



NAICC Newsletter

Vol. 1, No. 4

December, 1985

LITTLE ROCK MEETING

The eighth annual NAICC meeting in Little Rock was an outstanding success with 234 in attendance including members, guests, exhibitors, and invited speakers. The following companies sponsored meeting activities:

Program booklet provided by Pioneer Hi-Bred International Inc.

Breakfast, sponsored by Chevron Chemical Co.

Coffee Break, sponsored by FMC Corporation.

Ciba-Geigy provided funds to help defray travel expenses for Michael Olexa who spoke on "Legal Considerations in the Future for Agriculture."

Annual Banquet, sponsored by Union Carbide Agricultural Products Co., Inc.

"The Mayor of Morrow" (entertainment at the banquet), co-sponsored by Union Carbide and NAICC.

Dinner meeting, sponsored by ICI Americas.

THANK YOU SPONSORS

PROGRAM

The Program Committee, headed by Brad Buchanan, and Local Arrangements, co-chaired by Dr. Grady Coburn and Dwight (and Frieda) Lincoln, are to be congratulated for the excellent program and facilities they organized. All the details of putting together an annual meeting require many hours of work and communication. A **multitude** of thanks to all those involved.

ANNUAL MEETING EXHIBITORS

The National Alliance thanks the following companies for providing exhibits at the Little Rock meeting:

A & L Agricultural Laboratories, Inc.; American Agricultural Services, Inc.; American Hoechst; BASF Wyandotte Corp.; Burst Agritech; Chemical Enterprises; Chevron Chemical; Ciba-Geigy Corp.; Climate Assessment Technology, Inc.; Crop Data Management Systems, Inc.; Fairfield American Corp; FMC Corp; Harris Laboratories, Inc.; Helena Chemical; ICI Americas; Mobay Chemical Corp.; Nor-Am Chemical Co.; Pennwalt Ag Chem; Shell Chemical Co.; Stoller Chemical Co., Inc.; Union Carbide Ag. Products Co.; and Zoecon Corp.

INTERPERSONAL COMMUNICATIONS

Jim Kirk who spoke at two sessions at the Little Rock meeting on Interpersonal Communications provided the following list of suggested reading material in response to several requests from meeting attendees.

Personal Interviewing, by Lopez, McGraw Hill; *The Dynamics of Interviewing*, by Kahn and Kendal, John Wiley and Sons; *Face to Face Communications*, by Anastasi, Management Center of Cambridge; *Language in Thought and Action*, by Hayakawa, Harcourt, Brace & World; *Motivating Human Behavior*, by Dichter, McGraw Hill; *Speech Can Change Your Life*, by Sarnoff, Doubleday; *How to Read a Person Like a Book*, by Nickenberg and Calero, Hawthorne Books; *Kinesics: The Power of Silent Command*, by Merlyn Cundiff, Parker Publishing Co.; *Getting Through to People*, by Jessee S. Nirenberg, Prentice Hall; *Semantics and Communication*, by John C. Condon, Jr., The MacMillan Co.; *The Silent Language*, by Edward T. Hall, Faucett; *Why I am Afraid to Love*, by John Powell, Argus; *Why am I Afraid to Tell You Who I Am?* by John Powell, Argus; *Say What You Mean*, by Rudolf Flesch, Harper and Row; *How to Have Confidence & Power in Dealing With People*, Les Giblin, Prentice Hall.

WELCOME TO SUSTAINING MEMBERS

At the annual meeting, NAICC members voted to establish a Sustaining Member category which would include agriculturally related companies which are interested in supporting the crop consulting profession.

The following companies are our **first** Sustaining Members:

ICI Americas
FMC Corporation
Shell Chemical Company
Velsicol Chemical Company
BASF Wyandotte Corporation
American Cyanamid Company
DOW Chemical USA
Pennwalt Corporation
Union Carbide Agricultural Products Company

DEMOGRAPHIC & NEEDS SURVEY

The results of the NAICC Needs Assessment and Demographic Survey are presented below. The survey was designed by Dave Harms, Dr. Charlie Mellinger, and John Kimbrough, and results compiled by Dave Harms and Crop ProTech. There were 67 respondents (48 from the South and North Central regions).

Type of Business: 47% corporations, 43.1% sole proprietors, 9.2% partnerships.

Services Offered: Crop Scouting 41%, Contract Research 14%, Soil Testing 11%, Product Demo. 11%, Fertility Recommendations 10%, Irrigation 3.4%, Waste Analysis 1.1%, Other 7.4%.

Employees: The 67 respondents hire 264 full-time and 316 part-time employees. Most employees are full-time managers and supervisors and part-time summer scouts. Two-thirds of the responding firms hire 5 or fewer part-time and full-time employees.

Business Satisfaction: Only 39% felt they were paid enough, 71% thought they should increase fees, 60% could increase fees, 63% **plan** to increase fees, and 94% would go into consulting if they "had it to do over."

Payment Methods: By the hour 46%, By the Acre 84%, Increased Profit-less than 1%, Negotiated 27%. The average charge/acre is \$4.60 and the charge/hour is \$20.77.

Business Growth: Increased by 50+%, 9%; increased 25-50%, 11%; increased by 10-25%, 47%; same to slight increase or slight decrease, 27%; Decreasing, 6%.

Acres Serviced: By Service: (Average per responding firm) Insects - 15,600 acres, Weeds - 11,500 acres, Diseases - 12,200 acres, Nematodes - 6300 acres, Irrigation - 4600 acres, Fertility - 12,500 acres, Harvest - 6000 acres.

By Crop: (Average per responding firm) Forages - 600 acres, Corn - 8500 acres, Milo - 2100 acres, Soybeans - 3200 acres, Sugar cane - 4000 acres, Sugar beets - 116 acres, Cotton - 7400 acres, Wheat - 1000 acres, Rice 270 acres, Vegetables - 1500 acres. (To obtain an estimated total U.S. crop acreages covered by NAICC consultants or all crop consultants, multiply the average acreage provided above by the number of crop consultants in the area where each crop is grown.)

1985 DUES

Membership dues notices have been sent. If you did not receive one, which included a Membership Directory Supplement, please contact Bill Gilbert, Treasurer. A reminder that any member who is two or more years in arrears will be dropped from membership and must reapply to renew his/her membership.

IMMIGRATION POLICY

Western crop consultants may be interested in the controversial issue of immigration policy. On September 19th the Senate passed legislation to reshape the nation's immigration laws.

The Senate passed bill bars any employer from knowingly hiring, recruiting or referring for fee any illegal alien and provides fines for first and second offenses with imprisonment possible on the second offense.

The bill expanded the temporary agricultural worker program — growers still have to apply for foreign workers more than 65 days prior to need, but a 72-hour emergency procedure is put into statute for getting workers if there is a shortage of willing U.S. workers and/or there is a critical labor need because of unforeseen harvest conditions.

The bill makes illegal aliens eligible for temporary resident status if they can prove they have continuously lived in the U.S. since January 1, 1980. They could seek to become permanent residents after three years if they meet stringent requirements, including the use of the English language. (However, it appears that the employer sanctions prevent these individuals from continuing to be productive during the three year interim.)

Supplied by Dewey Chandler

COMMENTS TO EPA

Your thoughts and opinions regarding agricultural chemicals being reviewed by EPA should be sent to Dr. John Moore, EPA's Assistant Administrator for Pesticides and Toxic Substances:

Dr. John A. Moore (TS788)
U.S. EPA
401 "M" St. S.W.
Washington, D.C. 20460

ARCPACS

The National Alliance now has **ARCPACS Affiliated Chapter Status** (American Registry of Certified Professionals in Agronomy, Crops, and Soils). NAICC membership in ARCPACS is \$120 annually and provides visibility of the NAICC to other members of ARCPACS, helps develop our credibility among other agricultural scientists, and encourages our own professionalism.

CERTIFICATION REQUIREMENTS TOUGHER

The EPA/State FIFRA Issues Research and Evaluation Group (SFIREG) Certification and Training Task Force has made recommendations that would make state laws on certification of pesticide applicators more uniform, stricter, and better enforced. Among others, the recommendations include:

An amendment of FIFRA to allow EPA to require examinations for applicators to determine their competency.

Uniform, minimum competency standards for trainers and non-certified applicators applying restricted use pesticides under the direction of certified applicators.

An amendment to FIFRA making it unlawful for any person to **recommend** a pesticide use inconsistent with the label.

State laws and regulations **requiring** "individuals who make pesticide application recommendations (i.e. consultants, county agents, industry representatives) to be certified."

HALL OF FAME

Two members of NAICC, Dr. Richard Kinzer of Uvalde, Texas and Dr. Herbert Henry, Bishop, Georgia, were named to *Ag Consultant and Fieldman's* CROP PROFESSIONALS HALL OF FAME. Dr. Kinzer is the 1984 recipient of the Cotton Grower of the Year award and is the NAICC President-Elect. Dr. Henry was the 1985 President of NAICC and has been active in the National Alliance since its beginnings in 1978.

WASTE DISPOSAL WORKSHOP

The NAICC will again be one of the co-sponsors of the National Agricultural Chemical Association's (NACA) **Waste Disposal Workshop** to be held at the Clarion Hotel, Denver, Colorado, January 27-29, 1986. (NAICC will have an exhibit at this workshop.)

MEMBERSHIP

NAICC membership is at an all-time high of 154 members. Forty-two new members were inducted between October '84 and October '85.

If you know of individuals who might be interested in, or benefit from, membership in the NAICC, please contact Dr. Louise Henry, 2180 Elder Rd., Bishop, GA 30621.

COLORADO MEETING

The 1986 NAICC meeting will be held in Grand Junction, Colorado, October 8, 9, and 10th. Steve and Lee West will handle Local Arrangements. The Program Committee would appreciate your ideas regarding topics, speakers, and general format for the meeting.

RECERTIFICATION PROGRAM

The Washington State Department of Agriculture will initiate a recertification program on January 1986 for all crop consultant licensees. Each licensee must obtain 40 credit hours, approved in advance, within a five year period. Failure to obtain the required credits results in retesting prior to being re-issued a license. Consultants (who now have their license renewed every three years) will receive five year licenses under the new recertification program.

From Dewey Chandler

AGRICULTURAL RESEARCH — CURRENT TRENDS AND THE FUTURE

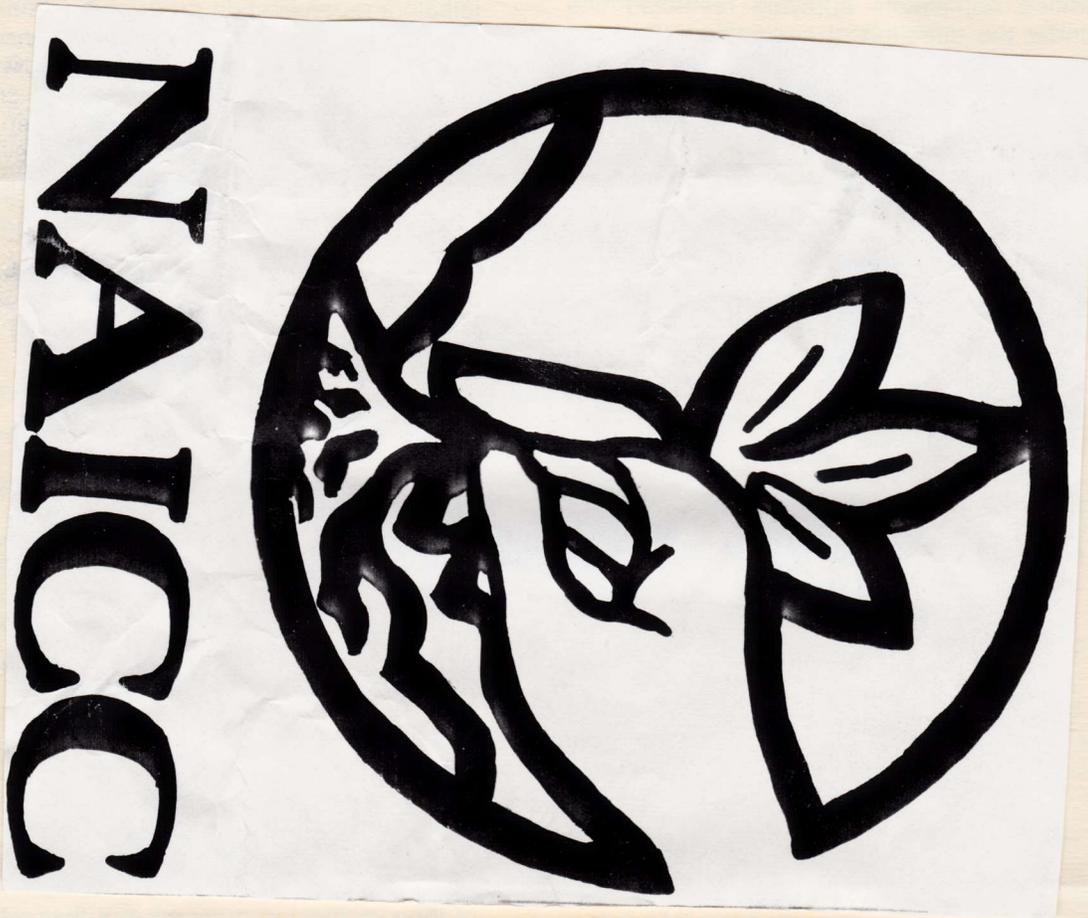
Sylvan H. Wittwer, Director Emeritus, Michigan State Univ. Agricultural Experiment Station, spoke in Little Rock and had some salient remarks regarding the future role of the independent crop consultant.

"Agricultural consultants are now filling a gap formerly occupied by publicly supported agricultural scientists and extension specialists doing on-farm research. My projections are that this gap will continue to widen; that college and university personnel interested in doing on-farm, on-hands research and educational programs will become an increasingly endangered species; that the role of the independent crop consultant will become increasingly important; serious consideration should be given to college curricula suitable for training future crop consultants; part-time farmers or those with secondary incomes offer a special challenge not only because of their increasing numbers but their seasonal employment; and finally independent crop consultants will face an unprecedented challenge in putting suitable technology sets together, in a manner that can be used, for farmers of different financial settings and managerial skills."

IN MEMORIAM

C. Drew Duclos of Blytheville, Arkansas died October 1985. Drew was a crop consultant specializing in crop production recommendations, primarily on cotton and wheat, and financial and marketing management. His business, AGRA, provided laboratory services for cotton petiole and wheat N-P analysis, and seed testing.

Drew's enthusiasm for his work, the clients with whom he consulted and the crop consulting profession will be sorely missed, but not forgotten.



National Alliance of
Independent Crop Consultants



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