



NAICC NEWS

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PRESIDENT'S COLUMN



By
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NAICC
2009 President

FAITH IN AGRICULTURE

Crop Consultants and other Ag professionals have a great privilege in working with the farmers and ranchers of this nation. Many years ago my wife gave me a small wall plaque inscribed with the following: "He who plants a seed and waits to see believes in God." I have watched farmers plant crops in drought or cold or wet conditions. Each time the seed was planted with the Faith that it would produce.

We work with people who, by Faith, keep producing the food, fiber and now fuel to run our nation and the world. We work with a resilient people. People who don't

shrink and run from their chosen job just because the weather is adverse or the profit potential is almost nothing. Farmers live on Faith: Faith that the crop will come up, Faith that rains will come to water the crop, Faith that storms will not destroy the crop. I have seen impossible situations provide great results. Cotton devastated by lygus, in spite of multiple treatments, still produces a two bale crop. Potatoes hammered by European corn borer produce 250 cwt. Corn stripped by hail yields 150 bushels. Seasons with record low rainfall result in the highest crop yields ever.

We live in a time when we are gaining control over many previously uncontrollable issues. Insect control is much easier. Weed control is relatively effective, although this one is slipping rapidly. Fungicides are the best ever. Crop genetics are better and yields are increasing. But for all the control we gain, we still face many things which we cannot control. As crop consultants we have faith that our growers will make a crop and be able to pay us. As researchers we have faith that the sponsor companies will weather the difficult economy and be back with more research projects next season. We all live by Faith.

In operating my business, I have experienced times of uncertainty. Seasons with heavy workloads ahead but no college or high school students interested during the early hiring process. However, by the time we go to the field, the best crew ever had assembled from kids seeking work at the last minute!

Preliminary surveys this past winter told us that we would have almost no cotton to scout in 2009, but when planting was complete our cotton acreage was about 90 percent of last year's. I have learned that I must live by Faith.

As a crop consultant I have many times helped farmers through difficult seasons by simply being there to provide a different point of view, an unbiased opinion or sometimes just to listen. Equipment problems, financial problems, labor problems, even family problems are all fair game for discussion around the tailgate of a truck at the end of a long day. I am sure that each of you has experienced the same type of thing. Each time it happens, I know again that God called me to this profession called Ag Consulting.

Dedicated to His Profession, Ray Young Receives Life Time Achievement Award

Wisner, Louisiana's "Mr. Ray" is well known. For some 60 years he's been on call 24 hours a day for his cotton expertise – and his willingness to help address just about any crop-related problem that has come his way as a crop consultant.

Appropriately, **Ray Young** was selected to receive the Syngenta/Cotton Farming Cotton Consultant of the Year 2008 Lifetime Achievement Award.

He began his career in 1949, scouting for producer Dan Logan in north Louisiana. After being called to serve in the Korean War, Ray opened his own consulting business in 1955, moving to Wisner, south of Monroe. This became home for Ray and his wife Dorothy and family.

To start his practice, Ray knocked on producers' doors, asking to serve as their consultant. Since then he's built a name for himself as a cotton expert nationwide.

Ray has also taken the time to mentor other ag professionals, sharing information and encouraging future professionals – including his son Jesse, who started scouting cotton at eight years old!

He taught me everything I know, says Jesse, who, in addition to consulting, runs the family farm in Wisner while Ray travels as a consultant and industry spokesman.

The anchor in Ray's life is

his wife of 55+ years, Dorothy, who has served as company bookkeeper and who Ray credits for raising their children. She's always been at his side and supported him



100 percent, he says. NAICC recognized Dorothy's dedication to NAICC this past January by giving her the Herding Ants Award!

Ray's friends and colleagues respect and appreciate how he unselfishly shares his

"wisdom, experience and common sense," notes Roger Carter. For producer Billy Guthrie, who Ray's worked with for four generations, his involvement in management decisions has been critical. Others describe Ray as intensely passionate about

agriculture and as a man who brings "peace to our church and community."

Congratulations, Mr. Ray, for living a life of grace, integrity and hard work. The NAICC has benefited much from all of your efforts.

Local Ag Researcher, Scientist Wins EPA Ozone Layer Protection Award

By Jo Ann Lloyd

Internationally respected agriculture researcher and scientist **Frank V. Sances** was part of a team that was recently honored with a US Environmental Protection Agency Ozone Layer Protection Award.

Sances, founder and Research Director of San Luis Obispo-based Pacific Ag Group, worked as part of a research team sponsored by Arysta LifeScience North America, LLC.

"Our group was recognized for numerous field experiments we have conducted over the last 10 years to develop a viable alternative to the soil fumigant methyl bromide, which has been shown to be a major contributor to ozone depletion worldwide," Sances said. "This work has led directly to the development of iodomethane, now known as Midas, which is an ozone safe alternative to methyl bromide."

Though not yet available in California, Midas is now registered and used in 47 states, including Florida, where Pacific Ag Group operates an active research center, Florida Ag Research, near Tampa. Arysta LifeScience holds a worldwide license for the registration and commercialization of iodomethane (methyl iodide) as an agricultural soil fumigant.

In addition to Sances, five other team members participated from different parts

of the country: Husein Ajwa (UC Davis), Joe Noling (University of Florida), Dan Chelimi (USDA), Erin Roskopf (USDA) and Greg Browne (UC Davis).

Sances, who lives in San Luis Obispo, and Jeff Treedy, vice president of Arysta LifeScience, received the award at a ceremony at the Kennedy Center in Washington, D.C.

The EPA created the Ozone Layer Protection Awards in 1990 to recognize outstanding contributions to the protection of the Earth's stratospheric ozone layer. The 2009 Ozone Layer Protection Award winners have enforced regulations on ozone-depleting substances, increased public awareness of skin cancer prevention and developed advanced supermarket refrigerant technologies.

The winners are also responsible for eliminating ozone-depleting substances in medical, pest control and agricultural applications, where alternatives are difficult to implement. The awards are considered particularly prestigious because nominees compete against the extraordinary achievements of men and women throughout the world, and the winners are selected by previous winners. Since the award program's inception, winners have come from 49 countries.

"This is a good day for all of us involved in research with alternatives to harmful chemicals in the environment," Sances said. "We do this work not to be recognized like this, but because it needs to be done. Development of Midas will prevent literally millions of pounds of methyl bromide from being released into the atmosphere each year, thereby conserving the ozone layer and reducing radiation that is deadly to all animal and plant life on earth."

Sances earned a bachelor's degree in agricultural biology from Cal Poly, Pomona, in 1976 and master's and doctorate degrees in entomology from UC Riverside in 1980.

He founded Pacific Ag after graduating from college in 1980 and has worked worldwide on agricultural improvement since then. The company now has active projects in Canada, Latin America and India, in addition to focused research in California and Florida.

Sances has published more than two dozen journal papers and technical summaries on topics such as crop disease and insect management, minimizing pesticide residues on food crops, alternative pest controls, pesticide application technologies and organic farming methods.

QA Corner

VALUE OF NAICC – A FIELD QA PERSPECTIVE

By Lisa Wheelock

Great Lakes Ag-Research Service, Inc.

Are you a field site QA who missed the Annual Meeting in Memphis? In my opinion, you missed some valuable information and networking opportunities! Here's a quick review of important QA items you missed:

Francisca Liem of the US EPA announced it is now acceptable for field site QA to send reports to sponsor QA to be routed to study director and management. This is only applicable if the sponsor QA is listed in the protocol as having overall QA responsibility (e.g., Lead QA) for the study. If that is not stated, separate copies of the report should be sent to the study director and management. I suggest the sponsor QA have an SOP defining their position on QA responsibility of studies and routing procedures.

Another topic discussed was the GLP requirement of status reports [-160.35(b) (4)].

As a field site QA, it was discussed fulfilling this requirement by changing the title of your inspection report to Inspection/Trial Status Report. This is an excellent solution since the requirements for an inspection [-160.35 (b) (3)] and status report are basically the same, and an additional report would not have to be submitted. A status report at the sponsor QA level may be more involved, with reporting the status of many studies all at different phases of the registration process. Whether you are at the field site or sponsor level, it was suggested explaining in a SOP how the requirements for an inspection and status report are met.

Other key items discussed during the meeting included tips on writing reports, how to prepare for a visiting QA and how to conduct a facility audit. There were also round-

table discussions on how to handle unplanned situations in the field. If you are an SQA member, you would have received points towards your RQAP-GLP certification by attending the sessions and by participating in the mock data audit. Study directors and QA from many sponsor companies attend NAICC's Annual Meeting, giving you the opportunity to meet with them face to face.

I find this meeting very beneficial to my professional development. Not only do I learn in the sessions, I am also able to network with other field QA throughout the US and Canada. If you have any suggestions on QA session topics, please feel free to contact me or NAICC Headquarters. Hope to see you next year in Orlando!

Three New Members Join NAICC!

As any great organization knows, it must have great people to grow and sustain it. And NAICC is pleased to add three more to our family of professional ag experts.

Please take time to welcome **Brent Petersen, Stephen Cockfield and James McDonald** – we look forward to working with you for years to come.

Brent is president of Cropwise Research, LLC, in Sartell, MN. There he provides agricultural research, GLP, efficacy and consulting services on corn, soybeans, wheat, edible beans, potatoes, sugar beets, vegetables, small grains and more.

With a doctorate in agronomy (weed science) from the University of Nebraska, Brent also holds master's and bachelor's degrees from the University of Nebraska and University of Minnesota, respectively. He has worked in the industry for 20+ years, serving as a contract researcher prior to becoming president of Cropwise Research.

Networking and information-sharing opportunities led Brent to NAICC, who said he's interested in being involved in the organization where needed. He anticipates that in future years the Alliance will be instrumental in maintaining and promoting

interaction and cooperation with EPA and other government agencies and in continuing to unite researchers and consultants behind common goals.

Brent believes NAICC can help its members "stay on top" in the industry by retaining a strong focus on R&D, sharing information and helping extension.

Stephen Cockfield owns Okanogan Valley IPM, LLC, in Brewster, WA. He provides consulting, IPM and contract research services on apples, pears and cherries. Stephen has been a consultant for some 14 years, having also worked in California for six years prior to starting his own business.

Stephen is versed in orchard pest management, plant physiology, ornamental insect ecology and more.

He joined NAICC to meet others in his field, and he believes NAICC can help companies stay on top in the industry by helping to increase members' range of crops and skills and by fostering investment in equipment and people.

Stephen anticipates his company will increase its focus on contract research in coming years, as well as expand the number of crops it services.

James McDonald is a research associate/consultant with Pest Management Enterprise in Cheneyville, LA. He earned a B.S. degree in Biology from Louisiana State University at Alexandria.

His responsibilities include performing GLP and efficacy contract research services in EPA region IV. He consults on cotton, corn, soybeans, grain sorghum, and sugarcane. Prior to joining Pest Management Enterprises, James worked as a QA leader in a chemical production facility for two years. He is a member of the Louisiana Agricultural Consultants Association.

As a new member, James said he'd like to be involved in coordinating NAICC's Annual Meeting and the Crawfish Boil on the Hill in Washington, DC. He said he thinks NAICC can help companies continue to be competitive through mentoring programs for younger members and by helping to enhance business development skills.

In coming years, James anticipates company growth in services related to precision ag.

NAICC extends a warm welcome to Brent, Stephen and James; together we can continue to build an ever stronger future for agriculture!

What Talents Do We Need?

News from FEAE, by Don Jameson, President

Taking time to read your NAICC newsletter demonstrates a commitment to stay in touch with your professional organization.

The Ag business will always have its seasonal demands of great peaks in certain months and then a low tide of activity during the other months.

At one time our own company did 20% of its annual volume in June! This has now spread out a little more proportionally in July. This demand curve presents unique challenges to maintaining training and quality control and attention to detail. An expression pilots use (especially in training) is – "You must stay ahead of the airplane!" In other words; pre-plan, prepare and organize.

This in-turn presents an educational

demand to prepare and train scouts, let alone some of our regular field staff. Is there an educational role, or need, here that the Foundation should address to help support our consultants?

I've received a lot of training at NAICC meetings, but never recall a session on how to effectively train and prepare scouts. Perhaps in some hallway talk. Surely there are some principles and ideas to learn and use that would be common to all of us.

If one characteristic of our scouts is common to most of you it is this – of our 13 summer scouts, several have some agricultural background or have worked previously with us, but only one of our scouts is currently enrolled in an Ag Science program.

We'd like to persuade some to convert. They are bright and talented but short of fundamental Ag Science foundational training. This limits the service we actually deliver to basically the breadth and capacity of on the job training.

I think there is a role for the NAICC and the Foundation for Environment Agriculture Education in satisfying this need. There is no crystallized idea in my mind. We are open to ideas you might have. June is behind you and now we are in the heat of July – beyond any doubt, this issue has crossed your mind now and several times in these last harried and frantic weeks.

NAICC Web Site Makeover: Don't Miss It!

We are proud to announce we have enhanced our web site and we invite you to check out our new look at www.naicc.org.

There you'll find new pull-down menus making searches even easier.

Our front page scrolling announcements will keep you abreast of the latest news with just a quick glimpse.

DID YOU KNOW?

Did You Know that the NAICC membership database is fully searchable by crop, region, certified professional crop consultant designation, state, GLP cropping trial region and membership category?!?

How is that for easily accessible information at your fingertips?

So come on, take time for a fresh look at www.naicc.org!

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Crop and Research Consulting – Never a Dull Moment

Photo courtesy of Roger Carter, CPCC-I



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