PRESIDENT'S REPORT

This past year is one that will go down in the record books. The drought in the Midwest, the hurricane in the Southeast, and now an early cold snap is forecast for the Northeast. We will have plenty to discuss at the convention during the after session periods as well as during the program portion of the convention.

Charlie Mellinger and his committee have put together an outstanding program, and one that I feel is very timely. Jay Dee Johnson and his committee have a very interesting computer session planned also.

The NAICC has made very positive progress and I'm sure you will find the various reports quite interesting. Many of the programs we have started are not completed but I feel we have made progress toward them and that next year they can be implemented. One such program is educational seminars. We had hoped to have 4 of them, three on maximum economic yield for various crops in different parts of the country and one on business management. We have the general program outline ready and hope to begin the program this winter.

Many projects still need to be developed. The convention will be a good place for each member to have input into programs and projects that you want the NAICC to develop. Members of the steering committee and board members will appreciate any comments you have. Your input helps to make the NAICC grow and serve its members better.

Send in your early registration - we have a little bonus for all early registrations. We encourage non members to come to the convention too - they may find they want to join and contribute to our organization. I especially encourage all state representatives to come to St. Louis and take a report back to your state.

See you all in St. Louis November 7, 8, and 9.

David J. Harms
1988 NAICC President

LAST CALL FOR EARLY REGISTRATION

If you have not preregistered please complete the sheet inside and mail it today. Preregistration saves you money, earns you a permanent plastic nametag, saves you time when you get to the convention, and it sure saves your board of directors a lot of grey hair.
NAICC DEMOGRAPHIC SURVEY

The survey has been discussed in the last three issues of the newsletter. In this issue we will summarize some of the findings. All figures are based on the 71 returned surveys.

1) A majority of the surveys were from the Midwest and South.

2) Over 57% of crop consultants are incorporated.

3) Over 91% are independent businesses.

4) Crop consultants offer many services with crop scouting, contract research, and fertility recommendations being the biggest areas.

5) 1,227,940 acres were represented by the surveys.

6) Businesses average 4 full-time and 5 part-time employees.

7) Most consultants charge per acre.

8) Positive business growth ranging from up slightly to over 50% increase. Only 3 surveys indicated any business decrease.

9) A majority of consultants are between 30 and 50 years of age.

10) A majority of consultants are between 5 and 15 years in the business.

11) The educational level is fairly balanced between BS/BA, MS/MA, and Ph.D.

12) 57% reported that consulting is increasing in their area.

13) Most consultants felt they were underpaid, that they should increase their fees, and that they could charge more for their services.

14) A majority felt that the NAICC should be an information provider and a national representative for the members.

15) A majority felt that full voting membership should not be provided to industry, research, and extension personnel.

IN THE NEWS

President Elect, Jim Ladlie was featured in an article in the October issue of Agrichemical Age. The article was titled "Marketplace Professionals" and dealt with Nebraska's certified advisor program for crop production.

WELCOME NEW MEMBERS

This month we welcome three new members to the NAICC, they are:

Voting
Dr. Calvin Viator
Agricultural Consultant
222 Rienzi Drive
Thibodaux, LA 70301

Academic
Mr. Ray Nabors
University of Missouri - Delta Center
P.O. Box 160
Portageville, MO 63873

Sustaining
IMC Fertilizer, Inc.
Dr. Sam Kincheloe
Director of Agronomic Services
421 East Hawley
Mundelein, IL 60060
1988 National Alliance of Independent Crop Consultants
Convention Pre-Registration Form
November 7-9, 1988

Please print or type all information.

Name ____________________________
as you want it engraved into the plastic nametag

Company Name ____________________________
as you want it engraved into the plastic nametag

Address ______________________________
Street ______________________________
City, State, Zip ____________________________

Phone ________________________________

Use this space to list additional representatives attending from your business or family. List information as you wish it to appear on the nametag.

Pre-Registration checks should be received by October 15, 1988 (ASAP).

Enter numbers on the appropriate line. Enter amount on the appropriate line.

_____Member(s) for Nov. 7 and 8 - $50.00
_____Member(s) for Nov. 9 only - $20.00
_____Member(s) for all three days - $70.00

_____Non-Member(s) for Nov. 7 and 8 - $75.00
_____Non-Member(s) for Nov. 9 only - $30.00
_____Non-Member(s) for all three days - $105.00

_____Spouse - $25.00

Total Enclosed

Make all checks payable to NAICC and forward to:
Garry W. Raymond
401 Liberty Drive
Bolingbrook, IL 60439

*A reminder that all exhibitors are entitled to one free registration.

**Please complete other side.
NAICC Convention Function Survey

The information below is needed for estimated meal/function counts for the motel as well as our sponsors. There are no costs listed since we are hoping that a majority of the functions will be sponsored by our corporate friends. Please complete the form by entering numbers on the appropriate lines.

_____ Sunday Evening Mixer
_____ Monday Lunch
_____ Monday Pre-Banquet Mixer
_____ Monday Evening Banquet
_____ Tuesday Breakfast
_____ Tuesday Lunch
_____ Tuesday Riverboat Dinner Cruise/Birthday Party
_____ Wednesday Breakfast
_____ Wednesday Lunch
_____ Spouses Monday Program
_____ Spouses Tuesday Program
THE DESIRABLE DOZEN – 12 SKILLS NEEDED FOR JOB SUCCESS

Government workers are always looking for something to survey. Well, here's a survey from the Department of Labor that is of more than passing interest. It seems that labor analysts checked out 500 worker skills to determine which 12 are the most necessary for employment success. Here's what they came up with:

1. Giving an honest day's work.
2. Knowing your strengths and weaknesses
3. Getting along with others
4. Working as a team member
5. Basic writing skills
6. Basic speaking skills
7. Understanding written information
8. Maintaining good health
9. Organizing the work activities of others
10. Maintaining a neat and clean appearance
11. Being punctual
12. Being dependable

A sense of humor probably helps, too.


"THE GATEWAY TO THE WEST"

St. Louis took this handle seriously and built an arch near the Mississippi waterfront. They made waterfront enhancements which include restaurants and theatres on boats and also boast the world's largest tourboat. An elevator takes you up in the arch to see the area and city. Just five blocks away is Union Station built in 1894 and once the largest rail passenger terminal in the world, is now transformed into a shopping, eating, entertainment mall, architecturally pleasing and the place to visit in St. Louis.

As with any large city, St. Louis offers a wide range of tourists interests and opportunities. We will have a variety of maps and descriptive information about various points of interest and ways to get there available at the registration desk when you arrive in St. Louis.

Submitted by,
Ron Meyer, Chairperson
Local Arrangements Committee

LAS VEGAS WINS!

The votes are in and your responses indicate that the 1989 NAICC Convention will be held in Las Vegas. We wish to thank all members who took the time to fill out and return the cards. Upcoming issues of the newsletter will highlight 1989 convention information as it becomes available.
### 1988 NAICC Executive Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Address</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. David J. Harms</td>
<td>President</td>
<td>Crop Pro-Tech 33 W. Bailey Road</td>
<td>312-420-2999</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Naperville, IL 60565</td>
<td></td>
</tr>
<tr>
<td>Dr. James S. Ladlie</td>
<td>President Elect</td>
<td>Agri-Growth Research RR 1, Box 33</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Hollandale, MN 56045</td>
<td>507-889-4371</td>
</tr>
<tr>
<td>Ms. Madeline Mellinger</td>
<td>Secretary</td>
<td>Glades Crop Care 949 Turner Quay</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Jupiter, FL 33458</td>
<td>407-746-3740</td>
</tr>
<tr>
<td>Mr. William A. Gilbert</td>
<td>Treasurer</td>
<td>Mid-American Ag Consulting 1901 Avery Ct. Ft. Collins, CO 80525</td>
<td>303-224-3681</td>
</tr>
<tr>
<td>Mr. Dan E. Bradshaw</td>
<td>Director</td>
<td>Crop Aid 2806 Western Acres</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>El Campo, TX 77437</td>
<td>409-543-3416</td>
</tr>
<tr>
<td>Mr. Donald L. Jameson</td>
<td>Director</td>
<td>Agrimanagement P.O. Box 583</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Yakima, WA 98907</td>
<td>509-453-4851</td>
</tr>
<tr>
<td>Dr. Richard L. Kinzer</td>
<td>Director (Past Pres.)</td>
<td>Winter Garden Ag Consulting Service P.O. Box 485</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Uvalde, TX 78802</td>
<td>512-278-2659</td>
</tr>
<tr>
<td>Mr. Garry W. Raymond</td>
<td>Exec. Vice President</td>
<td>NAICC 401 Liberty Drive</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Bolingbrook, IL 60439</td>
<td>312-739-0818</td>
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### 1989 Officer Nominees

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<tr>
<th>Position</th>
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<tbody>
<tr>
<td>President Elect</td>
<td>Dan Bradshaw</td>
<td>Open (write in)</td>
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<tr>
<td>Secretary</td>
<td>Madeline Mellinger</td>
<td>Richard Wildman</td>
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<tr>
<td>Treasurer</td>
<td>Bill Dunavan</td>
<td>Harold Lambert</td>
<td></td>
</tr>
<tr>
<td>Director</td>
<td>Milton Ganyard</td>
<td>Bruce Nowlin</td>
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Ballots have been mailed to all voting members.

### Reminder

Registration for the convention (11/7/88) is scheduled for 7:30 to 9 AM with the opening session at 9:00.

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National Alliance of Independent Crop Consultants

401 Liberty Drive
Bolingbrook, IL 60439