



# NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

## PRESIDENT'S COLUMN



By  
*James E. Todd*  
NAICC  
2013 President

## What a Busy Year It Has Been

I can't believe October is nearly over. As I write this article, Lacey and I are excited to be hosting the NAICC Executive Board Meeting in our hometown, Plainview, Texas in just one week. In addition to the important work the board has to do, we are also going to take an afternoon for a farm tour. During this farm tour we are going to tour the largest cotton producing area in the country. We will tour a local cotton gin and witness cotton being harvested. Furthermore, I will explain the difficulties producers in my area face each year with declining water tables and extreme weather. I believe that it is important that NAICC members have the chance to visit other agriculture areas and learn about the different ways that our members serve their customers.

In just a few short months, we will gather in New Orleans for the NAICC Annual Meeting. For me, this is no doubt the highlight of my year. For crop consultants, we enjoy gathering with our friends from across North America and beyond to share war stories from the past year. As well, we learn about new technologies and techniques to improve our respective businesses and help our clients become more successful. For research consultants & QA, this meeting is an extremely important time to receive training and make important business contacts. Furthermore, researchers are trying to secure business for the upcoming year.

Each year the Annual Meeting Coordination Committee works hard at thinking outside the box and looks for ways to improve the layout and design of the Annual Meeting. I believe Gary Coukell and his committee have done a great job this year in putting together an outstanding program. Something new this year is the Networking Time for Researchers. This is 1.5 hours set aside on the program where researchers can set up appointments, on their own, to visit with sponsors/clients. Also, researchers can attend the Emerging Technology Session and learn about new advancements in our industry.

For the crop consultants, on Wednesday, January 29th, NAICC will be hosting

the Integrated Resistance Workshop. I know for most crop consultants, the word resistance has been a common topic for the past 3 years. In this unique session, we intend to bring together many players within the industry and discuss the barriers we face as well as develop solutions to this common problem. This will be a great opportunity for consultants to express their concerns, as well as, help develop industry wide resistance management strategies.

There is no doubt that "Networking" is the number one reason most NAICC members attend the annual meeting. It has been the goal of the Annual Meeting Coordination Committee to ensure that there are even more opportunities to do so this year. Besides all the great networking opportunities, this meeting offers great educational opportunities. Furthermore, there are many opportunities if you have never attended an NAICC Annual Meeting, to get to know your fellow consultants through many social events. These events include the New Members & First Timers Reception, the Outgoing Presidents Reception, and my personal favorite, the Friday Night Networking Mardi Gras Party. I encourage each NAICC member to make plans now to attend the NAICC Annual Meeting in New Orleans, January 29-February 1, 2014.

## RENEW Today!

Don't forget to renew your NAICC membership by October 31 to be included in the While you are renewing, why not sign up your employees or encourage a colleague to join NAICC. Members who recruit the most members from your state are eligible to be named TOP RECRUITER! A variety of membership levels are available. Go to <http://naicc.org/member-center> to see the many advantages of membership.

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

Registration materials for the 2014 Annual Meeting are now available at [naicc.org](http://naicc.org) You may also register for booth space at the AG PRO EXPO at <http://naicc.org/meetings/2014-annual-meetings>. Reserve your hotel room at <https://www.starwoodmeeting.com/StarGroupsWeb/booking/reservation?id=1308281803&key=15C20>.

Remember to load the Annual Meeting app to help plan your schedule. Go to [www.eventmobi.com/NAICC14](http://www.eventmobi.com/NAICC14) or scan the QR code to the below.



October 2013

## 2014 NAICC Annual Meeting Keynote Speaker

We are delighted to announce that the distinguished Vincent H. Smith, Ph.D., will deliver the keynote address at the 2014 Annual Meeting in New Orleans. Dr. Smith will discuss domestic and international agricultural commodity policy and the economic future of agriculture.

Dr. Smith is Professor of Economics in the Department of Agricultural Economics and Economics at Montana State University and co-director of MSU's Agricultural Marketing Policy Center. He received his Ph.D. from North Carolina State University in 1987 and his bachelor's and master's degrees from the University of Manchester in 1970 and 1971.

Dr. Smith's current research program examines agricultural trade and domestic policy issues, with a particular focus on agricultural insurance, agricultural science policy, domestic and

world commodity markets, risk management, and agricultural trade policy. He has authored nine books and monographs and published over 100 articles on agricultural and other policy and economic issues. His work has been recognized nationally through multiple national awards for outstanding research programs. In 2008, he became a Distinguished Scholar of the Western Agricultural Economics Association. \*

Dr. Smith is currently a Visiting Scholar at the American Enterprise Institute and co-director of AEI's agricultural policy initiative. Read his recent article, *The House and Senate Farm Bills Don't Make the Grade*, at <http://www.aei.org/article/economics/the-house-and-senate-farm-bills-dont-make-the-grade>.

\* Source: *American Enterprise Institute*

## Solutions Workshop: Resistance Management for Consultants/Advisors at NAICC Annual Meeting

by Jim Steffel, LABServices

Speakers from Agricultural Science Societies, Crop Protection Industry Resistance Action Committees (RAC's), USDA, EPA and Consultants/Advisors will discuss topics influencing pest resistance and resistance management. Presentations will be brief and followed by blocks of time dedicated to discussions by consultants and advisors in attendance. Bring your experience, ideas and frustrations in dealing with resistance to share with the group and become part of the solution.

Join your peers in New Orleans just prior to the Annual Meeting, Wednesday, January 29, 2014, from 8:00 a.m. – Noon at the Sheraton New Orleans, LA for an interactive session of vital interest that will address effective resistance management from the crop consultant's perspective, including:

**Introduction:** A multidisciplinary overview of weed, fungicide and insecticide resistance problems.

**Overview:** Interactive, problem-solving discussions of managing resistant weeds, insects and diseases in viable crop production programs. Crop consultants and other professionals will share differing perspectives, potential solutions and barriers to implementing resistance management strategies at the grower level. Topics will include availability of the products needed implement resistance management, compatibility with of strategies with IPM and conventional production practices. Discussions of the potential for technology to assist consultants and advisors implement management strategies and the need for area wide strategies if resistance management is to be effective. Additional topics and will be outlined in the Workshop Program.

**Strategies and Solutions:** Working collaboratively with groups like WSSA, Industry RAC's, USDA and EPA, professionals will develop workable strategies for resistance management in the wide variety of crops, pests and productions systems encountered at the grower level.

Program details and registration are available in now at [naicc.org](http://naicc.org). CPCC and CCA CEUs will be available.

## NAICC Quality Assurance Networking Luncheon Sponsored by Dow AgroSciences

By Tracey Froggatt and Cathy Peacock

Would you like to receive advice or help from experienced Quality Assurance Professionals or have questions about an unfamiliar area of auditing? Want to connect with other QA Professionals? Then consider joining us for a QA networking luncheon sponsored by **Dow AgroSciences** on Thursday, January 30, 2014. If you are new to the Quality Assurance role and are interested in our mentoring program, please inquire at the luncheon or email Tracey Froggatt ([tfroggatt@dow.com](mailto:tfroggatt@dow.com)) or Cathy Peacock ([clpeacock@dow.com](mailto:clpeacock@dow.com)). We are looking forward to seeing you in New Orleans! Luncheon details will be mailed with your registration information. All Quality Assurance professionals are invited. However, space is limited, so please register early.

## Emerging Technologies Session at NAICC Annual Meeting

Please plan to participate in the Emerging Technologies Session on Thursday, January 30, 2014 from 2:00-3:30 p.m. at the Sheraton New Orleans in New Orleans, LA. The session is a primary avenue for Voting and Sustaining Members to advertise new products and services. See official rules and deadlines at the end of this newsletter.

## GLP Training Offered at Annual Meeting

Applying GLP Fundamentals for Research and Quality Assurance Professionals workshop will be held Tuesday, January 28, 7:30 a.m.–Noon. This half-day training session is tailored to the individual professional depending on his/her current level of knowledge, offering Basic GLP Training, Advanced GLP Training, or a Practical Field Workshop. Enrollment is limited so sign up early.

# Marching to the Beat of a Different Drummer

By Andrew Watson, Watson Agronomy Ltd.

Farmers in England are both lucky and angry. Lucky because after the worst wet weather through the fall and winter of 2012, harvest yields were close to the long term average and wheat quality was actually better than usual. After the once in a generation “Noah” rainfall, winter wheat and canola plantings in the UK were down by a massive 19%. Crops that were drilled either drowned or provided essential vitamins and minerals to the vast population of fat pigeons.

To compensate for the lower winter plantings, spring crop drilling rose to unprecedented levels. For example, UK spring barley cropping increased by over 50% with many farms growing the crop for the first time in years. To confirm the luck, spring barley yields actually increased 10-20% over the long term average and at a quality reminiscent of the Rolls Royce in the car market.

So why have yields in the UK been much better than expected? The answer is a heat wave in June/July with record and consistent daytime temperatures at 75-90°F. Now, I know that many of you will think that these temperatures are not a heat wave but, believe me, in the UK where a suntan tends to come from lying near-naked in a glowing machine, this is “Sahara” weather! These warm, high light intensity days, combined with the inherently high water table after the “Noah” winter, delivered a wonderful grain fill period. In addition, the lucky farmers in the UK had a relatively dry harvest time.

So you would think British farmers would be satisfied with their lot in 2013. But no! 2013 saw UK farmers become militant and astoundingly cooperative with each other in their anger. The subject of their fury: Sugar beets price paid by the only beets buyer in the UK, British Sugar. British Sugar is one of the most profitable agricultural businesses in the UK, reported to make a net profit of

\$45/ton of raw sugar beets purchased from farmers. In 2013, farmers will be paid approximately \$44/ton of raw beet and will be lucky to come out with \$1-2/ton net profit. In addition, the major UK farmer’s magazine stoked the fire by publishing raw beets

prices paid to farmers across Europe which, in many cases, were 50% more at over \$65/ton. Hence the anger.

For the first time in living memory, about 75% of the 6,500 beets farmers refused to sign their 2014 beet contract in June and effectively went on strike. These farmers cooperated as one group via the National Farmers Union (NFU) to force British Sugar back to the table. This was extraordinary when you consider that organized militancy is not a British trait. We generally have difficulty complaining about bad service in a restaurant and will queue diligently for everything. On the other hand, the French will riot at the drop of a hat and its farmers are forever burning, pouring or dumping some agricultural product on the streets of Paris to protest over prices.

This just in: The strike has ended with a new and improved offer from British Sugar for the 2014 harvest! Farmers will get a base price of \$50/ton rising to \$55/ton for a small proportion of the latest harvested crops. As this modest increase will have a minimal effect of farmer’s profits and barely dent the apparent excessive profits of the monopoly that is British Sugar, I must admit to feeling more angry than lucky at the moment, with an irrational urge to shout at a waiter and jump the queue in the supermarket.



## New Sustaining Member Profile: Agricen

By Nathan T. Cross, Director of Strategic Relations, Agricen, LLC

Agricen, formerly known as Advanced Microbial Solutions, has rebranded itself. “The new name reflects our transition as a leader in the delivery of innovative, effective and sustainable plant nutrition tools,” said Michael Titora, CEO, Agricen. “As Agricen, we will continue to innovate new, effective technologies that enable growers to adapt to the rapidly evolving requirements of modern agriculture, including the demand for more efficiency and sustainability in plant nutrition programs.”

Agricen’s products are biochemical fertilizer catalysts derived from a naturally occurring, diverse community of microorganisms and their byproducts (enzymes, organic acids and chelators), which work in the soil system to enhance fertilizer performance. The product biochemistry interacts with the natural soil chemistry to increase the availability and uptake of both applied nutrients and those that are tied-up in the soil or in crop residue; it also works to increase root size and structure, facilitating increased nutrient uptake. Agricen’s products have been shown to perform consistently over a broad range of plant species, soil types and application methods in over 600 field and greenhouse studies conducted by Agricen, universities, the USDA and other third-party evaluators.

For more information on Agricen, please contact me: Nathan T. Cross, Director of Strategic Relations, Phone (940) 783-1892, Twitter @nathantcross.

## Member Report: Weed Resistance Summit

By Blaine Viator, Ph.D.

It was my honor to represent NAICC at the recent Weed Resistance Summit. It was an incredible experience and I must say that I was awestruck by the caliber of people attending. The Summit organizer was Harold Coble, USDA Office of Pest Management Policy, who is very familiar with NAICC.

I participated in the two main panel discussions and was joined by Amy Asmus, Iowa COOP owner and a CCA representative. The Summit audience was diverse, comprised of CCA’s, private companies, regulatory agencies, and growers. We left the Summit with solid ideas for next steps, including Education/Outreach/Training, community-based approaches to management, and compliance issues. I look forward to sharing more with you all soon.

The ideas captured at this meeting will be used as topics for discussion at the integrated resistance management meeting that will be held in conjunction with the NAICC Annual Meeting in January. This session will address the barriers to effective resistance from the Crop Consultant’s perspective. It will include an introduction of weed, fungicide and insecticide resistance problems, then delve into interactive, problem-solving discussions. Professionals will leave the meeting with workable strategies for resistance management.

## Research Study on Robotics/Unmanned Systems

Your input is needed! We are partnering with the Association of Unmanned Vehicle Systems International (AUVSI), a new NAICC Cooperative Member, on a research study to gauge opinions of potential end users for robotics/unmanned systems. The study will allow both NAICC and AUVSI to understand the end user's level of knowledge, desired term for the technology, and what you would require in terms of support and education.

AUVSI is a 41 year old association based in Arlington, VA. The mission of AUVSI is to advance the unmanned systems and robotics community through education, advocacy and leadership. AUVSI represents 7,000 individual members and more than 500 corporate members from 60+ allied countries involved in the fields of government, industry and academia. AUVSI publishes a monthly magazine, a quarterly magazine, a weekly eBrief and produces multiple networking events through-out the year. Please go to <https://www.surveymonkey.com/s/AUVSI1041> to complete a brief survey.

## Help Raise Money for The Foundation's Educational Programs and the Jensen Memorial Scholarship Fund!

THE FOUNDATION for Environmental Agriculture Education is sponsoring a raffle and silent auction at the 2014 NAICC Annual Meeting! This year's raffle and silent auction will definitely be fun and valuable too.

Let's make the silent auction every bit as exciting; simply contribute worthy items. All you have to do is drop the item off at the FEAE table near registration, along with a description of the donation and its value.

Have a great idea for the raffle drawing? Please contact [jhecht@cropquest.com](mailto:jhecht@cropquest.com) or [allisonjones@naicc.org](mailto:allisonjones@naicc.org) to donate a prize for the raffle drawing. Past prizes include:

- \$1000 Cabela's gift card
- Custom knife
- \$1,000 Visa gift card
- Pair of designer cowboy boots

Don't forget to place your winning bid on Thursday, January 30 at the Outgoing President's Reception in the Exhibit Hall. Let's see how much money we can raise for some great causes!

## NAICC Mourns Passing of Ken Mickelson

We are saddened to report that NAICC member Kenneth Mickelson passed away on September 30 after suffering from pancreatic cancer. Ken was active in the NAICC Research Education Committee as well as the International Outreach Committee meetings and took part in activities led up to the formation of Global Association of Independent Ag Consultants (GAIAC).

Ken's wishes were to be cremated and there will be a celebration of life for him in Iowa and in Canada. The Iowa ceremony with his family and friends will be October 26th at 11:00 a.m. in the Immanuel Lutheran Church in Burnside, Iowa. Ken wanted his ashes in two locations half with his father in Iowa and the other half in Canada with his mother-in-law at their cottage. The celebration of life in Canada will be in the spring or summer next year. There was a celebration of life recently with Ken's Costa Rican familia.

## Richard L. Jensen, Ph.D. Memorial Scholarship Applications

Applications for the Richard L. Jensen, Ph.D. Memorial Scholarship will be accepted through November 15, 2013. We encourage you to share the attached application, available at <http://naicc.org/foundations/scholarship/> with your summer employees or college students working toward an Ag degree. Students working for NAICC members qualify for preferred status.

## Nominations Now Open for Consultant of the Year

**Deadline is November 30, 2013**

Nomination forms are available at <http://naicc.org/member-center/forms-applications>. All nominations must be received by November 30, 2013. And yes, you may nominate yourself.



National Alliance  
of Independent  
Crop Consultants

Allison Jones

Executive Vice President

James E. Todd, B.S.

President

Melanye Lunsford

Managing Editor

349 E. Nolley Drive / Collierville, TN 38017  
(901) 861-0511 / Fax: (901) 861-0512  
E-mail: [AllisonJones@naicc.org](mailto:AllisonJones@naicc.org)  
[www.naicc.org](http://www.naicc.org)

Todd Ag Consulting, LLC  
1100 Way Rd.

Plainview, TX 79072

(806) 293-1273 Mobile: (806) 774-3941  
[toddagconsulting@gmail.com](mailto:toddagconsulting@gmail.com)

## **SCHOLARSHIP CRITERIA**

---

### **RICHARD L. JENSEN, PH.D., MEMORIAL SCHOLARSHIP**

1. Pursuing a four-year degree in a major or discipline closely aligned to crop production, such as Soil Sciences, Agronomy, Entomology, Horticulture, Plant Pathology, Weed Science, contract ag research or pursuing a Doctorate in Plant Medicine.
2. Completed a minimum of one year toward a four-year degree
3. Presently enrolled in the discipline of studies cited in item 1.
4. Submit to the Review Board an application to include: THESE ARE IN ADDITION TO THE APPLICATION
  - a) Application
  - b) Transcripts
  - c) Work History
  - d) Reason scholarship is desired
  - e) Résumé
  - f) Proof of enrollment in college/university
5. Two letters of reference attached, or mailed separately.

Applications to be received through November 15, 2013. The award check will be awarded upon presentation of verified registration for the fall term.

# JENSEN MEMORIAL SCHOLARSHIP APPLICATION

Date: \_\_\_\_\_ Name: \_\_\_\_\_

**Permanent Address**

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**Campus/Mailing Address**

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email address: \_\_\_\_\_

Home phone: \_\_\_\_\_ Cell: \_\_\_\_\_

**Current Status**

College/University: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Entering transfer student? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, transferring from: \_\_\_\_\_

Are you currently a full-time student in a 4-year university? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, are you a: Sophomore \_\_\_\_\_ Junior \_\_\_\_\_ Senior \_\_\_\_\_

Semester hours attained by end of year: \_\_\_\_\_

Major: \_\_\_\_\_ G.P.A. \_\_\_\_\_

Anticipated Degree: \_\_\_\_\_ Graduation Date: \_\_\_\_\_

Previously Attended Colleges: \_\_\_\_\_  
\_\_\_\_\_

Percentage of college expenses you are responsible for: \_\_\_\_\_

SCHOLARSHIP APPLICATION

Do you have any family members on the FEAE board or selection committee?

Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, please provide names: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Have you received any other scholarships?

Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, please list the total amount received and scholarships below:

\$ \_\_\_\_\_ from: \_\_\_\_\_

\_\_\_\_\_

Please list any other post-high school courses, training seminars, etc., that you have taken and/or participated in that contribute to your knowledge of the field of crop production/ protection. Include grades or evaluative assessment of your participation. Attach additional pages as needed.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please list awards and honors you have received in high school and college.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please list offices and/or positions of responsibility you have held in crop production/ protection related organizations and describe what you have learned from the experience (include committees and chairs you have held).

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



# CALL FOR PAPERS

## NAICC EMERGING TECHNOLOGY SESSION

---

---

The NAICC Emerging Technologies Session will be held Thursday, January 30, 2014 from 2:00 p.m. – 3:30 p.m. at the Sheraton New Orleans in New Orleans, LA. This is a great way to advertise new products and services and is the only session designed specifically *for and by* NAICC members to showcase new technologies during the NAICC Annual Meeting!

### Highlights:

NAICC Sustaining and Voting Members, as well as AG PRO EXPO Exhibitors, have the opportunity to give a brief, energizing synopsis of a product or technology to a full crowd of professional ag consultants and industry representatives. Past topics have included new crop protection products under development, new uses of current chemistries, new equipment and software. The Emerging Technologies presented are developed by Sustaining Members, Exhibitors, or our own NAICC crop and research consultant members. If it is new, our members want to hear about it!

Each presentation can be accompanied by three to five PowerPoint slides. This is a great opportunity to increase your visibility and a simple and inexpensive way to reach thousands of growers through these professionals. Yet another way to stretch advertising dollars! We've even attached a summary of just how much NAICC members affect manufacturer's bottom line with our members' recommendations!

See the attached sheet for full details, deadlines and rules. We look forward to seeing you in New Orleans in January!

---

---

## **Emerging Technologies Session**

### **2014 NAICC Annual Meeting and AG PRO EXPO**

**Thursday, January 30, 2014 ~ 2:00 p.m. – 3:30 p.m.**

All NAICC Sustaining and Voting Members and AG PRO EXPO Exhibitors are invited to participate in the **Emerging Technologies Session** in New Orleans, LA, Thursday, January 30, 2014. This will be the “must-attend” session for the premier ag professionals in attendance.

#### **PREQUALIFICATIONS:**

- Submitting company or person must be either a Sustaining or Voting member of NAICC, or an exhibitor at the AG PRO EXPO, January 29 – February 1, 2014, at the Sheraton New Orleans.
- Submissions must have broad appeal to members attending the NAICC Annual Meeting.
- Submissions must represent emerging ag technologies not previously presented at a NAICC meeting.

#### **SPECIFICATIONS:**

- Submissions must consist of an abstract of 100 words or less describing the new or emerging technology.
- A maximum of five (5) submissions per company or person is permitted.
- A maximum of three (3) oral presentations per company or person **may be granted**.
- Oral presentations will be limited to five (5) minutes in length.
- A maximum of five (5) PowerPoint slides may be submitted for *each* oral presentation. Slide must be sent electronically or on a disk to the NAICC headquarters. Do not use “master” slides.
- The Allied Industry Committee will review all submissions and determine the final oral presentations.

#### **FEES:**

- Each NAICC Sustaining or Voting member will be granted one (1) submission at no charge.
- A \$500 fee will be charged for each additional submission.
- A \$500 fee will be charged for ALL submissions made by non-members.

PowerPoint slides for all oral presentations will be included in the handout that will be available during the Emerging Technologies Session on January 30. Submissions not chosen as an oral presentation will have the 100 word abstract included in the handout. The \$500 submission fees will be used to cover the cost of handout materials.

#### **DEADLINES:**

November 1	100 word abstracts due to NAICC headquarters
November 4 - 8	Committee meeting to select papers
November 15	Companies notified of acceptance
December 13	PowerPoint slides due to NAICC headquarters

# PRESENTATION SUBMISSION FORM

## EMERGING TECHNOLOGIES – 2014

---

---

**NOTE:** An abstract of 100-words or less must be submitted. A total of five slides **maximum** (including introductory slide with presenter's name, company, logo, and topic) will be accepted for final presentation.

Please complete one form for each submission. Please make additional copies as needed.

Title of Presentation: \_\_\_\_\_

Contact Name \_\_\_\_\_

Contact Address \_\_\_\_\_

Contact City, State, Zip \_\_\_\_\_

Contact Phone \_\_\_\_\_ Contact Fax \_\_\_\_\_

Contact Email \_\_\_\_\_

**Presenter Name** \_\_\_\_\_

---

---

### SUBMISSION FEES

- First submission from **NAICC Sustaining or Voting Member**.....FREE
- Additional submissions from NAICC Sustaining or Voting Member .....\$500/per submission  
\_\_\_\_\_ # of additional submissions **after the first** (no more than five allowed) x \$500
- Submissions from non-NAICC Member.....\$500/per submission  
\_\_\_\_\_ # of additional submissions (no more than five allowed) x \$500

**TOTAL Enclosed** \$ \_\_\_\_\_

---

---

### PAYMENT—required for consideration of presentation

Paid by enclosed CHECK made payable to NAICC Date \_\_\_\_\_

Please charge \$\_\_\_\_\_ to the following credit card:

**VISA, MasterCard or American Express ONLY**

CC Number \_\_\_\_\_ Exp. \_\_\_\_\_ Security Code (on back) \_\_\_\_\_

Name on Card \_\_\_\_\_

Credit Card Billing Address if different from above \_\_\_\_\_

Signature \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

**Please E-mail electronic presentation and E-mail, Mail or Fax completed form(s) to:**

NAICC  
349 East Nolley Drive  
Collierville, TN 38017

Phone: (901) 861-0511  
Fax: (901) 861-0512  
Email: AllisonJones@naicc.org (NEW EMAIL)