



NAICC NEWSLETTER

Vol. 2 No. 7

September 1988

PRESIDENT'S REPORT

The midwest has been extremely dry as I'm sure you have heard via the news media. The following are estimates made by Crop Pro-Tech, Inc. Figure 1 shows the expected yields in 1988 as a percent of 1987. As you can see we can expect severe cutbacks in income for most of the growers in the midwest with Kansas and Nebraska being the exceptions. Figures 2 and 3 show expected yield in bushels for 1988 compared to actual yield in 1987. We have further complication caused by the drought in that seed supply for 1989 will be short, probably not of as good a quality as we have grown to expect, and we will not have the choice of hybrids that we normally have. In some cases we will be using discarded hybrids. Added to this is a serious threat of herbicide residue. Integrated crop management is going to be a challenge in 1989. We need to work to be sure growers understand the need for careful thought and planning in 1989.

The NAICC certainly appreciates the support it is receiving from sustaining members. We will at least symbolically recognize this support with a plaque at the convention, November 7 in St. Louis. It is important that we work with industry developing a voice for agriculture. If we can work together we can present a much stronger voice than each of us going our separate ways. A team pulling together can accomplish a lot more than individuals all pulling separate directions. We welcome and want the input of industry in our organization. Thank you for your support and we look forward to a continuing relationship.

I have received several phone calls from people wanting to know why they should be a member of NAICC. If you become involved in NAICC you can help us grow into a better and stronger organization. I am told that that's fine for the NAICC but what about ME? If you help make NAICC better then **you will be better**. You will reap rewards you weren't expecting. Some examples are: 1. new clients; 2. new technology; 3. new ideas of how to run your business more effectively; 4. exchange of ideas between members can be very beneficial. There are many ways people benefit by being a

member of the NAICC. Everyone benefits when you belong to a strong professional association.

David J. Harms, President NAICC

CORN-SOYBEAN PRODUCTION FORECAST

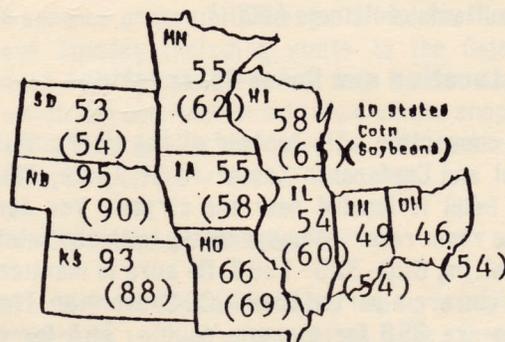


Figure 1

CROP PRO-TECH YIELD EST. 1988 compared to 1987

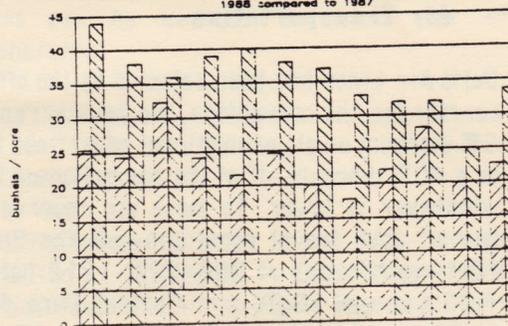


Figure 2 Soybeans

CROP PRO-TECH YIELD EST. 1988 compared to 1987

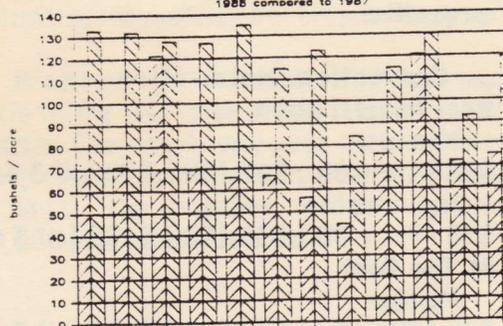


Figure 3 Corn

1988 NAICC Convention Information

Things are falling into place for this year's NAICC Convention. Much has been accomplished since the last newsletter. Highlights are as follows:

Dates

The NAICC Convention is scheduled for Monday, November 7 and Tuesday, November 8, 1988. A special computer software show will be held on Wednesday, November 9. You should plan to attend all three days. The software show is co-sponsored by the Professional Crop Consultants of Illinois (PCCI).

Location and Room Reservations

The convention will be held at the Henry VIII Hotel and Conference Center in St. Louis, MO. The hotel is located near the airport. You can make room reservations directly with the hotel by calling 800-325-1588. Be sure to mention that you are a part of the NAICC Convention. The rates are \$58 for a single/double, \$63 for a triple, and \$68 for a quad. The hotel is holding a block of rooms and to get the discount rates you need to make your reservations by October 24, 1988.

Air Transportation

Delta Air Lines has been selected as the official carrier for the convention. We have arranged a 5% discount on all promotional advertised fares or a 40% discount off of the normal coach fares whichever is lower. To make air reservations you or your travel agent can call the Special Meetings Network at 800-221-1212 between 7:00 a.m. and 10:00 p.m. Central Time. Refer to file number C18006. Since we will have many exhibitors at the convention Delta's Air Cargo Department is also extending a 40% discount for materials shipped in conjunction with the convention. Questions regarding this discount should be directed to Delta's local air cargo office.

Convention Registration Pre-Registration

Member

\$50 (7th + 8th) \$20 (9th) \$70 (all 3 Days)

Non-member

\$75 (7th + 8th) \$30 (9th) \$105 (all 3 days)

At The Door

Member

\$75 (7th + 8th) \$30 (9th) \$105 (all 3 days)

Non-member

\$100 (7th + 8th) \$40 (9th) \$140 (all 3)

Registration for spouses is \$25. We are strongly recommending pre-registration. Everyone that pre-registers will receive a **permanent plastic nametag**. The nametags will have the NAICC logo, your name, and company name engraved into them. The nametags are very attractive and can be used for many occasions.

Exhibits

We are planning for 40 exhibits at the convention this year. Exhibitors have several options, they can exhibit for 1, 2, or all three days. We are getting an excellent response rate with several confirmed reservations for exhibit space already. Spaces are still available on a first come first served basis. Call 312-739-0818 or 312-420-2999 for exhibit information.

Program Highlights (NAICC)

Pyrethroid Resistance, Dr. Jerry Graves, LSU and Dr. Ian Watkinson, DuPont.

Biotechnology, Dr. Peter Carlson, Crop Genetics and Dr. Nick Fry, Pioneer Hybrid.

Education, Dr. Roger Mitchell, Dean at U. of Missouri.

Environmental Issues on hazardous chemicals, endangered species, and groundwater.

Business Topics on insurance, land conservation plans, GLP's and SOP's, Farmfax, and Farm managers.

Drought Ramifications Panel with Mr. Bill Nelson on weather assessment, Dr. James Ladlie on chemical/cultural problems, and someone to address the ripple effect.

Misc. Topics like new seed treatments, EnzyTec, disease diagnostic kits for fungi and viruses, M-Cap, and the DRIS system.

1989 NAICC Convention Location

So far 52 survey cards have been returned. The results are:

Denver 12

Las Vegas 18

Kansas City 17

Denver or Las Vegas 2

Denver or Kansas City 2

Las Vegas or Kansas City 1

As you can see the vote is very close. Please vote if you want to provide input. The decision will be based on your responses and cost factors.

Program Highlights (computer seminar)

We will list some of the topics to be covered on Wednesday, November 9th at the computer seminar co-sponsored by the PCCI, they include:

Direction, Where are we and where are we going?, Dr. Elwynn Taylor, Iowa State Univ.

PPI - MEY Model, Dr. Harold Reetz, Jr., PPI

National Pesticide Retrieval System, To be confirmed

University Reports, Carl Geiger - Purdue and Maralyn Bant - Illinois

Farm Business Systems, Norm Brown

Night Owl - Color Enhancement, To be confirmed

Farm Mapping, Crop Pro-Tech, Todd Williams

Remote Weather Sensing, To be confirmed

On Go Nitrogen Testing, To be confirmed

Software Displays - Plenty of time is scheduled for viewing software demonstrations and interacting with the exhibitors.

Hats off to Jay Johnson and his PCCI committee for putting together a very educational seminar. As you can see Wednesday, November 9th should figure into your convention calendar.

Sponsors

Many of our corporate friends have volunteered to assist us with some of our convention expenses. To date the following has been pledged:

DeKalb-Pfizer Genetics
Ten year award pins and plaques

Dupont
2 breaks with refreshments

FMC
1 break with refreshments and five year award pins

Monsanto
Will possibly sponsor the riverboat dinner cruise/birthday party

Pioneer Hybrid International
Printing of official convention program

Rhone Poulenc Ag Company
Pre-Banquet Mixer

Many other companies have also indicated their desire to participate. Wouldn't it be nice to have all our meal functions sponsored. If your company would like to participate call Garry Raymond at 312-739-0818 or David Harms at 312-420-2999.

Spouses Program

A spouses program is being planned for Monday and Tuesday including visits to the Gateway Arch, Botanical Gardens, and Union Station which has been converted into a unique shopping mall. Time is also scheduled for other activities depending on the wishes of the group.

Sustaining Members

We are fortunate to have many sustaining members in our organization. The board of directors have plans to appropriately recognize these members in honor of our 10th anniversary. At the convention each sustaining member will be presented with an attractive plaque. The plaques are multi-year so that an insert can be awarded for each year of membership.

In The News

David Harms participated in the Post-Drought Marketing Strategies Conference For Agribusiness held at the Hyatt Regency O'Hare in Chicago on August 11 and 12. David was a member of a panel discussing the agronomic impact of the drought.

David also appeared on the cover of Crain's Chicago Business. He was featured in an article highlighting the profession of crop forecasting.

Dan Bradshaw was featured in a full-page article in the last issue of the Future Farmer Magazine. The article discussed the profession of crop consulting. In the article Dan mentioned the NAICC. The magazine is read by over 430,000 high school students.

1988 NAICC EXECUTIVE BOARD

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512-278-2659

Mr. Garry W. Raymond
Executive Vice Pres.
NAICC
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Bolingbrook, IL 60439
312-739-0818

Welcome

We have a new affiliate member this month:

Dr. Raymond A. Hoyum
IMC Fertilizer, Inc.
421 Hawley Street
Mundelein, IL 60060

Correction

The 1988 Directory needs an address correction as follows:

Dr. Larry V. Emerson
Agvisors of Texas
307 River Ridge Road
Sealy, TX 77474

Sorry about the mix-up.

Convention Pre-Registration

Enclosed in this newsletter you will find a 1988 NAICC Convention Pre-Registration Form. Please complete the form and return it by no later than **October 15th**. We need to get a handle on total numbers so that final arrangements can be made.

**National Alliance of
Independent Crop Consultants**



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Bolingbrook, IL 60439

