



OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
*Blaine Viator, Ph.D.,
CPCC-I, CPCC-R
NAICC
2012 President*

I hope all of you had a very safe return trip home from the Annual Meeting in Reno. We have yet again broken another attendance record. Our group is growing and growing fast. The information provided during the meeting program, the round table discussions, and of course the networking was fast paced and very informative. We are all now anxiously awaiting the Jacksonville meeting in 2013.

Early March was certainly a busy time for NAICC. The Executive Board and several members of the NAICC Governmental Affairs Committee met in D.C. on March 4th for our spring board meeting and D.C. Hill prep. We were able to narrow down our focus on issues our membership indicated to us as important to theirs and their clients' businesses. With the help of the Governmental Affairs Committee, we were able to draft opinions and stances on these issues to best reflect that of our entire organiza-

tion, a diverse group of independent crop consultants, contract researchers, and quality assurance professionals.

Starting early in the morning March 6th, we split up and spent the entire day on tight schedules making visits on the Hill and at government agencies. Several of our contract researchers met with EPA officials regarding bio substance disposal. We also listened to EPA officials regarding issues about research facility inspections. Another group met with program leaders as well as with Meryl Broussard, the Deputy Director of Ag and Natural Resources with NIFA regarding the pooled funding of IPM programs and the IR-4 project into the Crop Protection category of the latest proposed budget.

Later in the day we met with Larry Elworth, Special Assistant to EPA Administrator Jackson regarding various issues from resistance management, the special review of atrazine, and NPDES permitting.

Throughout the day our members visited a great many Congressional and Senate offices. Some of these visits were to the offices of Congressmen Jack Kingston, Austin Scott, David Scott, Jeff Landry, and Senators Saxby Chambliss, Bob Casey, John Cornyn, Pat Roberts, and David Vitter to name a few. We also made sure to meet with staffers from the House and Senate Ag Committees. A focus of our effort

with these legislators was to get updates on the NPDES situation regarding H.R. 872 which is currently stalled in the Senate. Additional issues we addressed were safety net programs for agricultural producers in the next Farm Bill as well as maintaining funding for IPM programs.

And as in our last 14 years of NAICC Hill visits, we concluded the day with a reception in the Longworth cafeteria offering up some of the finest Cajun food from fresh boiled crawfish to crawfish etouffee. Over 385 hill staffers, legislators, and government agency representatives attended our informal meet and greet. It was a great way to wind down and network with the most important decision makers regarding production agriculture in the United States. Our organization is greatly appreciative of all the hard work and time spent in organizing such an event. It is certainly worth it.

Allison Jones, Amy Beth Dowdy and I will be attending the 7th International IPM Symposium in late March in Memphis. I will be representing NAICC on the program during the event. And we will also attend a listening session after the symposium regarding the NIFA's proposed budget and consolidation plans. We'll give you an update on the Symposium in the next newsletter.

NAICC 2012 Annual Meeting

We did it again! With just over 635 attendees, NAICC's 2012 Annual Meeting in Reno, NV broke records in overall attendance, workshop attendance, lower cost of Annual Meeting and AG PRO EXPO exhibitors! Many thanks to all who attended, made presentations and participated in our trade show.

The AG PRO EXPO showcased 63 exhibit booths including NAICC Sustaining and Voting members as well as other companies associated with crop and research consulting. Our generous

exhibitors and Annual Meeting sponsors are listed on the next page. Be sure to thank these partners by supporting them throughout the rest of 2012!

NAICC's Foundation also enhanced the AG PRO EXPO hall with a lively silent auction that raised \$4463 for The Foundation's educational endeavors including support for speakers at the Focus on Precision workshop and the NAICC Annual Meeting, FFA

Scholarships and development of new future programs. The Foundation's raffle also raised \$10,800 for their general fund. A donation of \$2500 was made to the Ray and Dorothy Young scholarship at LSU from these proceeds.

New this year, our Plenary Session had an internal focus rather than inviting an outside speaker. Grady Coburn, Ph.D., Charlie Mellinger, Ph.D. and Stan Winslow each gave an overview of their crop consulting/contract research companies. The presentation entitled, "Research, Crop and QA Consultants: Professionals Working Together" was well received and highlighted how members can work together within an existing company or work with other members to service the needs of their firm.

Due to the low costs of convention meals, hotel rooms, discounted AV and concessions from the hotel, NAICC enjoyed a healthy return on its investment at the Peppermill Resort and in Reno, NV. This is great even considering that the Executive Board lowered the registration fees and costs of meals to encourage more participation at the 2012 meeting. According to the Annual Meeting survey results, the attendees enjoyed these cost savers too! Lower costs, great hotel, convenient location, excellent food and professional hotel staff at the at the Peppermill helped make 2012 one of the best meetings ever.

Good news! We're going back to the Peppermill in 2015! AND WE LOCKED IN THE SAME ROOM RATES AS 2012!

Our thanks to all the Sponsors and Exhibitors of the 2012 NAICC Annual Meeting

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NAICC Shining Stars Recognized at Awards Luncheon

Service to NAICC Award

The 2012 Service to NAICC award was given to William L. Sachs, CPA during the awards luncheon in Reno, NV. The purpose of the award is to honor someone for distinguished service to NAICC and its members. It is given to someone who goes beyond the call of duty to help NAICC and one who does it with a giving heart because of his or her love for the Alliance.

Bill not only worked many tireless hours for NAICC, but also loves NAICC as much as any of us. Bill Sachs is the NAICC CPA who has been responsible for the NAICC financials since 1996, thus has worked with over 7 NAICC Treasurers and Allison Jones for 16 years.

In addition to the daily processing of dues and registrations, paying bills, etc., Bill has been extremely instrumental in giving sound investment advice to the Board for many years. He is responsible for researching and investing NAICC funds in the checking and money market accounts as well as certificates of deposits.

NAICC's financial books are audited by a third party every two years, and thanks to Bill's expertise and professionalism, we have passed with flying colors. Bill has also walked NAICC through TWO IRS audits. We passed those with flying colors too.

We were honored to have Bill with us in Reno and it was a pleasure to present the well-deserved award to him in front of his NAICC family.



Bill Sachs receives the Service to NAICC Award

Friend of IPM Award

Another shining star at this year's meeting was Blaine Viator, Ph.D. Blaine was honored by the Southern Region IPM Center and given the "Friends of Southern IPM Award". IPM Center Director Jim VanKirk was on hand to present the award to Viator and the award publically recognizes the achievements of professionals working in the field of integrated pest management. The program has six categories, each representing a different facet of IPM: Bright Idea, IPM Implementer, IPM Educator, Future Leader, Pulling Together and Lifetime Achievement. Viator won the IPM Implementer award because of his day-to-day practice of IPM as a consultant.

According to the nomination sent by Dr. Donald Hershman, professor and extension plant pathologist with the University of Kentucky, "The growers he has worked with over the years have most certainly benefitted, financially and logistically, from Dr. Viator's unwavering IPM approach." Congratulations Blaine!



Blaine Viator receives the Friends of IPM Award from SRIPMC Director, Jim VanKirk.

Top Recruiter Awards

Congratulations also go to our overall 2012 NAICC Top Recruiter award winners Tim Case and Brad Schottel. Brad recruited three new members from Monsanto and for the second year in a row, Tim Case from SGS North America takes top honors for recruiting 5 new members.

David Moore and Dennis Hattermann, Ph.D., both from GA accepted top state recruiter awards for bringing in two new members each. All four of these gentlemen deserve a special thank you for their efforts in growing and improving the Alliance.



Top Recruiters Tim Case and Brad Schottel with NAICC President Viator (center)

NAICC COTY Awards Presented to Kent Davis, Dave Green and Doug Lenz

Since 1993, when the Consultant of the Year (COTY) award was established, NAICC has sought to honor its members who have illustrated leadership within and outside the organization.

Award winners must be NAICC members of good standing and their application must include career information, involvement in ag-related organizations, honors and awards, community involvement and educational background.

NAICC is extremely grateful to BASF for continuing to sponsor the COTY program. Through the company's efforts and generous support, we are able to provide complimentary registration, convention meals, airfare and hotel accommodations COTY winners. The 2011 NAICC Consultant of the Year Awards recipients are:

Kent Davis, who's been consulting for 33 years, is with Crop Quest, Inc., in Johnstown, CO. He provides full service agronomic consulting, soil/crop fertility recommendations, IPM scouting and recommendations. Kent also handles water and irrigation management, crop and variety planning and precision ag interpretation along with grid sampling and yield mapping. He advises on wheat, malt barley, small grains, corn for grain and silage, sugarbeets, dry beans, cucurbits, onions and peppers in Colorado, Wyoming and Nebraska.

An active member of the Alliance, Kent has served on several committees, made presentations at the Annual Meeting and served as a moderator for the crop roundtable discussions. He received the 1990 Servi-Tech Income Innovation Award, the 2009 Crop Quest, Inc., 30 year Consultant Award and a 20 year Service to Crop Quest Award.

Dave Green, CCA, is another COTY award winner and is with Servi-Tech, Inc. He works in Haxtun, CO, where his crop management program includes irrigated and non-irrigated management, soil fertility and weed, insect, disease control and management. He maintains computerized reports and record keeping on corn, soybeans, wheat, sunflowers, sugar beets and alfalfa. Dave manages 26 full time crop consultants in northeast Kansas, northwest Colorado and southwest Nebraska.

According to co-worker **Orvin Bontrager**, "Dave is very well known throughout the consulting, retail and agronomic business.



Consultant of the Year award winners Dave Green and Kent Davis

He is always striving to have his consultants to serve with a purpose and 'make the planet more productive'."

Our third Consultant of the Year is **Doug Lenz**, who is with Centrol, Inc., in Buxton, ND. Doug specializes in computer technology, general agronomics and precision agriculture and consults in the Red River Valley to the North, on the border of MN and ND. He consults on wheat, dry beans, soybeans, sugarbeets, corn and sunflowers.

Doug is highly successful with nearly 100% retention of growers from year to year. According to **Dennis Berglund** who has worked with Doug for 25 years, he is a solid team player and very professional. Dennis went on to say that Doug really addresses the "whole 9 yards" when working with his growers. He truly wants to help his growers and always considers how his action and decisions will affect his clients.

COMMITTEE CORNER

NAICC Autumn Consultants Visit

by Patrick Stephenson

The International Outreach Committee is putting together a farm tour to the UK in late October early November. To gauge the interest Patrick Stephenson, Andrew Watson and Allen Scobie have put together an exciting itinerary to get your agricultural adventure senses tingling. It is anticipated that the flights will cost approximately \$700 and accommodation around \$100 a night. Please contact Patrick@arableadvisor.com if you are interested.

On arrival at London Heathrow airport, you will be met and whisked away by your friendly and strangely familiar chauffeurs in an air conditioned, executive minibus towards

the bread basket of England, East Anglia and the Schizophrenic city of Cambridge. www.visitcambridge.org Cambridge is a mix of ancient and modern with high culture and learning within historic architecture alongside the high-tech research of the area known as the UK's "silicon valley". After a restful afternoon of free time to recover from the flight and possibly a trip down the River Cam in a "punt" to view the "colleges", we will have a jolly evening in one of the best restaurants in town.

Day 2 sees us traveling nearby, to God's own county of Norfolk where the major enterprises include winter and spring

cereals, canola and sugar beets alongside pigs, dairying and poultry including the famous Norfolk turkeys. www.visitnorfolk.co.uk We hope to visit a typical but unusually diverse arable and livestock farm in the rolling landscape of deepest Norfolk which also has the best farmhouse ice cream in the county. After lunch in a traditional Norfolk pub, we aim to visit the highly respected Morley Research Centre which has been doing near-market agricultural field trials since 1886 and on its present 1000 acre site since 1965.

Continued on next page

While in Norfolk, and weather permitting, we also hope to have a short surprise event which will be optional to those who have a "good head for heights" before heading back to a night in cosmopolitan Cambridge.

Having lulled you into a sense of dreaming towers and academia we then head off into cowboy territory as you head north! Passports will not be required to enter Yorkshire but an understanding of local dialect will be helpful! Accommodation will be in the city of York (www.historyofyork.org.uk) gives a history of the city and well worth some study. The west of Yorkshire is dominated by the Pennines and the predominant agriculture is beef and sheep farming while the south and east are arable areas and the north a mixed farming area. York is a beautiful walled city with plenty to view and shop. Those interested in venturing onto farm will have the option to visit a trial site in the morning showing work on wheat, canola and barley. The trial plots are located on farms so we will be able to see an arable unit and a beef feeding lot. Further trial site visits will be available for the second day to see weed screens at Cawood, our own AICC trials and a trip to Castle Howard (www.castlehoward.co.uk) for those interested. There will be no shortage of things to see and do before the baton is passed on North of the border.

Cross the border and on into Edinburgh <http://www.edinburghvisitscotland.com/> the Capital of Scotland. A fascinating city with its 'Old Town' (built in the 11th Century) steeped in history with the towering castle at one end of The Royal Mile and The Palace of Holyrood at the other. 18th Century Edinburgh 'The New Town' was built with wide Georgian streets and many fine buildings. Edinburgh today is home to the Scottish Parliament, many museums, art galleries, shops, restaurants, and yet it is small enough that everything is merely a short cab ride away. Take your time and soak up the ambience of this jewel of Scotland. The next morning we travel north into Angus to visit Glamis Estate, <http://www.strathmore-estates.co.uk/> home of the 18th Earl of Strathmore and Kinghorne and birthplace of the late Queen Mother. We will make a tour of the castle <http://www.glamis-castle.co.uk/> which looks like it came straight out of a fairytale. We will then tour the estate which encompasses over 4,000 acres of crops and grassland. In the late afternoon we will travel back to Edinburgh in time for dinner.

Please contact Patrick@arableadvisor.com or JonesNAICC@aol.com if you are interested in attending.

Did I win 'Big'?

By Valen Straub,
Chair QA Education Subcommittee

The first thing all my friends and family wanted to know when I returned home from the NAICC Annual meeting in Reno was 'Did I win big'? Naturally my response was – 'Yes I did!', but probably my answer was not what they expected. You see I did win 'big' but not the monetary gain they anticipated but rather the treasured opportunity to see old friends and the delight in meeting new ones. As the QA Education Committee Chair I am fortunate to have active committee participation which makes my job easy. So here is a 'big' thank you to all the QA Education committee members for your involvement and your dedication. But let's not forget the other small victories I and all other QAs who attended the sessions received:

- An opportunity to ask questions during our panel discussion from of our select group of experienced QA panelists (Renee, Annette, Lisa and Angela). My thanks to the 'Fab Four' who answered questions and provided lively communication among the group.
- If you were a new QA attending the meeting in Reno you were in luck, Deb Green (Advantage Quality Services) provided excellent advice on what all new QAs need to know.
- Who better than **Stu Mertz** (PEAK Quality Consulting), who has worn many hats in his career, to give detailed information on the various 'Roles of QA and QA management'.
- If you were ever confused by 'Who needs Training and Documentation', **Paul Toll** (Blue River Quality Solutions) enlightened us with a clear and detailed explanation.
- And thanks to Jennifer Morey (**Mon-santo**) for her presentation on Risk-Based Approach to Auditing. We all learned something new and I wouldn't be surprised if we hear more about the Risk-Based Approach next year.
- For those of us who conduct APHIS trials, Doug Grant (USDA-APHIS) provided wonderful tips on 'How to get ready for an APHIS inspection'.

- And finally **Renee Daniel** (Perspective Consulting) reminded us all about those little things that sometimes 'slip through the crack'. It certainly got my attention and I will become more diligent because of her presentation.

Unfortunately Frances Liem and Mark Lehr of the EPA were not able to attend, however Lance Sandvik (**Valent**) stepped in to give us an 'update on EPA issues' during the Regulatory session. We had some technical and logistical issues but overall, I was very pleased with the session topics and the amazing people that presented them.

All right I will come clean; I did go home a little richer (hard cash). At the Exhibit Extravaganza held on Thursday evening my business card was drawn at the SGS booth and I won a \$50 Visa gift card (thanks SGS!). And on the eve of my departure, I did try my hand at a slot machine in the casino (thank you for the 'slot machine for idiots' cheat sheet). I won 585! Well actually \$5.85. That's not exactly the windfall my family and friends expected but I consider my other 'big wins' priceless. QA attendance at the NAICC Annual Meeting increased slightly and I am confident that trend will continue into the future. So here's a 'BIG' thank you to all QAs for your continued support and together we will keep on growing QA involvement in the NAICC.

**2013
NAICC
Annual Meeting**
January 23-26, 2013
Hyatt Jacksonville
Jacksonville, FL

Membership Services

By Phil Cassidy, Chair

The Membership Services Committee met at the NAICC National Meeting in Reno and recommended three topics for consideration. The first is an opportunity for members to be able to get some form of insurance at a group discounted rate. Many members commented that currently, it is hard to find insurance carriers who are willing to underwrite their operations. As a first step, **Jim Steffel**, chair of the NAICC Marketing Committee will conduct a focus group of NAICC members to determine what type of coverage is desired and how much members feel the coverage should cost. The committee is optimistic that further details will be available within the next few months.

Many of us were surprised to see so many new faces in Reno this year. As attendance grows, the Member Services

Committee also felt that a recommendation should be given to have more information regarding the national meeting provided on the NAICC web site. The committee discussed ways in which educational credits for quality assurance and researchers can be earned by those attending the meeting. Other ideas included posting speaker abstracts on the NAICC website and possibly having a job fair linked to the meeting information. NAICC's Executive Board is currently working on an Annual Meeting Smart Phone "app" that will provide up-to-the-minute updates to the meeting program as well as information about the hotel and meeting location. They are also working to update the NAICC web site and will rely on the Membership Services and Marketing Committees for input.

Last and definitely not least, the committee discussed ways to include students at the Annual Meeting. We discussed free registration for students who are willing to participate in a poster presentation; advertising the meeting at local universities; and possibly attracting students through job postings. Everyone at NAICC recognizes the need to find a new generation of members with a passion for this industry. Getting student attendance at the national meeting advertises and promotes what we do as well as piques the interest of those students who do attend.

The Annual Meeting gives us all a chance to regroup, plan, recharge and invigorate. As 2012 progresses, the Member Services Committee will be actively working to take these three ideas as far as we can with the hopes of benefitting NAICC members.

Global Alliance of Independent Agricultural Consultants

By Allen Scobie, Chairman of GALAC

GAIAC is a new and exciting organisation that allows consultants and researchers to make contact with like-minded people all over the world. Academics have had world organisations for decades but GAIAC will be the first world organisation for agriculturalists that make their living from private independent means as consultants and researchers. It will make it possible to discuss husbandry techniques, seeding dates and harvest dates, estimated crop yields, disease, insect and weed problems including resistance management techniques, water management, GM traits (whether the country you work in allows the technology or not), et al. GAIAC will strive to encourage young people into this wonderful industry we all enjoy participating in.

In 2002 when I was chairman of the AICC (Association of Independent Crop Consultants UK), I received a telephone call from NAICC asking me to talk at the NAICC annual meeting. I agreed, on the condition that the NAICC president would talk at the AICC (Association of Independent Crop Consultants) meeting in the UK and so, in January 2003, Al Averitt set a new precedent by being the first of the NAICC presidents to attend the AICC conference in England. In return AICC chairmen have attended the NAICC meeting every year since.

All of the NAICC Presidents and AICC Chairmen who participate in



GALAC Board meeting in Paris, left to right. Gary Coukell, Ian McLeod, Al Averitt, Allen Scobie, Bob Glodt, Julie Coulerot and Patrick Stephenson.

this reciprocation ask the same rhetorical question 'Is it not incredible that two long running organisations, who had no contact with each other, could display so many similarities?' I used to ponder over this but I have now come to the conclusion that, if intelligent forward thinking people either side of 'The Pond' came to the same conclusions about what independent agriculturalists wanted and how their organisations should be run, then the format must be right.

In June 2007 I made a presentation to PCIA (Pole du Conseil Indépendant en Agriculture) in France. It was their very first annual meeting, held in a small Paris hotel. The atmosphere was electric as these French

consultants got together for the first time. I thought to myself, "this is how it begins; this must have been what it was like when NAICC or AICC began". I was honoured to be there with them and I know that they will grow like NAICC and AICC did.

In 2008 at the NAICC meeting in Seattle **Bob Glodt** and his NAICC board had the foresight to found the International Outreach Committee. Julie Coulerot (PCIA Secretary) and Elie Dunant (PCIA President) joined us on line from France by Skype in Bob Glodt's presidential suite. It was exciting, and we could feel that something important was happening.

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GAIAC Meeting

Continued from page 6

In January 2009, in the Peabody Hotel Memphis (The very place where NAICC was founded) we formalised our plans to form The Global Alliance of Independent Agricultural Consultants (GAIAC) and in October 2010 the newly elected board of GAIAC met for the first time in Paris.

In January 2011 the board met in Ft Worth, TX at the NAICC 2011 Annual Meeting and further progress was made on many fronts. And finally in January 2012 at the NAICC meeting in Reno Nevada, the bylaws of GAIAC were agreed upon, finalised and signed. Fee levels were set at \$50.00 for full, provisional and associate memberships and an interim web site was produced and launched www.gaiac.org, to allow interested parties to contact GAIAC for more information.

GAIAC is new, it is unique, and it was designed for you. We invite and welcome you to register your interest on www.gaiac.org so that we can keep you informed of progress as we move forward towards our official acceptance of additional members in October 2012.

WANTED

1) Used/Surplus seed metering cones, either belt style or Oyjord. Any size. Incomplete units and/or parts also of interest.

2) Zero-max gearboxes.

3) 10-18 L beverage canisters.

**Contact Gary Coukell,
coukell@icms-inc.com, 204-857-2723.**

2012 NAICC Annual Meeting Photos



Dennis Hattermann passes the gavel to 2012 President Blaine Viator.



Welcome New Members!



The Past President's Council





Two of our faithful QAs – Valen Straub and Renee Daniel



Allen Scobie with his lovely ladies, Marcene and Karanina!



Jeanie and Calvin Viator network with Brent Wright



Steve and Lee West visit with exhibitor Eric Hagerman with Vortex Services, Inc.



Steve Gylling and Margaret Kappenman with Gylling Data Management instruct NAICC members on their software.



Thank you Sustaining Member JRF America for participating in the Exhibit Hall Extravaganza!



Volunteers and Staff



**National Alliance
of Independent
Crop Consultants**

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