



NAICC NEWSLETTER

Vol. 3 No. 8

August 1989

PRESIDENT'S MESSAGE

Need Awareness & Pressure Points

This past year I have seen a dramatic increase in the awareness people have of the need for consultants. With the numerous changes and pressure points in crop production agriculture, people are realizing the need to rely on professional consultants. The stakes are becoming too high and access to current information is a necessity in today's agribusiness world. I see a bright future for those of us who call ourselves crop consultants to help relieve these pressure points for our customers.

National Convention

The bottom line message here is come. We, your fellow crop consultants and agribusiness companies need your support. This year's convention format and content is such that each of us will benefit tremendously. You will receive in the mail, before September 1, 1989 the program and registration information. Please fill it out and send it back on the same day you receive it. Yes, bring your spouse or friend; we have a group program lined up for them too. Thanks for your support.

James S. Ladlie, Ph.D.
NAICC President

ALABAMA CROP CONSULTANTS FORM ASSOCIATION

An organizational meeting of the newly-formed Agricultural Consultants Association of Alabama (ACAA) was held June 17 in Montgomery.

According to Paul Clark of Courtland, newly-elected president of the group, the association was formed to promote professionalism among consultants in the state and to give the membership a greater voice in the formulation of agricultural policy and governmental regulations. The organization is modeled after other state consultants' associations and the National Alliance of Independent Crop Consultants. Initially, membership is open to all licensed consultants in the state who endorse the association's code of ethics and who are independent of any organization that supplies goods to farmers. Future members must have a college degree and a minimum of five years experience as an independent crop consultant.

Submitted by,
Daney D. Kepple

NEW MEMBERS

This month we welcome two new members to the National Alliance of Independent Crop Consultants.

William B. Hudson, M.S.
Voting Member
1811 Selah-Naches Rd.
Yakima, WA 98908
Office 1-509-966-9105
Home 1-509-966-9105
Began business 1981
Services: Full-service consulting, including pest management, pruning, tree training, nutrition, irrigation, variety and site selection.
Crops: Apples, pears, cherries, peaches, plums, and prunes.

Welcome

NEW MEMBERS (Cont.)

Robyn K. Quaid, M.Ed.
Voting Member
Quaid Ag. Services
359 Dover Rd.
Tequesta, FL 33469-2909
Office 1-407-746-3740
Home 1-407-744-1282
Began business 1977
Services: Research and administrative services to agribusiness.
Crops: Vegetables, sugarcane, field crops.

AGRICULTURAL CONSULTANTS INTEGRATE OPERATIONS

Two of Colorado's most established agricultural consulting businesses will integrate consulting activities beginning in the spring of this year. Steven Acquafresca of Acquafresca and Associates and Steve and Lee West of West Consulting, Inc. have announced a merger of technical resource capabilities in west-central Colorado's diversified agricultural region.

Acquafresca and Associates has provided agricultural consulting services for the west-central Colorado horticultural and row crop industries since 1977. Steve Acquafresca is a graduate of Colorado State University degreed in both entomology and general agriculture. Acquafresca is also a commercial orchardist near Cedaredge, Colorado.

West Consulting, Inc. of Monte Vista, Colorado has conducted contract research and crop production consulting in Colorado since 1983. West Consulting, Inc. now performs research services in five western states and maintains an additional field office in the Coachella Valley of California. Steve West is a graduate of California Polytechnical College of Pomona with a degree in agronomy. Lee West also a graduate of CAL-POLY Pomona, is degreed in entomology and is a Registered Professional Entomologist with the Entomological Society of America.

The merger will result in a pooling of resource capabilities to meet the increasing technical needs of the food production system both within and outside of Colorado. West Consulting, Inc. will continue to maintain its field offices at Monte Vista, Colorado and in the Coachella Valley of California.

Two new professionals have been added to the staff for west-central Colorado operations. Andrew Kahn, a graduate of Colorado State University and the University of California at Davis with a masters degree in Plant Protection and Pest Management, will be primarily assigned to tree fruit production consulting. Ralph Frederick, a graduating senior in agronomy from Colorado State University will be assigned to field research activities.

Submitted by,
Steve Acquafresca

IN THE NEWS

The "Ask The Consultant" column in the July/August issue of Dealer Progress Magazine featured William Gilbert of Applied Agronomics, Inc. Bill did an excellent job answering the question "What causes Wheat Streak Mosaic and Russian Aphid Pressure?"

The "Consultant's Corner" column in the July, 1989 issue of Cotton Farming Magazine pointed out the importance of belonging to state organizations like the Mississippi Agricultural Consultants Association and national organizations like the National Alliance of Independent Crop Consultants.

HIGHLIGHTS - BOARD OF DIRECTOR'S CONFERENCE CALL

NAICC Board of Directors held a conference call on Sunday, July 16, 1989 at 6:00 PM Central Time. The call was very productive. Highlights follow on the next page.

CONFERENCE CALL HIGHLIGHTS

The meeting was called to order by President James S. Ladlie at 6:02 PM. Members on-line included:

James Ladlie, President
 Dan Bradshaw, President Elect
 Madeline Mellinger, Secretary
 Harold Lambert, Treasurer
 Donald Jameson, Director
 Bruce Nowlin, Director
 Garry Raymond, Executive Vice President

Treasurer's Report - Harold Lambert reported a current balance of \$6268.65.

Madeline Mellinger and Garry Raymond reported on the Florida site visit. They looked at the Hilton and Grosvenor which are both on Disney property. The Grosvenor is the recommended choice for the 1990 NAICC Convention. The dates for the convention and the contract were discussed. Much possibility for tours on Saturday and/or Sunday. Don Jameson moved to authorize Garry Raymond to sign the contract with the Grosvenor Resort, Dan Bradshaw seconded, motion passed.

Jim Ladlie reported that most of the committees have been working hard and have completed their goals. The Education Committee has set-up a joint project for the cotton conference. The Nomination Committee is also progressing. Dan Bradshaw reported on the Steering Committee and the Professionalism/Certification Committee. He emphasized a need for a joint meeting of the committees prior to the convention.

The Board then discussed the 1989 NAICC Convention. Everything is progressing according to schedule. Don Jameson moved to set the registration fees at:

\$125 pre-registration and \$150 at the door for members

\$150 pre-registration and \$175 at the door for non-members

\$50 registration for spouses

Bruce Nowlin seconded, motion

passed. Other topics included the program, speakers, security, budget, sponsors, nametags, publicity, airline discounts, new member recognition, and the President's Reception. The major thrust of the reception will be to honor and welcome new members and the theme will be regional foods.

The conference call concluded at 7:52 PM.

ALLIANCE BUILDERS UPDATE

Currently the records show that 19 NAICC members participated in the Alliance Builders Program with over 120 submitted names of prospects. As a result of their efforts we now have 17 new NAICC members. Sponsors will be honored at the convention banquet. Any member who is successful in recruiting 3 new members via this program will receive a free convention registration. So far we have two members who have accomplished this goal, they are Dan Bradshaw and Don Jameson. This might be a good time to get on the phone and "twist a few arms."

Alliance Builders 1989 Membership Drive

Sponsor	New Member's Name	State
-----	-----	-----
Bill Gilbert	Brad Walker	CO
	Mark Spaur	NB
Bill Nissen	R.F. "Bob" Miller	MN
Carl Richgels	Bob Miller	MN
Dan Bradshaw	John Ed Brothers	TX
	Mark Harrison	TX
	Mike Bishop	TX
	Wayne Allen	TX
Donald L. Jameson	Bill Hudson	WA
	Dan Thompson	WA
	Phil Small	WA
Earl R. Miller	Dave Svobodny	ND
Earle S. Raun	John Witherspoon	NE
Harold Lambert	Cecil Parker	LA
Ivan A. Wikner	Dale Flowerday	NE
	Mike Davis	MN
James Ladlie	Perry Petersen	MN
Jeff Alicandro	Bruce Bozard	NY

Footnote - Both Bill Nissen and Carl Richgels submitted Bob Miller so they both receive credit.

CONVENTION HONOREES

This year we will have several awards to present to our members. First year members will receive their NAICC Lapel Pins at the banquet and they will be the honored guests at the President's Reception.

Members who joined in 1989

LAST NAME	FIRST	STATE	TYPE
Alicandro	Alfred	NY	Voting
Allen	W.	TX	Voting
Bishop	Michael	TX	Voting
Bozard	Bruce	NY	Voting
Brothers	John	TX	Voting
Call	Nellie	NY	Provisional
Craig	William	IL	Voting
Czymnek	Karl	NY	Voting
Davis	Mike	MN	Affiliate
Edwards	Marlin	IA	Affiliate
Flowerday	A.	NE	Affiliate
Harrison	Mark	TX	Provisional
Hudson	William	WA	Voting
Hutter	Michael	ND	Voting
Janzen	Kie	IN	Affiliate
Kauffman	Marvin	OR	Voting
Kottmeyer	Mark	NE	Voting
McLawnhorn, Jr.	William	NC	Voting
Miller	Robert	MN	Voting
Parker	Cecil	LA	Voting
Perlick	Thomas	MN	Provisional
Petersen	Douglas	KS	Voting
Petersen	Ferry	MN	Voting
Quaid	Robyn	FL	Voting
Small	Philip	WA	Voting
Spaur	Mark	NE	Voting
Svobodny	David	ND	Voting
Tarter, Jr.	Bill	IL	Voting
Thompson	Dan	WA	Voting
Vierra	Marvin	CA	Voting
Walker	Bradley	CO	Voting
Welker	Scott	IL	Affiliate
Willis	David	MN	Voting
Witherspoon	John	NE	Voting
Young	Ray	LA	Voting

Sustaining members will receive an insert for their plaque. New sustaining members will be presented their plaques at the banquet.

New Sustaining Members for 1989

BUSINESS NAME	CONTACT	FIRST NAME
Agri Finance Magazine	Henderson	Lynn
Ciba-Geigy Corporation	Hartzfeld	Earl
Elanco Products Company	Chandler	James
Griffin Agricultural Chemicals Group	Bone	J.
Gustafson	Rushing	Kyle
Neogen Corporation	MacDonald	Leo

We will also honor our five and ten year members at the banquet with their pins.

Five Year Members (Since 1985)

LAST NAME	FIRST	STATE	TYPE
Carter	Roger	LA	Voting
Chancy	Henry	NC	Voting
Coppedge	James	TX	Affiliate
Ganyard, Jr.	Milton	NC	Voting
Hutchins, Jr.	Lee	TX	Voting
Kepple	Daney	TN	Affiliate
Moherok	Emil	FL	Voting
Spitko	Roberta	MA	Voting
West	Lee	CO	Voting
Wildman	Richard	NY	Voting

Ten Year Members (Since 1980)

LAST NAME	FIRST	STATE	TYPE
Akin	James	TX	Voting
Ascherman	Robert	IA	Voting
Baldock	Jon	WI	Voting
Buchanan	Brad	IA	Voting
Gronenberg	Paul	MN	Voting
Harms	David	IL	Voting
Singh	B.	NE	Voting
Traynor	Joe	CA	Voting
Zoller	Broc	CA	Voting

Please give Garry Raymond a call at 312-739-0818 if you are missing from a list or you notice a mistake.



Announcing

MORE CONVENTION INFORMATION

Enclosed is a convention pre-registration form, please complete it and drop it in the mail today. The board of directors have contracted with American Airlines and Hertz Car Rental, take advantage of the discounts offered. The costs for the convention have been kept to a minimum thanks to our friends in business and industry. We are fortunate to have the following companies agree to help defray expenses via sponsorships:

American Cyanamid
BASF Wyandotte
DeKalb-Pfizer Genetics
Dow Chemical
E. I. duPont de Nemours
FMC Corporation
Griffen Chemical
ICI Americas
IMC Fertilizer
Pennwalt
Pioneer Hybrid International
Rhône Poulenc Ag Company

There are several other companies considering sponsorship for the convention. We will update the list in the next newsletter.

The following companies have submitted exhibitor registration forms:

BASF Corporation
DOW Chemical Company
E. I. duPont de Nemours and Company
ICI Americas, Inc.
MOBAY Corporation
Neogen Corporation

We anticipate many more exhibitors to register in the next month. It is very important that we fill our exhibitor quota to insure a balanced convention budget. If you would like to exhibit or know someone who should give John Gruber, Exhibits Chairperson a call at 614-495-5356 today.

THANKS!

CHEMOPHOBIA - AN ENVIRONMENTAL PROBLEM?

By Earle S. Raun, Ph.D.
Registered Entomologist

The previous issue of Environmental Perspectives factually reported on traces of chemicals found in drinking water. The article was factual, but what was missing was an interpretation of what the facts meant. Most of us are not sufficiently expert in residue chemistry, toxicology, hydrology, geology, soil chemistry, pharmacology, etc, to know whether a one part per billion atrazine level in the water we drink is or is not, a hazard.

News media reports scare the socks off of us, particularly in areas in which we are not expert. The fact that Merle Strep made headlines with the Alar apple story scared most of us to the point we didn't ask ourselves, "When did Merle Strep get a degree in toxicology?" (And Willie Nelson is a biochemist, isn't he?)

Headline seekers abound. Well-intentioned but uninformed, partially informed or well-informed persons in other topics, suddenly are quoted in headlines about the dangers of one or another chemical.

The environmental problem may very well be chemophobia! It gets in the way of logical, rational decision-making. Paraphrasing President Franklin Roosevelt, "All we have to fear is chemophobia itself." And why? Regulating bodies are motivated by the majority of those constituents. If the majority of those constituents who make their concerns known are chemophobic, then that's the kind of regulation that will be made. A scientist in one discipline can be chemophobic about disciplines of which he/she has no training.

The Environmental Protection Agency (EPA) sets regulations involving chemical pesticides.

Earle S. Raun (Cont.)

(It doesn't have any responsibility for fertilizers or other agricultural chemicals.) It uses scientific data, supplied by chemical companies and EPA's own laboratories, to determine whether a chemical can be labeled for sale to use on a crop. Involving millions of dollars of research, a decision may be reached that the product can't be sold because of an environmental problem.

But in all of this decision-making, EPA tries to balance risk against return, called "Risk Assessment." If the health and/or dollar benefits balance properly, the EPA may grant a label. Consideration will have been given to a myriad of scientific reports, public health, political and economic voices. As a governmental agency, EPA has no friends. Their decisions are too frequently unpopular with every side.

And every chemophobic outbreak causes EPA to detour from its important regulatory function to put out the latest fires. Apple and grape problems are good examples.

IPM, an acronym most frequently applied to Integrated Pest Management, is in trouble from the chemophobia sweeping the country. Simply put, IPM attempts to produce crops with the minimum of pesticide use. It utilizes scientifically and observationally derived knowledge about pest biology, the relation of a pest(s) to a crop at various growth stages, natural enemies of the pest, and field monitoring to achieve that end. But occasionally a pesticide must be used.

If a pesticide must be used on a crop under an IPM program, the choice of chemical becomes critical. The IPM practitioner wants to prescribe a pesticide which will adequately reduce the pest numbers without undue damage to the natural enemies of pests and other elements of the environment.

Those natural enemies could help prevent a different pest from becoming severe. If the IPM practitioner's choices of pesticides become too limited by chemophobia, the goals of IPM would not be achieved.

It is also laughable how regulatory agencies can be achieving some of the goals of the populace, while hindering those of other agencies. Take for example the roles of the Soil Conservation Service (SCS), the Fish and Wildlife Service (FWS), and the EPA. For years the SCS has been striving to eliminate soil erosion by wind and water. Blow-outs in Nebraska's sandhills are wind-caused.

The FWS and EPA are required by law to protect Endangered Species. One plant on the endangered species list, the "blow-out penstemon" grows only in blow-outs. The success of SCS in reducing blow-outs put the penstemon on the list. But because of that, herbicides used for noxious weed control in the sandhill grasslands may well be made unavailable for the task.

We are an odd society. We protect our right to bear arms, and to kill ourselves with cars, but have become chemophobic, even though we have the safest, cheapest food in the world. What a nation of paradoxes! Are you chemophobic? Read Analytically!! Check your sources!!

The above editorial appeared in the June 1989 issue of Environmental Perspectives (Vol. 6, No. 2).

SURVEY

Enclosed is a survey form which needs to be completed and dropped in the mail to Ivan Wikner. The information is needed for the Research Coordination Committee. We thank you for your cooperation in returning surveys.

OFFICE OF THE MAYOR

RON LURIE



July 25, 1989

Mr. Garry Raymond
Executive Vice President
National Alliance Independent Crop Consultants
401 Liberty Drive
Bolingbrook, IL 60439

Dear Mr. Raymond:

On behalf of the City of Las Vegas, I am delighted to welcome the National Alliance Independent Crop Consultants to Las Vegas.

Our city is truly one of the most exciting in the world and we look forward to sharing it with you and your members. As you spend the next few days discussing issues that are vital to your organization, we hope you will have time to experience all Las Vegas has to offer.

Again, a cordial welcome to you and your members.

Sincerely,

Ron Lurie

RL:bcg

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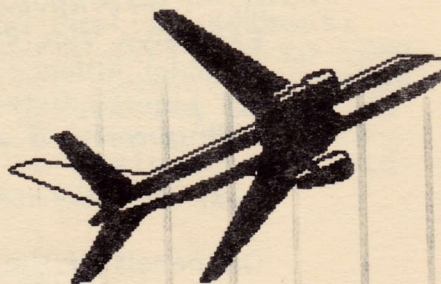
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Come to the 1989
NAICC Convention

National Alliance of
Independent Crop
Consultants



401 Liberty Drive
Bolingbrook, IL 60439

