



NAICC Newsletter

Vol. 2 No. 4

June, 1988

PRESIDENT'S REPORT

NAICC Agenda for Meeting the Marketing Plan

I. Education

A. John Nordgaard and his committee are preparing a seminar which we hope to have ready late summer or early fall on Maximum Economic Yields Row Crops. It will be somewhere in the midwest depending on interest. The intentions are to follow it with seminars on Maximum Economic Yield in Cotton, Cereal Crops and Speciality Crops.

B. Dan Bradshaw and myself have had several discussions with various people in Washington concerning private sector contracts to aid in soil erosion plans. We will explore this in more detail at our July Board Meeting. If all goes well, we will be able to follow up with training sessions this fall to enable our members to submit proposals for private sector contracts in planning soil use in compliance with the Food Securities Act.

C. Dr. Mellinger and his Program Committee are putting together a very fine program which will cover several areas outlined in the education section of our Marketing Plan.

II. Reference Source

Dick Jensen and his committee did an excellent job getting background information on the make up of our association. We will relate the results to you in newsletters. The information is also quite helpful to us in obtaining E&O Insurance.

I hope we can expand this program - probably not this year - but late in the fall or early winter so that we can build a complete resource file on each individual who wishes to participate. The purpose is a reference for prospective clients.

III. Group Insurance Plan

Garry is working with two companies at the present time. Our objective is to have each company have rough proposals at our July Board Meeting. It is still my goal to have the following insurance available at our Annual Meeting in St. Louis: Liability, E&O, Health, Property, and at least the outline of some type of Retirement Program.

IV. Promotion of Concept

We need help from you on this. Carl Richgels is ready, willing and able to move forward with his program. He has worked out ways of channeling stories to different media - but he needs stories and information to set his program in motion. If you will feed us information, we will generate articles and see that they are used. You can send them to Carl, Garry or myself.

The NAICC members, industry and your growers want to know what you are doing or when you receive an award. **LET US KNOW.** I will discuss the rest of the Marketing Plan in the next newsletter.

I realize that the Marketing Plan is very energetic and to some, it may seem impossible. We may not accomplish every aspect in one year or two or three but it is something for us to aim for. The NAICC is made up of some very talented people. With their help, we may surprise even the most optimistic. You - all of the various committees - have already made some real progress. I want to personally thank all of the people who have volunteered to help on various committees. It is only through your efforts that we can accomplish our goals. We can't let up - not yet - with a renewed effort and a few finishing touches on some of the projects, we can start putting some of our projects into effect.

David J. Harms
President, NAICC

SEMINAR

On April 28, Don Jameson, Agrimanagement, Inc. gave a seminar at Washington State University to a class, in IPM, titled: "Systems of Integrated Pest Management" a required course for those in the IPM curriculum. He spoke on the role of ag consultants and fieldmen in the realm of providing crop management services. This discussion was also used as an opportunity to inform the students of NAICC and invite student level membership.

GROUP INSURANCE FOR MEMBERS

There is a big demand from the members for professional insurance at group rates. The NAICC President and Exec. V. President have been meeting with some representatives of insurance companies regarding options for membership coverage at group rates. It is hoped that quotes will be available to present to the board of directors at their July meeting. The goal is to have an insurance package available for members to purchase at the annual convention.

NAICC INFORMATIONAL FLYERS

If you need some informational flyers explaining the National Alliance of Independent Crop Consultants let Garry Raymond know. They have been printed in bulk and are useful when speaking to groups or recruiting potential members. Our organization is "dues driven" and the more members we have the more services that can be offered to the members.

NAICC DEMOGRAPHIC SURVEY

The results of the survey have been tabulated and prove to be very interesting. The figures are based on 71 returned surveys. This is an excellent response rate and the numbers should accurately represent the entire NAICC organization. Dick Jensen and his Demographic Committee wish to thank all the members who took the time to complete and mail their surveys, you are to be commended for your professionalism. The results can be used

for a great many purposes. If you have any questions or need further data for interpretation of the results please feel free to contact David Harms or Garry Raymond.

There were three pages to the survey and it is our goal to devote this newsletter to page one results. Results of pages two and three will be covered in the July and August newsletters.

1. Refer to map and indicate your geographic area. _____

2. Type of business: Check the blanks that most applies (2)
 a. sole proprietorship _____ d. independent _____ g. Co-op
 b. partnership _____ e. subsidiary _____ h. Manufacture
 c. corporation _____ f. Co-op affiliation _____

3. Services offered
 % effort
 _____ crop scouting _____ product demonstration
 _____ soil testing _____ contract research
 _____ fertility recommendations _____ irrigation
 _____ waste analysis _____

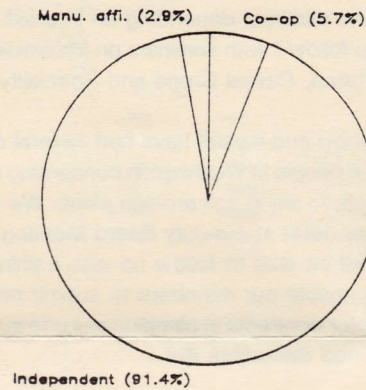
4. If crop scouting
 _____ insects _____ irrigation
 _____ weeds _____ fertility
 _____ diseases _____ harvest schedule
 _____ nematodes _____

5. Crops
 Acres Crop
 _____ alfalfa _____ wheat
 _____ other forage _____ rice
 _____ corn _____ other small grains
 _____ milo _____ sunflowers
 _____ other coarse grain _____ rape
 _____ soybeans _____ other oil seed
 _____ other field beans _____ vegetables
 _____ sugar cane _____ fruits
 _____ sugar beets _____ nuts
 _____ cotton _____ seed crops
 _____ other _____ other

Comments: _____

32 independent
 2 Co-op
 1 manufacture affiliation

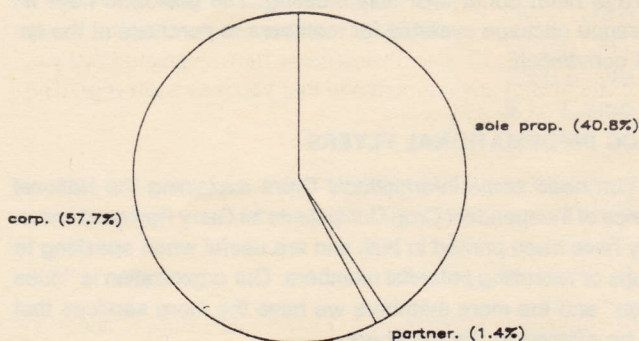
Business Affiliation



1. Refer to the above map to see the geographic locations of the survey completors. A-5, B-0, C-6, D-24, E-23, F-5, G-6

2. Type of business:
 29 sole proprietorships
 1 partnership
 41 corporations

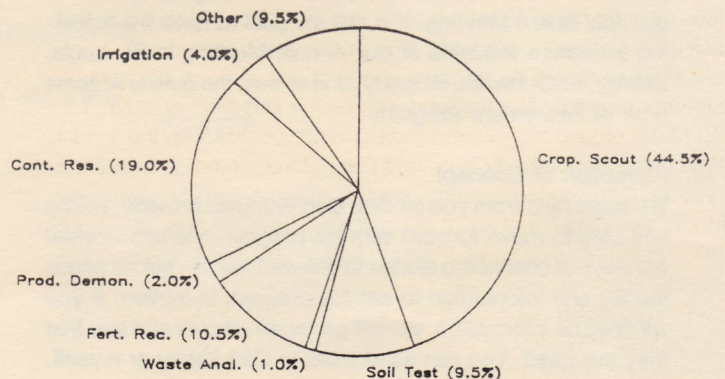
Business Ownership



3. Services offered:

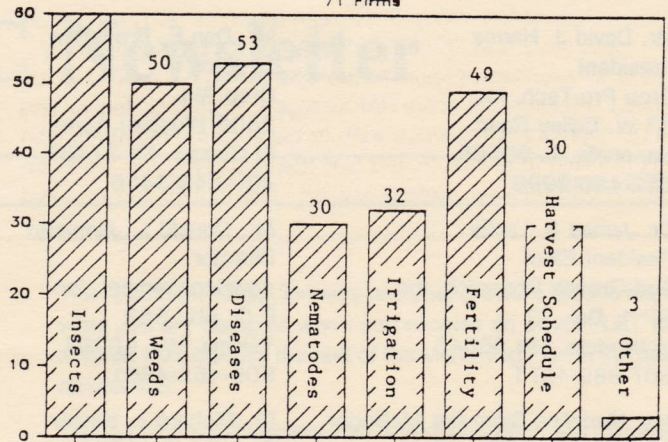
% effort
 44.5 crop scouting
 9.5 soil testing
 10.5 fertility recommendations
 1.0 waste analysis
 2.0 product demonstration
 19.0 contract research
 4.0 irrigation
 9.5 other

Services Offered % Effort



Service Offered

71 Firms



4. If crop scouting: (Number of members who checked the blank)

- 60 insects
- 50 weeds
- 53 diseases
- 30 nematodes
- 32 irrigation
- 49 fertility
- 30 harvest schedule
- 3 other

5. Crops

Crop	Minimum Acres	Maximum Acres	Ave. Acres	Total Acres
alfalfa	80	22,000	3,159	60,000
other forage	200	200	200	200
corn	200	60,000	10,155	345,300
milo	100	10,000	1,783	32,100
other coarse grain	1,000	1,000	1,000	1,000
soybeans	100	40,000	6,275	175,700
other field beans	20	10,000	1,865	14,920
sugar cane	500	30,000	6,333	38,000
sugar beets	1,500	20,000	6,375	25,500
cotton	1,200	30,000	9,270	185,400
other	75	6,500	2,929	17,575
wheat	50	60,000	5,375	150,500
rice	200	5,000	2,550	10,200
other small grains	50	30,000	5,905	53,150
sunflowers	125	5,000	1,665	8,325
rape	100	100	100	100
other oil seed	100	100	100	100
vegetables	25	15,000	3,561	60,550
fruits	5	7,500	2,588	10,355
nuts	10	20,000	6,703	20,110
seed crops	100	1,000	680	3,400
all others	25	7,500	1,542	15,425

Total Acres covered by 71 returned surveys 1,227,940

WISCONSIN AG CONSULTANTS SET UP STATE ORGANIZATION

A new group of Wisconsin agricultural consultants has organized with about 30 members providing services to the state's commercial agriculture. Members are agronomists, crop scientists, soil scientists, animal nutritionists, farm planners and financial advisors, entomologists, dairy and forage specialists, and agricultural biotechnologists. The first annual meeting was held on Feb. 23. An earlier organizational meeting held in conjunction with the annual Wisconsin Fertilizer, Aglime, and Pest Management Conference resulted in the acceptance of a constitution and election of a working nine-member executive council. For more information about the Wisconsin Assn. of Independent Agricultural Consultants contact either: A. Dave Cole, ITAC of Wisconsin, N1418 Hwy 188, Lodi, WI 53555; 608-643-3712; or Bill Stangel, Soil Solutions Consulting, P.O. Box 811, Middleton, WI 53562; 608-233-6781. (Agronomy News, March 1988)

THE 1988 NAICC ANNUAL CONVENTION

The convention will be held November 7 and 8 in St. Louis at Henry the 8th Hotel. All chairpersons involved with the convention have been contacted and all have plans well underway. It sounds like this year's convention will have something for every member of the NAICC. The chairpersons have requested that you contact them with any suggestions that you may have regarding the convention. They are:

- Overall Arrangements - David Watson (IL)
- Local Arrangements - Ron Meyer (IL)
- Program - Charlie Mellinger (FL)
- Exhibits - Steve West - (CO)

More convention information and highlights will be included in future newsletters.

1988 NAICC EXECUTIVE BOARD

Mr. David J. Harms
President
Crop Pro-Tech, Inc.
33 W. Bailey Road
Naperville, IL 60565
312-420-2999

Dr. James S. Ladlie
President Elect
Agri-Growth Research, Inc.
RR 1, Box 33
Hollandale, MN 56045
507-889-4371

Ms. Madeline Biemuller Mellinger
Secretary
Glades Crop Care
949 Turner Quay
Jupiter, FL 33458
305-746-3740

Mr. William A. Gilbert
Treasurer
Applied Agronomics, Inc.
333 West Drake, Suite 142
Ft. Collins, CO 80525
303-229-9959

Mr. Dan E. Bradshaw,
Director,
Crop Aid
2806 Western Acres
El Campo, TX 77437
409-543-3416

Mr. Donald L. Jameson
Director
Agrimanagement, Inc.
P.O. Box 583
Yakima, WA 98907
509-453-4851

Dr. Richard L. Kinzer
Director (Past Pres.)
Winter Garden
Ag Consulting Serv.
P.O. Box 485
Uvalde, TX 78802
512-278-2659

Mr. Garry W. Raymond
Executive Vice President
NAICC
401 Liberty Drive
Bolingbrook, IL 60439
312-739-0818

POSITION WANTED

David Sherman Spink
3466 Broken Arrow Loop NW
Salem, OR 97304
(503) 371-1365

Objective - To obtain an entry level position in plant disease diagnosis, pest management, or applied agricultural research which offers opportunities for career development.

Education - B.S. in Botany with an emphasis on plant pathology from Oregon State University in Corvallis. M.S. in Plant Pathology from the Ohio State University at Columbus. His advisor at Ohio was Dr. Randy Rowe.

**National Alliance of
Independent Crop Consultants**



401 Liberty Drive
Bolingbrook, IL 60439

