



NAICC Newsletter

Vol. 1, No. 2

June 1985

MESSAGE FROM THE PRESIDENT

There seems to be some misunderstanding regarding annual dues and I hope this will help clarify the matter.

NAICC's financial year has always extended from October 15th to October 15th of the following year—to coincide with our annual meeting and changes in officers. Many attendees pay their dues for the up-coming year at the annual meeting. Notices or reminders to other members are sent out by the Treasurer in the months following the annual meeting. Therefore, dues cover 2½ months of one year and 9½ months of the following year.

The confusion has probably arisen from a delay in last year's ('83-'84) notices which were not sent out until July '84. Anyone who did not pay these dues until August or September may have thought he was paying dues for '84-'85 and now has received another dues request for the same year. ('82-'83 notices were sent out in November '82 resulting in a 20-month span between dues reminders, except for "second notices.")

Perhaps we can avoid this problem in the future by sending out notices at the same time each year—in November following the annual October meeting. Also, when sending business checks, please include names of members the dues cover, especially if paying dues for more than one individual. This will help our Treasurer with her records.

I hope this clears up any problems but if you have a question, please call Madeline Biemuller (305) 746-3740 or Herb Henry (404) 769-7860.

In February I gave seminars at Clemson Univ. and Univ. of Georgia regarding crop consulting and the National Alliance. Several IPM (Master's in Pest Management) students were concerned that they were unaware of employment opportunities with crop consultants or private contract researchers.

These students need 2 summers of internship and most of them work with the ag chemical industry. However, not all of these students are interested in industry employment. I urge you to contact your nearest Land Grant institution to see if such a program exists and if so, offer your business as a potential for student internship. These students are agriculturally trained and you'll be able to screen them for future employment.

Good luck in the up-coming growing season.

Herb Henry, Ph.D., President

FROM TEXAS

The officers of Texas Association of Agricultural Consultants were invited to meet with Commissioner Jim Hightower of the Texas Dept. of Agriculture and did so on March 25, 1985. It was attended by Dan Bradshaw, Donald Kitten, Bob Glodt, Stan Nemece, and Curt Wilhelm. The meeting was set up by Ron White, Assist. Commissioner for regulatory affairs with TDA. Ron White learned who we were by speaking at two of our annual meetings and from our participation as an organization and as individuals in the controversial pesticide regulation proceedings. I believe he was impressed by the dedication and expertise that was represented by crop consultants.

Hightower indicated that he wanted to put any differences behind and try to work together. Some of the pending pesticide legislation would put a practicing crop consultant on an advisory committee to TDA. This would be a real step forward because in the past Hightower's advisors consisted mainly of environmentalists, farm labor activists and other "radicals." TAAC needs to be cautious to not be "used" and our professionalism prostituted. But on the other hand if TDA does not know we exist, we can have no effect on what happens.

Dan Bradshaw, Pres., TAAC

CERTIFICATION

TAAC is moving ahead with a program for self-certification. Although there is still some talk of licensing crop consultants in Texas, White (see above) indicated that TAAC was a good group and he was impressed with its professionalism. TAAC feels that it will help to distinguish between certified members and non-certified people who call themselves "crop consultants." The following are excerpts from letters from a policy consultant in California, Deanna Marquart, to James Powell TAAC, and were sent to NAICC by Dan Bradshaw.

"There are two compelling motivations for creating self-certification. The first is to pre-empt government regulation of quality and scope of work in the practice of your profession. The second is to define the qualifications required for certification in such a way that your members are uniquely suited to meet the needs of your clients. Self-regulation gives the practitioners control over who is allowed to practice. In order to gain such a high measure of self-determination, practitioners must produce standards of quality for agricultural consulting which serve public, as well as private, interests. Lacking

a high degree of consensus on definitions of practice and quality invites government intervention."

"Self-certification is a marketing asset. The association needs to clarify the identity of its members as being independent of the pesticide manufacturers and otherwise certifiably qualified to provide agricultural consulting services. By creating a self-certification process, the association would gain a high measure of control over who will be allowed to practice agricultural consulting in Texas just by defining what makes a reliable, highly qualified consultant in this field and then implementing a marketing plan to give the association's standards high visibility in the targeted market.

"Self-certification would enhance the association's political position as Texas moves to increase regulation of pesticide use."

From the phone calls and letters I have received, it is evident that there is increasing concern among consultants about the more prominent role that state governments are taking in regulating the use of pesticides and pesticide applicators. Crop consultants may in some states be erroneously considered "applicators." There may also be increasing control over individuals who recommend pesticides. I have included the foregoing in the newsletter because of this increasing concern among consultants about state control and the potential alternative—self-regulation.

Self-certification is a topic which will likely come up for general discussion at the annual meeting in Little Rock (October 1-3). Your comments are solicited.

Louise Henry, Acting Exec. V. Pres.

ADDITIONAL DIRECTORIES

We have extra Membership Directories available. If you would like to have additional copies to use for your own public relations, to send to local commodity or farm groups, Farmer's Home Administration, agricultural lending institutions, etc, please contact Louise Henry, Acting Exec. V. Pres., 2180 Elder Rd., Bishop GA 30621, (404) 769-7860. There will be a small fee for these additional directories.

PLACEMENT SERVICES

NAICC is making an effort to contact all Placement Officers in Land Grant schools as well as local colleges, letting them know of NAICC crop consultants as potential employers for summer work. Several consultants have mentioned that their best summer employees have come from these college placement services.

Each member is asked to send the names of any colleges (in your area) with a Placement Service to Dr. Mac King, Taralan Corp., 1250 Executive Place, Suite 404, Geneva, IL 60134. Please include a complete address for the school and the Director's name if possible. The Public Relations Committee will send information regarding the NAICC and a Directory to these individuals. This may be a good source of summer employees for you.

LETTERS FROM MEMBERS

(To Dr. Herb Henry, President)

Dear Herb:

Although I am very much the "new kid on the block" in NAICC, I have a suggestion.

Many of us are in the same boat in terms of being the key people in our firms. As you well know, it is very disconcerting to know that if something happens to that key person, the business virtually ceases to exist. That is a natural eventuality to insure against, but if you have checked the prices of individual total disability insurance policies recently, you most likely found that the cost is prohibitive. On the other hand, insurance companies are well-known for giving large groups more lucrative rates.

What I'm suggesting, of course, is that that Alliance pursue a package policy for insuring its members (and its affiliate members) against total disability. If it's kosher, I would be happy to pursue this or to sit on a committee for doing so.

What do you think?

Daney D. Kepple

What do I think? I think this is what NAICC needs—letters from members indicating their needs or ideas.

With Daney's consent, I have appointed her to the Insurance Committee, which has previously handled only Errors and Omission insurance. Daney will be looking for appropriate disability insurance policies. If you know a good policy or have some ideas, please contact Daney Kepple, 899 Hawthorn, Memphis TN 38107, ph. (901) 272-9571.

Herb Henry

TALENT AVAILABLE

Bachelor of Science degree holder in Agricultural Economics and Rural Sociology from Pennsylvania State Univ. Years of direct agriculture experience including privately and family owned farms, retailing and research horticulture establishments, and a year's Agriculture Science teaching assignment in West Africa. Background includes hay, grain, vegetable and ornamental crops. At 25, seeking a long-term, entry-level career position, preferably as a member of a management development program. Richard J. Maniscalco, G-2 Goshen Manor Apts., 101 North Five Points Rd., West Chester, PA 19380, (215) 431-1682.

Would like a position involving research or instruction. Single and can relocate anywhere, but prefer the West (especially California), Midwest, or the South. B.S. Univ. of Georgia (Entomology/German), M.S. Clemson Univ. (Entomology/Statistics). Maintained a malaria lab with several mosquito colonies and tested many anti-malarial agents (Univ. of GA). Master's thesis: "Factors affecting the resistance of tobacco to the tobacco budworm, *Heliothis virescens* (F.)." Randolph D. Simpson, Jr., 824 Morningside Dr., Lawrenceville, GA 30245, (404) 963-4054.

MEET NEW MEMBERS

The Membership Directory has just been sent to members and these individuals are included. Therefore,

ILLINOIS

Harry Brokish, M.S. (Agronomy). Central Golden Harvest Research, 3 Olive Circle, RR 4, Clinton IL 61727. AFFILIATE MEMBER.

Ronald Meyer, B.S., M.S., Ph.D. (Econ. Entomology), RPE. Rt. 1 Box 26, Sidney IL 61877. MEMBER

INDIANA

Subbarao V. Yarlagadda, M.S., Ph.D. (Soil Chemistry). GROMOR, Box 79, Shipshewana, IN 46565. MEMBER.

IOWA

Jay Johnson, B.S. (Ag Bus/Pest Mgmt.) Prairie Crop Pro-Tech, 623 Beverly Hill, Waterloo, IA 50701. PROVISIONAL MEMBER.

Jerome N. Lensing, B.S., M.S. (Soil Fertility). Minnesota Valley Testing Laboratories, 35 W. Lincoln Way, Nevada, IA 50201. MEMBER.

KANSAS

Steven Davis, B.S., M.S. (Entomology), RPE. Maxima Corporation, P.O. Box 192, Garden City, KS 67846. AFFILIATE MEMBER.

LOUISIANA

Randall Carver, B.S., M.S., Ph.D. (Plant Pathology/Agronomy). Plant Consulting, Inc., 113 Silver Dr., Monroe, LA 71203. MEMBER.

Stanley J. Viator, B.S., M.S. (Plant Pathology). Viator's Ag Advisory, P.O. Box 984, Ruston, LA 71270. MEMBER.

MICHIGAN

Vernon W. Meints, Ph.D., C.P.S.S. (Soil Fertility/Soil Chemistry). Agri-Business Consultants, Inc., 3547 W. Hiawatha Dr., Okemos, MI 48864. MEMBER.

Mark A. Otto, B.S., M.S. (Entomology). Agri-Business Consultants, Inc., 911 Edison Ave., Lansing, MI 48910. PROVISIONAL MEMBER.

MISSOURI

James P. Roth, B.S., M.S., Ph.D. (Agronomy). Roth Farm Service, Rt. #1, Malden, MO 63863. MEMBER.

Joseph B. Skaptason, B.S., M.S., Ph.D. (Plant Pathology). Bio-Search & Development, Inc. 12700 Prospect, Kansas City, MO 64146. MEMBER.

NEBRASKA

Gier Y. Friisoe, B.S. (Plant Pathology/Botany). Pest Management for Crops, 1522 So 23rd, Lincoln NE 68503. PROVISIONAL MEMBER.

Jill Heintz, B.S. (Entomology). Pest Management for Crops, 1402 No. 23rd, Lincoln, NE 68503. PROVISIONAL MEMBER.

only names and addresses are listed here. Please refer to the Directory for a description of their services.

NEW JERSEY

Carl E. Richgels, Sales Development Manager, Agricultural Chemicals Group, BASF Wyandotte Corp., 100 Cherry Hill Rd., Parsippany, NJ 07054. AFFILIATE MEMBER.

NEW YORK

Richard F. Wildman, B.S. (Horticulture). Agricultural Consulting Services, Inc., 139 Carolina St., Rochester, NY 14620. MEMBER.

NORTH CAROLINA

Milton C. Ganyard, Jr., B.S.A., M.S., Ph.D. (Entomology). Ganyard Ag, Inc., 309 Sandhurst Rd., Raleigh NC 27609. MEMBER.

Lafayette Thompson, Jr., B.S., M.S., Ph.D. (Weed Science). American Agricultural Services, Inc., 1142 E. Maynard Rd., Cary, NC 27511. MEMBER.

NORTH DAKOTA

Earl Miller, B.S., M.S. (Mechanized Agriculture). Box 117, RR #1, Lawton, ND 58345. MEMBER.

OHIO

Ann Nobles, B.S. (Environmental Resource Management). P.O. Box 178, Dalton OH 44618. M.P.P.P.M. student at Univ. of Georgia. STUDENT MEMBER.

OKLAHOMA

Roger Musick, B.S., M.S., Ph.D. (Plant Pathology). Crop-Guard, Inc. Box 232, Eakly OK 73033. MEMBER.

PENNSYLVANIA

Harry R. Sampey, Ph.D., E.E., CEO, Transwave Corporation, Cedar Valley, P.O. Box 489, Vanderbilt, PA 15486. AFFILIATE MEMBER.

TENNESSEE

Daney D. Kepple, B.A., M.A. Great Lines, 899 Hawthorne, Memphis TN 38107. AFFILIATE MEMBER.

WISCONSIN

Jan Hygnstrom, B.S. (Plant Science). Crop Care, 1305 N. 2nd Dr., Stevens Pt., WI 54481. PROVISIONAL MEMBER.

Randy M. Van Haren, B.S., M.S. (Entomology). Pest Pros Inc., P.O. Box 188, Plainfield WI 54966. PROVISIONAL MEMBER.

DATES TO REMEMBER

A symposium "Women in Agriculture: Breaking Ground for the Future" will be held May 30-31, 1985 at the Centre Plaza Holiday Inn, Fresno, CA. For more information, contact Lori Thomson, P.O. Box 8248, Fresno CA 93747, (209) 255-0764. Registration fee is \$50.

The Potash & Phosphate Institute and the Foundation for Agronomic Research will sponsor a national workshop for industry agronomists, professional farm managers, crop management consultants and university specialists and will provide training, discussion and hands-on experience in the implementation of intensive crop management systems. Participants will work in teams to develop comprehensive management plans for case farms. The workshop will be held November 12-14, 1985 at Henry VIII Inn, St. Louis, MO. For more information contact Dr. Harold Reetz Jr., Potash & Phosphate Institute, R.R. #2, Box 13, Monticello, IL 61856. Phone (217) 762-2074.

Agriculture in Transition, a national conference, sponsored by the National Governor's Association Center for Policy Research and Analysis will be held May 29, Noon, through May 31, Noon at New Hotel Savery, Des Moines, Iowa. While the current farm crisis steals headlines across the nation, little attention is given to the larger problem—that of long-term changes that will occur in its aftermath. The conference will feature speakers from labor and farm organizations, business and financial communities, and human resources organizations. Contact State Public Policy Group-Conferences, 820 First St., #200, West Des Moines, IA 50265, (515) 277-7759. Advance registration (before May 10) is \$130.

AGRONOMIC CONSULTANTS SYMPOSIUM

A symposium relating to scientific and business challenges of servicing farmers, growers and ranchers is planned for the ASA, CSSA, SSSA annual meetings, Dec. 1-6, 1985, in Chicago. The symposium, cosponsored by ARCPACS and divisions A-4 and A-7, will consist of a half-day session of invited and volunteered speakers.

Topics proposed for discussion may include: computer uses in crop production, successful consulting, professional recognition, computer-generated consulting reports, networking, product representation and professional liability insurance.

For more information and submittal of title-summary forms contact: K. L. Wells; Division A-4 Chair; Dept. of Agronomy; Univ. of Kentucky; Lexington, KY 40546. Phone: (606) 257-4768. When submitting papers, indicate that they are proposed for the agronomic consultants symposium.

PUBLICATIONS

IPM For Cotton is a new publication from the Univ. of California and covers all types of pest management in cotton, from identification of insects, mites, nematodes and diseases to weeds. There are also Degree-Day Tables. This 144-page soft-bound book is a practical guide for growers, farm managers, and crop consultants in the western United States. *IPM for Cotton* (3305) sells for \$15.00 which includes sales tax, postage, and handling and is available from: ANR Publications, Univ. of California, 6701 San Pablo Ave., Oakland, CA 9408-1239.

agAccess in the new name for the Ag-Ho Service Co. which says "we sell every agricultural book in print." They issue a bi-monthly publication which reviews pertinent literature. If you would like a sample copy, call (707) 448-8287.

Crop Protection Chemicals Reference, published by Chemical & Pharmaceutical Publishing Corp., provides Product Specimen Label information and has the following indexes: manufacturer, brand name, common and chemical name, product category, crop and non-crop use, and pest use. It also includes calibrations, precautionary information from NACA, product information, and a list of poison control centers. The book sells for \$49.95. NAICC can order these books as a group at a reduced price (price reduction depends on number ordered). If you are interested in one of these books, please contact Louise Henry (404) 769-7860.

How to Become a More Successful Consultant with your Personal Computer by Herman Holtz has just been published. Mr. Holtz is the author of "How to Succeed as an Independent Consultant" previously published by John Wiley & Sons. This book shows how the inexpensive personal computer can now supply the individual professional with all the marketing muscle, information data bases and word processing proposal preparation heretofore only available on large computer equipment. The book is \$29 postpaid, and may be ordered by mail from: The Consultant's Library, P.O. Box 309, Glenelg MD 21737. Phone (301) 531-3560.

The Apocalyptics by Edith Efron is subtitled "Cancer and the Big Lie." Controversial questions considered in the book include the following: Should all chemicals be considered guilty until proven innocent? What proportion of human cancers are caused by man-made chemicals? How carcinogenic are the so-called natural chemicals? How reliable is the Ames test in assessing the potential carcinogenicity of synthetic or natural chemicals. The book is available from Simon & Schuster for \$19.95.

GROWER SURVEY

ICI Americas recently conducted a survey to determine cotton grower's attitudes and perceptions toward consultants. Even though the survey targeted cotton producers, the responses may be of interest to all consultants.

The objective of the survey was to provide consultants with meaningful data on how their customers viewed them and the services they provide as well as the views and opinions of growers who do not currently use a consulting service (non-users).

The main reasons, among non-users, for not using a consultant were as follows: 58% saw no need, 32% said the cost was too great, and 23% had other sources available. The main reasons among "users" for using a consultant were: knowledge (55%), advice (52%) and time saved (44%).

The general role of consultants, as perceived by users, was insects (87%), crop/soil advice (38%), and weeds (12%). The general role as seen by consultants was insects (46%), crop/soil (35%), misc. (27%), general (17%), and weeds (15%).

The disadvantages of employing a consultant were: price (38 & 40%), none (30 & 22%), incompetence (17 & 7%) among non-users and users. Grower satisfaction with consultants ranged from 8.12 to 8.51 (on a scale of 1 to 10) across the cotton belt.

Non-users gave the following responses to services that could be improved: not sure (39%), lower the cost (17%), improve knowledge (10%). Users responded to the same question with: none (31%), improve duties (30%), improve efficiency (14%), lower cost (6%).

In general, consultants and users both wanted a decrease in the number of clients per consultant to improve services. Consultants related this to increased fees whereas the "users" (clients) did not.

CODE OF ETHICS

The Code of Ethics has been printed in a form and size suitable for framing. The print is small because of the length of the code and the need to have it printed in a standard frame size.

A copy of the printed code is being sent to all Members and Provisional Members directly from the printer. If you do not receive your copy soon, please contact Louise Henry (404) 769-7860.

CAR RENTAL

Several car rental companies are offering Association Membership Programs which can save members up to 30% on car rental expenses. Your acting Executive V. President is contacting several firms regarding the possibility of NAICC applying for membership. These promotional programs usually run on a year-to-year basis.

AN OPPORTUNITY

NAICC has been asked to contribute suggestions for **national research priorities** to the State Agricultural Experiment Stations. Each member who has ideas regarding specific areas of research and its impact on environment, national welfare, and future scientific progress is urged to send his suggestions to Dr. Herb Henry, 2180 Elder Rd., Bishop GA 30621. Your comments will be compiled and sent to the appropriate individuals.

COMMITTEE ACTIVITIES

The **Steering Committee** has identified five areas for consideration for (NAICC) overall objectives. They are as follows: member benefits to attract new members and benefit old members, full-time executive secretary/manager with headquarters office with permanent address, closer ties with state associations, continuing education program for member professionalism maintenance, and membership participation in "public affairs" activities. The objectives will be further defined and presented to the membership at the annual October meeting.

Earl Raun, Ch.

The **Public Relations Committee** is preparing a brochure to be used for promotional purposes by individual members, in exhibits, and to be sent (along with Membership Directories) to those groups targeted by the PR/PA Committee as giving higher visibility to the crop consulting profession and NAICC. Please send any information regarding state or federal legislation that would have an impact on independent consultants/researchers to Lousie Henry or Mac King for inclusion in the newsletter.

Mac King, Ch.

The **Membership Committee** has reviewed and accepted for membership 26 new members and 75+ application forms have been sent out. Follow-up on individuals requesting applications has been by phone or by letter along with a newsletter. Several ideas regarding methods for increasing membership are being discussed and a list of all consultants who are members of state consultant organizations is being compiled. Also, Press Releases regarding new member's induction into NAICC are being sent to (new member's) local newspapers.

Louise Henry, Ch.

The **Search Committee** is working on the problem of seeking a permanent (part-time) Executive V. Pres. with the limited funds available in the NAICC treasury.

The **Newsletter Committee** had a request to list all committee members with their phone numbers. However, committees are listed in a more permanent form in the '84-85 Membership Directory and, because of space limitations, will not be included in the newsletter.

You are urged to make comments and contributions to the **Newsletter**. Ideas for improvement are welcome.

Louise Henry, Ch.

FROM THE EXECUTIVE V. PRES.

California law states that it is a misdemeanor to act or offer to act as an agricultural pest control advisor in any county without first registering with the commissioner of that county. This law may be expanded to require registration and fees in **any** counties wherein he or she makes any recommendation for agricultural use.

Environmentalists continue to block the research of genetically altered bacteria for frost prevention on potatoes in the Tulelake Basin. Courts have ruled that Environmental Impact reports must be prepared and approved before research can continue. (CAPCA Newsletter)

Georgia Dept. of Agriculture inspectors are checking anti-siphon devices on chemigation systems throughout the state and are cooperating with those who need to make improvements necessary to meet safety requirements. Fines up to \$1000 could be assessed anyone who is uncooperative and fails to meet the standard.

Importation of tobacco treated with pesticides banned in the U.S. would be prohibited by a bill, S67, introduced by Senator Gore (D-Tenn). U.S. farmers cannot use paraquat, DDT, dieldrin, endrin, toxaphene and other pesticides on tobacco but there are "absolutely no such restrictions on tobacco being imported into the U.S." Senator Gore said this both presented a health problem and placed our farmers at a disadvantage. (Pesticide & Toxic Chemical News Vol. 13 No. 9)

EPA will once again require that companies test the effectiveness of agricultural pesticides according to Steven Schatzow, director of EPA's Office of Pesticide Programs. He said that USDA, working with EPA, has the task "to come up with the efficacy test requirements and updating tests." (Pesticide & Toxic Chemical News Vol. 13 No. 10)

EPA has recently 1) prohibited **aerial** spraying of alachlor (herbicide from Monsanto Co.), 2) moved to ban dicofol (insecticide imported to U.S. by Rohm and Haas Co.), and 3) temporarily banned all uses of Larvadex (insecticide made by; the U.S. unit of Ciba-Geigy Ltd.).

FOR SALE

Consulting business for sale. Services offered: irrigation scheduling, soybean and cotton scouting, soil sampling for nematodes and fertility. Scouting and soil sampling demand is growing. Contract research has good potential. Expect minimum \$30,000 gross 1985 (37% expenses). I will train you. I am returning to school, maybe this August. Contact immediately: Richard DeLoughery, Rt. 2 Box 44 Dogwood Park, Orangeburg, South Carolina, 29115-9646, phone (803) 536-5194.

ANNUAL MEETING

Our annual meeting is a couple of weeks early this year because of availability of hotel space. Contact Dwight Lincoln (501) 737-2673 or Dr. Grady Coburn (318) 297-2165 for Local Arrangements and Exhibit information. Plans for the program are being finalized. If you have any suggestions, please contact Brad Buchanan, Chairman of the 1985 Program (319) 366-4744. The program begins at noon, Tuesday, October 1st and concludes at noon Thursday, October 3rd., Excelsior Hotel, Little Rock, Arkansas.

CERTIFICATES

New membership certificates have been designed. They are off-white with black print and brown logo. Names, signatures, and membership status are pressed (printed) rather than typed or hand-printed. These certificates are available for all members. If you would like to have one of these new certificates, send \$10.00 (payable to NAICC) to Louise Henry, 2180 Elder Rd., Bishop GA 30621. Please include your name as it should appear on the certificate.

National Alliance of Independent Crop Consultants



2180 Elder Rd • Bishop, GA 30621