



# NAICC NEWSLETTER

Vol. 3 No. 2

February 1989

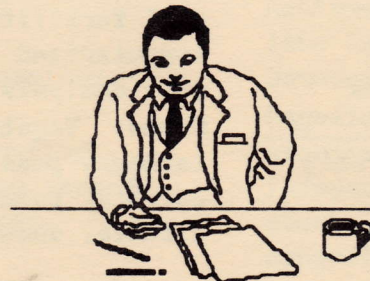
## PRESIDENT'S COMMENTS

I would like to highlight a few areas from the January board meeting. The financial management of the NAICC was discussed at length. It was decided to establish a more structured budgeting and accounting system. We will establish standard operating procedures in financial management and other key areas to allow for continuity, transitions, and to provide for continued growth of our professional organization. NAICC is no different than any other business unit; financial planning is the key to our success. We need a good, sound financial plan and resources to succeed.

A decision was made to develop a long-term strategic plan. The Steering Committee will meet in February to develop such a plan upon which our organization can look for direction.

The professionalism/certification concept was also discussed and direction was given to the committee. The committee will be actively pursuing a plan to establish and implement in 1990.

Please remember to help solicit new members. Since the convention, we have received 12 applications for membership. Remember our goal is to double membership this year.



There is much going on with NAICC in 1989. I'm excited about our progress and growth. Please share in your organization - Stay Involved.

James S. Ladlie, Ph.D.  
NAICC President

## HIGHLIGHTS OF THE BOARD MEETING

The NAICC Board of Directors met at the Showboat Hotel, Las Vegas, January 21-22, 1989. Members present included:

James Ladlie, President  
Dan Bradshaw, President Elect  
Madeline Mellinger, Secretary  
Harold Lambert, Treasurer  
David Harms, Director - Past Pres.  
Donald Jameson, Director  
Bruce Nowlin, Director  
Garry Raymond, Executive Vice Pres.

Topics of discussion follow:

46 ballots were returned out of 102 sent. The amendment passed 43 to 2 with 1 abstention and the position of the Executive Vice President was ratified 42 to 2 with 2 abstentions.

It was recommended that constitutional amendments, in the future, be presented to the members prior to the convention so that they can be discussed and voted on during the annual business meeting.

## HIGHLIGHTS (cont.)

The NAICC cash on hand balance stood at \$9334.97. The board discussed the draft budget, the importance of getting dues paid on time, and the development of a financial SOP (standard operating procedure) for the organization.

Much time was spent discussing the committees and their proposed activities. Many committees were already up and running. The board recommended that the Steering Committee meet in February to give direction to the NAICC.

## *Please Join Us*

Membership also generated much discussion. Growth since the convention has been steady and impressive, we need to continue the pattern. The quality of the program lead to a very optimistic feeling, the goal is to put together another strong program for the 1989 convention. Changes were recommended for the membership application, member processing procedures, and the directory.

A good deal of progress is being made in the area of professionalism/certification. The board and committee will continue to discuss possible linkages with other organizations like the ASA.

Educational program possibilities were presented. The board recommended surveying the membership through the monthly newsletter.

The board discussed the 1988 convention evaluation surveys and established criteria for the 1989 convention. The board was given a tour of the Showboat Hotel as a possible convention site, they will also check out the Tropicana and the Riviera.

Other topics were the nomination process, insurance, expenses, affiliations, public relations, and the marketing plan.

The next NAICC Board of Director's meeting will be held March 4-5, 1989 in Chicago.

Welcome

### WELCOME NEW MEMBERS

The following people have been approved and are new 1989 NAICC members:

**Ms. Nellie G. Call**

NGC Consulting

8015 Lewiston Rd.

Batavia, NY 14020

Office Phone: 1-716-343-7475

Home Phone: 1-716-343-7475

Membership Type: Provisional

Services Offered: Pest management,

soil fertility, crop production,

computerized crop record-keeping and cost analysis, storage management.

Crops: Vegetable and field crops,

cabbage, peas, beans, beets,

carrots, potatoes, onions, corn,

alfalfa, wheat, oats.

**NEW MEMBERS (cont.)**

**Mr. William R. Craig**  
Maxi-Yield Consultant Service, Inc.  
RR 3, Box 54K  
Carlinville, IL 62626  
Office Phone: 1-217-854-2433  
Home Phone: 1-217-854-8534  
Membership Type: Voting  
Services Offered: Fertility management, soil sampling and recommendations, crop monitoring, weed, insect, disease, and crop condition scouting, individualized production planning.  
Crops: Corn, soybeans.

**Mr. Mark A. Harrison**  
Consulting Agronomist  
517 Conlen  
Dalhart, TX 79022  
Office Phone: 1-806-249-5130  
Home Phone: 1-806-249-5130  
Membership Type: Provisional  
Services Offered: Insect, weed, disease scouting, irrigation scheduling, soil sampling and interpretations, chemical and fertilizer recommendations, variety selection, computer.  
Crops: Corn, wheat, sorghum, alfalfa, soybeans, drybeans, potatoes, sunflowers.

**Mr. Mark A. Kottmeyer**  
Central States Agronomics, Inc.  
3915 Ave. E.  
Kearney, NE 68847  
Office Phone: 1-308-234-5622  
Home Phone: 1-308-234-5622  
Membership Type: Voting  
Services Offered: Soil Sampling, fertilizer and herbicide recommendations, field scouting, irrigation scheduling, crop records, variety selection, equipment calibration.  
Crops: Corn, soybeans, milo.

**Mr. Thomas E. Perlick**  
CENTROL  
P.O. Box 64089, Station 370  
St. Paul, MN 55164  
Office Phone: 1-612-451-4352  
Home Phone: 1-612-432-4307  
Membership Type: Provisional  
Services Offered: Fertility management, monitoring, herbicide and insecticide recommendations.  
Crops: Alfalfa, corn, soybeans, sweet corn, peas, wheat.

**Mr. Marvin Vierra**  
ICM Crop Consulting  
37790 Rd. 197  
Woodlake, CA 93286  
Office Phone: 1-209-564-3910  
Home Phone: 1-209-564-2552  
Membership Type: Voting  
Services Offered: Insect pest management, crop fertility and biological insect control.  
Crops: Cotton, corn, alfalfa, cereal grains, sugar beets.

**Mr. Ray Young**  
Ray Young Insect Control  
Box 648 Wisner, LA 71378  
Office Phone: 1-318-724-6287  
Home Phone: 1-318-724-7344  
Membership Type: Voting  
Services Offered: Entomological  
Crops: Cotton, Soybeans

**IN THE NEWS**

One of our newest members, Ray Young, earned the 1988 Cotton Achievement Award. If you would like to know more about Ray read the January 1989 issue of Cotton Grower Magazine. The article does an excellent job explaining what independent crop consulting is all about. We welcome Ray aboard and congratulate him for this fine accomplishment.

## IN THE NEWS (cont.)

Also in the news this month is Daney Kepple, Great Lines, Inc. Daney wrote an article entitled "What To Do About Waste." Her article is very informative and can be found in the February 1989 issue of Agrichemical Age Magazine. In her article Daney listed the National Alliance of Independent Crop Consultants as one of the organizations which has devoted time to the issue of pesticide waste. Daney currently serves as the Chairperson of the NAICC Public Relations Committee.

## MEMBERSHIP COMMITTEE REPORT

Your organization is asking the support of each of you to seek new members from among your peer consultants this year. It is suggested that you take an application form with you to professional meetings, or mail a copy to those you have already spoken with. To assist in doing this, other guidelines are being furnished. These include a referral form to send the Executive Vice President for sending out promotional literature to anyone who you request. If you need extra copies of the enclosed application blanks they can be photo copied for that purpose.

Take the opportunity to speak at professional meetings or University sponsored meetings to also be able to promote student or academic membership. Perhaps at these meetings it's convenient to wear your NAICC membership name tag (if one was obtained from the National

meeting).

Keep in mind the availability of a useful NAICC booth display that can be ordered and made available to yourselves for promotional purposes.

This was built with the help of Dr. Raun and Dan Bradshaw, President Elect. It is built for traveling and is a self standing display. It can be sent out UPS and scheduled by any of our members. It will be used at WSU and U of I the week of 1 March by D. Jameson.

As of January 31 over a dozen applications for new membership have come in and have been approved. Crop Consultant's Alliance Building Campaign, our organization is growing--and must serve an effective role on the behalf of American agriculture, our clientele and ourselves. Will you commit to an effort on building our Profession?

What do new members receive upon acceptance besides the broad array of professional advantages to our membership? They will receive: a Presidential letter of acceptance, a certificate of membership, use of organization logo and identity, the monthly newsletter, copies of the Code of Ethics, Directory, and Constitution and By-Laws. Also a notification to the public relations committee to send a local press release out to their newspaper, and listing in other regional publications. Their first year lapel pin will be available at the annual meeting.

**F Y U**

**CROP CONSULTANTS ALLIANCE BUILDING  
CAMPAIGN**

Now as you have time in February and March, we urge you to actively promote membership. This is our active campaign period. We are also initiating several incentives to stimulate members to participate.

To indicate your acceptance to this challenge; send to our Executive Vice President by 25 February the names and addresses of 3 to 5 prospects you will contact and urge to join NAICC. Use the enclosed form.

If three new members of your prospects apply to membership you are eligible to a waiver of registration fee at the annual meeting in Las Vegas. Also, along the year, for each member who applies and is approved to your credit; a NAICC decal will be sent to you. We also plan to provide recognition at the annual meeting in other ways for those who encourage and are the initiator for five new members.

Present participants of the Alliance Building Campaign will be listed in the March Newsletter, you be one.

*The above two articles were  
submitted by the 1989 NAICC  
Membership Committee*

**THANKS!!**



**ODDS AND ENDS**

The 1989 NAICC Directory update sheets have been mailed to all members. Please return the sheets to Garry by the deadline so that the information can be delivered to the printer.

If you haven't sent your dues to Harold yet please do so right away. Only those who have paid dues will have their information printed in the directory. Any member who allows their dues to lapse will have to re-apply for membership.

A reminder that the NAICC Fiscal Year runs from January 1 through December 31.

THE PATCHES ARE IN, THE PATCHES ARE IN! The cloth patches have finally arrived and they look great. They have a brown background with the NAICC letters and logo sewn in yellow thread. The patches are available through Garry, they sell for \$4.00. Other promotional items include window decals for \$1.00 and caps for \$5.00. When ordering caps (any number) please add \$2.00 for shipping and handling.

Remember the NAICC Booth is available as well.

**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

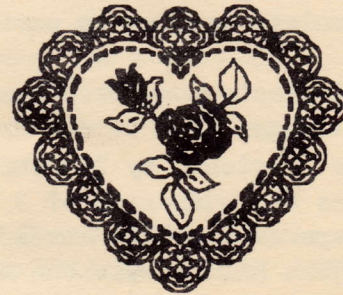
Mr. Donald L. Jameson  
Director  
Agrimanagement  
P.O. Box 583  
Yakima, WA 98907  
509-453-4851

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

**MARCH BOARD MEETING**

The NAICC Board of Directors will meet March 4-5, 1989. If you have any issues that you would like addressed by the board please let Jim know.



Have a Happy  
Valentine's  
Day!

National Alliance of  
Independent Crop  
Consultants

401 Liberty Drive  
Bolingbrook, IL 60439

