



NAICC NEWSLETTER

Vol. 3 No. 10

October 1989

PRESIDENT'S MESSAGE

Membership Increase/Dues Increase

The NAICC has made tremendous strides in the last couple of years. We have developed into an organization that can begin offering even more added value for its members. With the addition of an Executive Vice President, we have the ability to have ongoing daily guides and greater depth. As we look to the future, it will be even more critical that we have focus and the ability to respond in a timely manner to our members and our profession. To achieve such goals will require more members, higher membership dues, and/or income activities. As you think about your business and your profession, what level of monetary support are you going to be willing to give to the NAICC? No matter how you cut it, effective organization requires a lot of volunteer time and financial support. I feel we, as members, have yet to face the reality of a membership dues increase to maintain a growing NAICC.

Committee Reports

The NAICC heartbeat is the activity of our committees. In 1989 this heartbeat has been strong, as you look at the accomplishments many committees have made. To continue the momentum, I am asking each committee to meet Monday, November 6, 1989, prior to the annual convention. This will allow you to finalize your committee activities report and be prepared to pass on direction to the 1990 committees. Committee meeting times and locations have been mailed to committee chairpersons and are listed in this newsletter.

1989 Perspective

These are the last comments I will be writing as your president. Looking back, I feel good about our accomplishments as an organiza-

tion this past year. The following are some of our objectives and results for 1989.

Objective	Outcome
Increased sustaining membership	8 new sustaining members
Increased membership	35% growth
Financial stability	Stable cash flow
Increased quality of the annual convention and attendance	Expect to set new attendance record
Increased committee activities	Increased activities & accomplishments of committees
Plan for certification/professionalism	Plan of action established
Improve quality and timelines of newsletter	Quality & timelines have improved
Expand role of Executive Vice President	Performed beyond expectations

As you can see, we have met our 1989 goals and have much to be proud of as an organization. We have accomplished a lot this past year, but have so far to go to become the type of organization our profession will require. Dan Bradshaw, your next President, has the ability to take the NAICC one more step forward. Each of us needs to lend our support to Dan Bradshaw in 1990. I thank each of you for the opportunity to make my input into a very noteworthy profession and organization.

James S. Ladlie, Ph.D.
NAICC President

1990 OFFICERS

Ballots have been mailed out to all voting members. Please take the time to vote and return the ballots to David Harms as soon as possible. We must apologize for the lack of photographs. Due to variances in the photos

1990 OFFICERS (cont.)

that were received and some that were not submitted, it was not feasible to print the candidates' statements with their photographs. The results of the voting will be reported during the business meeting at the convention.

NEW MEMBERS

Scott Anderson
Sustaining Member
Agrico - Agronomic Services Lab.
P.O. Box 639
Wash. Court House, OH 43160
Office 1-614-335-1562
FAX Number 1-614-335-1104

Dennis W. Belcher, Ph.D.
Affiliate Member
American Cyanamid Company
2910 Westown Pkwy, Suite 310
West Des Moines, IA 50265
Office 1-515-224-0202
Home 1-515-224-4499
FAX Number 1-515-224-4699

Danny K. Childress, (Reg. Sales Manager)
Sustaining Member
NOR-AM Chemical Company
6262 Poplar Ave., Suite 201
Memphis, TN 38119
Office 1-901-683-1593
Home 1-901-853-2715
FAX Number 1-302-575-2013

L. E. O'Keeffe
Academic Member
University of Idaho
Dept. of Plant, Soil, & Entomological Studies
Moscow, ID 83843
Office 1-208-855-6277
Home 1-208-882-4349
FAX Number 1-208-885-7760

Welcome

Willie E. Stokes, B.S. (Agronomy and Animal Science)

Voting Member
Doane Farm Management Co.
P.O. Box 620
Cherry Valley, IL 61016
Office 1-815-332-5900
Home 1-815-624-7232
FAX Number 1-815-332-5901
Began business 1984
Services: Integrated pest management, soil testing, farm management, ag consultant, real estate, financial services, appraisals, advisory services.

J. E. York, M.D. (Divinity) ARPE
Voting Member
JEY Enterprises, Inc.
Rt. 2, Box 132-JY
McAllen, TX 78504
Office 1-512-581-2273
Home 1-512-581-2273
Began business 1974
Services: Insect and disease inspection.
Crops: Vegetables, citrus, sugarcane, small grain, soybeans, cotton, melons.

Raymond Anthony York, M.A. (Applied Ethics/Logic)

Voting Member
JEY Enterprises, Inc.
Rt. 2 Choya Lake Apts. #4B
McAllen, TX 78504-9701
Office 1-512-581-2273
Home 1-512-585-7188
Began business 1978
Services: Insect and disease inspection.
Crops: Vegetables, citrus, sugarcane, small grain, soybeans, cotton, melons.

**The National Alliance
of Independent Crop
Consultants has
grown 35% in 1989.**

CORRESPONDENCE

7th September, 1989.

Ms. Madeline Mellinger, Secretary
National Alliance of Independent Crop Consultants
Glades Crop Care,
949 Turner Quay, Jupiter, FLORIDA. 33458 USA

Dear Madam,

This letter is by way of an introduction of our organisation. We are an association of approximately 40 consultants and agronomists working exclusively in cotton in New South Wales, Australia.

Our main services are insect, nutrition and irrigation management on irrigated cotton.

The objectives of our association are to ensure that our grower clients continue to receive professional advice and that we maintain high technical and ethical standards. Our association also provides a forum for information exchange and group approach on matters relating to the cotton industry in Australia and the state of New South Wales.

We assume that several members of your alliance also provide consulting services to cotton growers.

The purpose of making this contact with you is as follows;

- (1) An exchange of information on any consultant or agronomic topic may be possible now or in the future.
- (2) Our association is represented throughout the cotton areas of New South Wales. As such, we can offer contact points for any of your members or clients visiting Australia.

We would appreciate if you could pass this letter on to any state consultant groups involved in cotton.

Should you require any further information or would like to know more about the Association, or any related consultancy, agronomic or industry matter, Please feel free to write or call.

Yours faithfully,

Maurie F. Fay, Publicity Officer

IN THE NEWS

The October 1989 issue of Agrichemical Age Magazine contained an article entitled "The B.t. Complement." NAICC members James Coppedge, U.S.D.A. and Emil Moherek, AM-MO Consulting were quoted many times in the article. James and Emil discussed the importance of a rotation of biotech with traditional pesticides as a way to combat resistance.

The October 1989 issue of Agri Finance Magazine contained three articles where NAICC members were featured. The first article was "10 ways to keep pace" by David Pelzer and included input from Robert Ascheman, Ascheman Associates Consulting, Bill Craig, Maxi - Yield Consultant Service, and Tom Perlick, CENTROL. The "10 ways to keep pace" are listed elsewhere in the newsletter.

The second article "Probing for the right soil lab", by Ron Brunoehler featured NAICC members John Gruber, Ag Consultants and Brad Walker, Agskill Consultants. John and Brad answered the question, "How do you conduct soil testing and analysis?"

The third article "Reaping benefits from staff training" by Chris Barr contained input from NAICC member Jay Johnson, Prairie Crop Pro-Tech. Jay discussed the importance of follow-up testing after scout training.

An article entitled "NAS study backs alternative ag" appeared in the Saturday, September 9, 1989 issue of The Packer. The author, Larry Waterfield discussed the National Academy of Sciences' study "Alternative Agriculture" which was released September 7, 1989. The author highlighted the successful use of IPM in South Florida. The report featured 4 successful producers who are all clients of Glades Crop Care. NAICC members Madeline Mellinger and H. Charles Mellinger are both affiliated with Glades Crop Care, Inc.

The Sunday, September 10, 1989 issue of The Palm Beach Post contained an article entitled "Scouting for ag alternatives" written by Jane Victoria Smith. The author highlighted NAICC

IN THE NEWS (cont.)

member Madeline Mellinger, Glades Crop Care. Madeline discussed the procedure to follow for successful integrated pest management.

The March, 1989 issue of International Agricultural Digest contained an article "Herbicide Hangover" written by Jim Dickrell. The author featured NAICC President Jim Ladlie, Agri-Growth Research. Jim discussed the issue of herbicide carryover following a drought year.

REFERENCE/RESOURCE BOOK

The National Academy of Sciences new release "Alternative Agriculture" might be a recommended addition to your library. If you are interested in obtaining a copy you can request one by writing:

National Academy Press
2101 Constitution Avenue, NW
Washington, DC 20418
or call 1-800-624-6242. The cost is \$19.95 for paperback and \$29.95 for hard-bound.

EDITORIAL

by Garry W. Raymond
NAICC Exec. V.P.

In the last issue of the NAICC Newsletter we reported on the potential ban/restriction of EBDC fungicides. It is no secret that consumer concern for pesticide usage is escalating. Bans and restrictions of certain chemicals can have a dramatic effect on American Agriculture as we know it. It is important that our regulating bodies base decision-making on scientific research and not on public pressure. Research results must be kept in perspective and properly interpreted. We, as independent crop consultants, are often looked to for unbiased third-party information. It is important that we provide the consumer with appropriate responses when we are questioned about food safety and the proper use of chemicals. The following article is from the Florida Fruit and

Vegetable Association and serves as an excellent example of how to respond.

POINTS TO MAKE

With Consumers and The Media

1. Fresh fruits and vegetables - including those grown with EBDC fungicides - are safe to eat. The U.S. Surgeon General, the National Academy of Sciences and appropriate government agencies all have taken EBDCs into account in declaring that produce is safe to eat. Extremely small traces of pesticide residues that fall within government-set levels pose no significant health threat.
2. In fact, eating more fresh fruits and vegetables may reduce your risks of developing some cancers, according to the American Cancer Society, National Cancer Institute, U.S. Surgeon General and others.
3. We fully support the government's review and re-registration of older pesticides. Recently passed federal legislation requires EPA to systematically review older agricultural chemicals. If new scientific research indicates that certain agricultural chemicals should be replaced or removed from use, then the industry will fully comply and the public will be duly informed.
4. The produce industry will continue to pioneer and adopt farming practices that reduce pesticide use. Farmers are increasingly growing produce in ways that require fewer pesticides, better pesticides and, sometimes, no pesticides at all.
5. Nonetheless, some agricultural chemicals are necessary to safeguard the food supply and the public from exposure to disease, such as the fungi that EBDCs prevent from developing. Agricultural chemicals are needed to protect fruits and vegetables from fungi and disease, and to enable the produce industry to grow an abundant food supply at reasonable prices.
6. Policy decisions regarding the use of agricultural chemicals should be based on sound scientific study, not on media coverage or

POINTS TO MAKE (cont.)

statements by misguided celebrities. Good science is the foundation of government policy of food safety issues.

7. Consumers can wash off any remaining surface residues of EBDCs in running tap water. EBDCs are "non-systemic" - they don't get inside the produce. Consumers can simply wash their produce in ordinary tap water; peel away outer leaves, skin or rinds; and scrub certain hearty vegetables such as potatoes and carrots.

8. Consumers wanting more information about cancer risks may contact the National Cancer Institute at 1-800-4-CANCER.

10 WAYS TO KEEP PACE

The following list was compiled by David Pelzer and appeared in the October 1989 issue of Agri Finance Magazine.

1. Know Your Clients And Know Your Value To Them
2. Exploit Unique Expertise
3. Establish Diverse But Complementary Services
4. Know Cost Breakdowns
5. Define A Proper Radius of Operation
6. Don't Underprice Services
7. Hire Intelligent, Adaptable People
8. Look For New Business Opportunities
9. Tread Carefully With Expansion
10. Recognize The Difference Between Technical And Business Skills

WORKSHOP

SOUTHERN ASA BRANCH ANNUAL MEETING TO INCLUDE WORKSHOP FOR PRACTICING AGRONOMISTS

The American Society of Agronomy's Executive Committee has authorized a workshop for practicing agronomists as an addendum to the 1990 annual meeting of the Society's Southern Branch. The workshop will be conducted on Wednesday, February 7. It

will begin with a breakfast followed by a program on "Nitrogen Nutrition of Cotton: Practical Issues" from 8:45 a.m. through 3:15 p.m.

Invited speakers will be asked to present papers on the following topics:

How a cotton plant grows and develops.
Nitrogen recommendation guidelines by area of the cotton belt and how these were developed.

GOSSYM-COMAX nitrogen recommendations: strengths and weaknesses.

Nitrogen recommendations based on petiole analyses: strengths and weaknesses.

Use of soil nitrogen tests in making nitrogen recommendations.

Year-to-year variations in cotton nitrogen response.

Differential response to nitrogen by different row spacings and varieties.

A discussion period will follow each presentation to allow interaction between the speakers and the audience.

The National Alliance of Crop Consultants and the Potash & Phosphate Institute are helping plan the workshop. Southern State Agricultural Consultants Associations will be asked to inform their members about the workshop. An agenda will be printed for mailout to non-member practicing agronomists.



I want you at the 1989 NAICC Convention!

COMMITTEE MEETINGS - ROOM ASSIGNMENTS

Tropicana Hotel, Las Vegas, NV
Monday, November 6, 1989

2:00 PM - 3:30 PM

3:30 PM - 5:00 PM

Hawaiian 4

Steering - Dan Bradshaw
and
Professionalism/Certification
(joint meeting)

Purchasing - John Christian
Promotion Items - Fred Hepler
Legislative - Dewey Chandler
Education Programs - Dave Harms

2:00 PM - 3:30 PM

3:30 PM - 5:00 PM

Tradewinds 1

Constitution Review - Ed Lloyd
Demographic Survey - Jay Johnson
Needs Assessment - Rich Wildman

Membership - Don Jameson
Sustaining Membership - Judy
Ferguson
Audit - Robert Palmer
Group Insurance - Vernon Meints

2:00 PM - 3:30 PM

3:30 PM - 5:00 PM

Tradewinds 2

Convention Committees - Brad
Buchanan
John
Gruber
Garry
Raymond
Research Coordination - Ivan Wikner
Ethics - Bob Ascherman

State Activities and Newsletter
Coordination - Garry Raymond
Public Relations - Daney Kepple
State Association Communication
Loarn Bucl

1989 NAICC CONVENTION SPONSORS

AGRI FINANCE MAGAZINE
BASF CORPORATION
DOW CHEMICAL COMPANY
FMC CORPORATION, AG. CHEM. GROUP
ICI AMERICAS
PENNWALT CORPORATION
RHONE POULENC AG COMPANY
VALENT

AMERICAN CYANAMID COMPANY
DEKALB-PFIZER GENETICS
E.I. DU PONT DE NEMOURS
GRIFFEN AGRICULTURAL CHEM. GROUP
IMC FERTILIZER
PIONEER HI-BRED INTERNATIONAL
SANDOZ CROP PROTECTION CORP.

THANKS!

CONVENTION EXHIBITORS

Convention exhibitors listed in the order received as of 10/14/89.

Company	Representative
NEOGEN CORPORATION	Leo MacDonald
DeKalb-Pfizer Genetics	Dick Bohling
Sandoz Crop Protection Corporation	James C. Wargo
Consep Membranes Inc.	Roger Thompson
Monterey Chemical Company	W. T. Thomson
PLANT SCIENCES, INC.	Tom Kueneman
BASF Corporation	Terry Schuh
MOBAY CORPORATION	Jim Stanard
ICI Americas Inc. - Ag	Joe Kwiatkowski
E.I. duPont de Nemours and Co., Inc.	John G. Thew, Jr.
THE DOW CHEMICAL COMPANY	Jack D. Eadie
AgricAD/AVIR, Inc.	Jim Crofoot
Pennwalt Corporation	Ben Vandeist
Valent	R.C. Henning

Total 14	

CONVENTION HONOREES

Alliance Builders

Participants in the Alliance Builders program will be recognized at the banquet. A special commendation is due for Dan Bradshaw and Don Jameson who both earned a free convention registration by sponsoring 3 or more new members through the Alliance Builders program.

Alliance Builders Update as of 10/14/89

Sponsor	New Member
-----	-----
Bill Gilbert	Brad Walker
	Mark Spaur
Bill Nissen	Bob Miller
Carl Richgels	Bob Miller
Dan Bradshaw	John Ed Brothers
	Mark Harrison
	Mike Bishop
	Raymond York
	Sonny York
	Wayne Allen
Donald L. Jameson	Bill Hudson
	Dan Thompson
	Phil Small
Earl R. Miller	Dave Svobodny
Earle S. Raun	John Witherspoon
Harold Lambert	Cecil Parker
Ivan A. Wikner	Dale Flowerday
	Mike Davis

Alliance Builders Update as of 10/14/89 (cont.)

Sponsor	New Member
-----	-----
James Ladlie	Perry Petersen
Jeff Alicandro	Bruce Bozard
-----	---
Totals 11	19
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Other participants in the program were B. B. Singh, Bill Craig, Dan L. Thompson, Dwayne Coulon, Mark A. Otto, Paul Groneberg, Roberta Spitko, and Steven Acquafresca.

New Members for 1989

LAST NAME	FIRST NAME	MEMBERSHIP TYPE
-----	-----	-----
Alicandro	Alfred	Voting
Allen	W.	Voting
Belcher	Dennis	Affiliate
Bishop	Michael	Voting
Bozard	Bruce	Voting
Brothers	John	Voting
Call	Nellie	Provisional
Craig	William	Voting
Czymnek	Karl	Voting
Davis	Mike	Affiliate
Edwards	Marlin	Affiliate
Flowerday	A.	Affiliate
Harrison	Mark	Provisional
Hudson	William	Voting
Hutter	Michael	Voting
Janzen	Kie	Affiliate
Kauffman	Marvin	Voting
Kottmeyer	Mark	Voting
McLawnhorn, Jr.	William	Voting
Miller	Robert	Voting
O'Keeffe	L.	Academic
Parker	Cecil	Voting
Perlick	Thomas	Voting
Petersen	Douglas	Voting
Petersen	Perry	Voting
Quaid	Robyn	Voting
Small	Philip	Voting
Spaur	Mark	Voting
Svobodny	David	Voting
Tarter, Jr.	Bill	Voting
Thompson	Dan	Voting
Vierra	Marvin	Voting
Walker	Bradley	Voting
Welker	Scott	Affiliate
Willis	David	Voting
Witherspoon	John	Voting
York	J.	Voting
York	Raymond	Voting
Young	Ray	Voting
-----	-----	-----
Total	39	
-----	-----	-----

CONVENTION HONOREES (cont.)

1989 Sustaining Members

BUSINESS NAME	LAST NAME	FIRST
Agri Finance Magazine	Henderson	Lynn
Agrico - Agronomic Services Lab.	Anderson	Scott
Ciba-Geigy Corporation	Hartzfeld	Earl
Elanco Products Company	Chandler	James
Griffin Agricultural Chemicals	Bone	J.
Gustafson	Rushing	Kyle
Neogen Corporation	MacDonald	Leo
NOR-AM Chemical Company	Childress	Danny
Total	8	

Sustaining Members

BUSINESS NAME	LAST NAME	FIRST
Ag Consultant Magazine	Ferguson	Judy
AGRALINK, Inc.		
American Cyanamid Co.	Campbell	James
AVIR Inc.	Crofoot	Jim
BASF Corporation	Richgels	Carl
Dow Chemical Co.	Eadie	Jack
E.I. Du Pont De Nemours	Coward	W.
PMC Corporation, Ag. Chem. Group	Palmquist	Dick
ICI Americas Inc.	Waddle	Roy
IMC Fertilizer, Inc.	Kincheloe	Sam
Indiana Assoc. of Prof. Crop Consultants	Obermeyer	John
Louisiana Ag. Consultants Assoc.	Viator	Calvin
Nebraska Ind. Crop Consultants Assoc.	Mieth	Norman
Pioneer Hi-Bred International	Edwards Palmer	Marlin Bob
Prof. Crop Consultants of IL	Johnson	Jay
Rhone Poulenc Ag Company	Roll	Gene
	Scheidt	Deborah
Texas Assoc. of Agriculture Consultants	McCullough	Joe
Yancey Action Networks	Yancey	Jim
Total	18	

10 Year Members (joined 1980)

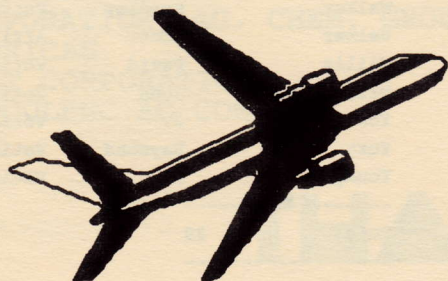
LAST NAME	FIRST NAME	MIDDLE	TYPE
Akin	James		Voting
Ascheman	Robert	E.	Voting
Baldock	Jon		Voting
Buchanan	Brad		Voting
Groneberg	Paul		Voting
Harms	David	J.	Voting
Singh	B.	B.	Voting
Traynor	Joe		Voting
Zoller	Broc	Gerald	Voting
Total	9		

5 Year Members (joined 1985)

LAST NAME	FIRST NAME	MIDDLE	TYPE
Carter	Roger	M.	Voting
Chancy	Henry	F.	Voting
Coppedge	James	R.	Affiliate
Ganyard, Jr.	Milton	C.	Voting
Hutchins, Jr.	Lee		Voting
Kepple	Daney	D.	Affiliate
Michels	Dale	C.	Affiliate
Moherek	Emil	A.	Voting
Spitko	Roberta		Voting
West	Lee		Voting
Wildman	Richard	F.	Voting
Total	11		

CONVENTION PRE-REGISTRATION

It is not too late to pre-register for the 1989 NAICC Convention, a form is enclosed. The block of rooms reserved for our meeting could only be held until 10/15/89. If you are having difficulty with room reservations please call Garry Raymond at 312-739-0818.



REGISTRATION

Convention pre-registration in order received
as of 10/14/89

Last Name	First Name	Middle
-----	-----	-----
Thew	Jack	
Miller	R.F. "Bob"	
Miller	Leah	
Mellinger	Madeline	
Mellinger	H.	Charles
Wikner	Ivan	A.
Bradshaw	Dan	E.
Bradshaw	Myrtle	
Ascheman	Robert	E.
Bohling	Dick	
Andersen	Jim	
Brown	Herb	
Deane	Ed	
Hall	Tom	
Kennedy	Dave	
Martin	Larry	
Mason	Rick	
McCauley	Bob	
Radke	John	
Schwartz	Jim	
Stidham	Jay	
Streit	Bob	
Strosnider	Craig	
Wolf	Tim	
Yaeger	Charlie	
Richgels	Carl	E.
Davis	Mike	
Walker	Brad	
Coburn	Grady	
Coburn	Barbara	
Vierra	Marvin	
Vierra	Ginger	
Weston	Dick	
Lambert	Harold	
Groneberg	Paul	
Bucl	Loarn	
Bucl	Janet	
Stokes	Willie	E.
Vahalik	John	
Vahalik	Nancy	
Hulst	David	C.
Thompson	Roger	
Harms	David	J.
Ferguson	Judy	
Zilenziger	Al	

Last Name	First Name	Middle
-----	-----	-----
Kauffman	Marvin	D.
Kauffman	Anna	Grace
Coulon	Dwayne	
Coulon	Ann	
Edwards	Marlin	
Raun	Earle	S
Henry	Doug	
Henry	Carole	
Nabors	Raymond	A.
Allen	W.	Wayne
Allen	Gelee	
Stewart	Ellsworth	
Rushing	Kyle	E.
Rushing	Emogene	
Van Haren	Randy	
Chandler	Dewey	
Chandler	Betty	
Remick	M.	Dean
Lloyd	Edward	H.
Irwin	Roger	D.
Mcherek	Emil	A.
Rodick	P.	Jane
Hudson	William	B.
Hudson	Dayle	
Olson	Wayne	A.
Olson	Bernadette	M.
McLawhorn	Billy	
McLawhorn	Martha	
Perlick	Thomas	E.
Perlick	Debbie	
Blair	Bill	D.
Blair	Janet	R.
Bone	J.	R.
Nissen	Bill	
Nelson	Steven	D.
Nelson	Anne	
Jensen, Ph.D.	Richard	L.
Jensen, Ph.D.	Susanne	M.
Pohlman	Ken	
Johnson	Jay	D.
Gomes	Shannon	
Smith	Bill	
Glandt	Kerry	
Buchanan	Brad	
Buchanan	Kelly	
Krebsbach	Michael	L.
Meints	Vernon	W.
Otto	Mark	A.
Luchenbill	Scott	E.

REGISTRATION (cont.)

Last Name	First Name	Middle
Lauck, Ph.D.	John	E.
Lauck	Mrs.	
Taylor	Thomas	L.
Nemec	Stanley	J.
Nemec	Rachel	
Gruber	John	P.
Gruber	Sandra	
Steward	Stacy	
Kottmeyer	Mark	
Wilde	David	L.
Wilde	Laura	G.
Crane	Glenn	
Crane	Karen	
Blair	Jay	
Blair	Karen	
Kimbrough III	John	M.
Kimbrough	Debbie	
Petersen	Doug	
Total	117	

CLIENT TESTIMONIES

Why did you choose to hire a crop consultant?

[NAME] is a very dedicated man and does his work extremely well. I have the highest regard for him. None better.

[NAME] does a really professional job. I am truly pleased with his services.

So that we could get precise information on our spraying - When? How Much? What Chemical?

Cost, savings and increase in product quality. Also a need to be up on current products and uses!

To get our soil tested by someone who did not sell fertilizer or chemicals. To scout our vegetables for insects and disease and their use of levels to apply insecticides.

To allow me to spend more time on other management and to give a broader base for problem solving.

Provide us with the technical knowledge and skills we need.

[NAME] is the technically most well informed, intensely interested and involved professional agronomist I ever knew.

Reference, working with him and watching him work.



Please Join Us

At the Tropicana!

1989 NAICC OFFICERS

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

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

Ms. Madeline Mellinger
Secretary
Glades Crop Care
949 Turner Quay
Jupiter, FL 33458
407-746-3740

Mr. Harold C. Lambert
Treasurer
Lambert Ag. Consulting
P.O. Box 947, Hwy 418
Innis, LA 70747
504-492-2790

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

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

Mr. Bruce E. Nowlin
Director
Crop-Guard, Inc.
P.O. Box 238
Eakly, OK 73038
405-797-3213

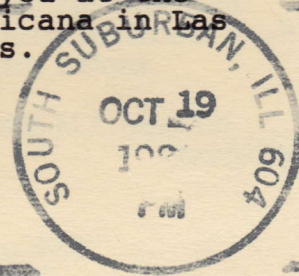
Mr. Garry W. Raymond
Exec. Vice President
NAICC
401 Liberty Drive
Bolingbrook, IL 60439
312-739-0818

NEXT ISSUE TOPICS

Minutes of Annual
Business Meeting
Convention Highlights
New Members
New Officers' Profiles
In The News
Announcements



See you at the
Tropicana in Las
Vegas.



National Alliance of
Independent Crop
Consultants



NAICC

401 Liberty Drive
Bolingbrook, IL 60439



What - The 1989 National Alliance of Independent Crop Consultants
Annual Convention

When - Monday, November 6 through Wednesday, November 8, 1989

Where - Tropicana Hotel
3801 Las Vegas Blvd. So.
Las Vegas, NV 89109
Room rates are \$60 per night
Phone reservations can be made
1-800-468-9494 Ext. 4
To get discount mention NAICC Conv.

How - Reduced airfare is available through American Airlines
40% off full day coach fare or 5% off any published fare
20% discount off second-day air freight
You or your travel agent can call 1-800-433-1790 and refer to
Star File #S04N94P to make reservations and receive the discounts

Reduced prices on car rentals can be obtained from Hertz by
calling 1-800-654-2240 and refer to CV #4606

Schedule for Arrival - Registration desk is open 1:00 - 7:00 PM
(Monday, Nov. 6) Committee Meetings 2:00 - 5:00 PM
Exhibit Set-up starting at 4:00 PM
President's Reception 7:00 - 9:00 PM

Questions - Can be directed to Garry W. Raymond at 1-312-739-0818

tear sheet

NAICC Convention Pre-Registration Form

Please complete this form and mail it as soon as possible, your
promptness will be sincerely appreciated.

Print neatly and completely as the information will be used to imprint
your permanent plastic nametag.

Name _____ Title _____

Company _____ Phone Number _____

Address _____

Others attending (Include Title, Company, Address, etc.)
Use back of sheet.

No.	Totals	Make check payable to:
_____ Member(s) at \$125 each	_____	NAICC
_____ Non Member(s) at \$150 each	_____	401 Liberty Drive
_____ Spouse(s) at \$50 each	_____	Bolingbrook, IL 60439
Amount Enclosed _____		

Deadline - Must be postmarked by 10/23/89 to get advance prices.
After deadline all registration fees are increased by \$25

RSVP

ASAP!

Others attending (Include Title, Company, Address, etc.)