



NAICC NEWS

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The Voice of the Professional Crop Consultant

March 1992

Congress Seeks NAICC Input on Agricultural Production Issues

Suppose agriculture were given a seat at the table when the next round of regulations affecting the industry are being written? That has been the dream of many. Now the dream has come true.

It all began when **Chuck Benbrook** was approached by Congressman Charlie Rose (D-NC) to testify before the House Committee on Agriculture's Subcommittee on Department Operations, Research, and Foreign Agriculture (DORFA). Rose chairs the subcommittee.

Benbrook took advantage of the opportunity to suggest that two other NAICC members, **Madeline Mellinger** of Florida and **Pat Weddle** of California, also be invited to give their perspective. "It's time that Congress heard from those who face real-world conditions in the field," Benbrook explained. All three testified before the Subcommittee in Washington on February 19.

Mellinger seized the opportunity to explain the role of independent crop consultants in today's technology-intensive food and fiber production systems. "We are professional practitioners whose purpose is to promote the stewardship of natural resources, the sustainability of our farms and ranches, and the integrity of America's food and fiber production," she said. "My most important purpose here today is to let you know that we in the field are applying the best technology we have. We need your help to be allowed to continue utilizing current technologies, including pesticides, until such time as other technologies become available to us." Here are some other excerpts from her testimony:

"As we rely on fewer and fewer pesticides, we set a perfect stage for the emergence of genetic resistance in some pest populations. Something has to give and soon."

"I am excited about the new tools, the new systems of biotech products that are on the horizon and will soon be available to us in sustainable crop protection systems. However, before we become enamored with what is potentially around the corner, we must resolve the serious dilemmas we face right now."

"We will have to use biology and management to take the pressure off chemistry. Until we can develop new technologies to apply, we must first slow the rate of minor-use crop cancellations. That is necessary in order to prevent resistance to

pesticides from developing in very highly susceptible pest populations."

"A growing concern of mine and members of our organization is that these complex decisions having to do with pesticide and food safety are often really judgment calls. They are being made by people who are farther and farther removed from the field and from the real issues. Sometimes people making these decisions make them with honesty and with best intent, but they really don't understand the consequences of their actions. I hope that the subcommittee, in refining H.R. 3742 [the pesticide reform bill introduced November 7, 1991 by subcommittee chairman Rose], will look for ways to encourage EPA to seek out the input and guidance of crop protection specialists who have no direct stake in registration actions and who know what is going on in the field."

"I would like to let you know that there are many opportunities which you can help us develop as you work on FIFRA reform legislation to give farmers and crop protection professionals new technologies to use against pests, both old and new. We are making steady progress, but are fearful that a combination of economics, resistance, and regulation will undermine farmers' ability to continue producing food and fiber while we develop new, more sustainable technologies."

Evidently the points struck home. In a highly unusual move, Chairman Rose interrupted Mellinger's testimony. "You are the immediate past president of the National Alliance of Independent Crop Consultants. Do you guess that you could get that organization to sort of give us a series of recommendations along the lines that you have suggested?"

Mellinger: "Yes, Mr. Chairman, I'm sure that we would be happy to do that."

Rose: "I would very much like NAICC to give the subcommittee some recommendations on a safer pesticide policy."

Mellinger: "We would be honored and pleased to do that."

This is the challenge currently before NAICC. It's an opportunity of a lifetime, and the Alliance needs input from the membership to be certain that the recommendations given are representative of what members and their clients believe and stand for. Timing is also critical. Please contact **Michael Brubaker** (717/627-0065), chairman of the National Legislative and Policy Committee, and give him your ideas.

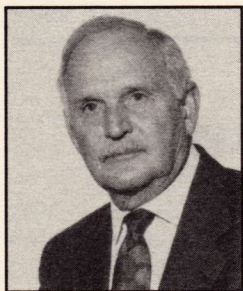
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Strength in Numbers

Bill Blair, NAICC President



You are a member of a strong state association, so why belong to NAICC? If you are a member of the Alliance, why would you bother to participate in your state organization? This issue of the *News* is crammed with reports from your counterparts around the country who answer the question better than I can.

One of the best answers is to be found in two articles. The one entitled, "Congress Seeks NAICC Input" attests to the ability of NAICC to attract the attention of those who make public policy. The service our members rendered by testifying before that committee affects every crop consultant and contract researcher in this country. In fact, it's not an overstatement to say that they have helped the entire agricultural industry.

The other article, "Agricultural Chemicals and the Environment," consists of an equally important effort made on the state level. Legislation and regulation occur both in Washington and in state capitols around the country, and our profession has to work hard at both levels to make our voices heard. This alone justifies the need for strong state and national organizations.

I have repeatedly said that we can be regulated out of business. If you don't believe this, please call me. Our strength, both in the states and in Washington, lies in numbers. The time has passed when we can say to ourselves, "Let other consultants and contract researchers go to the expense of supporting state and national organizations that protect and promote our interests."

NAICC Needs Your Help

Our May issue will focus on the efforts being made by Ag Consultants to educate farmers and the public through demonstration projects. Please share with us your experiences with such programs as the SP-53, groundwater protection, pilot IPM programs or others you have developed yourself. Demonstration and outreach are a critical component in building the profession of crop consulting. Send your story, including both positive and negative experiences with demonstrations, to Randy Van Haren, P.O. Box 188, Plainfield, WI 54966.

Agricultural Chemicals and The Environment

By Grady Coburn

Editors Note: The following is a transcript from a panel presentation at the 1992 Pest Management Consultants Workshop of the Louisiana Agricultural Consultants Association held in Alexandria, La., Feb. 18.

From my point of view, agricultural chemicals have been, currently are, and at least for the foreseeable future will continue to be the main line of defense against the agricultural pests with which we have to contend. This dependence on agricultural chemicals can and certainly has caused some problems for us in agriculture.

- Chemical residues from some of the persistent classes of agrichemicals from years back have been implicated in reduction of certain species of wildlife, especially birds.

- Multiple applications of agrichemicals over time and/or successive generations of several pest species have resulted in the development of resistant populations of these pests. There are many examples of this among insects and weeds as well as disease pests.

- Some agricultural chemicals have been so efficacious that pests controlled by these chemicals have literally been replaced by pests not affected by the same chemical. Consequently, we have seen from time to time a pest status change (either from a non-pest status to a pest status or possibly from a secondary pest status to one of primary concern.)

- Technological advancements in residue detection methodology have moved so rapidly that now minute amounts of agricultural chemicals are detectable in the parts per billion range (and some even down to the parts per trillion range.) The fact that these residues are detectable at all has had a negative influence on the public's perception of the safety of our food and water supply. These misguided perceptions and the movements behind their existence are destroying the confidence in our system of checks and balances designed to assure the safe use of agricultural chemicals.

Those are some of the problems we have faced. They were not used as examples to solicit your pity or to make you feel sorry for us but to point out that problems stimulate and bring about attempts to resolve them. And the problems that we have had and do encounter with our dependence on agricultural chemicals by that same premise have been instrumental in the development of better and more ecologically sound means of combatting our pest situations. Allow me to illustrate again:

- Over time, the trend in development of agrichemicals has moved away from commercializing nonselective, persistent, high usage rate compounds to ones that are much more selective, rapidly biodegradable, and used at much lower usage rates.

- The development and implementation of integrated pest

and/or crop management systems dedicated to the utilization of combined economically feasible control procedures that work and that are environmentally sound have also solved many problems. These systems provide for the use of agricultural chemicals on an "as needed" basis where the needs are determined by the use of economic injury or damage thresholds. These IPM or ICM systems encourage the development of cultural controls such as host plant resistance, improved tillage practices, etc., to assist in reducing the reliance on agricultural chemicals.

- The *Heliothis* resistance management strategy currently in use here in Louisiana, the mid-South, and other areas is another very good example of how problems we encounter or possibly expect to encounter have a way of making us develop solutions. And of course in this case we are alternating agricultural chemical classes during certain phases of the pest's season to deter the development of resistance to a class of agrichemicals that is, by comparison, more environmentally friendly and certainly more economical than other choices we have.

- Renewed interest in and the development of improved methods of biological control measures is of course another attempt to lesson our dependence on synthetic agricultural chemicals. Some examples that come to mind are: predator-parasite production and release programs, the development of improved and new strains of bacterial viral and fungal controls for insect, weed, and/or disease pests.

- Genetic engineering, gene transfer, and a host of other fascinating new concepts happening recently in the biotechnology area are still other examples of how we are trying to lessen our dependence on synthetic agricultural chemicals.

Where are we going from here? I believe that advancements toward the goal of developing agricultural chemicals or pest control that are environmental friendly yet efficacious are limited solely by the imaginations and ingenuity of the scientists who develop them.

We must, however, be careful not to move too rapidly to implement new approaches not fully researched. We must be reminded constantly of what we learned from our past and make every attempt to continue with successes we've achieved and not to make the same mistakes again. We must look ahead and realize that by the mid 21st century world population is expected to more than double (to 11 billion) and that this populace will have to be fed and clothed from farm, field, and garden sources that are ever decreasing in size. We must remember and do all we can to make others aware that when we are trying to fill this increasing order for food and fiber, few if any approaches are risk free and that risk-benefit analysis of each situation will permit the utilization of only those approaches where the benefits exceed the risk.

Finally, we must continually strive to educate those critics of our methods that sound science is behind what we do; that there are over 30 different pieces of legislation administered and enforced by more than a dozen state and federal agencies



Panel members who addressed "Agricultural Chemicals and the Environment" at the Louisiana Agricultural Consultants' Association meeting were, left to right, Kai Midboe, secretary, Louisiana Department of Environmental Quality; Louie Richardson, Louisiana Department of Wildlife and Fisheries; and consultant Grady Coburn.

that regulate all aspects of crop production, including agricultural chemical usage; that the driving force behind most of that legislation is public health, worker safety, and environmental security; that we possess the most economical and safest food and fiber supply in the world; that our producers as well as those of us at the grass-roots level of crop production management breathe the same air, eat the same food, drink the same water, live in much closer association to the use of agricultural chemicals; and that we, by no stretch of imagination, are suicidally inclined.

USDA's Moseley Returns to The Farm

USDA Assistant Secretary for Natural Resources and the Environment **Jim Moseley** is returning to the family farm in Indiana after nearly three years of government service.

During his tour of duty in Washington, Moseley was responsible for managing the politically charged spotted owl issue as well as a number of other controversial issues ranging from wetlands protection to the implementation of the new conservation provisions in the farm bill.

NAICC and the private consulting profession will miss Moseley, one of the first senior USDA officials both interested in and committed to assuring that government policies do not penalize or otherwise discourage farmers from taking advantage of the professional services that consultants offer.

Moseley was the 1991 recipient of NAICC's Service to Agriculture award.

Best of luck back on the farm, Jim!

NAICC History Is Tied to The States

The National Alliance of Independent Crop Consultants, like many professional organizations and societies, was born of common needs. Early practitioners of the crop consulting and contract research profession recognized that some of the obstacles they faced—lack of recognition, lack of understanding of the profession as a profession, lack of a way to document their credentials—could best be addressed as a group. Crop consultants began to talk to each other, and several organizations were formed in Cotton Belt states.

It's not difficult to understand why the consulting profession began in cotton country, for even today those who produce the fiber crop are large consumers of insecticides. Insect pests seem to have quite a taste for cotton, and many of the areas where it's grown in this country provide a friendly environment for most insect species to live and reproduce. Cotton farmers quickly realized that entomologists could save them money.

Mississippi and Texas formed the first state consultants' associations, and Louisiana wasn't far behind. Still, the numbers were small, and needs crossed state lines. In 1977 the Southern Alliance of Independent Crop Consultants was formed. It's important to note that many, if not most, early crop consultants also did contract research, so this segment of the business has been an integral part of the profession since its inception.

Development of the profession in other areas of the country tended to be more isolated. In the West and Midwest, dealers in crop protection chemicals began providing scouting services as long as 15 years ago, so the independent consultant had more difficulties getting established. In the High Plains states these services were offered by aerial applicators.

Even so, there were crop consultant/contract researcher pioneers in all these areas. Dr. **Earle Raun** recalls, "When I started in 1974, there were no independent IPM (crop) consultants in the Midwest or northern High Plains." It was Raun who was elected president when the Southern Alliance met with crop consultants from other areas of the country to form the National Alliance of Independent Crop Consultants in 1978. It wasn't long before state associations began to pop up all over the country.

The profession also began to develop in other directions in the late 1970s and early '80s. Specialties other than entomology—plant pathology, agronomy, weed and soil science, for example—steadily gained in prominence among consultants, and the contract research area became more important as university and Extension budgets were cut. Today there are crop consultants who do no contract research and contract researchers who concentrate entirely on that specialty. However, the two professions have overlapping needs and interests, and the NAICC continually seeks new ways to serve these two

segments of its membership.

Thus, it's clear that the history of NAICC is closely intertwined with the history of state organizations, and in fact, the NAICC constitution contains the statement, "The formation of Regional or State Associations is encouraged." The leadership of the national organization is very interested in strengthening those bonds. However, NAICC president **Bill Blair** is quick to point out, "We have no interest in meddling in the affairs of state organizations, and everyone in leadership positions with NAICC is very aware that there are some areas that can be much more effectively handled on the state level. If I didn't believe that, I wouldn't be president of the Ohio association as well as the Alliance. But there are at least an equal number of issues that affect all of us that can only be addressed by a national organization.

"One of the top priorities of my year as president of NAICC is to strengthen the bonds with state organizations. I relish this opportunity and look forward to the new friendships that will result. I would also welcome input from the membership on this subject."

Consultants Value Both State and National Involvement

In these days of economic belt tightening, everyone is scrutinizing expenditures carefully. When it comes time to pay dues to NAICC and state consultant's organizations, some might question the need to be involved in a professional association at both the state and national level. Most readers of the *News* have made that decision in the affirmative by now. Here are some of the reasons:

Bruce Nowlin of Oklahoma, president elect, and **Madeline Mellinger** from Florida, immediate past president of NAICC, admit that since there was no state organization available to them, they have difficulty understanding the view of those who believe everything can be accomplished on the state level. However, Nowlin says, "I understood it a lot better after visiting the Mississippi Agricultural Consultants Association annual meeting last month. They had a luncheon where they honored retired consultants and other agricultural leaders, and some of those guys had more experience in their little finger than I'll ever have. There was one man there who got his masters degree in 1929, and another who was present when the first aerial insecticide application was made on cotton. It's easy to see why consultants there take a lot of pride in their history. My hat's off to them, but I still think they need to get involved with NAICC. None of us is going to be able to live just in our own backyards anymore. There's just too much going on at the national level that will affect us all."

There are many members of NAICC who were charter

STATE ASSOCIATIONS

members of their state organizations. **David Harms** of Illinois says, "The state and national organizations are doing the same things on a different scale."

According to Harms, "The number one benefit to joining NAICC is the exchange of information. By attending the convention and the various meetings, you develop new contacts in other areas who have had different experiences, or who are using different techniques that might be beneficial in your area. In visiting with consultants from another part of the country, you might find that they have the same insect but are treating it in another manner that might work in your area."

Being a part of the national organization also allows consultants to have the opportunity for input on legislation and regulations that may be passed down to them, according to the Illinois veteran. "That gives you a better opportunity to govern your own business. If you're on your own, by yourself, you have to take what comes to you."

Dick Jensen, a charter member of the Louisiana Agricultural Consultants Association, the Southern Alliance of Independent Crop Consultants (which later became the National Alliance), and NAICC, says, "I get different things out of different associations. There's definitely an opportunity at the national meeting to meet consultants from other parts of the country. I often find, when discussing problems with them, that we have many of the same problems. There may be some techniques that they use that will work for me. The national organization is also more involved in services such as lobbying, certification, etc."

"The biggest excuse I hear from people who don't want to join is the cost. They say they just don't see where they can get their money's worth, but you get out of something what you put into it."

Clyde Sartor was president of the Mississippi Agricultural Consultants Association for three years and is now on the Board of NAICC. "I can't understand why more members of MACA aren't in the Alliance," he says. "What they usually tell me is that the dues are too high, but I see them spend a comparable amount on other things all the time. What that tells me is that we haven't found the right way to communicate the benefits to them. I'd like to help with that."

"The consultants of Mississippi have had a strong state organization, and many haven't really felt the need for a national organization. Following the SP-53 program that sifted down out of Washington, I think maybe some of our members have raised their eyebrows and said, 'Maybe we should be getting involved.'"

"The benefit of being a member of the national organization is that a consultant/contract researcher is kept on the leading edge of any federal mandates that will have an impact on his business, like the certification process that is going on right now. If a consultant wants to get involved in developing the program, rather than allowing it to be developed by someone who doesn't understand our profession, he had better get involved. It's not at all unreasonable to expect that representa-

tives of the land grant universities could get together and set up certification guidelines that would have an impact on the private sector. I don't have any qualms about the public sector being involved, but I think consultants need to be involved as well."

"I can't sit in Vicksburg, Miss., and complain if I'm not going to participate in the efforts to effect change. As a member of NAICC, I'm confident that my voice will be heard."

The North Carolina association was founded in 1983, and **Billy McLawhorn**, a charter member, says, "It won't surprise me if every one of our members joins NAICC. At the annual meeting we learn ideas from people in other states that can make our state organization stronger. But it's a lot more than that. It's the contacts you make with industry, with consultants from other areas. It's really a gold mine."

"Last year during the auction at the annual meeting in Kansas City, I bid on a pheasant hunting trip to Des Moines, Iowa, and was fortunate enough to get it. I went on the trip and had a great time, but that's not really why I'm so glad I went."

"After the hunt I spent two days in **Bob Ascheman's** office, and it was the most productive experience I've ever had. People say to me, 'What could a consultant in North Carolina have in common with one in Iowa?' My answer is, 'A lot.' What immediately strikes me, whenever I meet somebody from another area, is how many similarities there are. Bob has been working on some mapping programs that can tie mapping with data base systems, and we're very interested in that."

"The state organization offers more in terms of educational programs that can be geared to specific North Carolina problems. On the national basis, you deal more on the policy level, and national talent is pulled in."

"Most of the meetings I go to, I learn more in the halls than in the sessions. We've gotten ideas on where to look for summer help and how to go about designing ads to get the kind of people we want. We get ideas from each other on handling billing, structuring fee schedules, etc. It's a big lonely world out there. We're sitting here with no more than two dozen consultants in North Carolina, and we need to expand our realm of experience. You get a whole lot broader perspective when you deal with people who don't do things exactly the way you do them."

"I'm sold. I'm tickled to death with both organizations."

State Groups As Sustaining Members

There are currently 18 states with crop consulting associations, most of which were chartered prior to the inception of the NAICC. Many of these groups still struggle with the challenges of increasing their membership and providing benefits of interest to crop consultants. State consulting groups are faced with a dilemma when they deliberate whether to support

STATE ASSOCIATIONS

the NAICC as a sustaining member.

At present only eight state organizations (44 percent) hold sustaining membership in the Alliance. State groups must devote considerable financial support at the time when monies are short for meeting their own needs in expanding membership and programs.

The Wisconsin Association of Professional Ag Consultants (WAPAC), for example, has 77 members and an annual budget of \$3850. The bulk of the budget is eaten up conducting two yearly meetings, paying wages for a part time executive secretary, and production of a membership directory. The group has designs for production of a newsletter, expanded promotional efforts, seminars, and so on with few dollars left for maintaining a sustaining membership in the NAICC. An added impediment is the membership makeup of WAPAC, which is a 50:50 mix of crop and animal consultants—the latter being without representation in the NAICC. How will WAPAC be persuaded to join the presently small ranks of state sustaining members?

Various sustaining groups were surveyed to gain insight into their reasons for joining and how this was accomplished. The overwhelming majority cited the need for a national presence for crop consultants and view the NAICC as best positioned to meet that goal. **Earle Raun** of the Nebraska Independent Crop Consultants put it this way: "We recognized that a voice in national affairs for our fledgling profession was a necessity. A state association, as a member of the national association, therefore has a voice in national affairs that affect us as individuals."

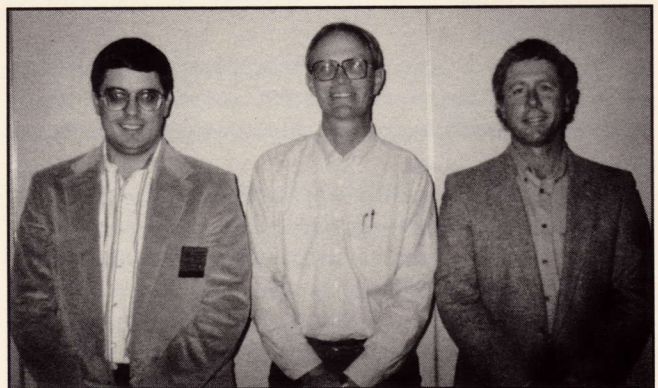
The recently inducted Kansas Association of Independent Crop Consultants takes a practical view of the matter. According to **Loarn Bucl**, "The NAICC supports crop consultants at the national level so we ought to support them." **Joe McCullough**, executive director of the Texas Association of Ag Consultants, expressed that Texas consultants are team players. "Our members feel the spirit of cooperation and teamwork should continue not only to our members at the state level but beyond to the national level that NAICC represents. NAICC has not only the direction of our profession as consultants in focus, but also the spirit of what those in TAAC believe in."

Financial considerations appear to represent a minor factor in the debate over sustaining membership as most groups indicated that it was reasonably easy to appropriate the funds necessary. The key factor for all groups now holding sustaining membership was the leadership of NAICC members pushing their group to act. Most of those surveyed would say that "push" is too strong a word for the effort made. Let's hope that all NAICC members carrying a state association card make the effort this year to "nudge" their state group towards joining the ranks of the sustaining members. **Bill Craig**, president of the Professional Crop Consultants of Illinois (PCCI) related the efforts of **Dave Harms** to bring them into the Alliance by citing the credibility that its association would bring to their group.

The contributions of a national presence for crop consultants is paying dividends for individual state members right now. Consider the input of the NAICC at the national level on the SP-53 program and its bearing on crop consultants' standing in writing other government programs. The NAICC's efforts on certification is setting the standard for state groups to act in the future. These and future issues will demand NAICC leadership and guidance for state associations in the years to come.

States Hold Annual Meetings, Elect Officers

The **Texas Association of Agricultural Consultants** held its twelfth annual conference in Austin Jan. 26-28. Over 200 attendees observed 30 exhibits and heard educational talks on boll weevil, sweetpotato whitefly, cotton aphid, and a two-hour program on "Cotton Physiology and its Relationship to Stress and Fruit Load Retention," presented by Dr. Kater Hake of the National Cotton Council. During the business session, members elected the following officers for 1992: President **Dana Palmer**, Lubbock; Vice President **Kevin J. Smith**, Idalou; and Secretary-Treasurer **Mike McHugh**, Uvalde.



Newly elected officers of the TAAC are, left to right, Vice-President Kevin J. Smith, President Dana Palmer, and Secretary/Treasurer Mike McHugh.

TAAC honored member **John Klepper**, Hobbs, N.M., as outstanding agricultural consultant of the year. Klepper works both states and has served as president and in other positions with TAAC in the past. He was honored for demonstrating outstanding services and knowledge and for meeting the requirements of training, education, and experience to provide objective consulting services to the public. He is owner of Agri-West Crop Consulting.

The **Wisconsin Association of Professional Ag Consultants** gathered in Tomah, Wisc., recently for its fifth annual business meeting. Each annual business meeting provides a



John W. Klepper, left, receives the 1992 TAAC Consultant of the Year award from President Dana Palmer.

forum for discussing new concepts in agricultural consulting and to conduct elections for the coming year.

This year's theme concentrated on "Expanding WAPAC's Influence in the 1990s" by bringing together an assortment of allied ag industry representatives to discuss how ag consultants can work more effectively with them.

Dick Vattharer, state programmer for Agri-business/Coop Extension Service, UW-Madison, opened the program by emphasizing the "common thread of change" that all in the agribusiness industry are exposed to and offered areas of common challenge and conflict. Vattharer identified technology development, production systems, and environmental concerns as issues needing cooperative efforts while "insurance" crop inputs, product selection, and perceived competition represent areas of potential conflict between consultants and the Extension service.

When asked about the potential for Extension fees for on-farm visits, Vattharer cited the experiences of countries like New Zealand, Australia, Denmark, and the Netherlands adding, "When this happens the interests of society become less important than those who are willing to pay the fees." His comments indicated that a fee for service structure in Wisconsin Extension was a remote likelihood.

President of the Wisconsin Ag Bankers Association, Mark Forsythe, explored how ag consultants and ag lenders can work more closely together. In his personal experience, he had never been contacted by a crop consultant and he had no knowledge that a group of consultants was organized in the state. Forsythe stated: "I accepted your offer to address the group out of curiosity." He indicated that there were many farmers in his area in need of a consultant and that he hopes consultants will take the initiative to inform their local ag lenders of their services. Forsythe said he would be happy to refer clients.

The annual business meeting followed during which NAICC members **Randy Van Haren** and **Bill Stangel** elected to their second two-year terms on the executive board.

The **Ohio Association of Independent Crop Consultants** met in Columbus on Jan. 14-15; in attendance were consultants from Michigan and Indiana as well as Ohio. Speakers from Ohio State and Purdue universities delivered papers on corn

and soybean production, fertility recommendations, soil compaction, water quality, and pest control. In addition, technical representatives from 14 suppliers brought consultants up to date on label and marketing changes. Members of OAICC must have a minimum of a B.S. degree (or equivalent), four years of experience, and agree to abide by a consulting code of ethics. Officers elected for 1992 are: President **Bill Blair**, Circleville; Vice-President **Carl DeBruin**, Stoutsville, Secretary **John Gruber**, New Holland, and Treasurer Jerry Borton, Wauseon. **Max Mohler** and Mike Snyder continue their positions as directors.



Professional Crop Consultants of Illinois officers are Dr. Don Kuhlman, University of Illinois; Ex-Executive Secretary Bill Craig, Maxi-Yield Consultant Service; President Bob Brown Pro-Crop Inc.; Secretary Treasurer Gary Elliott, A&L Great Lakes Lab; Director Dr. Mike Gray, University of Illinois; University Coordinator Gene Craig, Craig Ag Sales & Service; and Vice-President Dave Harms, Crop Pro-Tech Inc.

MEMBERS IN THE NEWS

Bill Craig Featured On Cover of CPM Magazine

NAICC member **William R. Craig**, Carlinville, Ill., was featured on the cover of the February issue of *CPM: Crop Protection Management* magazine. The photo, showing Bill checking for European corn borer, ran in connection with a feature article on how corn growers are implementing IPM practices.

CPM now publishes consultants' columns on a regional basis. The four regions include Midwest, South, Florida, and California-Arizona. Four consultants are featured in each region for each issue. That's a total of 16 consultants per issue.

NAICC affiliate member **Bill Barksdale** is contributing editor of *CPM*. His responsibilities include coordination of the consultants' columns. The magazine is produced for United Agri Products by the American Farm Network, and has a nationwide circulation of 175,000.

Any crop consultant who is not receiving the magazine, but would like to, may write to Barksdale for a complimentary subscription at: P.O. Box 17726, Memphis TN 38117.

NEW MEMBERS

VOTING

Syed F. Fazli, Ph.D. (Plant Pathology)

Plantboy, Inc.
P.O. Box 290146
Ft. Lauderdale, FL 33329-0146
Office: 305/587-6396 Home: 305/731-2065
Fax: 305/486-4948

Crops: Tropical foliage, woody ornamentals, cut flowers, bedding plants, landscapes, turfgrass, interiorscapes, vegetables, tropical and sub tropical fruits, herbs, and spices.
Services: Disease and pest management, crop monitoring with recommendations, crop and post-harvest damage evaluation, expert witness.

Frank Juedeman (Agronomy)

Pro Ag Inc.
P.O. Box 103
Iuka, KS 67066
Office: 316/826-3607 Home: 316/672-2632
Crops: Alfalfa, corn, soybeans, milo, wheat.
Services: Full service consultation.

Dwight Scott Moody, Ph.D. (Entomology)

Moody Ag Services
Rt. 1 Box 409
Kingsville, TX 78363
Office: 512/592-6614 Home: 512/592-6614
Crops: Cotton, grain sorghum, corn.
Services: Entomology, soil fertility, herbicide recommendations.

AFFILIATE

Wally L. Gerst (Agricultural Business)

5900 Thornapple River Drive, SE
Grand Rapids, MI 49512
Office: 616/698-7948 Home: 616/698-7948
Crops: Alfalfa, corn, fruit crops, seed corn, small grains, sweet corn, soybeans, vegetable crops.
Services: Soil sampling and analysis, tissue (plant) testing and analysis, plant nutrition, fertility recommendations and management, application systems, tillage.

PROVISIONAL

Tim Case (Agronomy)

Crop Guard Inc.
P.O. Box 238
Eakly, OK 73033
Office: 405/797-3213 Home: 405/772-5340
Fax: 405/797-3214
Crops: Peanuts, cotton, wheat, corn, milo.
Services: GLP Contract Research.

Steve Schroeder (Agriculture)

S & S Crop Specialist, Inc.
RR 1, Box 59
Goodwell, OK 73939
Office: 405/545-3675 Home: 405/545-3675
Crops: Corn, milo, alfalfa, wheat, barley, sunflowers.
Services: Soil samples, weed and insect scouting, moisture monitoring and scheduling, fertilizer recommendations.

REAP CERTIFICATION

The following NAICC members have been certified by REAP:

Grady Coburn, Ph.D., Cheneyville, La.
Pest Management Enterprises, Inc.

Dwayne Coulon, Ph.D., Port Allen, La.
Cajun Ag Services

Fred James (Jimmy) Grant, Flora, Miss.
Grant's Agri-Consulting Service

Virgil L. Jons, Moorhead, Minn.
Agassiz Crop Consulting

William Henry Long, Ph.D., Thibodaux, La.
Long Pest Management, Inc.

Correction:

Last month's issue of the *News* gave an incorrect phone number for Econet. The correct number is 415/442-0220. We apologize for any inconvenience this caused.

CALENDAR OF EVENTS

April 21-24 - **11th Annual Hazardous Materials Spills Conference**, Wyndham Franklin Plaza, Philadelphia, PA, Sonja Cohen, 3202 Tower Oaks Blvd., Rockville, MD 20852

May 18-19 - **Wetlands Regulation Conference**: Permitting and Mitigation Techniques to Help You Navigate the Regulatory Maze, Sheraton Carlton Hotel, Washington, DC. Executive Enterprises, Inc., 22 W. 21st St., New York, NY 10010-6904. 800/831-8333. FAX: 212/645-8689.

May 21-22 - **Pesticides: Strategic Planning For The '90s**, Washington Marriott Hotel, Washington, DC. Executive Enterprises, Inc., 22 W. 21st St., New York, NY 10010-6904. 800/831-8333. FAX: 212/645-8689.

June 8-12 - **Weed Management and Product Servicing Seminar**, Hollandale, MN. Agri-Growth Research, Inc., RR #1 Box 33, Hollandale, MN 56045. 800/247-7008 or 507/889-4371.

June 22-26 - **Weed Management and Product Servicing Seminar**, Fargo, ND. Agri-Growth Research, Inc., RR #1 Box 33, Hollandale, MN 56045. 800/247-7008 or 507/889-4371. FAX: 507/889-4381.