



NAICC NEWS

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November/December 1991

NAICC's 1991 Annual Meeting Nets Enthusiasm and Record Attendance



Over 225 attendees packed the Hyatt Regency Ballroom for the opening session of the NAICC 1991 Annual Meeting.

There were records set last month at NAICC's 1991 Annual Meeting in Kansas City. More than 225 independent crop consultants and industry guests jammed the Hyatt Regency Hotel, enthusiasm and optimism were at record levels, and NAICC unveiled a ten-year "master plan" that was like nothing else seen at previous association gatherings.

"We stand at the threshold of a new era and new opportunities," NAICC President **Madeline Mellinger** told the crowd. She had presided over a momentous year that saw the establishment of a new headquarters in the Nation's Capital, an expanded professional improvement program, increased emphasis on independence and ethics, and this broader and brighter annual meeting that incorporated hours of targeted program content with complete audio-visual support and relaxing colleague fellowship. By the time she turned the gavel over to incoming President **Dr. Bill Blair**, the new NAICC era had arrived.

NAICC members studied copies of a carefully drafted Situation Analysis and Operational Plan at the opening Steering Committee luncheon on November 10. "This is our master plan," past-president **David Harms** told assembled participants. His committee had outlined the association's future course into the 21st Century, including an expanded educational program that offers inde-

pendent crop consultants their best opportunity to learn, earn, and have major political clout on the national level.

Members and guests turned to Session II of an NAICC Ethics Workshop that Sunday afternoon, following closely as internationally recognized expert **Dr. Laurence Hawkins** took them through case histories and situation analyses that would net benefits later in the field. "Your best marketing tool is your personal and professional credibility," he explained. "And without it you are out of business." The year-long ethics training program was made possible through a grant from FMC Corporation, and was a special benefit of NAICC membership during 1991.

Problem sharing and solving have always been a highlight of NAICC's annual meetings, and case histories by **Dr. L. Reed Green, Patrick Weddle, and Margaret Alms** kept members busy at breakfast. A second series of breakfast programs brought media experts **Patricia Orlowitz** and **Jim Yancey** to the lectern with tips on working with print and broadcast media. "Don't hesitate to work with the press," they emphasized. "Use the media to your best advantage."

NAICC turned to allied groups such as The Fertilizer Institute and American Society of Agronomy to explore key issues including the SP-53 program and formation of the national Registry of Environmental and Agricultural Professionals (REAP). The REAP program was unveiled to NAICC members in Kansas City, and officially initiated with NAICC's certification contract two weeks later in Washington, D.C. The NAICC certification program netted much interest after three years of work and planning.

Food safety, contract research issues, and business marketing were popular program topics, drawing on proven experts and programs from as far away as Michigan and California. An entire afternoon of agronomic issues and presentations sparked a variety of participation, and reminded NAICC members of their crop consulting specialty. Past-President **Dr. Robert Ascherman** chaired the session that included five experts from

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PRESIDENT'S MESSAGE

Challenges Ahead

Bill Blair, NAICC President



Every year is a challenging year for NAICC. This year is no exception, and the challenges appear to be occurring at an ever increasing rate.

We achieved major goals during 1991. We have additional goals to work toward in 1992. Membership numbers must increase if we are to have the support

needed to achieve future goals. Public relations must receive a greater input so that more people know who we are, what our qualifications are, and what kind of experience we have. We must have increasing dialogue and cooperation between state consultant organizations and NAICC if we are to make maximum gains.

When I asked at the annual meeting, "How many of you are willing to donate 80 hours of your time this year to NAICC?" a large number of hands went up. Some responded at 60 hours, some at 40 hours, and others at 20 hours.

Many of you have been appointed to committees. Your committee chair will contact you soon and ask for your support. In Ohio in 1980, by government definition of a farmer, we lost 4000 farmers. How many of these would have been lost if they had been working with a consultant? The future of agriculture in much of this country may well depend on the consulting industry. The future of the consulting industry may well be determined by a group of energetic, far-sighted consultants who are willing to support NAICC as a representative organization. If you agree with the last two statements, your 1992 challenges may well be to support your committee chairs, your board, and your officers with your time, your thoughts, your suggestions, your membership, and by recruiting new members. One new member for each member we have now is a very obtainable goal. The results of this coming year's efforts will be determined by how much individuals are willing to contribute. Your organization needs your commitment. How about it?

1991 Annual Meeting

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as many professional disciplines.

It wasn't all work and study. NAICC members gained the latest information and technology from the largest trade show in association history. "A real eye-opener,"

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one member noted. A "first" for NAICC was a fun-filled silent and live auction, where over 90 items were auctioned off to net nearly \$8,000 for NAICC's newly formed educational foundation. "The first funds in our foundation are our own," NAICC Executive Vice-President **Paul Weller** explained. And plans were laid for an even bigger and better one for next year. Farm broadcaster and down-home country humorist **Ray Wilkinson** closed the 1991 Annual Meeting on a relaxing note. As NAICC members and guests scattered to the four corners of the U.S., they could look back on three days of learning opportunities—and a new appreciation of the challenges ahead that could best be met through an active and involved professional association.

USDA's Jim Moseley Calls For Cooperation



NAICC President Madeline Mellinger presents USDA's James R. Moseley with the annual Service to Agriculture award.

NAICC's 1991 Service to Agriculture award was presented to **Hon. James R. Moseley**, USDA Assistant Secretary for Natural Resources and the Environment. Moseley travelled to Kansas City during NAICC's Annual Meeting to receive the award and deliver a powerful message to independent crop consultants: With major emphasis on the environment by Congress and private citizens, the challenge to deliver science and technology to the farm is greater than ever.

The Indiana farmer-turned government official stressed cooperation between the public and private sectors to get the job done. "With our shrinking budgets and increased responsibilities, we have to look to private industry to leverage our resources in order to get the job done," said Moseley. "For you as crop consultants, this means USDA, farmers and ranchers are going to look to you for help in solving these problems. Your expertise is going to be, and should be, in greater demand than it's ever been in the past."

Moseley pledged to continue working with NAICC on issues of mutual concern. "I wouldn't be involved in public service and I know you wouldn't do what you do if we didn't believe we can make a positive difference."

NAICC BUSINESS NOTES

NAICC Elects 1992 Officer and Board Members

Results of the 1992 Officer and Board Member elections were announced at the 1991 Annual Meeting in Kansas City. The 1992 leadership team is:

President: **Dr. Bill Blair**
President-Elect: **Bruce E. Nowlin**
Secretary: **Margaret Alms**
Treasurer: **Dr. Dwayne P. Coulon**
Directors: **Jay D. Johnson**
Dr. Louise G. Henry
William McLawhorn, Jr.
Dr. Clyde F. Sartor
Past President: **Madeline Mellinger**

NAICC Board Meets Twice During Annual Meeting

The Board of Directors of the National Alliance met twice during the NAICC Annual Meeting in Kansas City. The outgoing Board met on November 9 to hear reports from committee chairs and Executive Vice President **Paul Weller**. The newly elected Board gathered just following the meeting to set the agenda for 1992.

NAICC members may be interested to know:

- The Board voted to continue to support the REAP program as a dues paying member, and to appoint **Dan Bradshaw** as NAICC's REAP representative;
- NAICC enlisted 44 new members to date in CY1991, for a total of 300 current members, 215 of which are Voting members;
- The Education Committee is planning for workshops for members in 1992, to be held in Mississippi, Illinois, Texas, and Nebraska, with the theme: "Market Your Services for What You're Worth;"
- The Board requested that the NAICC Educational Foundation Board establish a \$2,500 Sustaining Membership for agribusinesses;
- 1992 Board meetings were scheduled for January 17-19 in Washington, D.C., April 24-26 (location to be announced), and July 31-August 2 (TBA).

NAICC Certification Program Underway

First group of NAICC member applications for professional certification were delivered this month to REAP. The long-planned program got underway officially on December 1, with the appointment of **Dr. Richard Carr** as REAP executive director. Carr formerly man-

aged the American Registry of Professional Entomologists.

NAICC's board voted at the 1991 Annual Meeting to award **Dr. Earle Raun** certification number "One," and **Dan Bradshaw** certification number "Two" in recognition for their major contributions toward establishing the program. Other applicants will be awarded numbers in order of receipt.

With importance of professional certification growing almost daily from both government and private industry, NAICC hopes to certify most of its members during 1992. The certification program is open to both members and non-members. Another copy of the application form is included with this issue of *NAICC News*.

ABC Campaign Set To Roll in '92

NAICC will again initiate its "Alliance Builder Campaign" in 1992. The member-based effort reaches out to qualified independent crop consultants to encourage them to join NAICC.

"We plan to make a major effort in January, February, and March," says NAICC President-Elect **Bruce Nowlin**. "Our goal is another 100 members for the New Year."

A special effort will be close cooperation with state organizations, to see how NAICC can best work together on memberships. "Maybe a discounted dues schedule for belonging to both organizations," Nowlin says.

Watch for the ABC membership forms in the January issue of *NAICC News*.

1992 ANNUAL MEETING

1992 Annual Meeting To Be Held in Nation's Capital

The Board of Directors of the National Alliance have chosen Washington, D.C. as the site of the 1992 Annual Meeting. Dates of this important gathering in the Nation's Capital are November 4-7, 1992. Headquarters hotel will be the Loews L'Enfant Plaza, located in close proximity to the Mall area of Washington, D.C. which is site of the world-famous Smithsonian Museums and historic monuments.

"This is a great opportunity to visit the Nation's Capital," says NAICC President **Bill Blair**. "And we'll be taking our story to the halls of Congress, USDA, and The White House."

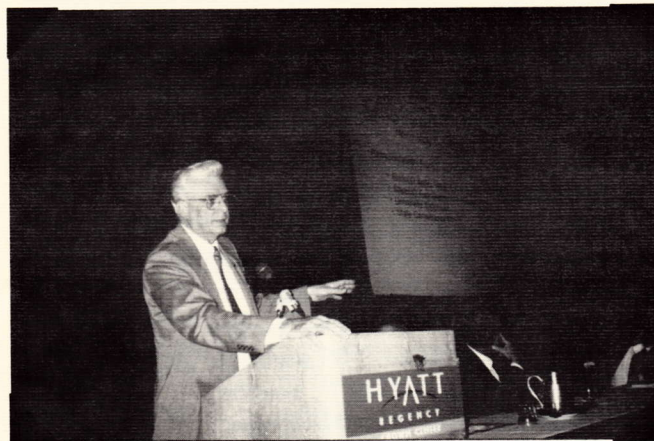
Stay tuned to this monthly column in *NAICC News* for tips on setting up appointments with your elected representatives and arranging special tours such as the White House, the Capitol Building, and other must-see attractions.

NAICC Scrapbook

Scenes from the 1991 Annual Meeting



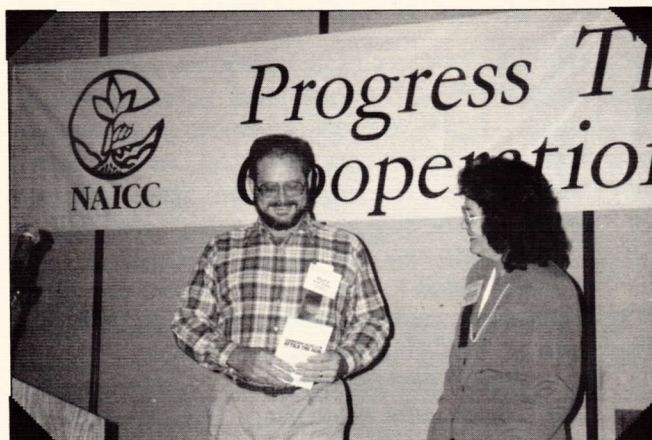
Madeline Mellinger awards "NAICC Certification #1" to Dr. Earle Raun, Chairman of the NAICC Certification Board.



Dr. Robert Barnes, American Society of Agronomy, explains the ASA Certified Crop Advisors program to NAICC members during Monday's panel on certification.



Stephen Wood, Poverty Lane Orchard, discusses "Taking Control of Your Destiny" with NAICC members and special guest, USDA Assistant Secretary Jim Moseley (left).



Madeline Mellinger turns over her copy of "Leadership Secrets of Atilla the Hun" to President-Elect Bruce Nowlin. "Read up," Madeline suggested.



NAICC President Bill Blair offers immediate past president Madeline Mellinger a certificate of appreciation for her dedicated efforts on behalf of NAICC.



Newly elected President Bill Blair outlines his goals and objectives for the coming year.

COMMITTEE NEWS

NAICC Announces 1991-92 Committee Assignments

NAICC President **Bill Blair** has selected more than 100 NAICC members to serve in 1991-92 leadership positions. Appointments were announced in late November following the Annual Meeting.

"NAICC relies heavily upon volunteers support at the grassroots level," said Blair. "If you want to be involved, it's not too late to sign up!"

Here are the 1991-92 NAICC committee appointments:

ADMINISTRATIVE SERVICES EVALUATION

Bill Blair (OH), Chair
David Harms (IL)
Jay D. Johnson (IA)
Deanna Marquart (CA)
Billy McLawhom (NC)
Madeline Mellinger (FL)
Bruce Nowlin (OK)

AWARDS NOMINATIONS

Dan Bradshaw (TX), Chair
Bob Ascherman (IA)
Reed Green (TX)
Herb Henry (GA)
Billy McLawhom (NC)
John Obermeyer (IN)
Carl Richgels (NC)

CERTIFICATION

Earle Raun (NE), Chair
Madeline Mellinger (FL), ex-officio
Bob Ascherman (IA)
Dan Bradshaw (TX)
James Coppedge (MD)
Charlie Mellinger (FL)
Bob Palmer (AL)

CLIENT SERVICES

Brad Buchanan (IA), Chair
Margaret Alms (MN)
Chuck Benbrook (MD)
Dennis Berglund (MN)
Jim Crofoot (NE)

CONSTITUTION REVIEW

Mark Otto (MI), Chair
Dewey Chandler (WA)
Louise Henry (GA)
Deanna Marquart (CA)
Max Mohler (OH)
Bruce Nowlin (MI)
Dana Palmer (TX)
Earle Raun (NE)
Kevin J. Smith (TX)
B.B. Singh (NE)

CONVENTION

Bruce Nowlin (OK), Chair
Bill Blair (OH)
Madeline Mellinger (FL)

CONVENTION:

EXHIBITS & SPONSORS
Rich Wildman (NY), Chair
Christine Cauley (NY)
Daney Kepple (TN)
Clyde Sartor (MS)

CONVENTION: PROGRAM

Clyde Sartor (MS), Chair
Chuck Benbrook (MD)
Dan Bradshaw (TX)
Phil Cochran (IL)
Paul Groneberg (MN)
Ed Hood (TX)

Marvin Kauffman (OR)
Billy McLawhom (NC)
Charlie Mellinger (FL)
Dana Palmer (TX)
Marvin Vierra (CA)

EDUCATION PROGRAMS

David Harms (IL), Chair
Margaret Alms (MN)
Gary Elliott (IL)
Larry Emerson (TX)
John Gruber (IL)
Don Jameson (WA)
Ed Jones (LA)
John Kimbrough (MS)
Deanna Marquart (CA)
Bill Peele (NC)
Scott Peterson (FL)
Ivan Wikner (IA)

ETHICS

Don Jameson (WA), Chair
Loarn Bucl (KS)
Bill Craig (IL)
Judy Ferguson (OH)
Robert Glodt (TX)
Herb Henry (GA)
Roger Irwin (ND)
Virgil Jons (MN)
Daney Kepple (TN)
Bruce Nowlin (OK)
Dana Palmer (TX)
Bill Peele (NC)
Joe Traynor (CA)

FINANCE AND AUDIT

Harold Lambert (LA), Chair
Dwayne Coulon (LA)
Bill Dunavan (NE)
Jay D. Johnson (IA)
Mark Otto (MI)

GRIEVANCE

Bob Ascherman (IA), Chair
Bob Boehle (IL)
Louise Henry (GA)
Jay D. Johnson (IA)
Earle Raun (NE)

GROUP PURCHASE

Harold Lambert (LA), Chair
Will Connell (NC)
Dwayne Coulon (LA)
Bill Dunavan (NE)
Judy Ferguson (OH)
Renee Flammer (FL)
Mark Harrison (TX)
Ed Hood (TX)
Kent Kirk (KS)
Vernon Meints (MI)
Bill Peele (NC)
Jay Smith (TX)
Dick Weston (KS)
Rich Wildman (NY)

MEMBERSHIP AND RULES

Billy McLawhom (NC), Chair
Margaret Alms (MN)
Loarn Bucl (KS)
John L. Grandin (IL)
Paul Groneberg (MN)
Don Jameson (WA)
Charlie Mellinger (FL)
Bruce Nowlin (OK)
Jay Smith (TX)
Pat Weddle (CA)

NATIONAL LEGISLATION AND POLICY

Michael Brubaker (PA), Chair
A.J. Alicandro (NY)
Bill Blair (OH)
Dan Bradshaw (TX)
Brad Buchanan (IA)
Dave Cole (WI)
William Craig (IL)
Reed Green (TX)
David Harms (IL)
Jay D. Johnson (IA)
John Kimbrough (MS)
James Ladlie (MN)
Doug Mayhugh (VA)
Madeline Mellinger (FL)
Tom Menke (OH)
Earle Raun (NE)
Rick Reinsch (NE)
Clyde Sartor (MS)
Stan Schaaf (IA)

NEWSLETTER

Randy Van Haren (WI), Chair
William E. Barksdale (TN)
Charles Benbrook (MD)
Bill Blair (OH)
Daney Kepple (TN)
Madeline Mellinger (FL)
Bruce Nowlin (OK)
Robyn Quaid (FL)
Brad Walker (CO)

NOMINATIONS

Madeline Mellinger (FL), Chair
Grady Coburn (LA)
David Harms (IL)
Bruce Nowlin (OK)

OUTREACH

Patrick Weddle (CA), Chair
Margaret Alms (MN)
Judy Ferguson (OH)
Robert Fulton (FL)
Paul Gordon (IN)
Tom Hoffman (OH)
Roger Irwin (ND)
Bill Stangel (WI)
Larry Stowell (CA)

PUBLIC RELATIONS

Bill Blair (OH), Temporary Chair
Margaret Alms (MN)
Bill Barksdale (TN)

Michael Brubaker (PA)
Judy Ferguson (OH)
Reed Green (TX)
Paul Groneberg (MN)
Daney Kepple (TN)
Dwight Lincoln (FL)
Tom Menke (OH)
Diane Neill (FL)
Brent Stombaugh (OH)
Randy Van Haren (WI)
Marvin Vierra (CA)
Dean Wesley (IL)

RESEARCH COORDINATION

Grady Coburn (LA), Chair
Larry Emerson (TX)
Milton Ganyard (NC)
Don Harlan (AR)
Louise Henry (GA)
Roger Irwin (ND)
Dick Jensen (LA)
Jim Ladlie (MN)
Emil Moherek (FL)
Roger Musick (OK)
Robyn Quaid (FL)
Bill Tarter, Jr. (IL)
Steve Wagner (OH)

STATE COORDINATION

Loarn Bucl (KS), Chair
Margaret Alms (MN)
Brad Buchanan (IA)
John Christian (TX)
Dave Cole (WI)
William Craig (IL)
Carl DeBruin (OH)
Jay D. Johnson (IA)
Dwight Lincoln (FL)
Toni Smith (NC)
Calvin Viator (LA)
Marvin Vierra (CA)

STEERING

David Harms (IL), Chair
Bill Blair (OH)
Dan Bradshaw (TX)
Grady Coburn (LA)
John Kimbrough (MS)
Reed Green (TX)
Madeline Mellinger (FL)
Bruce Nowlin (OK)
Earle Raun (NE)

TECHNOLOGY AND COMMUNICATIONS

Todd Williams (IL), Chair
Dennis Berglund (MN)
Brad Buchanan (IA)
Dan Easton (IA)
Ed Hood (TX)
Clyde Sartor (MS)
Kevin J. Smith (TX)

MEMBERS IN THE NEWS

Bradshaw Named To Crop Consultant Hall of Fame

NAICC Past President **Dan Bradshaw**, Crop Aid, was named to *Ag Consultant* magazine's "Crop Professionals Hall of Fame," for his outstanding service on behalf of agricultural producers and fellow crop consultants. Bradshaw was featured in the Fall issue of *Ag Consultant*. The article highlights Bradshaw's work in addressing the issue of independent crop consultant participation in government programs and the development of a certification program for crop consultants as part of his "decade of dedication to improving consulting for clients, fellow consultants, and all agriculture." Congratulations to Dan Bradshaw.

Dr. Stanley Nemeč, Nemeč Agriservices, Inc., was honored by the American Registry of Professional Entomologists (ARPE) with one of four 1991 Outstanding Entomologist Awards. Nemeč was the second president of NAICC, serving in 1981. Nemeč "has the unique ability to make timely and accurate decisions for farmers with regards to an integrated pest management system," reads an article in the newsletter of the Entomological Society of America (ESA). "He is also recognized as a great communicator who has made excellent contributions to science and entomology under very trying and demanding circumstances." Congratulations to Dr. Stanley Nemeč.

Another NAICC past president, **David Harms**, Crop Pro-Tech, Inc., is in the news. Harms authored the "Crop Consultant Briefings" section of October's *Agri Finance* magazine. Harms article, entitled "The Consultant Fit with other experts: What role in changing agriculture?" outlines a working relationship between today's independent crop consultant and the traditional sources of information: county extension agents, chemical/fertilizer dealers, and farm managers. "[There is] a logical need for a crop consultant trained in crop production technology who can serve as a supplement to the Extension service, the farm manager, and the chemical/fertilizer dealer," Harms says in the article. "We are all striving to help the grower. The technology explosion and the demands from government agencies and other environmentally conscious groups are such that we need each other. It's not a matter of protecting turf, but of working side-by-side to make the grass grow greener for all groups concerned with sound agricultural practices."

NAICC President **Bill Blair** graces the cover of the November issue of *AgriFinance* magazine. *AgriFinance* turned to the incoming leaders of the "Big 3:" the American Society of Farm Managers and Rural Appraisers (ASFMRA), the Agricultural Bankers Division of the American Bankers Association (ABA), and NAICC for their thoughts on issues and objectives for 1992. Build-

ing an identity with state and local officials is one of Blair's major goals, according to the article. "It is important that they know who we are, and what we do," Blair says in the article. "If we fail in this area, we may find one day that we've been regulated or legislated out of business." Watch the "President's Message" in upcoming issues of *NAICC News* for more on Blair's goals and objectives for NAICC in the coming year.

That's **Madeline** and **Charlie Mellinger**, Glades Crop Care, pictured with a client in IMC Fertilizer's latest issue of *Across the Table*, a supplement to *Agri Finance* magazine. Madeline discusses "How Consultant's Influence Food Quality" in the article. "Our growers are very environmentally aware," Mellinger says. "They are relying on management and planning, choosing chemicals which will have the greatest control of pests with the least impact on the environment. They're critically conscious of the timing of applications."

The "PCA Profile" in the October issue of *Agribusiness-Fieldman* is of NAICC member **Clyde Shields**, Shields Entomological Services. Shields' custom-designed computer program, developed 20 years ago, is the focus of the profile. According to the article, Shields hired a programmer to develop a program to help keep track of product label changes, use restrictions and individual field data while performing numerous other recordkeeping and report functions. "This system broke new ground," reads the article, "since no other professional crop care firm in the county had anything like it at the time." Shields explains, "We had a lot of trouble with the program in the beginning. We almost gave up on it." The program was recently revised for the fifth time, and the hardware has been updated through the years.

Dr. Robert H. Fulton, Ful-Cor, Inc., travelled to Kuala Lumpur, Malaysia in late September to address the International Cocoa Conference. Fulton, a tropical crop consultant, presented invitational papers on "Worker Safety—Proper Usage of Pesticides" and "IPM for Cocoa Production, Storage and Shipping" at a special seminar in conjunction with the conference. Following the conference, Fulton was invited by the Malaysian Cocoa Board to visit their production areas of Sabah—Peninsular Malaysia, to discuss collaborative research projects on furthering "Effective Minimal Use of Pesticide Concepts" and to present IPM workshops on cocoa including recent innovative practices employed in the Americas.

And *AgriFinance* magazine's second annual survey of the nation's crop consulting firms reports that crop consultants service more than nine million acres for over 27,000 clients. 148 firms responded to the survey and the magazine published the top 50, based on acreage serviced. The list includes a number of NAICC members' firms. According to the article, these top 50 service 83 percent, or 7.8 million acres, of the total reported by all 148 respondents. The article did not report the number of acres serviced by each firm and listed the top 50 in alphabetical order.

WASHINGTON NEWS

Jordan Surfaces as Top USDA Candidate

Washington insiders are putting their money on **Dr. John Patrick Jordan** as the next USDA Assistant Secretary for Science and Education. Jordan has been administrator of USDA's Cooperative State Research Service for the past five years. He would replace **Dr. Charles Hess**, who returned to the University of California-Davis earlier this year.

The position is important to NAICC members since it includes policy responsibility for most of USDA's major research and the Extension Service.

Insiders tell NAICC that Jordan is the logical pick of the Administration, since he has a research background, has the support of the influential Research Committee On Policy (RCOP) group, and has political support from key Land Grant universities with major research programs. Just as important is his distaff factor: his wife is a political appointee at the White House.

Announcement of the appointment is expected when Congress returns for the new session in January.

New Year Promises Active Ag Agenda

What does 1992 hold for independent crop consultants and the overall agricultural community? A group of farm policy analysts and top ag lobbyists met at the prestigious Brookings Institution recently to look in their crystal ball. Here are their predictions:

- Biggest ag issue in Congress promises to be food safety and all that goes with it: labeling, quality control, pesticide residues, packaging. Congress is expected to continue to have oversight hearings and some legislation introduced.
- Environmental issues will continue to gain in importance, with EPA and USDA agencies tightening the reins on federal programs, and environmentalists having an important role to play in policy.
- Agricultural issues will become more global in nature, with food aid to Eastern Europe a major initiative.
- The North American Free Trade Agreement will become reality, with some U.S. sectors having to make changes as Mexican commodities and goods move into U.S. markets at a greater rate.
- Agriculture will have less clout in the next session of Congress, because no major issues will be pending or under consideration.
- USDA Secretary Madigan will continue his efforts to reorganize and reorient USDA agencies and programs, with a goal of greater efficiency and more attention to food and feeding programs.

The bottom line for NAICC members: Help build organizations such as NAICC and REAP, whose clout in Washington and on national issues can help fill the vacuum left by an inactive Congress and USDA.

STATE NEWS

North Carolina Ag Consultants Meet



From left: NCACA Vice President Bill Peele, Dr. Clyde Sartor, President Billy McLawhorn, Secretary/Treasurer Hank Harrell.

The North Carolina Agricultural Consultants Association (NCACA) is alive and revitalized with new interest and membership, reports NCACA member and NAICC's North Carolina state contact **Toni Smith**. The Fall meeting, held in Raleigh, N.C. on December 5-6, was well attended and interest was high on the broad range of topics discussed.

The program provided local consultants, agribusiness people, and Extension personnel with a meeting ground in which to exchange information of mutual concern. The featured speaker was **Dr. Clyde Shields** of Sartor Agri-Science, Inc., Vicksburg, Mississippi. Sartor shared his experiences in the establishment of state organizations in both Mississippi and Louisiana and his observations on the growth of the consulting industry. Dr. Sartor's evening address at the dinner banquet was one of optimism for the future of crop consulting.

North Carolina's Extension Specialists for cotton were also featured since N.C. has recently become the largest cotton producing state in the southeastern United States. Other topics covered local SP-53 participation, Extension pest management activities, advances in spray systems, waste/nutrient management, nitrate monitoring, and computer technology.

"There exists today in North Carolina more interest in crop consulting, and environmental stewardship than ever before," reports Smith. "During this period of change and growth in American agriculture, Extension personnel and crop consultants are engaging in an open exchange of help and information."

NEW MEMBERS

VOTING

Mike Barton, M.S., B.S. (Agronomy)

Barton Agricultural Consulting

1001 Main

Lamed, KS 67550

Office: (316) 923-5052 Home: (316) 285-6283

Crops: Corn, soybeans, sorghum, wheat and alfalfa

Services: Soil fertility, weed management, irrigation scheduling, crop budgeting, disease and insect scouting, equipment calibration, farm management

Ronald L. Britt, B.S. (Entomology) ARPE

Ron Britt and Associates

7200 West Nob Hill Blvd. #18, P.O. Box 8336

Yakima, WA 98908

Office: (509) 966-9681 Home: (509) 965-4422

FAX: (509) 966-9681

Crops: Tree Fruits

Services: Agriculture research and consulting-monitor pests, advise growers as to pest control measures/timing -efficacy and residue testing

Richard DeLoughery, M.S., B.S. (Agronomy)

Agri-Science, Inc.

705 Elm

Harlan, IA 51537

Office: (712) 755-2040 Home: (712) 755-2409

Crops: Corn, soybean, wheat, cotton, vegetables and fruit

Services: Pest management and soil testing

Stephanie Ann Dickson, B.S. (Entomology)

Lincoln Land Crop Pro-Tech, Inc.

2312 Boysenberry Lane Apt.3

Springfield, IL 62707

Office: (217) 793-4020 Home: (217) 793-4020

Crops: Corn, soybeans, wheat

Services: Crop monitoring, soil testing, fertility management, and infrared aerial photography

Mike Hershey, B.S. (Agronomy)

H&H Crop Service, Inc.

508 Copperstone Service, Inc.

Hugoton, KS 647951

Office: (316) 544-7774 Home: (316) 544-7774

Crops: Corn, milo, soybeans, alfalfa, sunflowers, wheat, popcorn, sweetcorn

Services: Soil testing recommendation, insect-insecticide scouting and recommendations, herbicide recommendations, irrigation scheduling, variety selection

Tony Keen, B.S. (Animal Husbandry)

G. Anthony Keen Consulting

R.D. 2, Box 93

Camden, DE 19934

Office: (302) 697-9575 Home: (302) 697-9575

Crops: Grain and vegetable, turf, nursery

Services: Fertility, manure management, tillage, scouting

Gary E. Olson, B.S. (Mechanized Agriculture)

Mid Nebraska Crop Consultants

3509 Graham Ave.

Grand Island, NE 68803

Office: (308) 384-6433 Home: (308) 384-6433

FAX: (308) 384-6433

Crops: Corn, sorghum, soybeans, alfalfa, seed corn

Services: Soil testing, fertilizer and chemical recommendations, field scouting and irrigation scheduling

Don Poyer, (Pest Management Science)

Glades Crop Care

949 Turner Quay

Jupiter, FL 33458

Office: (407) 746-3740

Home: (407) 746-6901

FAX: (407) 746-3775

Harold Tannahill, B.S., M.S (Entomology, Biology) ESA,

ARPE, TAAC, Southwestern Branch ESA

Tannahill & Assoc., Inc.

137 Bluebonnet Drive South

Uvalde, TX 78801

Office: (512) 278-4137

Home: (512) 278-1686

FAX: (512) 278-6317

Crops: Cotton, Corn, Peanuts, Vegetables

Services: Contract Research, Efficacy and Residue

SUSTAINING

Hundley Farms

Contact: John Scott Hundley

P.O. Box H

Loxahatchee, FL 33470

Office: (407) 996-2123

FAX: (407) 996-1158

CALENDAR OF EVENTS

December 30-January 7 - Nematode Identification

Course for Professional Consultants – Long Hall, Clemson University, Clemson, South Carolina. Contact: Department of Plant Pathology and Physiology, Clemson University, 118 Long Hall, Clemson, South Carolina 29634-0377. Telephone: (803) 656-2335.

January 7-8 - 1991 Beltwide Cotton Production

Conference – Opryland Hotel, Nashville, Tennessee. For more information contact the Cotton Council at 202/833-2943.

January 12-14 - American Farm Bureau Federation

Annual Meeting and Farm/Ranch Expo – Kansas City Convention Center, Kansas City, Missouri. For more information and Expo exhibit contracts contact AFBF at 708/823-1010.

January 24-25 - ASFMRA Agricultural Management Consulting Symposium

– Ramada Hotel, Orlando, Florida. Registration form included with this issue of *NAICC News*. For information on the program contact **Debra West** at 303/758-3513.

January 26-28 - Texas Association of Agricultural

Consultants Annual Conference – Red Lion Hotel, Austin, Texas. For more information contact TAAC at 512/478-3241.

February 11-12 - Mississippi Ag Consultants Association Meeting

– Leflore Civic Center, Greenwood, Mississippi. Plans include honoring 30 year plus veterans of ag consulting and charter members of MACA, along with various technical topics pertaining to cotton & rice production. For program schedule and details contact **Dr. David Young** at 601/323-3580.



National Alliance of
 NAICC Independent Crop Consultants

APPLICATION FOR CERTIFICATION

APPLICANT INFORMATION:

Name _____

Affiliation _____

Address _____

City _____ State _____ Zip _____

Phone (O) _____ (H) _____ (Mobile) _____

NAICC MEMBERSHIP STATUS:

Are you a current member, in good standing, of NAICC? Yes No

If yes, what class of membership? _____

EDUCATION (Please submit only *official transcripts or notarized copies* of same):

Institution	Degree/year granted	Major	Minor(s)

EXPERIENCE (list most recent first):

Dates	Organization/contact/address	Experience/Responsibilities

EXPERIENCE (continued):

Dates	Organization/contact/address	Experience/Responsibilities

NAICC CERTIFICATION SOUGHT:

IMPORTANT, be sure to consult the NAICC Certification Program *before* checking the appropriate category. The designation you check will also appear on your certificate.

- Certified Independent Crop Consultant
- Certified Independent Contract Researcher
- Certified Independent Crop Consultant and Researcher

CERTIFICATE INFORMATION:

I want my name to be printed on my certificate as follows: _____

I want my highest earned degree (B.S., M.S., etc.) to appear after my name: Yes No

AUTHORIZATION AND SIGNATURE:

I certify that the information I have submitted in this application is true to the best of my knowledge. I authorize NAICC and/or the Registry of Agricultural and Environmental Professionals (REAP) to contact the persons listed above in order to verify the education and work experience I have submitted in this application. With my signature I attest that I will abide by the NAICC Code of Ethics.

Name (Full name please)

Date

CERTIFICATION FEE:

The initial certification fee for NAICC members is \$125.00. The non-member fee is \$225. Please enclose a check made payable to NAICC with this application and return to:

National Alliance of Independent Crop Consultants
ATTN: Certification Program
1629 K Street, N.W., Suite 1100
Washington, D.C. 20006