



NAICC NEWS

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The Voice of the Professional Crop Consultant

February 1992

NAICC Makes Administrative Change

CIRCLEVILLE, Ohio, January 30, 1992—The National Alliance of Independent Crop Consultants announced today that it is eliminating the position of executive vice-president and moving the administration of its executive affairs in-house. "The issues facing agriculture and our profession today are too critical to expect a nonconsultant to represent and speak for us in many cases," according to **Dr. Bill Blair** of Circleville, Ohio, the group's president. "**Paul Weller** has done excellent work for us during his tenure as executive-vice-president but now we have decided that our officers and committees need to be more involved in NAICC operations."

Weller, president of the association management firm Agri-Washington, will continue to represent NAICC on an *ad hoc* basis. "I look forward to continuing the important work of NAICC and its members with federal agencies and allied industry associations," he said.

To coordinate administrative and communications functions, the NAICC has named Great Lines Inc. of Memphis,

Tenn., its agency of record. **Daney Kepple**, managing partner of Great Lines, will serve as administrative director of the Alliance. "Daney has been an affiliate member of NAICC since she formed Great Lines in 1983, and before that she covered our organization as managing editor of *Cotton Grower* magazine," explained **Bruce Nowlin** of Eakly, Okla., the group's president-elect. "She and her partners know our membership and understand our mission as well as many of our voting members."

Kepple said Great Lines offers expertise in marketing as well as in administration and communications. "Many of this group's needs are really marketing opportunities—marketing the organization to prospective members and communicating the critical role of the independent crop consultant to farmers and the American public. We are very pleased to formalize our association with NAICC by becoming their agency of record."

Effective Feb. 1, NAICC headquarters will be moved to 5050 Poplar Avenue, Suite 2218, Memphis, TN 38157.

Econet: A New Wave in Communications Technology

By **Chuck Benbrook**

Information. Communication. Timeliness of response. Sensitivity to the needs of individuals and the unique challenges on each client's farm.

Records, lots of records. Instructions to pilots, to farm managers, to employees. Requests for technical information. Unpredictability. Accountability.

Consultants are in the business of collecting and processing information, and then making timely recommendations to clients who are trying to figure out how to deal with a particular situation.

Managing the flow of and processing information is how consultants "add value" to the agricultural system. The future of the profession rests upon how well this basic task is completed.

Like consultants, NAICC as an organization is in the business of collecting, processing, and communicating information. NAICC's basic tasks—managing the member-

ship, putting out a newsletter, dealing with policy issues, organizing an annual meeting—all depend on the flow of information among NAICC staff, committees, and members.

Several NAICC members have discovered and are taking advantage of a cost-effective new communication tool—Econet. Econet is a publicly accessible bulletin board system (BBS). It works over the phone lines, and hence is accessible wherever you have a modem and phone line in the same place. It is a powerful technology with many valuable applications, particularly for independent business people who are mobile, busy, and eager to share ideas.

Econet has several basic functions and capabilities. The ones NAICC users find most useful are:

- Electronic mail
- Sending and receiving text files which can be easily converted to your word-processing software
- Sending faxes from remote locations where only a lap-top computer is available

Here's a "real life" example of how it works.

This article is being written at 37,000 feet somewhere over Missouri on a Washington D.C. to San Francisco direct

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Daney D. Kepple, Administrative Director & Newsletter Editor • 5050 Poplar Ave., Suite 2218, Memphis, TN 38157

Randy Van Haren, Newsletter Committee Chairman • Pest Pros, Inc., P.O. Box 188, Plainfield, WI 54966

Dr. Bill Blair, President • JBC Consulting, Inc., 10546 Tarlton Road, Circleville, OH 43113

PRESIDENT'S MESSAGE

Bill Blair, NAICC President



The president of your Alliance faces many challenges in discharging the responsibilities of this office. Choosing among the many "hot" topics to report to you each month in this column, given space limitations and busy readers, is not easy. This organization is on the move, and one of my top priorities is to keep the membership informed. In return, I hope you will continue

to let me know of your interests and concerns.

The two topics I have chosen for this month are our change in administrative services and certification. It's not an overstatement to say that the future of our profession rests on our success in these two areas.

Change can be healthy but should never be undertaken lightly. It should be considered carefully, in the light of all available information. That was certainly the case as your Executive Board considered the organization's needs in the administrative area. Board members have been involved for more than two months in studying administrative services proposals from both Agri-Washington and Great Lines. Board members participated in two lengthy conference calls. Most Board members submitted questions regarding each proposal to **Paul Weller** and **Daney Kepple**, principals in the two firms under consideration. Both were interviewed at the January meeting in Washington.

After more than two months of study and Board member interaction, the Board voted unanimously to accept the Great Lines proposal. The basic reason is this: for the past several months the Alliance has confronted many external issues, such as SP53, 1414, and water quality programs, which demanded pro-active attention. Agri-Washington is uniquely qualified to respond to those issues, and has done an outstanding job. Now, although external affairs are still very critical, the time has come to streamline the interworkings of our organization, to increase membership, and to secure the financing necessary to carry on the important work of NAICC. Those areas are the particular strength of Great Lines.

Members I have talked to since the action are very enthusiastic. Daney Kepple has "grown up with the organization," one member said. She knows most of us. She is dedicated to the organization and to its members. We believe that she and her associates will do a great job.

The Board suggested that Great Lines involve the Agri-Washington resources when appropriate, and Paul Weller has graciously agreed to help when asked. The transition is going smoothly. The team is in place. As **Madeline Mellinger's** coin suggests, "Let's go for it." Give the Great Lines team all the support they need when they need it.

On the subject of certification, the two comments I hear

most often are, "What's in it for me?" and "I will when I have to." What's in it for all of us is the opportunity to show our clients, our communities, and all who are involved with environmental concerns that we are ethical professionals qualified by education and experience. Why wait until we have to? There will obviously be more external issues like the ones mentioned earlier. Since there has been an ASCS person in an advisory capacity to the NAICC certification board and ASCS people in Washington are knowledgeable of our program, I am hopeful that as government programs are developed, NAICC members who are certified will be able to participate fully.

We are qualified. Let's prove it!

New Communications

Continued from page 1

flight. Upon arrival in S.F. and checking into a hotel room, it will be uploaded to Econet as a text file, and addressed to "rvanharen," chairman of the Newsletter Committee.

The article could then be sent around to other NAICC'ers on Econet for review and comments. People could add their changes *right into the text* and send the revised article/text file back to Randy for final review and transmission to **Daney Kepple** and publication in the newsletter. In many cases involving newsletter articles, there will be no need for a single hard copy to be printed until the article is ready for the publication process.

Newsletter Committee Chair **Randy Van Haren** has expressed the goal of conducting most newsletter committee business over Econet by the end of 1992. Several NAICC board members are already online, including Todd Williams, chairman of the communications and technology committee. The exchange of messages has been brisk for a couple of months, with more members getting online weekly. Econet does not displace the phone or fax, but it adds a key new dimension—getting things through to others on your schedule, regardless of their schedule.

It is cheap and easy to use Econet. For more information call 415/422-0220.

WASHINGTON NEWS

NAICC Members Featured In Congressional Hearing

A look at the witness list for a Feb. 19, 1992 Congressional hearing in Washington D.C. exploring key pesticide legislative issues provides further evidence that NAICC has "come of age."

The hearing on pesticide issues has been scheduled by the Subcommittee on Department Operations, Research, and

Foreign Agriculture, or DORFA. This subcommittee of the House Committee on Agriculture has legislative jurisdiction over the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA).

In his letter of invitation to witnesses, Subcommittee Chairman Charlie Rose (Dem.-N.C.) wrote: "The time has come for the Congress to play a more active role in helping focus greater attention on what farmers, IPM specialists, independent consultants, and others are doing at the field level to develop and refine biologically-based crop protection systems."

The Subcommittee has announced plans for three hearings:

- Feb. 19 focusing on safer pesticide and minor use issues.
- Mid-March on negligible risk and food safety provisions, following the expected announcement of a Court of Appeals decision in a test case on the legality of EPA's current policies governing compliance with the Delaney Clause.
- Early April—two days of testimony on bills before the Subcommittee from interest groups and other organizations.

Following the three hearings, the Subcommittee intends to mark up H.R. 3742, "Pesticide Safety Improvement Act of 1991," a comprehensive pesticide bill introduced by Chairman Rose in the last session of Congress. Given the shift toward domestic issues, several Washington observers state that the odds are improving that the Congress will complete action on long-awaited pesticide reform legislation, perhaps even in 1992.

Three NAICC members have been invited to testify Feb. 19. **Dr. Charles Benbrook** will open the hearing by describing the evolution of pesticide issues in the 1980s. The Subcommittee has several new members with little knowledge of the complex history of the issues that will come before the committee. Benbrook has been asked to help "bring them up to speed," focusing on what growers, consultants, and other IPM specialists are doing *now* to enhance the safety of the food supply.

Pat Weddle of California will appear on a panel with other key players shaping California pesticide policy. The panel will include Dr. Steve Balling of Del Monte, who serves as the co-chair of the National IPM Coalition. Jim Wells, Interim Director of the Department of Pesticide Regulation in Cal-EPA, and Assemblyman Rusty Areias, chair of California's Assembly Agriculture Committee, have also been invited to testify.

Weddle will address the critical challenges consultants face trying to maintain high levels of control while keeping grower costs down and lessening environmental degradation. He will focus on pear and apple grower efforts to manage codling moth resistance to Guthion[®] and consequences of delays in the registration of biocontrol agents. He will discuss the serious consequences of delay in getting new biocontrol agents through the federal-state quagmire of regulations.

Madeline Mellinger has been asked to describe in practical terms just how pressing minor-use problems are in South Florida's intensive, highly diverse agriculture. She will present examples of current challenges brought about by the

STATE NEWS

Consultants Contribute to Wellhead Protection Project

Three independent crop consultants in Wisconsin were volunteer guides in a series of twilight mini-tours on "Groundwater-Smart Farm Ideas." The tours are part of a wellhead protection project started last year to educate farmers, environmentalists, ag Extension agents, and members of the public on the basics of groundwater protection and management.

The Stevens Point Wellhead Protection Project is a cooperative effort between Portage County, USDA, Soil Conservation Service, and the University of Wisconsin Extension Service. The project is in the Plover River Watershed, an area heavily cropped to potatoes and canning crops.

NAICC member **Randy Van Haren**, Pest Pros, Inc., and two other independent crop consultants working in potatoes demonstrated their techniques for reducing the potential for groundwater contamination. Van Haren discussed his Integrated Crop Management (ICM) program involving fertility management, disease forecasting, petiole nitrate analysis, and scouting.

Linda Hoffman of Crop Care explained her scouting program and techniques as well as potato disease management and foliar feeding programs. Independent consultant John Jacobsen demonstrated the use of WISP, a UW-Madison-based irrigation scheduling program, and the use of tensiometers in reducing water inputs on the highly leachable sandy soils of Central Wisconsin.

wholesale abandonment of thousands of labels for high-value crops managed by Glades Crop Care. She will also describe increasingly severe resistance problems.

These NAICC members have also been asked to offer suggestions to the Subcommittee regarding the essential elements of a safer pesticide policy, along with means to relieve pressure on minor-use crops. Chairman Rose hopes to receive guidance and help from NAICC throughout the legislative process.

This invitation is both an honor and an important responsibility since the availability of safe, effective, and profitable pest control systems depends greatly on what sort of legislation gets passed.

Commenting on her upcoming appearance, Mellinger said, "Let's hope our testimony reinforces the Chairman in his efforts to shift the focus from risk and regulation to down-to-earth, on-the-farm progress toward safer ways to control pests." Benbrook added that "such a shift seems pretty fundamental if the country is really going to pursue 'pollution prevention' as its number one environmental policy goal."

Next month's newsletter will include a report on the hearing.

Certification, Independence, and Crop Production

By Earle Raun

Alarming reports on food safety, water quality, and other environmental concerns are causing the public to question farming practices. There are instances in which these concerns have been justified. But agriculture is changing its ways so as to minimize environmental insult. Increasingly widespread use of integrated crop management techniques will improve water quality while at the same time produce plentiful supplies of high quality food.

Agricultural products or practices that might have an environmental impact are increasingly regulated. As a result, there is heightened interest in a crop consultant certification program by government, the general public, and crop producers.

Crop production has become increasingly complex. This is due to technological developments as well as increased regulation. Practices are changing. Farmers are depending on consultants to help integrate these developments in their particular programs.

One of the original purposes of the NAICC when it was established 12 years ago was stated as follows: "*Distinguish for the public the difference between professionals, employed for a fee, and those consultants who may have a conflict of interest in giving advice on crop management.*" That purpose is every bit as important today as it was then.

The NAICC program, as adopted by the membership, specifies that testing will be started in 1993. Until that time, appli-

cants are certified on the basis of their education, experience, ethics, and *independence*. The program is available to all who meet those credible standards, whether a member of NAICC or not. To maintain certification, standards of continuing education have been built into the program.

The testing program must be meaningful and rigorous, but reasonable. The diversity of agriculture in this country makes the development of the testing program a formidable task. The NAICC Certification Board is looking toward the development of a general examination which does not require specific area knowledge. It would be unreasonable for Coloradans to be asked questions based on South Carolina cropping conditions, for example.

The NAICC Certification Board has looked at testing programs currently used in a number of state association and licensing programs. These seem to provide the localized testing necessary. Thus, the NAICC expects to be able to recognize testing carried out by many state and regional organizations. The Nebraska Independent Crop Consultants Association and Louisiana's licensing program, for example, are expected to be recognized after investigation by NAICC's Certification Board.

We hope independent crop consultants, whether NAICC members or not, will take pride in the education, experience, ethics, and *independence* credentials they can show their clientele.

Questions About Certification

Many questions being asked about the testing program cannot yet be fully answered. The preparation for testing is a complicated process. The following questions can at least be given a tentative answer.

1. *What will testing cost?* Your initial application fee covers testing. A small retest fee would be charged for those failing the initial test.

2. *What will the test be like?* Test structure as currently envisioned would be a general exam for everyone, including questions that are not geographically specific. Regional or state tests with "site-specific" questions would serve to qualify persons from the region or state.

3. *Who will write the tests?* Tests will be prepared by computer from question pools supplied from many sources. This approach is being used in some state cer-

tification programs at the present time.

4. *What kind of passing grade will be expected?* Probably a minimum of 70 percent or 75 percent correct answers.

5. *How often will retesting be expected?* Retesting will be required only if a certified individual fails to maintain his or her continuing education program. CEUs will be submitted, as outlined in the program, every three years.

6. *What are the costs associated with certification?* The application fee of \$125 (for NAICC members) covers the initial certification. An annual maintenance fee and the charge required for approval of CEUs every third year have not been finalized. We expect it to be in the neighborhood of \$25 or \$30.

Certification Program Is Up and Running

At its January meeting in Washington, D.C., the Executive Board of NAICC signed a contract with the Registry of Environmental and Agricultural Professionals (REAP) to handle some of the administrative services for the Alliance's certification program. At the same meeting, **Dr. Earle Raun**, chairman of NAICC's Certification Board, reported on the status of the program. "Although little time has elapsed since the certification program was officially opened, by the first of January nine completed applications for certification had been received at NAICC headquarters. Six have been ratified by the NAICC office as being voting members and handed over to REAP for further evaluation. The other three had just been received and action was being initiated."

Four of the six applications in REAP's hands are nearing final approval. Two required more investigation, for one reason or another, and are therefore further from final decisions. With the program under way, Raun said, it is very important for all voting members of NAICC to get their applications in the works as quickly as possible. "Applications jump hurdles faster in the winter season, and if you wait until spring it may slip your mind until fall." He also urged applicants to complete the application form fully. "Incomplete applications slow down the processing of that application."

Raun concluded, "You want to be ready for the new season with your certification in hand."

Anyone needing a certification application should contact NAICC headquarters by phone at 901/683-9466, or by fax at 901/324-3609.

Why Certify?

By **Dan Bradshaw**

Certification for crop consultants and other agricultural advisers is proceeding at various stages and in several different forms. This has prompted a number of questions and some confusion on the subject. Perhaps the questions that arise most often are: Why do I need to be certified? Why does agriculture need more than one certification program for the professionals who advise farmers? Which program is right for me?

The answer to the first question is relatively easy. The programs arose in response to increased interest in certification by government, the public, and, most importantly, by our clients. Certification is in the best interest of our clients and ourselves. We have worked hard to gain the education and experience that make us certifiable. Certification grants us valid credentials that are easily recognized by others. Farmers gain an ability to determine, through objective criteria, which individuals are and are not qualified to advise them on crop production and environmental protection.

Why more than one program? The production system in this country recognizes differences among people and grants farmers access to advice from individuals in various groups.

The Cooperative Extension Service, the farm supply sector, and the crop consulting profession offer different degrees and types of services to farmers. It is up to the individual grower to evaluate the cost-effectiveness of the services offered by each group and to determine whether to utilize any or all of those services.

The underlying assumption of the National Alliance of Independent Crop Consultants is that independent, objective, expert advice is a service valuable to farmers. For that reason, the NAICC certification program emphasizes those qualities. NAICC also values environmental responsibility, as both a desirable end in its own right and as a valuable tool for gaining public confidence in agriculture. That is why the leadership of the Alliance has worked so diligently, along with dedicated professionals from other agricultural and environmental organizations, to pioneer the REAP concept.

The Registry of Environmental and Agricultural Professionals (REAP) continues to gain interest and support from many diverse professional organizations with members involved in agricultural and environmental activities. Members of these groups recognize how important it is for issues of common interest to be dealt with in an informed and reasoned manner. Our professional training, experience, ethical standards, and continuing education needs are common grounds for us to start to work together. At the January meeting in Washington, the NAICC Board signed a contract with REAP to handle some of the administrative services for our certification program. A report on the status of our program appears on page 6 in this issue.

Another certification program presently gaining broad attention is the Certified Crop Adviser (CCA) program that will be administered by the American Society of Agronomy, and the American Registry of Certified Professionals in Agronomy, Crops, and Soils (ARCPACS). While the CCA program represents an important step toward establishing standards for dealer fieldmen who recommend the use of purchased inputs, it has drawn criticism for several reasons. Unlike the other categories under the ARCPACS umbrella, the CCA certification requires no education standards, and the experience standard is reduced from other ARCPACS programs. There is no attempt to advise the public that CCA certified individuals profit from the sale of the products they recommend.

Critics of CCA fear that by ignoring the importance of education, the hope of raising the view of agricultural professionals in the public's eye is diminished. Others fear that university programs will suffer if there is no need for a formal education to meet the minimum standards for certification. Finally, some claim that the salary levels for agricultural employees will decline if employers can hire non-degreed individuals and meet the minimum standards for certification.

It is in these areas that the two certification programs differ most markedly, and discussions continue among the leadership of the two groups. NAICC takes the position that these concerns must be addressed so the long-term needs of agriculture can be met by a credible core of agricultural
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REAP Status Report

What's the status of the Registry of Environmental and Agricultural Professionals? Has it materialized as its creators dreamed? Will it become the platform for environmental and agricultural professionals to meet and discuss areas of common interest as well as matters on which they differ?

Clearly, NAICC believes the answers are in the affirmative, as witnessed by the contract signed at the January Executive Board meeting in Washington (see "Certification Program is Up and Running" on page 5 in this issue). According to past president **Dan Bradshaw**, a principal REAP architect, "as with many noble causes, the financial reality of REAP is one that must be dealt with first before other good things can happen. With a large number of potential participants and beneficiaries, the short-term problem is to get as many active individuals and sustaining members as quickly as possible. NAICC has faith in REAP and is committed to making it a viable entity in the agricultural and environmental communities." Every NAICC member can help support the REAP concept by applying promptly for certification, Bradshaw added.

Earle Raun noted that the Nebraska Independent Crop Consultants Association (NICCA) is also negotiating a contract for REAP to handle its testing and certification program (Nebraska Registry of Certified Crop Consultants), which has been in effect for 18 months. As part of the negotiations, NICCA has offered to provide REAP access to their examination software, which may be helpful to NAICC when the Alliance's testing program is finalized.

Why Certify?

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professionals trusted by the public to deal in an unbiased manner with potentially sensitive issues involving the environment and the use of technology.

NAICC affirms the right of farmers to choose the type of services and advice they wish to retain, and we are encouraged by the increasing numbers of growers who seek the services of independent crop consultants. We also recognize that unless the public is convinced that agricultural advisers operate with a high degree of concern for the public good, they will continue to demand more regulation. Under such conditions, an ever-increasing loss of the technologies available to agriculture is inevitable.

This message, expressed in one of the original purposes of NAICC, has never been more important than it is today. It is critical that the public hear and understand the message. Certification of independent crop consultants under our certification program is our best method for communicating the message and helping the public to make critical distinctions.

Manage Fertility for Economic, Ecological Gains

By **Robert Ascheman**

Economic and environmental considerations were the focal point of the soil fertility session at the NAICC convention last November. While current economics require a closer look at fertilizer use efficiency, our heightened sensitivity to the environmental impacts of fertilizer use has also had a substantial influence on fertility decision-making.

The session was led by moderator **Dr. Robert E. Ascheman**, president of Ascheman Associates Consulting, Inc. and program chairman for the 1991 national convention. Dr. Ascheman opened the session by introducing Dr. Robert Hoefft, professor of soil fertility Extension at the University of Illinois. Dr. Hoefft shared his efforts in research and Extension that have been directed to proper use of fertilizers to optimize crop production while minimizing adverse effects on the environment. He presented insight to the value, intent, and accuracy of soil sampling and analysis, and the four philosophies of subsequent fertility recommendations which include:

- buildup-maintenance
- sufficiency
- base saturation
- nutrient ratios

He explained that while there appear to be dramatic discrepancies among university recommendations in the short run, the differences are usually quite small in the long run and can usually be explained by geographical location. The system of choice depends on the farmer's goals, management ability, land tenure, and willingness to accept risk.

Following Dr. Hoefft's address, IMC presented a video concerning the value of grid soil sampling and an overview of recent technological advances in variable rate technology. Copies of the video may be obtained from Dr. Sam Kincheloe, IMC Director of Agronomic Support, 708/949-3483.

Dr. Daryl Buchholtz, assistant professor of agronomy at the University of Missouri, appeared next on the program with a presentation about his research with grid sampling and variable rate fertilizer applications in the Bootheel of Missouri. He reported that grid sampling has revealed wide nutrient variability and subsequent yield restriction in fields where soil testing by normal practices had indicated adequate fertility levels. His research on one 80-acre field indicated that investing \$1000 for the intensive soil sampling, mapping, and spreading resulted in \$444 of additional phosphorous applied, but gross income was increased by \$7000. The environment was protected with the use of this technology by supplying nutrients to low-testing areas without overapplication on high-testing areas.

Dr. Ascheman then introduced a user panel discussion
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Contract Researchers Gain Valuable Skills

By Louise Henry

Contract researchers who attended the NAICC annual meeting in Kansas City will be receiving training certificates to certify their attendance.

Participants at the two contract research sessions signed a list circulated at each session, and pending attendance verification, NAICC will issue a certificate which can be used by independent researchers conducting trials under GLP standards. These certificates can be placed in GLP "training folders" as an indication of an individual's efforts to stay current with GLP compliance.

Attendees heard Deborah Garvin, quality assurance specialist for Pan Agricultural Labs in California, describe methods for maintaining confidentiality during facility and study audits by sponsors' quality assurance personnel.

Dr. David Humble, Monsanto Agricultural Co., discussed the prevention of contamination when conducting field residue trials. Humble also described examples of inadequate bagging/packing of residue samples for shipment to the analytical labs.

Randolph Morris, National Enforcement Investigation Center (Denver), of U.S. EPA, had the full attention of his audience as he described the penalties and fines for noncompliance of GLP Standards in Raw Data Files. Morris indicated that poor performance by one company can have a deleterious effect on the entire profession of independent research. He also provided names and numbers of individuals within the agency who can be contacted directly with problems or questions.

The Contract Research Committee chaired by **Dr. Grady Coburn** (Louisiana) is already working on a full day program for independent researchers at the 1992 meeting in Washington D.C.

If you have suggestions for the program contact Grady by phone or fax at 318/279-2165.

MEMBERS IN THE NEWS

Coburn Addresses Pest Survey Program

NAICC member **Dr. Grady Coburn** addressed the national meeting of the Cooperative Agricultural Pest Survey (CAPS) Program in Houston, Jan. 15. Approximately 150 persons from 50 states were present.

His presentation, "Survey Network Resources," focused on the potential for the agricultural consulting profession to become more involved in CAPS activities related to exotic pest detection. He stressed the professionalism, expertise, and code of ethics that NAICC members could bring to the program.

Primary participants in CAPS have involved USDA/APHIS Plant Protection and Quarantine (PPQ), state departments of agriculture, and the Extension and research components of the land grant university system. According to C. David McNeal, of PPQ, a plan to redirect the program was announced at the meeting. The focal elements of the program will be:

- Exotic pest detection
- Collection and management of pest data to support international export of U.S. agricultural products
- Survey and data management activities for USDA/APHIS/PPQ program pest and biological control organisms.

Additionally, management of CAPS will be realigned to allow more flexibility in conducting program activities. Opportunities for increased participation by consultants in CAPS could become a reality, McNeal said.

Madeline Mellinger and **Don Poyer**, both of Glade's Crop Care, Inc., Jupiter, Fla., were featured on the "Crop Consultants" page in a recent issue of *CPM/The American Farmer*, a magazine published by United Agri Products. Madeline discussed the life cycle and control methods of the pepper weevil, which she reported "is one of the most severe pests of our spring pepper crop." The weevils are very elusive, according to Madeline, which is why she recommends spraying "if we see any signs of adult activity." Vydate® or a pyrethroid, applied with thorough coverage, are the recommended control method. Madeline reports that a pheromone for use in a monitoring program is being researched and developed. Don's subject for the page was fall armyworm in sweet corn, which he claims is the greatest insect pest of sweet corn, and is a problem in the fall and spring crops. This pest shows up as early as day one of emergence, and Don says he has "seen fields where 90 percent of the plants had one to three worms at the three-leaf stage or before." To stay ahead of this destructive pest, Don says he scouts fields two or three times weekly in earlier growth stages, increasing to daily later on. Pheromone trap monitoring is of little use in timing control methods, he says, because there are so many overlapping generations. Methomyl granules applied in the whorl stage is his current recommendation, according to the article. When ears have formed, he recommends Lannate® and Larvin®.

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entitled "Our System of Fertilizer Recommendations." **John Kimbrough** of Pro-Tech-Ag presented his experience with precision fertilizer recommendations in cotton using petiole analysis, deep soil nitrate testing, and Gossym-Comax, an expert system of computer analysis of cotton plant nutritional needs. **Dan Easton**, consultant for Ascheman Associates, offered his perspective of making site-specific fertilizer recommendations based on his company's 12-year history with grid soil sampling. Jim Crowfoot, vice-president of AgriCAD, Inc., presented features and updates on his company's computer mapping software. There was a brief opportunity for open discussion at the end of the session, where panel members addressed questions from the audience about applying this technology to their consulting practices.

MARKETING MART

Biorational Device Tested For Boll Weevil Control

Plato Industries, Inc., a Houston, Texas-based company, has been granted an exclusive, worldwide license for the development, manufacture, and marketing of the **Boll Weevil Bait Stick**, a USDA-ARS patent-pending invention for the control of overwintered boll weevils in cotton. The **Boll Weevil Bait Stick** is a biorational, "attract and kill" device that provides a new alternative to current methods used for the control of this economically destructive pest. The device was tested in 1991 by the USDA-ARS under an EPA Experimental Use Permit (EUP) for 5000 acres in the Cotton Belt, and plans are under way for an expanded EUP for the 1992 growing season.

For more information contact John Simonette by telephone 713/464-2540 or fax 713/935-3821.

Herbicide Guide Available

NAICC member **Jim Laddie** announces that the recently published "Guide to Herbicide Injury Symptoms in Soybeans" is now available from Agri-Growth Research, Inc.

Also available is the Soybean Guide, which is second in the series of reference works developed by Agri-Growth. The initial volume, "Guide to Herbicide Injury Symptoms in Corn," was published in 1989.

Copies of the "Guide to Herbicide Injury Symptoms in Soybeans" and "Guide to Herbicide Injury Symptoms in Corn" may be ordered by calling 800/247-7008 or writing Agri-Growth Research, Inc., Route 3, Box 33, Hollandale, MN 56045.

NEW MEMBERS

VOTING

Al Averitt, A.S. (Field Crops Technology)

Rt. 1, Box 145

Lumber Bridge, NC 28357

Office: 919/391-0555 Home: 919/858-3740

Crops: Cotton, tobacco, soybeans, wheat, corn, sweet potatoes, cucumbers.

Services: Soil fertility and nematode advisory services, pre-season production plans, full-season integrated pest management, variety selection, farm value analysis, enterprise budgets, equipment calibration.

William D. Cox, B.S. (Agronomy)

Coxco Ag Services, Inc.

4625 Northwind Blvd.

Las Cruces, NM 88005

Office: 505/644-2830 Home: 505/623-2055

Crops: Onions, chiles, lettuce, cotton, pecans, grain, spinach, carrots, tomatoes, alfalfa, cayenne, pimiento, basil, dill, jalapeno, melons.

Services: Planning, fertility, irrigation scheduling, insect scouting evaluations.

Charles Gromer, B.S. (Agricultural Science)

309 C. Crowelis

Highland Park, NJ 08904

Home: 908/985-0574

Timothy Gross, B.S. (Agricultural Education)

Agri-Pest Consulting, Inc.

Rt. 3

Milton, WI 53563

Office: 608/754-6064 Home: 608/754-6064

Crops: Vegetable crops; potatoes, carrots, onions, mint, cabbage, broccoli.

Rachel M. Nemeč (Plant and Soil Sciences)

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Roy V. Sturgeon, Jr., Ph.D. (Plant Pathology)

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Crops: Peanuts, soybeans, alfalfa, wheat, (cereal grains), and turfgrass.

Services: Consultation on problems related to plant health, primarily plant disease identification and control.

CALENDAR OF EVENTS

March 3-5 - Nebraska Independent Crop Consultants Association Meeting - Ramada Inn, Kearney, Neb. For more information contact Rick Reinsch at 308/236-0170.

March 15-21 - National Agriculture Week - For more information contact Margaret Speich, Ag Council of America, at 202/682-9200.

March 20 - National Agriculture Day

March 26-27 - Iowa Independent Crop Consultants Association Annual Meeting - Best Western Starlite Village, Ames, Iowa. For more information, contact Brad Buchanan at 319/848-7424.