



## NEWS BULLETIN

June 2009

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### **Message from the Iowa Seed Association President**

With the planting in most areas finally coming to an end I think it is appropriate to take a deep breath and acknowledge the hard work and efforts that all of your fellow employees have contributed to your company's success.

What better way to show your appreciation of their hard work and dedication than to offer them the opportunity to attend our 2009 ISA Golf Tournament at the Ames Cold Water Golf Links on Thursday, June 25th? Pre-registration starts at 11:00 a.m., we will tee off at noon with a shotgun start.

Not only will you be supporting the Iowa Seed Association, but you will also be supporting the Iowa State University Endowed Scholarship Fund. This is one of ISA's fundraising events that allows us to finance (through your support) scholarships to Iowa State University students.

We feel it is important to get young students interested in the seed industry and bring new talents to your doorstep. As new traits and seed treatments come on the market it requires more expertise, not only on the science and sales side of the seed business, but also on the management and inventory side of the business. With ever increasing hybrids/varieties with multi-stacked traits and ever growing packaging and seed treatment options, the industry needs students that are intelligent, self-motivated, and driven to succeed. With your support we can create an incentive for these students to pursue careers in the seed industry and grow the pool of prospective employees.

What are you doing to retain your top talents and customers? Sometimes it's the smallest things that can let an employee or customer feel appreciated. Rewarding a good co-worker or customer with a great day on the golf course can solidify his/her allegiance with your company. So, please support the ISA and send a foursome to our golf event. The course is in great shape and we will all have a great time. No talent required. If you have never golfed, you will never learn any younger. Four man best ball allows for faster play and no pressure. Fun, Fun, Fun! Hope to see you on June 25<sup>th</sup>!

Dean Hamer  
ISA President

### **EPA Revokes Carbofuran**

The Environmental Protection Agency (EPA) has revoked regulations that permitted small residues of the pesticide carbofuran in food. Carbofuran is a toxic insecticide that does not meet current U.S. food safety standards.

Carbofuran is not widely used, but when it is used in Iowa it is primarily on corn under the name Furadan. One use is to treat corn rootworm on refuge acres.

Iowa Secretary of Agriculture Bill Northey wants farmers to understand the impact of the EPA's announcement, saying; "It is vital that farmers understand what these actions by EPA mean and the potential impact on their ability to market crops treated with these products."

Specifically, the EPA's actions prohibit crops that contain even trace residues of carbofuran from being used after December 31, unless it can be proven that the crop was treated before that date. EPA is also in the process of canceling the remaining carbofuran registrations that permit its use, and will ultimately remove this pesticide from the market.

For more information on carbofuran go to:

[http://www.epa.gov/pesticides/reregistration/carbofuran/carbofuran\\_noic.htm](http://www.epa.gov/pesticides/reregistration/carbofuran/carbofuran_noic.htm)

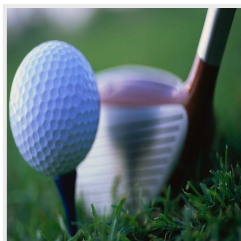
## Iowa Seed Association's Annual Golf Tournament

Thursday, June 25, 2009

### Cold Water Golf Links

#### Ames, Iowa

The weather is warming up and the golf courses are getting busy. It is time again for our Annual Golf Tournament. This year's tournament will be held on **Thursday, June 25, 2009**. The proceeds of the Annual Golf Tournament go to the ISU/ISA Endowed Scholarship Fund.



We are encouraging you to register a four-some. If you are

signing up as an individual, you will be placed into a four-some by your average score on 9 holes. As in previous years, we will be playing four-person "best ball" which means low scores and more fun.

We will be golfing in Ames at the Cold Water Golf Links Course. The course is located at 6515 South 16th Street. This is a spikeless course. Awards and refreshments will wrap up the event.

The 2009 Golf Tournament will have an even larger pool of prizes and more money to win! Due to inclement weather during last year's tournament there are still a few prizes to hand-out, meaning more chances for you to win!

Last year we had a great showing and we hope to increase our numbers this year. Bring your co-workers, your golf clubs and your prize contributions. After all, it's for a great cause!

Hope to see you on the green!

**See flyer for registration and sponsorship information.**

## CVSA Attempting to Eliminate Agricultural Hours of Service Exemption

The Commercial Vehicle Safety Alliance (CVSA) has indicated that it will work with members of Congress to eliminate the agricultural exemption from hours of service during this legislature when the surface transportation reauthorization bill is introduced. CVSA claims that crash rates in agriculture have increased since the expansion of the definition of "agricultural commodities" in 2005 and claims that agricultural carriers as a whole had higher out of service rates than the rest of the trucking industry in the categories of unsafe driver, driver fitness, vehicle maintenance and improper loading.

The Fertilizer Institute (TFI) has analyzed driver and vehicle safety data from the Department of Transportation's (DOT) SafeStat for 58 retailers on the CropLife 100 list. The SafeStat information for these 58 companies represents 4,195 vehicles. The average driver safety value was 28.52 and the average vehicle safety value was 50.57. Values in each category over 75 are considered unsatisfactory and may subject companies to be placed out of service.

The agricultural hours of service exemption is critical to the spring planting and fall harvest seasons.

## AFTC Promotes Safe Trucking During Agriculture's Busy Seasons

The American Trucking Associations' Agricultural and Food Transporters Conference (AFTC) recently released the *Manager's Guide to Safe Trucking During Agricultural Planting and Harvest Season*. Available free for download at AFTC's website ([www.truckline.com/Federation/Conferences/AFTC/Pages/Default.aspx](http://www.truckline.com/Federation/Conferences/AFTC/Pages/Default.aspx)), this guide provides educational resources for truck drivers and their managers in the agricultural industry, encouraging active strategies to improve safety during peak times of production.

The guide focuses on active strategies for hiring decisions, communicating with drivers, and monitoring and managing fatigue.

Generally, truck drivers are limited to a maximum of 11 driving hours per day under federal law, which are recorded in a log book that must be presented to a law enforcement officer upon request. However, during planting and harvest seasons, exemptions to these rules are given to motor carriers hauling agricultural products in certain parts of the country.

Protecting the agricultural exemption for motor carriers is critical to crop production around the country. If eliminated, transportation for agriculture would become more difficult, more costly, and perhaps less safe. Imposing hours of service restrictions during planting and harvest seasons could force the use of more temporary and possibly less-experienced drivers. The measures outlined in the *Manager's Guide* can help the agricultural industry maintain the flexibility that is essential while achieving the safety results all desire.

## Get up to Speed on Container Handling

EPA has created new guidelines for the proper handling and containment of pesticide containers, and the Agricultural Retailers Association (ARA) has released a pamphlet detailing these new rules.

The new guidelines can be found in "A Snapshot of EPA Pesticide Container and Containment Rule - For Registrants, Retailers, Distributors, Commercial Applicators, Custom Blenders and Pesticide Users." Go to [http://www.magnetmail.net/images/clients/ARA1/attach/CCRuleBrochurearalogo\\_0409.pdf](http://www.magnetmail.net/images/clients/ARA1/attach/CCRuleBrochurearalogo_0409.pdf) to download a copy of the pamphlet, which is currently available only on the ARA Web site.

The guidelines are an update to the Pesticide Container and Containment rule published by EPA in 2006. The new rule seeks to do the following:

- Minimize human exposure to pesticides while handling containers.
- Facilitate disposal and recycling of pesticide containers.
- Protect the environment from pesticide releases at bulk storage sites and from spills and leaks when refilling/dispensing pesticides.

All pesticide registrants, retailers, distributors, commercial applicators, custom blenders, and users must be in compliance with the new guidelines by August 16.

(Source: The Agricultural Retailers Association)



## Member Spotlight

### *Latham Hi-Tech Seeds*

In order to bring more value to the *ISA News Bulletin* we will be highlighting an ISA member in the *Member Spotlight*. If you would like to be featured or have a suggestion of a company ISA should reach out to, please contact the office at 515.262.8323 or 800.383.1682.

#### **Meet Iowa Seed Association member Latham Seed Company:**

Latham Hi-Tech Hybrids, Inc., an independently owned hybrid seed corn company in Sheffield, Iowa, recently purchased all the commercial soybean seed assets of Latham Seed Co. The purchase includes production and research facilities in Alexander, Iowa, as well as Latham Seed sales operations. Headquartered in Alexander, Iowa, the new company will do business as Latham Hi-Tech Seeds.

“Many people ask why we’re staying independent in this era of greater corporate concentration across the seed industry,” said John Latham, president of Latham Hi-Tech Hybrids, who assumes the same position with Latham Hi-Tech Seeds. “The answer is simple: farmers need a strong, independent, family owned seed business in this era of consolidation. We are passionate about helping farmers feed and fuel the world. This can best be achieved through the many high-tech seed options that we can provide as an independent seed company. We also want to help simplify seed purchase decisions and reduce risk through our trademark Seed2Soil® program.”

As an independent company, Latham Hi-Tech Seeds offers a larger portfolio of traits and products than seed companies that are owned by a trait supplier. For example, the company’s corn lineup includes Latham Hi-Tech Hybrids™ with YieldGard VT Triple®, Herculex® XTRA, as well as with Agrisure® 3000GT. The soybean lineup includes Latham® soybeans with the new Roundup Ready 2 Yield™, LibertyLink®, CystX® and Vistive™.

“Being independent allows us to see the new technologies coming down the pipe from various trait providers. The good news for our customers is that we can recommend products based on what’s best for their given situation, regardless of which company developed it,” Latham said. “Latham Hi-Tech Seeds will continue to grow in its role as an independent resource for its farmer-customers, providing options and alternatives to best meet their individual needs.”

Latham stated that Latham Hi-Tech Seeds will celebrate the company’s past and strong reputation while looking toward the future. “Our customers will soon begin to see more incentives, more services and greater value enhancements within our seed business,” said Latham. “We’re committed to getting even closer to our customers and guiding them through the maze of technologies and traits that make farming an exciting and demanding business.”

Latham Hi-Tech Seeds stockholders include company president John Latham; his wife and vice president Shannon Latham; and brother and chief financial officer Chris Latham. Bill Latham, former Latham Seed Co. president, will continue as Chief Technology Officer. Don Latham, who had been a principal in Latham Seed Co., will focus on the family’s farming operation and a food soybean export firm called Latham Farms LLC.

#### **About Latham Hi-Tech Seeds**

Founded in 1947 on an Iowa Century Farm, Latham Hi-Tech Seeds provides leading-edge corn, soybean and alfalfa seed plus consulting services to growers in Iowa, Minnesota, Wisconsin, Nebraska and South Dakota. Latham Hi-Tech Seeds brands incorporate genetics and traits from global technology providers including Monsanto, Bayer, BASF, DuPont, Dow AgroSciences, Syngenta and others.

## EPA Reminds Pesticide Consumers and Retailers about Partial Containers

The Environmental Protection Agency (EPA) is reminding pesticide consumers and retailers that it’s a violation of federal and state pesticide laws for anyone to sell or give away pesticides in partial containers. Pesticides are considered “misbranded” under the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) if distributed in anything other than the original container or in amounts less than specified in the net contents statement on the original container.

Until the 1980s, pesticides were commonly applied at rates of gallons or pounds per acre. Today, with advancements in pesticide chemistry and formulation, many products are effective at just a few fluid ounces or grams per acre. In an effort to economize, retailers may be tempted to sell, and growers may be tempted to buy, pesticides in partial containers.

Lawn and garden pesticides are sold in small containers making it easy for homeowners to buy just enough product to take care of a pest problem. Users of agricultural pesticides should also buy just enough pesticide for the job, but avoid the purchase partial containers. For more information about pesticides and partial containers, contact Royan Teter at (913) 551-7609 or visit the following website:

[www.epa.gov/region07/pesticides/index.htm](http://www.epa.gov/region07/pesticides/index.htm)



900 Des Moines Street  
Des Moines, IA 50309

*"A Place to Grow"*

## *Save the Date!*

**NOVEMBER 10-11, 2009**

**Iowa Seed Association Annual Meeting & Convention**

**Holiday Inn**

**Ames, Iowa**

*To make room reservations call 515.268.8808*

## **IOWA SEED ASSOCIATION REMINDERS & UP-COMING EVENTS**

Find us on the  
web at:

[www.iowaseed.org](http://www.iowaseed.org)



**Iowa Seed Association**

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- June 20-24, 2009: 126th Annual American Seed Trade Association Convention, Scottsdale, Arizona
- **June 25, 2009: Iowa Seed Association Golf Tournament, Cold Water Golf Links, Ames, Iowa**
- ISU is offering a series of workshops on seed conditioning and quality testing procedures this summer. These are small group sessions that feature a mix of classroom and "hands on" equipment operation in our pilot plant at the ISU Seed Science Center. Additional details, including the PDF version of the workshop brochure and on-line registration can be found on the ISU Extension web site at:  
<http://www.ucs.iastate.edu/mnet/seedscience/home.html>.
- **November 10-11, 2009: Iowa Seed Association Convention & Annual Meeting, Holiday Inn, Ames, Iowa**
- The ISU Seed Science Center is holding several workshops throughout 2009. For a complete list of workshops being offered and registration forms go to:  
<http://www.seeds.iastate.edu/seedtest/training/>.