



NAICC NEWS

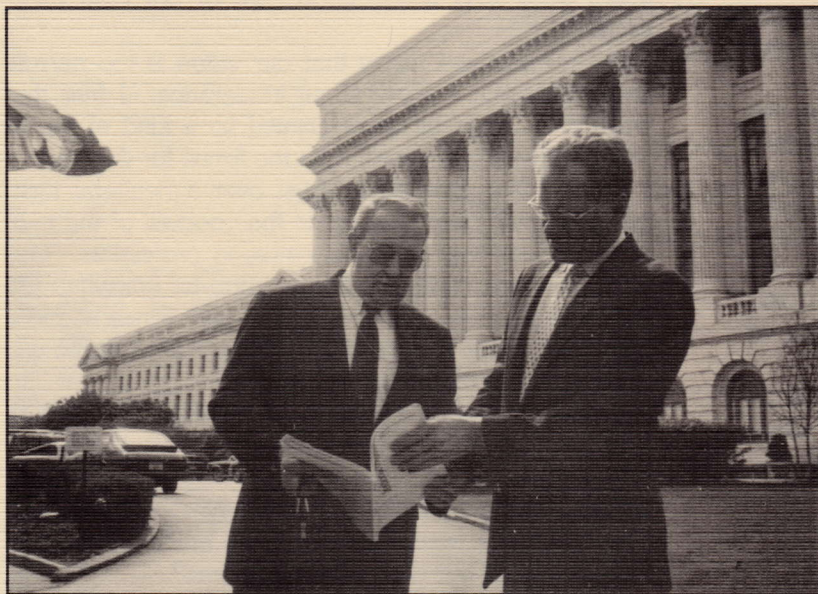
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USDA Releases Another Program Requiring Farm Management Plans



NAICC Executive Vice President Paul Weller meets with USDA Deputy Assistant Secretary Gary Madson to discuss ASCS proposed regulations.

The White House Office of Management and Budget (OMB) approved a USDA proposal on April 15, that calls for detailed Integrated Farm Management plans to be prepared by participating farmers. The latest IFM program is the last major step in implementing the 1990 Farm Bill for resource-conserving cropping practices, and will be in effect through the 1995 crop year.

ASCS officials released the final program rule on April 19, covering wheat, feed grains, upland cotton, and rice. Program manager **Thomas von Garlem** sent three options to OMB in late March for review and approval. The final program was little changed from the proposal published in the February 26 *FEDERAL REGISTER*.

Under the new program, participating farmers are required to develop integrated, multi-year, site-specific farm management plans that will conserve natural resources. Approved practices include crop rotation, erosion control, water management, and improvement of water quality. ASCS estimates that between 3,000,000 and 5,000,000 acres will be enrolled during the five

covered crop years.

NAICC anticipated the major role that IFM cropping programs would play in USDA's latest initiative, and filed four pages of comments on March 13. "We hope that local SCS and Extension Service personnel will, on behalf of farmers and the goals we all share, take full advantage of the knowledge of private consultants in all facets of program design, administration, and on-farm implementation," NAICC Executive Vice-President **Paul Weller** wrote. "We believe the proposed rule is deficient in not addressing explicitly, and indeed encouraging, an active role for private consultants."

NAICC's filing on the proposed regulations added specific language to authorize farmers to utilize "qualified independent crop consultants" in developing the IFM plans. The original ASCS version did not specifically recognize independent crop consultants; rather, it directed USDA's Soil Conservation Service to provide technical assistance, and the Extension Service to "coor-

ordinate the related information and education program concerning implementation of IFM."

In its final approved version, ASCS elected not to add the specific references to private crop consultants. Indeed, it made no significant changes from the proposal. Indications are that ASCS and OMB elected to stick with the status quo in the interest of both time and possible controversy with non-independent consultants.

But both SCS and Extension Service officials confide privately that their respective agencies do not have the resources to develop the detailed IFM plans, if farmers turn that direction. "The private sector will have to help us," a high USDA official told NAICC representatives.

Farmers turning to private crop consultants for development of their IFM plans will have to take funds from general program payments. There is no extra appropriation for the IFM plans. "Best bet for NAICC members is to visit their local county ASCS offices for details," Weller advises. "There is business opportunity here, but we're not sure how much."

PRESIDENT'S MESSAGE

A Path Through the Fog

Madeline Mellinger, NAICC President

I'm sure south Florida is not the only area around the country in which producers and consultants are facing more than their fair share of new pests, lousy weather, and all-around difficult times. My mother used to say tough times build character. I just wish you could sell the surplus!

Individually, many farmers remain vulnerable, but collectively U.S. agriculture is as strong as ever. Our nation needs American agriculture for the same reason we are needed by a growing number of people around the world.

Despite our day to day challenges and hassles, we must never forget that over 500 million people are chronically malnourished. The shadow of famine can now be seen creeping across the land in all four corners of the earth.

By the year 2000 we'll have to produce 50 to 60 percent more food each year than we did in 1980, according to the Food and Agriculture Organization of the United Nations. Sobering thoughts indeed.

In the past few weeks your President has felt a bit on the proverbial firing line. The heavy artillery flying about is from fertilizer dealer associations angry over the USDA's SP-53 policy. Long-standing big "I" for NAICC independence tensions continue to light up the night, and the public-private sector role in promoting IPM is still a lively topic in many quarters, and still may be a bomb waiting to go off.

You know, it's hard sometimes to see the overriding purpose in the issues on which we chose to make a stand. Recently I've wondered why there is so much strain and tension now within agriculture. I know that we are under attack from some quarters and that differences of opinion exist about the best strategy to respond. But so much more unites us than divides us.

Take for example the critical role the U.S. must play if global food security needs are to be met. As the nation blessed with planet Earth's largest endowment of rich productive soils coupled with favorable weather patterns and ample water, we bear a unique responsibility as providers to the world community.

I wonder whether and how American agriculture will be able to play a greater role in meeting global food security goals when so many farmers and agricultural institutions themselves feel close to the edge, threatened by economic forces, the weather, pest problems, policies, and public attitudes.

Two consultants – or farmers – are likely to react in different ways given a particular challenge in the field. A key lesson from our experience as NAICC members is that learning from each other enriches all. Doesn't

diversity in the world of ideas and organizations make sense just as it does in nature?

Our organization – its goals and membership – reflects an evolutionary experiment. The last several months have been a real eye-opener. Perhaps in this competitive, dog-eat-dog world, plagued by shrinking profit margins and limited public resources, unity is too much to ask for. But surely the agricultural community is not ready to shun individuals or organizations because they have new ideas and are committed to act upon them.

I hope in the years ahead NAICC will become one of the several constructive voices speaking out clearly about the critical role technology and professional services must play in helping American farmers fill the global cupboard while also taking good care of our own backyards.

But sometimes I worry that our vision is too narrow and parochial. I worry about intolerance. I fear that intolerance could be accompanied by a kind of fog in which we may collectively miss the forest for the trees.

I worry that growing mistrust over agricultural technologies could over time erode the goodwill of the public toward farming as a science-based profession. This would be tragic since we are entering an era when the global public – of which we are a part – needs, more than ever, more science and professionalism in the day to day practice of agriculture.

I wonder how much the agricultural sector will have to invest in the 1990s groping for a way out of this fog. Will we have the time and resources needed to deal with tensions within agriculture's family while also answering new challenges bound to arise from environmentalists, not to mention our clients and neighbors?

And then, will American agriculture still have the strength to make its presence felt in the four corners of the world where the shadow of hunger threatens to extend even farther across the land? I certainly hope so.

As our daily challenges unfold, it is important to think from time to time about the noble mission American agriculture has embarked upon. It gives one a different perspective on things and can help us all find a safe path through the fog and tensions of the day.

NAICC Officials Meet in Interest of Unity

NAICC President **Madeline Mellinger** and Executive Vice-President **Paul Weller** stressed industry unity and cooperation in recent meetings in Washington, D.C. Goal of the sessions was to communicate NAICC's role as mediator in recent sharp rhetoric between government and product sales consultants.

An hour-long meeting with **Ford West** and **Ron Phillips** of The Fertilizer Institute brought a promise of co-

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NAICC BUSINESS NOTES

NAICC Represented at USDA/ES Agriculture Futuring Forum

NAICC members were represented at an agriculture Futuring Panel and Forum in Washington, D.C. on April 23-24. President-Elect **Bill Blair** attended the 2-day USDA Extension Service forum on behalf of NAICC. Representatives of 37 organizations, 10 Futuring panel members, and 17 state and federal Extension Service personnel participated in identifying trends and issues facing American agriculture (in the broadest sense) that non-formal education needs to be prepared to address.

Some 20 trends and issues were identified including recruitment, retention and training of personnel, competition for resources (water, etc.) need for more program planning at the county or community level, environmental concerns, animal rights concerns, fair trade, waste management, energy, and food safety. Discussion focused on how to build alliances between the Extension Service and industry to work together on these issues.

All those in attendance now know more about what independent crop consultants do, what they represent in terms of educations and experience, and where they operate because of NAICC's representation at the forum.

Notebook Comments Needed

NAICC has been providing a material-filled three-ring notebook to members at its Annual Meetings. The binder traditionally contains copies of reports, speakers' biographies, and in some cases a copy of presentations made at the meeting sessions. There have been concerns over the cost and long-term value of the notebooks, especially with shipping up to 25 cases of the bulky binders to NAICC Annual Meetings.

Now the NAICC program committee is evaluating the notebooks in a traditional cost-benefit analysis. Member feed-back is welcome and needed.

Should NAICC retain the large notebook? Should the material continue to be made available, but in a different format? Would a printed proceedings following the Annual Meeting better serve NAICC members? What are your suggestions?

Please use the enclosed reply card for your comments. NAICC headquarters will turn them over to the program committee for use with the 1991 Annual Meeting this fall in Kansas City.

State Association Contacts Needed

The author of the 1991 *Pesticide Litigation Manual* is looking for the name, address and telephone number of the key contact person for each state association of independent crop consultants. This contact person will be listed in the new edition of the industry manual, due off the presses this coming November.

The index will also list other key agricultural leaders, who might provide expert and technical information for use in litigation.

NAICC members are asked to provide the current contact person of their respective state associations to:

Dr. George W. Ware
College of Agriculture
University of Arizona
Tucson, Arizona 85721
Telephone: 602/621-3859

Time to Take NAICC Field Photos

NAICC's Public Relations Committee is reminding members that "It's time to take those award-winning field photos!" **Dwight Lincoln** and his committee members will be cataloguing the photos for both the annual NAICC Photo Contest and the increasingly popular photo morgue at NAICC headquarters.

"There has been lots of interest this year from publications that need good action shots of crop consultants at work in the field," says NAICC Executive Vice-President **Paul Weller**. "We're sending more and more out for their use – and a NAICC credit line."

Committee member **Maggie Alms** has talked with several editors, who indicate a preference for 35mm color slides. "Either color slides or photos will do," she says.

The 1991 NAICC Photo Awards contest will be officially announced prior to the 1991 Annual Meeting in Kansas City this coming November. But *now* is the time to take the photos!

Unity

Continued from page 2

operation. "We don't want to dominate, only to be included in government and industry programs," Phillips pointed out. NAICC had argued successfully to include product sales consultants in the new REAP program. NAICC's representatives also met with Extension Service Deputy Administrator **A. J. Dye** to review closer field working relationships. "It's much smoother," Dye agreed.

COMMITTEE NEWS

Convention Planning Started

NAICC Convention Committee chairman **Bill Blair** and Executive Vice President **Paul Weller** met in Washington, D.C. on April 24 to begin planning for the 1991 annual meeting in Kansas City, Missouri, to be held November 10-13.

Plans include the usual combination of business sessions, lecture programs, committee meetings, and social events. A special meeting for contract researchers has also been scheduled.

The Convention Program Subcommittee has had a change in leadership. **Dr. Robert Ascheman**, Ascheman Associates Consulting, Des Moines, Iowa, will assume the chairman's duties from **Harold Lambert**.

And Convention Exhibits Subcommittee chairman **Rich Wildman** has begun work on contacting potential exhibitors for the 1991 Annual Meeting. Plans are to hold the largest exhibition of new technology NAICC has ever put together under one roof.

Report from Ethics Committee

The NAICC Ethics Committee has set three main goals for the 1991 program year. These are:

- 1) To elevate our sensitivity to ethical choices we must make professionally and personally via periodic newsletter columns.
- 2) Review our own NAICC Code of Ethics.
- 3) Participate to bring you a program activity and speaker on the topic of ethics for the annual convention.

NAICC has maintained a code of ethics since 1984. This is sent to all new applicants, and adherence to the principles is expected. What are ethics - that we always talk about? Webster describes the noun *ethics* as 1: the discipline dealing with what is good and bad with moral duty and obligation. 2a: a set of moral principles or values, 2b: a theory or system of moral values, 2c: the principles of conduct governing an individual or a group.

The Ethics Committee invites members to submit case studies of ethical dilemmas they have experienced in crop consulting or in other areas of agri-business. We can all benefit from the open discussion of ethical dilemmas we face in our profession. An example of such a case study appeared in the April issue of *NAICC News*.

Submit case studies to: **Don Jameson**, NAICC Ethics Committee Chairman, c/o Agrimanagement, Inc., 1001 S. 3rd Street, Yakima, Washington 98907.

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Newsletter Committee Hard at Work

Newsletter Committee chairman **Randy Van Haren** reports that the newsletter committee has been hard at work reviewing each monthly edition of the newsletter for editorial content before it goes to press. The committee has established a draft for the newsletter editorial guidelines which sets standards for the circulation size, length and format, content and balance, as well as suggestions for the types of articles appropriate for the newsletter.

Newsletter reporters have been contacted in 30 states to provide news for their region. State consulting groups have also been asked to provide information about upcoming meetings, activities, and programs.

NAICC members are encouraged to submit feature stories, editorials, case studies, and "Members in the News" items to Newsletter Committee care of:

Randy Van Haren
Pest Pros, Inc.
P.O. Box 188
Plainfield, Wisconsin 54966.

ABC Program On a Roll

NAICC Membership Committee chairman **Bruce Nowlin** reports that NAICC headquarters has begun receiving Alliance Building Campaign forms from members across the country. The forms, sent out with the April issue of *NAICC NEWS*, provide an opportunity for NAICC members to refer prospective crop consultants to NAICC headquarters. Headquarters then sends out a letter of invitation to join NAICC. Any member who is successful in recruiting three new members before the 1991 Annual Meeting will receive a complimentary registration to the meeting. Forms will be accepted until June 15, 1991. An additional Alliance Building Campaign form has been included with this issue for your use.

If you can supply labels for your state consultant organization, NAICC will be happy to send a letter to the members of your organization with more information on NAICC. The letter can be co-signed by NAICC President **Madeline Mellinger** and your state association officials. Such a letter has already been sent to members of the Louisiana Agricultural Consultants Association.

Regional committee members have been busy processing membership applications to verify the credentials of applicants, but are willing to handle more. Your help is needed to build the Alliance.

MEMBERS IN THE NEWS

That's NAICC member **Dale Stukenholtz**, Stukenholtz Laboratory & Consulting, Inc., Twin Falls, Idaho on the cover of the April Issue of *Potato Country Magazine*. Dale and NAICC Newsletter Committee chairman **Randy Van Haren** of Pest Pros, Inc, Plainfield, Wisconsin, are featured in an article entitled, "Ag Consultants Play Key Role." Van Haren points out that private consultants are in a unique position to transfer research information to the farm. Stukenholtz puts it this way, "Many potato growers cannot find the time and do not have the educational backgrounds to become knowledgeable in the various important areas affecting profits." The article concludes that: "Going it alone, without help from specialists, may be more costly than you realize."

Dr. Charles Benbrook has been keeping busy this month. Benbrook authored both an article on "Food Safety in the '90s" for the March issue of *The Grower*, and a guest editorial on "Saving Water Without Crop Buy-Outs" for *California Farmer Magazine*. He is also featured in an article on sustainable agriculture in IMC's *Across the Table* publication. *The Grower* asked Benbrook to analyze the food safety issue and predict where it is going in the next few years. Benbrook foresees more conflict ahead but offers hope for what can be done. "The food industry should get solidly behind farmer and scientist efforts to develop biologically based integrated pest management systems," Benbrook says. "Science, dedicated farmers, and a capacity to innovate. That's the surest way to turn the tables around."

NAICC Outreach Committee chairman **Pat Weddle** discusses "Consulting in the Low-Input Ag Age" in the March issue of *Agrichemical Age*. In the article, Weddle points out the disturbing irony in consequences of the environmental movement. "The net effect," concludes Weddle, "is that although we've got the technology out there, we've not been able to use it to the end of continuing to reduce chemical inputs."

Last month's *CPM/The American Farmer Magazine* featured three NAICC members' "unique solutions to specific problems." **Beck Johnson** of Crop Guard, Inc. in Eakly, Oklahoma tackled the increased incidence of wheat streak mosaic virus in recent years in west-central Oklahoma. Johnson explains that the disease is transmitted from volunteer fields where wheat isn't adequately controlled to new plantings by the wheat curl mite. "Once you've got wheat streak mosaic, you've got it," he says. "The only solution then is to plow or disk volunteer wheat under two weeks before sowing."

Charles E. Denver of Denver Crop Consulting and Research in Pickens, Arkansas discusses the variety of new products available to mid-south rice growers. "Rice growers are fortunate to have a number of new materials available," he says in the article. "Our challenge is to use these products in an environmentally-sound, economic system."

John Kimbrough, III of Pro-Tech-Ag in Lexington, Mississippi discusses why "Cotton management in the rainbelt can be a hair-pulling experience." He stresses contingency plans to cope with the unexpected. "We prefer the integrated approach to management, and like to utilize control measures that offer optimal flexibility."

NAICC member **Ray Young** of Ray Young Insect Control, Wisner, Louisiana, was seen on the nationally syndicated Ag Day TV program April 9th. Young was one of the featured speakers at a conference on minimum tillage held in Greenville, Mississippi. He was interviewed about his thoughts, experiences and recommendations for other farmers and consultants interested in minimum tillage. According to NAICC past president **Dan Bradshaw**, Ray was introduced as being a farmer and consultant and represented the profession well.

The April issue of *Agri Finance Magazine* offers a crop consulting briefing on "How to Nurture a Growing Business" penned by NAICC member **Dick Jensen** of Jensen Agricultural Consultants, Washington, Louisiana. Jensen offers tips on avoiding common pitfalls in pricing agricultural consulting services. "Fees should set according to total costs plus desired management fee and profit level," suggests Jensen. "Determine a projected fee per hour, then translate this into a fee per acre if applicable. A typical break even price is \$65 to \$100 per hour."

The same issue of *Agri Finance* covered NAICC's work in reporting of conflict and cooperation with the Extension Service. In fact, NAICC has received extensive coverage on the pages of recent agricultural publications. The April issue of *Ag Consultant Magazine* features a special "NAICC Bulletin" which was prepared by editor **Judy Ferguson** and sponsored by Abbott Laboratories. The center-spread pull-out features articles by members **Dan Bradshaw** and **L. Reed Green**, a President's Message from NAICC president **Madeline Mellinger**, and an update on the NAICC Foundation from Executive Vice President **Paul Weller**. The special section was designed to communicate NAICC's programs and services to the far-reaching subscribership of the magazine.

The Sandoz poll of NAICC members was highlighted in the February issue of *Florida Grower and Rancher Magazine*. The article, "Crop Consultants Recommend Speedier Pesticide Registration," stresses NAICC members' concern for expediting the registration of environmentally sound products, expanding certification and licensing requirements and enforcing penalties for pesticide misuse. It also mentions that "98 percent [of NAICC respondents] said their business is dependent on maintaining the highest ethical standards."

Paul Kiefer's talk before the NAICC 1990 Annual Meeting was written up in the same issue of *Florida Grower and Rancher*. Kiefer is the Monsanto Company's manager of technology licensing and commercialization who addressed NAICC members in Orlando last November.

STATE NEWS

Alabama Consultants Discuss Licensing Program

The Alabama Agricultural Consultants Association held their 3rd annual meeting on April 5-6, 1991 in Montgomery Alabama. The newly elected president of the association is NAICC member **Dwight Lincoln** of Lincoln Consulting Services, Inc. Filling out the 1991 officer team are **Richard Davis**, Vice President, and **Dwayne Reed**, Secretary/Treasurer.



From left to right: Dwight Lincoln, Richard Davis, and Dwayne Reed

The group met with **Dr. John Block**, of the Alabama Department of Agriculture, to develop a testing and licensing program for Alabama consultants and has asked other states for information on their testing and licensing programs. Also on the agenda were new computer programs and an update on the expansion of the boll weevil eradication program into Alabama.

LACA Co-Sponsors Pest Management Workshop

The Louisiana Agricultural Consultants' Association (LACA) held their annual spring meeting in February in conjunction with the Pest Management Consultants' Workshop which it sponsors. NAICC member and LACA Secretary/Treasurer **Calvin Viator** reports that 180 people attended the workshop, including 40 of the 54 Full Voting members of LACA.

Program highlights included an address by NAICC president **Madeline Mellinger** on the topic, "Private Consulting: Opportunities and Constraints." Topics on cotton insect management, cotton seasonal uptake of nitrogen, tillage systems for cotton, soybean insect research and spray drift reduction were also presented. Of special interest was a panel discussion on pesticide

drift which included an aerial applicator, a representative from the Louisiana Attorney General's office, and a representative of the Louisiana Department of Agriculture.

LACA elected new officers and board members at the meeting. Serving on the 1991 team are: **Cecil Parker**, President; **Jesse Young**, President-Elect; **Dr. Fred Collin**; Immediate Past President; **Dr. Calvin Viator**, Secretary/Treasurer; and Board Members **Bruce Allemand**, **James Clower**, and **Jack McDaniel**.

LACA has grown from 15 Full members in 1974 to 54 Full members in 1991 and has been actively involved in drafting the current certification system now in place in Louisiana.

Colorado Disparagement Bill Vetoed

The Governor of Colorado, **Roy Romer**, vetoed the "Disparagement of Perishable Food Products Act" that had passed the Colorado House and Senate earlier this year. The bill, introduced by freshman state representative and former crop consultant and NAICC member **Steve Acquafresca**, would allow growers to sue for triple damages in cases where there has been "dissemination to the public in any manner of false information...on the safety of any perishable agricultural food product..."

"Having this statute on the books would encourage food safety critics to get their facts straight," said Acquafresca after introducing the bill.

The Colorado governor vetoed the bill on the grounds that it could inhibit free speech. "I think there already are laws on the books that would allow civil suits for slander of this type," he said.

Acquafresca developed the bill in response to an attack on the apple industry two years ago. In that case, a consumer group claimed that the chemical Alar, sprayed on apples to improve appearance and increase shelf life, would raise the risk of cancer in children. The unfounded claims cost the apple industry hundreds of millions of dollars in lost revenues. Uniroyal Chemical Company, the maker of Alar, voluntarily pulled the product from the market.

A *Washington Post* editorial appearing on March 22, 1991 poked fun at the issue saying "Perhaps Colorado's legislation has the potential for leading the country into new fields of comestible-right litigation: *Broccoli v. Bingham*, *Zucchini v. Doe*, *Shad v. Roe* and even a landmark case originating in juvenile court to settle the question of whether simulating retching in the presence of a particular dish constitutes vegetable slander (*Asparagus v. Chuckie*)."

Although Acquafresca's bill did not make it into law, it spurred a healthy debate across the country on the issue of the liability of celebrities, consumer activist groups, and others who speak out in the media on food safety issues.

Supreme Court Hears Pesticide Authority Case

The case of *Wisconsin vs. Mortier* may not be well-known outside of Casey, Wisconsin, but the implications for all of agriculture are far-reaching. The heart of the matter is whether local governments have the authority to regulate pesticide usage within their boundaries.

When the town board of Casey, a small, northwestern Wisconsin community, passed an ordinance in 1985 requiring permits for certain pesticide applications, they were concerned about the possible link between area cancer cases and aerial pesticide spraying. At the time, no one could have anticipated that it would end up in a six-year legal battle that would eventually be heard by the Supreme Court.

It seems that a local Christmas tree farmer applied for one of the permits for aerial pesticide application, was turned down, and sued the town of Casey. The circuit court and Wisconsin Supreme Court ruled that the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA) pre-empts local pesticide authority.

The case hinges on the intent of Congress when FIFRA was originally passed in 1975. While several committees passed conflicting versions, the final language in FIFRA did not specify whether the regulatory authority given to states was also extended to localities.

The Supreme Court heard arguments on the case on April 24. The Wisconsin public intervenor representing the town of Casey contends that the ordinance does not overlap FIFRA because it allows the town to prevent spraying "under reasonable conditions" such as high winds.

Mortier's attorney said FIFRA clearly defines "states" and "political subdivisions." "It is only in subservient cooperative roles that local governments could have authority," he said.

If the Court rules in favor of the town of Casey, it could prompt a flood of new local regulations, especially in areas where consumer and environmentalist activist groups are prominent. *NAICC NEWS* will stay tuned to developments on this important case for all of agriculture.

Californian May Be USDA's First Woman Deputy Secretary

Word from USDA Secretary **Edward Madigan's** office is that he will soon nominate **Ann Veneman**, Deputy UnderSecretary for International Affairs and Commodity Programs, as the Department's Number Two official.

She would replace **Jack Parnell**, who resigned just five days after Madigan assumed office in March.

California's agricultural community has traditionally demanded their "person" in either the Deputy Secretary or Assistant Secretary for Marketing and Inspection Services' positions. It was widely thought that current Assistant Secretary **Jo Ann R. Smith** would move up to the Deputy slot, with a Californian brought in from the state to replace her. But Madigan privately expressed an interest in beefing up USDA's international marketing visibility with the departure of foreign trade expert **Clayton Yeutter**, and chose his Deputy from among noted ag trade specialists.

Ms. Veneman was a partner in a Sacramento law firm with strong ties to the politically powerful California agricultural community. She is the daughter of the late **Jack Veneman**, a favorite of California ag leaders and a former high official in the Nixon Administration. She is expected to receive Senate confirmation with little opposition.

Madigan Comments on North American Free Trade Agreement

Secretary of Agriculture **Edward Madigan** testified before the House Committee on Agriculture on April 24, 1991 on the proposed North American Free Trade Agreement (FTA). Here are some excerpts from his comments:

"After Japan, Canada, and South Korea, Mexico was the fourth largest single-country market for U.S. agricultural products last year. Mexico's accession into the GATT and the reforms instituted by President Salinas have contributed to recent growth in U.S. agricultural exports. But even though trade between the two countries has grown sharply in the past decade, significant trade barriers still exist.

"The nature of U.S.-Mexico agricultural two-way trade has been largely complementary. The main U.S. farm exports to Mexico are feed grains, oilseeds, live animals, meat, and dairy products. Mexico, in turn, supplies the United States with tropical products and specialty crops.

"With regard to agriculture, we would seek the maximum possible liberalization in the flow of agricultural products between our nations. However, an FTA would not provide for the immediate elimination of tariffs and trade restraints on all products. Reductions on particularly sensitive items would be phased in over time. At the same time, we would require provisions in any agreement, to help safeguard producers from sudden import surges. We also would require appropriate measures to protect the integrity of the U.S. animal, plant, and food safety system. The integrity of the U.S. animal, plant, and food safety system will not be compromised in any agreement negotiated."

NEW MEMBERS

VOTING

Jimmy Barger, B.S. (Ag. Economics)

Barger Farms Ag-Vice Services

2905 Willow Creek Drive

El Campo, TX 77432

Office: 409/543-0511 Home: 409/543-7412

Services: Soil samples, sales of crops.

R. Winston Earnheart, Ph.D. (Biology)

R. Winston Earnheart Agricultural Consulting Service

P.O. Box 883

Tunica, MS 38676

Office: 601/363-3150 Home: 601/363-3150

Services: insect, disease, and weed control recommendations; fertilizer, growth hormone, and defoliation recommendations; irrigation and equipment recommendations. Crops: Cotton, wheat, soybeans, rice, milo, rape, peanuts, catfish.

Mark A. Flock, M.S. (Agriculture)

Brookside Farms Laboratory

308 S. Main Street

New Knoxville, OH 45871

Office: 419/753-2448 Home: 513/492-4047

FAX: 419/753-2949

Services: Soil mapping, soil sampling, fertility recommendations, plant testing, manure management, tillage management, and land use planning.

Crops: Corn, soybean, alfalfa, wheat, oats, orchards, and turf.

Donald Huckla, M.S. (Entomology)

Missouri Valley Agri-Services, Inc.

2009 Rose Drive

Columbia, MO 65202

Office: 314/445-5532 Home: 314/445-5532

John C. McNeil, B.S. (Soil Fertility & Fertilizers)

McNeil Consulting

P.O. Box 55

Mt. Vernon, IL 62864

Office: 618/755-4412

Services: Soil sampling, mapping, tissues, recommendations (major, minor) herbicide use, tillage, nematodes, IPM, manure and waste management, environmental agricultural consulting.

Crops: Corn, soybeans, wheat, alfalfa, canola, milo.

Mack Skelton, B.S. (Entomology)

Skelton's Entomological Service

2221 Timber Cove

Greenville, MS 38701

Office: 601/378-2416

Services: Crop protection and production advice.

Crops: Cotton, soybeans, wheat, milo.

PROVISIONAL

Steve W. Wagner, M.S. (Entomology)

Agri-Business Consultants

3921 Sandlewood

Okemos, MI 48864

Office: 517/349-5871 Home: 517/349-0763

Services: Contract research, crop scouting.

Crops: Sweet corn, snapbeans, seed corn.

Dan Easton, M.S. (Agriculture)

Ascherman Associates

2600 33rd Street

Des Moines, IA 50310

Office: 515/276-7371 Home: 515/255-1344

FAX: 515/276-8707

CALENDAR OF EVENTS

May 18 - NAICC Board Meeting -- Hyatt Regency Crown Center, Kansas City, Missouri. Contact Executive Secretary **Paul Weller** at 202/785-6711.

June 20 - Crop Consultants and Agronomic Advisors ' Crop Diagnostic Field Day -- West Lafayette Indiana. This one day event is hosted by the Indiana Association of Crop Consultants. For more information contact **John Obermeyer** at: 317/494-4563.

June 30 - July 2 - American Society of Farm Managers and Rural Appraisers Summer Meeting -- Lexington, Kentucky. Touring agricultural facilities in the Blue Grass area. For more information contact **Debbie West** at: 303/758-3513.

August 4-7 - Soil and Water Conservation Society 46th Annual Meeting -- Featured speakers include: **James Moseley**, USDA Assistant Secretary for Natural Resources and Environment; and **Bill Richards**, chief of USDA's Soil Conservation Service. For a copy of preliminary program and registration materials, contact: SWCS, 7515 Northeast Ankeny Road, Ankeny, Iowa 50021; Telephone: 1-800-THE SOIL.

August 22-27 - International Symposium on Soil Testing and Plant Analysis in the Global Community -- The Hotel Royal Plaza, Orlando, Florida. For additional information, contact COUNCIL headquarters, P.O. Box 2007, Athens, GA 30612-0007, or call: 404/546-0425.

November 8-10 - American Society of Farm Managers and Rural Appraisers 1991 Annual Meeting -- Hyatt Regency Hotel, Phoenix, Arizona. Contact: **Nancy Morgan** at: 303/785-3513.

November 10-13 - NAICC Annual Meeting -- Hyatt Regency Crown Center Hotel, Kansas City, Missouri. Contact Executive Secretary **Paul Weller** at: 202/785-6711.

NEW BUSINESS ALERT

Espro, Inc., is a Maryland biotechnology company developing Insecticidal Virus Products (IVPs) for control of various insect pests. The company expects EPA registration of an IVP for control of the beet armyworm (*Spodoptera exiqua*) in 1991 and is anxious to conduct small-plot field trials as soon as possible.

If beet armyworm infestations in your area are building, please contact **Al Adamson** or **Doug Kolodny-Hirsch** at: 301/596-5811 or fax: 301/596-6094 to discuss the possibility of collaborating with Espro on 1991 IVP field trials.

National Alliance of Independent Crop Consultants

ALLIANCE BUILDING CAMPAIGN FORM

Please complete and return by June 15, 1991 to: NAICC Headquarters
 ATTN: ABC/Membership
 1629 K Street, N.W., Suite 1100
 Washington, DC 20006
 FAX: 202/331-4212

Your Name _____
 Firm _____ Phone _____
 Address _____
 City _____ State _____ Zip _____

PROSPECT	ACTION TO BE TAKEN
Name _____ Firm _____ Address _____ City, State Zip _____ Phone _____ Type Consulting _____	<input type="checkbox"/> I will contact prospect. <input type="checkbox"/> I request Executive V.P. and Membership Committee to follow up and send application and promotional materials. <input type="checkbox"/> I have already contacted and they are applying.
Name _____ Firm _____ Address _____ City, State Zip _____ Phone _____ Type Consulting _____	<input type="checkbox"/> I will contact prospect. <input type="checkbox"/> I request Executive V.P. and Membership Committee to follow up and send application and promotional materials. <input type="checkbox"/> I have already contacted and they are applying.
Name _____ Firm _____ Address _____ City, State Zip _____ Phone _____ Type Consulting _____	<input type="checkbox"/> I will contact prospect. <input type="checkbox"/> I request Executive V.P. and Membership Committee to follow up and send application and promotional materials. <input type="checkbox"/> I have already contacted and they are applying.

The following may be of interest to readers of NAICC NEWS...

DATE
1974

NAME _____ DATE _____

COMPANY _____

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Daren Williams
NAICC NEWS
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1629 K Street, N.W.
Washington, D.C. 20006