appreciates the years of service Tom has provided.

## **ICIA Busy Inspecting In Your Soybean Production Fields!!**

Fall inspection is well underway this season. All 47 soybean inspectors are out in force inspecting soybeans fields across the mid-west for varietal purity. Inspectors also make comments about seed quality, weed pressures, and isolation issues.

Most inspectors are reporting good quality and excellent yields so far this season. Please help our inspectors by giving them a call two to three days prior to harvest to make sure you get your field reports in a timely manner. And to our inspectors: Keep walking – the combines are coming!!!

71<sup>ST</sup> CORN & SORGHUM SEED RESEARCH CONFERENCE  
46<sup>TH</sup> SOYBEAN SEED RESEARCH CONFERENCE • SEED EXPO 2016

**CSS 2016 & SEED EXPO**

DECEMBER 5-9, 2016 | CHICAGO, IL

Plan to visit ICIA at booth #505 at the CSS 2016 Seed Expo. Submit your Corn Belt Seed Conference attendee registration or exhibitor reservation before we see you in Chicago and you will be entered to win a \$100 Visa Gift Card! Visit [www.cbsconference.org](http://www.cbsconference.org) or email Susan: [overdorf@indianacrop.org](mailto:overdorf@indianacrop.org)

# Around the Industry



Don Robison, Seed Administrator, OISC

The Office of Indiana State Chemist at Purdue University has restructured its seed section so it can more effectively determine seed marketers' compliance with Indiana law through product inspection and testing.

Don Robison, who has been hired as the OISC's new seed administrator, has about 30 years of experience in the seed and fertilizer business in Indiana, Missouri and Colorado. He replaces Larry Nees, who retired after 41 years at the OISC, 39 as seed administrator. *Source: Purdue Ag News*



Chris Staiger, Head of Botany and Plant Pathology, Purdue University

Dr. Chris Staiger, Distinguished Professor of Biological Sciences, was recently named Head of Purdue's Botany and Plant Pathology. Dr. Staiger succeeds Dr. Peter Goldsbrough, who has also served as ex-officio voting member on the ICIA board of directors since 2006. Goldsbrough will return to a faculty role at Purdue.

We look forward to having Chris serve on the ICIA board. We appreciate the many years of dedicated service and insight Dr. Goldsbrough has provided ICIA through his role on the board, as well as the planning committee for the Corn Belt Seed Conference.



## Upcoming events

### New Direction for ICIA Marketing Director

Indiana Crop Improvement announces the resignation of Marketing Director, Liz Pestow effective September 30, 2016.

Pestow was hired in 2007 as ICIA's first marketing director. "Liz did a great job establishing a marketing program at ICIA" stated CEO, Alan Galbreth. "Member relations were her passion and that is evident in the many close friendships she formed in the seed industry." We thank her for her dedication to ICIA and its members and wish Liz every success in her new endeavors.

### November 10, 2016

ICIA Board of Directors Meeting  
Beck's Agricultural Center

### December 5-9 2016

ASTA Corn & Sorghum and Soybean Research  
Chicago, IL

### January 10-12, 2017

IPSA Annual Meeting  
San Diego, CA

### January 28-31, 2017

ASTA Vegetable & Flower Conference  
Orlando, FL

### February 7, 2017

Illinois-Indiana Seed Conditioning Workshop  
Marriott North, Indianapolis, IN

### February 8-9, 2017

Corn Belt Seed Conference  
Marriott North, Indianapolis, IN

7700 Stockwell Road  
Lafayette, Indiana 47909

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### Seed Quality Update Test Results October 10, 2016

Soybeans		Corn	
Test	Germination	Test	Germination
Warm Germ	92.5%	Warm Germ	96.8%
Cold Test	87.4%	Cold Test	93.2%

The above test averages represents scores on carryover lots tested. For current wheat crop the average the germ is 95.5% for this season. Germinations for both treated lots and untreated lots of wheat have been strong with little disease.

As harvest is in full swing, we are looking forward to another busy testing season within our different labs. Our approach is still the same in that we are very much dedicated in providing superior testing services in a timely manner. Whether the testing is within the Genetic lab, Native and small seed lab, or our conventional seed lab we appreciate your business and look forward to assisting you with all your testing needs.

If you have any questions or if we can be of any assistance, contact Kevin Seward or Susan Dadacz as we receive and process your samples for the various testing needs. You may contact either of us at 866-899-2518 or email at [seward@indianacrop.org](mailto:seward@indianacrop.org) or [dadacz@indianacrop.org](mailto:dadacz@indianacrop.org).