



NAICC Newsletter

Vol. 2 No. 1

June 1986

PLANS UNDERWAY FOR OUR ANNUAL MEETING

Please take note of the change in the **dates** of our annual meeting:

October 15-17, 1986. Grand Junction Hilton, Grand Junction, Colorado. Contact Steve West, 260 Adams St., Monte Vista, CO 81144, ph. 303-852-3841.

Steve and Lee West report that plans for the program are going well. The meeting on Wednesday, October 15th, will be held jointly with the Colorado state consultants association and will include an overview of the business aspects of operating a consulting enterprise. Dr. Jim Ladlie will talk about techniques for training employees.

The "official" NAICC meeting will begin Thursday morning, October 16th, and will continue through noon on the 17th. Steve says the program will be technically oriented and will cover current controversial issues and topics.

Hunting: Those of you who may be interested in a hunt following our annual meeting please get in contact with Steve West ASAP so that outfitter/guides can be employed. Steve will coordinate hunting plans for individuals or groups.

MANY ACCOMPLISHMENTS

A highly experienced Yakima crop consultant and long-time member of NAICC, **Dewey Chandler**, received the Silver Pear award from the Washington State Horticultural Association in recognition of his service to the fruit industry.

Dewey was also inducted into the Crop Professionals Hall of Fame at the NAICC annual meeting in Little Rock. The Hall of Fame is sponsored by *Ag Consultant & Fieldman* (Meister Publishing Co.) and induction is based on election by AgC/F readership throughout the country.

Congratulations Dewey.

NOTICE

We hate to, but we must, remind you that members delinquent in dues payment will relinquish receipt of the Newsletter and listing in the 1986 Membership Directory. **DUES DEADLINE — JULY 1, 1986.**

ARE YOU COVERED?

Probably not, if we're talking about errors and omissions (E&O) liability insurance. John Christian, Chairman NAICC Insurance Committee, informs all members that St. Paul Fire and Marine, which has provided crop consultants with E & O coverage for the past four years, will not write any more policies, and they may not renew existing policies.

We contacted another insurance agency in the hope that if we combined our numbers (of members) with those of CAPCA, we might obtain a reasonable quote. Because of the condition of the reinsurance market for this type of risk, we have not been successful — but we will continue to look for a market and hope that the liability situation improves.

Most of you are aware of the crisis in liability insurance, not just among ag consultants and the ag chemical industry, but throughout the entire liability market. Judy Ferguson's editorial in the May 1986 issue of AgC/F provides a good overview of the situation we face and is well worth reading.

TALENT AVAILABLE

Lony J. Thomas, 12983 W. 20th Avenue, Golden, CO 80401. 303-238-2277. M.Sc. Agrometeorology, Univ. of Guelph, Ontario, Canada; M.Sc. Agronomy, Tamilnadu Agricultural Univ., Coimbatore, India. Looking for a challenging career with a diversified agribusiness firm in which to build agronomy background to a more responsible position in management. Has had management experience.

Gale Harold, 14606 Harvey Oaks Avenue, Omaha, NE 68144. 402-330-0337. M.S. Agronomy, Univ. of Illinois. Sales/marketing executive with more than twenty years in the agricultural chemical industry. Desires re-entry into the ag chemical field or any ag related industry. Will relocate, salary open.

Carol Lambert, 592 West Magnolia St., Brawley, CA 92227. 619-344-0639. M.S. in Plant Protection, Univ. of Arizona (1985). Has both field and lab experience. Seeking full-time employment.

FROM THE EXECUTIVE V. PRES.

The NAICC Constitution provides that the Executive Board is empowered to hire an Executive V. President. At the Annual Meeting in Little Rock (October '85) the newly-elected Executive Board asked that I remain as Acting Executive V.P. until funds become available for a permanent replacement.

Basically my duties include chairing the Membership Committee (sending applications when requested, getting 7 references for each new applicant, distributing pertinent material to members of the committee for their review, and sending acceptance letter, etc. to new members); answering correspondence or distributing correspondence to appropriate officers; setting up conference calls; editing and overseeing the printing of the Newsletter; coordinating certain activities of the Alliance, i.e. promoting the participation of cotton consultants in the Beltwide Cotton Production & Research conferences; and in general work with the President and Executive Board.

The "central office" is one of your contacts with the ag community. During the past 5 months I have sent 48 **Membership Directories** to publishers, free-lance writers, ag chemical companies, farm managers, one bank loan officer, and individuals wanting the names of private **contract researchers**. All these directories were requested.

Unsolicited directories have been sent to several trade journals as well as notices of our annual meeting. This means your name, **as a member of the NAICC**, is getting to a large number of folks who are interested in the **crop consultant** and **private researcher**. Hopefully, this means more business to you and your company.

With this in mind, you should keep your dues current so your name won't be dropped from the Membership Directory when it is reprinted late this summer.

If you want me to send a Directory to trade journals or local publications, please forward their names and addresses.

Louise G. Henry, Ph.D., R.P.E.
Acting Executive V. President

NEWS FROM TEXAS (TAAC)

The consensus of opinion at the fall meeting of TAAC was that it was time for ag consultants to take positive action in setting standards for their profession and not wait for licensing standards to be forced on them. A proposal for **Certification of Texas Agricultural Consultants** has been developed and will be submitted to the Texas Dept. of Agriculture. If you would like a copy of this Certification Proposal, contact Dan Bradshaw (409) 543-3416.

New officers of TAAC are: President — Dr. James Copedge, Vice-President — Mr. Robert Glodt, Sec/Treas — Dr. Scott Moody, Director — Dr. Larry Emerson, Director — Mr. Dan Bradshaw.

NEW STATE GROUP

Colorado consultants have formed a state organization. The new group is composed of about 30 consultants who work with row-crop producers and ranchers. Two types of membership are available — the voting member and an associate, non-voting member; for more information contact Bill Gilbert (303) 484-3841.

We would like to include information from **all** state organizations. Any NAICC member who is also a member of a state group which does not send state meeting dates, etc. to the NAICC, please ask your organization's secretary to send appropriate material to Louise Henry (2180 Elder Rd, Bishop, GA 30621). The NAICC Newsletter is a means of keeping consultants and private researchers from different parts of the country in contact with each other.

DUES — WHY THE INCREASE?

There was an almost unanimous approval of the By-Laws which increased the yearly dues from \$50 to \$100, but there may be some members who question the need for this increase. The primary reason is that the Alliance has become more active and, as a result, requires additional funds to operate. Also, President Grady Coburn is establishing a NAICC Foundation which will request a one-time funding from interested companies. We as members need to indicate our willingness to support our own professional growth before asking others to contribute to our development.

Activities which require additional funds are the printing and postage for the Newsletter, getting the NAICC exhibit to meetings, conference calls, printing of stationery, certificates, membership cards, etc., printing the Membership Directory, hiring a part-time Executive V. President, travel funds for officers or members to speak at grower association and professional meetings and at state consulting meetings, and the need for a brochure to go to potential members and to promote the Alliance and the crop consulting profession. Your dues make the NAICC your professional consulting organization.

NOMINATIONS

The Nominating Committee is seeking your recommendations for individuals to fill the positions of **President-Elect**, **Secretary-Treasurer**, and **Director**. Directors serve for two years and the Secretary-Treasurer may serve more than one term if re-elected. All other officers serve one year only.

You **do not** need to contact your "nominee" before submitting his/her name, but he should be someone who is willing to give time for the National Alliance. Please send your suggestions to Dr. Herb Henry, 2180 Elder Rd., Bishop, GA 30621, ph. 404-769-7860, by July 15, 1986.

PANEL ON STATE LICENSING AND REGS

Dr. Robert McCarty of the Mississippi Department of Agriculture, where they have between 375 and 400 licensed consultants, led off the discussion of state licensing and regulations. He observed that licensing has upgraded consultants in the eyes of both growers and such groups as aerial applicators. In Mississippi licensed consultants serve as members of the panel that decides which products will be listed in the state's annual "Control Guide."

Consultant Steve West, Monte Vista, CO, who also is a licensed California PCA, raised the question of what makes an individual qualified to call himself a consultant. West is concerned that the consulting profession will come to lean too heavily upon "educational qualifications" and as a result admit individuals who don't have practical field experience.

In discussing California's licensing exams, the most rigorous in the nation, West argued that testing based on cropping systems would be better. Testing can bury qualified individuals with trivial questions, he pointed out.

He also faulted the present California approach which he feels fails to acknowledge the education a consultant can gain through studying the professional journals and technical papers currently being written.

Pat Weddle, an independent consultant from Placer ville, CA, also described the current testing in California as rather weak because it didn't test for knowledge of cropping systems.

Dr. Larry Emerson of Sealy, TX — an independent consultant for eight years — described how the Texas Department of Agriculture is being pressured from outside groups to license consultants. Self-certification might be a workable compromise, he indicated, pointing out that, particularly in the High Plains every summer, growers are overrun with people calling themselves consultants.

Emerson conducted a survey of TAAC members in 1985 which addressed the licensing question. Preliminary results showed that two-thirds thought the process of certification should be rigorous and should have both educational requirements and those for field experience.

Only one-fifth of the respondents felt that certification should be for one's lifetime. Instead, they proposed a three- or five-year certification with TAAC members electing the individuals who would sit on the review board. "There are still a million details to be worked out, but it is a worthwhile goal to pursue," he concluded.

Stanley Strew, executive director of CAPCA, described the origins in the late 1960s of CAPCA from six ad hoc study groups, primarily of chemical dealer/salesmen.

Strew said there are about 25 California environmental/consumer advocacy groups that would like to have all pesticides banned. These campaign vigorously in Sacramento, and their campaigns have been fueled by California pesticide misuses.

Incidentally, Strew reported that only 10 cases of illness caused by the tainted watermelon were confirmed

and only two of these people were treated. Nevertheless, he acknowledged the aftershocks of the occurrence have been strong. "They have set California afire as far as the media is concerned.

Strew relayed a joke made by California Department of Food and Agriculture director Claude Berryhill in the aftermath of the watermelon problems. "I dreamed I tried to resign and no one would take the job!"

There are now 14 points which must be addressed in every California written recommendation for pesticide application. Penalties regarding failure to follow the proper recommendation procedure to date have been rather moderate, Strew said, but they are now severe.

*(We would like to thank **Ag Consultant & Fieldman** for providing the preceding article.)*

A TREND?

"Heinz has taken chemical restrictions one step further by stating it will not accept produce treated with any pesticide that is under EPA special review. Growers should consider their markets and possible buyer reaction before making spray program decisions." (Fruit Grower, May 1986)

LETTER WRITING

The NAICC is a Sustaining Member of CAST (Council for Agricultural Science and Technology). CAST's mission is to provide scientific background information on food and agricultural matters of national concern. CAST has many publications relative to current issues and concerns.

CAST also writes letters and the two most common targets are the media and the Congress. If you see articles in your local papers or other publications regarding agriculture or pesticides that are obviously sensationalized or one-sided and not based on scientific fact and you would like CAST to respond, send the article along with your name and any brief comments to W.W. Marion, Exec. Vice President, CAST, 137 Lynn Avenue, Ames IA 50010.

CONSULTANT PUBLIC RELATIONS

The following recommendations were made to the Executive Board by the NAICC Public Relations Committee at the annual meeting:

1. That the Executive Board allocate a budget to the committee.
2. That all NAICC members be encouraged to request the exhibit for conventions, and to assist in providing display materials.
3. That a descriptive brochure be developed which would describe and promote the professional crop consultant and the role of the NAICC. This brochure would be used to solicit new members and to promote the crop consulting profession among the agricultural community.
4. That all members participate in distributing the new brochure when it is ready.

Committee members: Farrell Boyd, Dick Kinzer, Bruce Nolin, Carol Richgels, Mac King, Ch.

PUBLICATIONS

"Dramatic new developments in biotechnology research could bring revolutionary advances in the world of agriculture." A new publication *Agricultural Biotechnology News* is "packed with information on all facets of research and developments in the ag industry." For more information, write *Agricultural Biotechnology News*, P.O. Box 7, Cedar Falls, IA 50613.

Nitrogen in Crop Production provides an authoritative review of the principles and practices of nitrogen use in agricultural cropping systems. The publication covers such topics as how plants use nitrogen; sources and supply of plant-available nitrogen; and management of crops, fertilizer amendments, manures and other waste products, plant residues and soils for maximum, economic crop production. Published by the ASA, CSSA, and SSA, hardcover, 804 pages, 1984: price \$48.00. Send order to ASA, CSSA, SSSA Headquarters Office; Attn: Book Order Dept; 677 South Segoe Road; Madison, WI 53711.

Forages: Resources for the Future (CAST Report no. 108). This 50-page report, prepared by a 16-member task force, discusses both the societal and agricultural aspects of forages. It is available for \$4.00 postpaid from CAST, 137 Lynn Avenue, Ames, IA 50010.

Pesticides and the Miracle of Western Agriculture is an "outstanding brochure," designed to inform the general public. Contact: W.A.C.A., 6650 Belleau Wood Lane, Suite 209, Sacramento, CA 95822.

NAICC EXHIBITS AT ASA

ASA. Most of you know that these initials stand for the American Society of Agronomy. However, this is only one of three societies that headquarter in Madison, Wisconsin, and hold an annual meeting together. The other two are the Soil Science Society of America and the Crop Science Society of America.

Thanks to the generosity of the tri-Societies, NAICC had a booth at the annual meeting in December. Over 3,000 attended. A much smaller number passed by our booth, where they had the opportunity to look at the display and express an interest in joining NAICC.

Although we couldn't schedule someone at the booth for four days, Dr. Vernon Meints and Dan Bradshaw gave generously of their time.

Staff members of the tri-Societies were most helpful in making arrangements and suggestions. The annual meetings will be held in New Orleans in December of this year, and we are hoping to be able to arrange space there also.

NAICC members are **encouraged** to utilize the exhibit display board at meetings/conventions. You will need to provide display materials appropriate for the occasions. Please contact me regarding the scheduling.

Dr. Mack King
312-232-8175

ARCPACS CONSULTING SYMPOSIUM

ARCPACS, with cosponsorship by Divisions A-4 and A-7, hosted a half-day symposium entitled "ARCPACS Agronomic Consultants." Over 100 people were in attendance with papers being geared toward the independent consultant. Several of the speakers were members of NAICC. ARCPACS plans to participate in future sessions and some topics of interest include expert witness testimony and professionalism. If you have ideas for future topics or are interested in making presentations, contact: Jean M. MacCubbin, ARCPACS, 677 South Segoe Rd., Madison, WI 53711-1086.

(Agronomy News, February 1986)

PLANT-BACK DILEMMA

Problems seem to be magnifying for ag consultants in California. The following is an excerpt from the CAPCA Newsletter, February 1986.

"It appears that 1986 is going to be a humdinger for the Ag Consultants. Not only will we be faced with the on-going problems of last year, new "regs," insurance problems, transportation of chemicals and increasingly vocal criticism of agriculture — now we are beset with ground water liabilities, endangered species possible violations and plant-back restrictions, just for starters.

"The trouble seems to revolve around label deficiencies and interpretations. Some plant-back restrictions were originally suggested to prevent crop injury and had not been updated, therefore, it could be interpreted that illegal application and residue problems would occur if the original restriction still prevailed.

"The resulting confusion has placed Ag Consultant in a very uncomfortable position . . ."

CROP CONSULTING ADVOCATE RETIRES

Gordon Berg, editor of *Ag Consultant/Fieldman* and *Farm Chemicals*, retired from Meister Publishing Co. in January. Gordon was one of the crop consultant's best friends and a superb Public Relations activist. We wish him all the best in his new endeavors. All in our profession will miss Gordon's friendly smile and firm handshake. Three cheers for a great sponsor.

DID NOT PASS

Proposed amendments to the NAICC By-Laws which were not recommended by the Executive Board and were not passed by voting members at the 1985 annual meeting, concerned a reduction in dues (one-half the regular fees) for employees of Sustaining Member firms who were qualified, and individuals who were also members of their state consulting organizations. Also, the Executive Board did not recommend affiliation with state organizations at this time because of the disparity in membership requirements among the various states.

PESTICIDE UPDATE

The FIFRA Scientific Advisory Panel (SAP) has recommended that EPA downgrade its classification of glyphosate (Roundup®) as a possible human carcinogen (Class C) to that of a chemical for which there is insufficient data to indicate whether it is a carcinogen or not (Class D). SAP does agree that orzalin (Surflan®) should be in Class D. Both are herbicides. (Chemical Regulation Reporter Vol. 9 No. 45).

SAP and EPA have agreed that acephate (Orthene), an insecticide, is a Class C and that amitraz (BAAM), an insecticide-miticide, is a Class D carcinogen. (Pesticide & Toxic Chemical News Vol. 14 No. 15).

CDFA announced that they and EPA have suspended the experimental use permit of Advanced Genetics Sciences, Inc. to stop further testing of Ice Minus, a genetically altered bacterial pesticide (Agricultural Biotechnology News, Jan/Feb 1986).

Alachlor has been classified as a B-2 carcinogen by the Toxicology Branch, Hazard Evaluation Division, OPP, EPA. B-2 classification means probably human carcinogen, inadequate evidence from human studies but sufficient evidence from animal studies. The classification will probably be reviewed by the FIFRA Advisory Panel. (Pesticide & Toxic Chemical News Vol. 14 No. 21).

BRIGHTON CONFERENCE

(Thanks to Dr. Dave Watson for providing the following material regarding the Brighton Conference.)

"The Brighton Conference is really the British Crop Protection Conference but since it is always held in Brighton it is most often referred to as the Brighton Conference. Each year the conference deals with specific segments of crop protection, for instance, 1985 was the Weeds Conference while 1984 was Pests and Diseases. The subject matter is rotated each year from weeds and pests and diseases. 1986 will cover the latter again.

"The conference is always well attended by representatives of government, university, industry, journalists, traders, consultants and many others. It is one of the most active conferences I have had the opportunity to attend. It is an excellent opportunity to meet current and potential clients from all sectors of agrochemicals.

"The Brighton Metropole Hotel is always the main meeting hotel but all delegates cannot be housed here so it is on a first come first serve basis. Late registrants find themselves commuting from hotels at Gatwick (¾ hr) or from London (1½ hr). Preregistration usually starts in May."

NEW SUSTAINING MEMBERS

"Sustaining Members" are companies related to agriculture who are interested in promoting the agricultural consulting profession. These companies do not have voting status, unless individuals within the company are voting members, but indicate their support of a national organization of private consultants and researchers through their participation in the organization. Yearly dues are \$200 for companies with fewer than 10 employees and \$500 for larger companies. The newest Sustaining Members are:

Pest Management Enterprises Inc. (Dr. Grady Coburn), P.O. Box 302, Cheneyville, LA 71325. **Pro-Tech-Ag** (John M. Kimbrough III), Rt. 3, Box 343, Lexington, MS 39095. **Earth Resource Data Corp.** (Walter J. Russell), 104060 Mastin, Overland Park, KS 66212.

MEET NEW MEMBERS

ARIZONA

Douglas J. Henry, Henry's Ag Services, P.O. Box 194, Roll, AZ 85347. ph. 602-785-9308. Agricultural consulting services in pest control and fertility monitoring on cotton, wheat, alfalfa, bermuda grass, potatoes and peanuts. VOTING MEMBER.

LOUISIANA

Roger M. Carter, Agricultural Management Services, Inc., Rt. 1 Box 45, Clayton, LA 71326. ph. 318-389-4411. Consulting services on cotton, milo, soybeans, corn and agricultural research. VOTING MEMBER.

TEXAS

John L. Hutchins, Jr., Crop Management, Inc., 1105 David, Sinton, TX 78387. ph. 512-364-1651. Crop management on fertilizer, herbicides, and pesticides on cotton, corn, grain sorghum, and pasture. VOTING MEMBER.

ADDRESS CHANGES

Jak J. Mang, 1305 East Richert Ave., Fresno, CA 93704 (phone unchanged).

Gordon L. Berg, 4820 Highland Dr., Willoughby, OH 44094. ph. 216-942-0488.

Dr. Dick Hardee, P.O. Box L. Courtland AL 35618. ph. 205-637-2212, Hm. ph. 205-355-8738.



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**National Alliance of
Independent Crop Consultants**



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