



# NAICC NEWS

Official publication of the National Alliance of Independent Crop Consultants

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*The Voice of the Professional Crop Consultant*

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## Memphis Offers Blues and Technology

**W**orker Protection Standards will mix with the blues, communications skills will flavor the barbecue, and alternatives to traditional technology will be discussed in a reception area highlighted by an Italian marble fountain.

Memphis, host of the NAICC annual meeting, is almost as diverse as NAICC itself.

The annual meeting, slated for the Peabody Hotel, will begin with committee meetings and a workshop on federal regulation Thursday, Jan. 27 and conclude with the President's Reception, a buffet and auction Saturday, Jan. 29.

In addition to all the sights Memphis has to offer—the home of rock and roll king Elvis Presley, the Pyramid, the Victorian Village, the Beale Street historic and entertainment district, the National Civil Rights Museum, the Pink

Palace Museum, Brooks Art Museum, the Memphis Zoo—NAICC has a jam-packed annual meeting planned for consultants and contract researchers.

One of the highlights this year is the Allied Industry Committee's workshop on new technology. NAICC's 19 sustaining members will have a chance to discuss with consultants and contract researchers what innovations can be expected in herbicides, pesticides and technological breakthroughs. That workshop will run from 3:30 to 5 p.m. Jan. 27.

As always, NAICC's annual meeting begins with meetings of the various committees. This gives committee members an opportunity to discuss face-to-face the issues that will be addressed later in the meeting and during the year. Committee members are urged to attend.

Annual meeting participants will be able to put their concerns about WPS to EPA's top Occupation Safety official, Therese Murtagh, at the 1:30 p.m. workshop. **Earle Raun** of Pest Management Co. in Lincoln, Neb., who is one of the resident NAICC experts on Worker Protection Standards, will be on the workshop program with her.

The workshop should prepare consultants and contract researchers for the Friday, Jan. 28 session that discusses the politics of federal decision-making.

Contract researchers will have special sessions of their own. This year the speakers include Doug Boyette from USDA in Stoneville, Miss. as well as Deborah Garvin, quality assurance consultant for Pacific Rim Consulting in Hood River, Ore.

(Continued on page 3)

## Sustaining Members Help NAICC Move Forward

**T**he first distributor to join the growing list of sustaining NAICC members is **Helena Chemical Co.** in Memphis.

Helena's company-wide goal is to be the preferred supplier and distributor by offering superior service and innovative technology. The company, which is more than 30 years old, is a leader in the distribution of agricultural chemicals, seed and fertilizers. Many of Helena's proprietary products are marketed under the Setre™ proprietary label.

Sustaining members like

Helena help finance the educational and organizational work of NAICC. Their expertise covers a broad spectrum of agri-business. NAICC draws from this storehouse of knowledge and financial support to keep its members informed about a wide range of topics from the latest advances in agri-chemicals to an accurate picture of NAICC's membership.

This year NAICC can boast 19 sustaining members: **Ag Consultant** magazine, **Agri-Finance** magazine, **American Cyanamid Co.**, **Archer Daniels Midland**

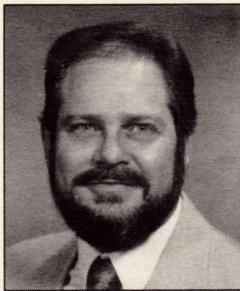
**Co., Brookside Labs, Inc., Ciba Corp., Doane Agricultural Services, Dow Elanco, DuPont Co., Elf Atochem North America, FMC Corp., Ag Chem Group, Griffin Agricultural Chemicals Group, Miles, Inc. Crop Protection, Ag Chem Division, NOR-AM Chemical Co., Rhone Poulenc Ag Co., Sandoz Crop Protection Corp., Yancey Action Networks, and Zeneca Ag Products.**

Take an opportunity at the annual meeting in Memphis to meet with representatives of sustaining members and thank them for their support.

## President's Message

# Standard Procedures? At NAICC Nothing is Standard

Bruce Nowlin, NAICC President



**I**t's not real often that you'll catch me wasting time writing about procedures, but even I have to admit that an organization runs better

when it has some. So this month I have decided to write about the procedure that the NAICC has for election of officers. It is fresh on my mind because the Nominating Committee has just finished its ruminations and deliberations and has come up with a slate of officers to be voted on by the membership.

Since the Alliance first adopted a constitution and by-laws in about 1979, the election of officers has been done by mail ballot, as called for in the by-laws. The format has changed slightly over the years, but has remained pretty much the same.

The Nominating Committee was originally made up of past presidents. The by-laws now stipulate that "the immediate past president shall be head of this committee" and that "two or more candidates for each position shall be nominated whenever possible."

Since **Bill Blair** resigned from the Board and **Dan Bradshaw** was appointed to his seat, Dan also inherited this job. (He says he didn't remember that went with the territory when he agreed to come back on the Board. I'm sure I would not have misled him, though). The other members of the committee are appointed by the president-elect at the time other committees are appointed.

Appointment of committees has probably been the single largest headache of the person holding the office of president-elect. How to rotate in new people while holding on to experienced ones and keeping them from getting burned out and making sure the committees function and have the direction that they need... That can be a full time job. **Maggie Alms**, like most presidents before her, has a plan

for making that happen next year. Her plan will work, though. More about that on another page of this newsletter.

Back to nominations. The Nominating Committee is charged with identifying qualified people for the available offices and then securing their permission to nominate them. Not nearly as easy as it sounds.

Identifying the people is a big task to begin with. It involves many phone calls by committee members to people around the country. This year the committee talked to about 75 people just in the last three weeks. That does not count the times during the year when feelers were put out to and about different people. The committee uses all of this input to try to match up the best people for the available slots—President-Elect, Secretary, Treasurer, and

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***"I sure hope Harold does better against 'write-in' than I did."***

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two at-large seats on the Board.

Then the job really gets tough. Dan, Maggie, **John Kimbrough**, **Daney Kepple**, and I have about talked ourselves hoarse convincing people to accept these wonderful opportunities to serve the membership and the profession. Seems the word is out that there's a lot of work involved. But we do have a slate now, and we're proud of it.

Usually, there are two people nominated for each position. Occasionally, only one person has been nominated for the office of president-elect. That was the situation when I was nominated a couple of years back. On the ballot next to that office was my name and a line for a write-in candidate. (I was later told that I won by two votes.)

We are back in that position this year. Next to the office of president-elect is one listing, **Harold Lambert**,

whose name came up time after time when nominations were solicited. It took more than a week of arm-twisting to convince him to accept the nomination. The two other potential candidates who were approached refused to run. Both said, "Get Harold to do it. I'm very flattered to be asked, but I don't want to run against Harold. After watching his work on the Board this past year, I'm convinced he's right for the job. I'm not sure I'm ready, but I'm sure he is. And NAICC is ready for Harold."

Both of the people we approached would have made excellent presidents. So will Harold. He was a very good treasurer a few years back. Last year, as chairman of the Finance and Audit Committee, he and **Dwayne Coulon** saved NAICC several thousand dollars by convincing the IRS to rescind a penalty it had imposed. This year he single-handedly figured out and accomplished the work necessary to file for tax exempt status for the Foundation—a job that had defeated several accountants and lawyers. On the Board, he is invariably the voice of reason. When we disagree, he builds consensus. When we stray from the point, he brings us into focus.

So what I'm saying is, I wish we could have come up with two good candidates for president-elect, and I want you to know that we tried hard. We followed procedures to the letter, believe it or not, and came up with a very strong slate of officers.

It's almost enough to make me believe in following procedures.

I'll have to say that, while the NAICC election system is certainly not perfect, it has worked tolerably well (even though some would, and do, argue) for 15 years.

When you get your ballot in the mail in the next few weeks, mark your choices with careful consideration. Remember that those you are empowering to "do good work" are also going to be doing lots of work and will need your help and input.

I sure hope Harold does better against "write in" than I did.

## Annual Meeting

# Communicating with the Media

By Mimi Hall

A man confided to his mother-in-law with some pride that he had already discovered how to handle his wife after only six months of marriage.

"I just give her anything she wants," he said.

That's the way to handle the media—give them anything and everything they ask for when they ask for it and in a form they can understand.

Sounds too easy, doesn't it? Especially when you consider the media in general has not been kind to agriculture in the past and seems not to care about issues that are vital to you and your clients.

If it's that easy, you may think you don't need to attend the annual meeting session Jan. 27 in Memphis to learn about media relations. But there's more to relating to the media just as there's more to marriage than the newly-wed suspects after six months.

While some consultants do have media calling them for information, most consultants, contract researchers and their clients have the opposite problem: how to get the media to notice them.

### Your Job

The job of the communicator—your job—is to make reporters and editors care and force them to be kind, make them notice. You do that with clear, concise information and timely reports. You do that by being available and accessible. You do that by making their job as easy as possible.

Reporters and editors, particularly those working for big news organizations are bombarded with press releases, telephone calls and personal visits from people who want their message reported. They respond to people they know are honest, forthright and

available.

Like any relationship, it takes time to lay the foundation for a working relationship with a reporter. But if you make a start, the rewards are great. You will be the one the reporter turns to for comment on the USDA's latest announcement. You will be the one quoted in a story on expected yields. You will be the one they ask about pesticides and fish kills.

### Identify

The first step is to identify your media—who are the reporters and

(Continued on page 4)

## Memphis

(Continued from page 1)

Dan Bradshaw of Crop Aid in El Campo, Texas, former NAICC president, will be leading discussions of how to earn a degree through off-season workshops. He will be joined by Tom Ruehr, one of the country's first agricultural ethicists, in the Jan. 29 session starting at 9 a.m.

One of the hottest topics in agriculture today is the need to build coalitions. NAICC has taken a major step in pulling together different segments of agriculture to work toward common goals by initiating the idea of cooperative memberships with other organizations. The Allied Industry Committee of sustaining members is another example.

On Jan. 29 at 2 p.m. the effort to forge bonds with other segments of agriculture continues at the annual meeting. Consultants will be able to meet with agricultural bankers, dealers and distributors as well as clients to discuss what they have in common and

how their common aims can be used to further mutually held beliefs and goals.

While the agenda is jammed, there will still be time for consultants and their families to sample the delights of Memphis. Beale Street, birthplace of the blues, is only a block and a half from the Peabody. Up and down Beale are clubs and bars that pour out the blues and the "Memphis sound" that is somewhere between blues and rock, but not quite country and close to gospel. Blues guitarist-singer B.B. King often plays at his club there.

Memphis is home to the Children's Museum, the Liberty Bowl, one professional theater company, one award-winning community theater, a symphony orchestra, an opera company, two art museums and two ballet troupes. One art museum, Brooks, is in the same park as one of the best zoos in the country.

If you can't find something exciting to do in Memphis, you aren't looking very hard.

### Annual Meeting

## Spouses Will Enjoy Memphis Too

Eat where "The Firm's" Tom Cruise dined with other members of the law firm of Bendini, Lambert & Locke, ride the trolley, visit the home of Elvis Presley, watch the famous March of the Peabody ducks.

In other words, join your spouse at the annual meeting of NAICC Jan. 27-29 in Memphis.

NAICC has developed a two-day tour of Memphis, including a shopping spree in mid-town and East Memphis that ends with a stop at the North End for their famous hot fudge pie.



Mimi Hall

## Annual Meeting

# What Does a Client Want From a Consultant?

By Sonny Baskin

**H**aving been raised on a farm and being involved with farming most of my life, I suppose I have developed certain expectations regarding the consultant-producer relationship.

Paramount, I feel, to a successful and mutually profitable grower-consultant relationship is communication. Computers, fax machines, telephones and other electronic devices can certainly expedite communication, and I'm appreciative that we have these tools.

However, I suppose I'm old fashioned enough to believe that face-to-face consultation accomplishes mutual trust and respect which any electronic gizmo just can't quite match. I doubt there has been a crop year where a grower or a consultant has not made some decision which he needs to discuss with someone else. Often, a face-to-face talk can give us just the reassurance we might need.

### Armyworms

Just a short time ago, in July and

August of 1993, I would guess that almost everyone in the Mississippi Delta who was involved with fighting beet armyworms confronted situations where they desperately wanted someone else to help with some very frustrating and perplexing situations. The confidence I had in my entomologist certainly lightened the load for me. During this very trying time, I always felt I was getting the best advice that anyone could get. During this hectic time, he was checking our cotton twice a week, discussing his findings in person, leaving a detailed report and also speaking with me by telephone sometimes as early as 5 a.m. or as late as 10 p.m. I always had the feeling my entomologist would be there when I needed him most—and he was.

I realize that consultants must have several clients. However, I think it's important to treat each client as an individual. I like to get a report which I feel is specially tailored for my farm.



Sonny Baskin

I don't like to get one which I feel is a form letter. I don't feel like the consultant is then referring to my farm; he is just talking about farms in general.

Another idiosyncrasy of mine is that I want my consultant to give me recommendations expressed as options or alternatives. I prefer for him to not just name one pesticide which I might

## Media

(Continued from page 3)

editors in the daily and weekly newspapers that cover farm news in your area? Who are the television reporters that do agricultural stories most often? Don't neglect the small newspapers or weeklies or even the shopper news. The smaller papers can be your best friend since they don't have the staff to dig out news and are anxious to print just about anything you hand them. Respect their situation and don't hand them things that have already appeared months earlier in other media or items that are a year old. Give them the same clear, easily-understood information you supply to large publications and you'll find your story may get printed word-for-word!

The second step is to identify yourself to the media. Send them a one-page letter explaining who you are and what you do. Tell them what you can do for

them—you can put into perspective federal agricultural legislation, you can explain complicated pesticide policies, you can give crop estimates, etc. Tell them why, as a crop consultant or contract researcher, you are better qualified to be quoted as a source than

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### ***You can be one of those people.***

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anyone else: you have the big picture, you have experience and knowledge of many farms or projects.

#### **Be Brief**

Once you are known to the media, feed them regular story ideas. Write it down if you can, or call them and BRIEFLY explain the story. Keep it short and to the point. If you think you're busy, imagine being a reporter

with only a few hours to write and report three or four stories. A journalist's life is hectic all the time, not just seasonally.

Finally, when something awful happens—a pesticide used on one of your farms is found to kill fish or a hurricane blows away 90% of the crops in your area—be as honest and up front with the media as you can be. And when you can't be completely honest due to confidentiality, say so—then steer them to a person who might help them.

Most of the bad agricultural reporting in this country is done by people who don't understand. Reporters and editors simply don't have time to plow through all the material they get. They depend on people they know and trust to tell them what's happening.

You can be one of those people.

*(Mimi Hall is a managing partner of Great Lines South in Memphis.)*

use for a particular problem, but rather to give me several that would do the job and allow me to make the decision based on cost and other possible considerations.

### Three Consultants

Our experience with consultants goes back several years. Our family farm, Eldorado Plantation in Yazoo County, Mississippi, first hired an entomologist in the 1960s to aid with insect control. We currently engage the services of three consultants: an entomologist, a soil scientist and a marketing specialist. I have confidence in all three that they will advise me in such a manner that they will more than pay for themselves.

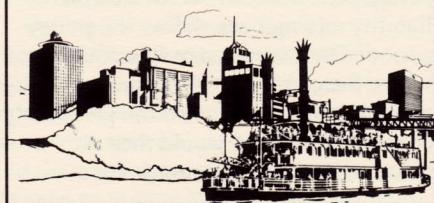
Quite obviously, the easiest of these consultants to evaluate will be the marketing specialist. I know how I would market my crop without his advice; therefore, cost-effectiveness of a marketing consultant can be calculated fairly easily.

However, the cost-effectiveness of a crop consultant is much more subjective. Our purpose in hiring them is to assist us in maximizing productivity while minimizing costs. They are an input, and like other inputs, we attempt to buy the very best we can afford.

Thus far, it has been money well spent.

(Sonny Baskin of Eldorado Plantation in Yazoo City, Miss. will be one of the speakers at the NAICC annual meeting in Memphis in January.)

## Make Your NAICC Annual Meeting Reservations Now!



# NAICC Committee Structure Streamlined For Efficiency

**P**resident-Elect Maggie Alms has big plans for NAICC—plans you'll hear more about in next month's newsletter and at the annual meeting in January. One major area of emphasis as she prepares for her year at the helm of the Alliance is providing a clear information path from members in all categories to the Board. The best way to accomplish that, she believes, is to ensure that the committees can function free of roadblocks.

"**D**aney Kepple and I sat down and looked at every committee prior to the October Board meeting," Alms explains. "We wanted to be sure that we have enough committees to carry on the work of the Alliance, but not so many as to create a bureaucracy." The end result was a list of 11 standing committees.

"If a committee was eliminated or combined with another, it does not mean that we think anyone has done a bad job, or has worked on unimportant matters," Alms emphasizes. "The goal is to create a structure that functions smoothly while utilizing the talents of as many members as possible."

To ensure that members' needs and concerns are heard by the leadership, each member of the Executive Board will be responsible for overseeing one or more committees. The list, with a brief "job description" of each, follows:

**Annual Meeting Coordination**—reports to the President-Elect. With input from the Consultant Education and Research Education Committees (see below), this group coordinates the overall program at the annual meeting.

**Consultant Education**—reports to the President-Elect. This committee is responsible for the consultant education track at the annual meeting.

**Research Education**—reports to the President-Elect. This committee is responsible for defining and communicating any special needs of the contract research segment of the membership and for planning the contract researcher educational track at the annual meeting.

**Ethics and Grievance**—reports to the Secretary. A combination of the Grievance Committee and the Ethics Committee, this group is responsible for defining and ensuring ethical behavior on the part of all members.

**Steering**—reports to the past President. Comprised of former NAICC Presidents, this committee is responsible for long-range planning for the organization.

**Nominations**—reports to the President. Comprised of the President, past President, President-Elect, and another former President, this committee is charged with nominating a slate of officers—preferably two candidates for each position—for the coming year.

**Certification Board**—reports to the past President. This Board has the oversight of any NAICC-sanctioned program that certifies members.

**Recruitment and Standards**—reports to one of the second-year Board members. This committee is responsible for recruiting, approving, and welcoming new members.

**Membership Services**—reports to the other second-year Board member. This group combines the responsibilities of several former committees, i.e., Awards Nominations, Client Services, Group Purchase, Technology and Communications, etc., and is responsible for determining what services the membership want, and ensuring that the organization meets those expectations.

**Allied Industry**—reports to one of the first-year Board members. Elected by the Sustaining Members, this committee is the liaison between NAICC and the agricultural industry.

**Liaison**—reports to the other first-year Board member, and is comprised of non-industry representatives who have an interest in NAICC affairs. The committee is being recruited to serve for the first time in 1994.

(Continued on page 6)

## Committee

(Continued from page 5)

The administrative staff have assumed some duties once handled by volunteers. Examples are annual meeting arrangements, the newsletter, and public relations. "The fact that Great Lines is assuming a bigger part of the burden frees volunteers to focus on the primary purpose of the organization, which is serving the needs of the membership," Alms says.

The makeup of some committees is mandated by the Constitution, By-Laws, or nature of the work to be done. Most, however, need broad member representation, and Alms urges you to volunteer for one of the following: Annual Meeting Coordination, Consultant Education, Ethics and Grievance, Membership Services, Recruitment and Standards, and Research Education. Sign up by contacting Maggie Alms or headquarters as soon as possible. These committees will meet in Memphis on the morning of Thursday, January 27. Specific times and places will be listed in next month's newsletter and in the annual meeting program.

Prior to the annual meeting, the Board will draft precise and measurable goals for each group. At the Memphis meeting, each committee will be asked to implement a plan for fulfilling its goals during 1994.

"Membership involvement will be one of my top priorities as President," Alms says. "I hope this organizational structure will facilitate that."

## Everyone's An Editor

Have you ever read a story in the *NAICC News* that made you think, "I could write better than that!" or, "Why are they writing about him? My story is more interesting?" If so, this is your lucky day.

Jackie Flaum, managing editor of your newsletter, is looking for help. If you want a louder voice in "The Voice of the Independent Crop Consultant," now is the time to speak up. Flaum will be at the annual meeting ready and willing to talk to anyone interested in writing

### Update

## Liability Insurance Remains on Hold

By Harold Lambert

Last spring, NAICC voting members were given the opportunity to apply for professional liability insurance coverage. Twenty-eight applications for professional liability insurance were completed by NAICC members. No professional liability coverage was put into effect.

Apparently the degree of interest among the NAICC voting membership has been somewhat overestimated. The Group Purchase Committee continues to work on other insurance programs and an update on those insurance plans will be coming later.

For the benefit of those who want the coverage, discussions are ongoing with a company which does similar underwriting for coverage for environmental consultants. But there is still doubt whether coverage for crop consultants can be written. Presently, on a group basis, the situation is the same as it has been: NAICC represents a very small potential premium pool.

This, then, is the deal: for coverage of \$1 million (or as high as \$2 million) with a \$5,000 or \$10,000 deductible, the insurance company needs to be assured of an annual total of nearly \$500,000 in premiums, with a minimum premium of \$2,500 per policy. The minimum premium could be slightly less depending on the policyholder's gross revenues and the total number of policyholders in

the group.

Consulting firms with relatively high gross revenue and/or number of covered professionals could be expected to pay

more in total, but less on a per consultant basis (which isn't fair to the "small" consultant, but a fact of life in the insurance business).

Bottom line problem #1: having enough NAICC members willing to pay a sizable minimum premium.

Environmental liability (pollution) is another big obstacle. The coverage would have to exclude pollution damages (that is, clean-up, restitution, etc.). However, the policyholder's cost of legal defense would be covered—not the damages. Consider that if, and it's a BIG if, the crop consultant has acted according to all applicable laws, labels, etc. he or she would probably be exonerated and therefore relieved of liability for damages. It is a big chance to take, but defense is an important item. The consultants may be named in a suit simply by being in the wrong place at the wrong time.

Bottom line problem #2: having to live with the possible liability for pollution damages.

The professional insurance coverage would have to be on a "claims made" basis. This means the coverage is in effect during the current policy period—say one year. If, for whatever reason, the coverage was not renewed into a new policy period, no claims made beyond the expiration of the policy period would be covered on liability arising back during the policy period. The exception to this could be where the consultant's business operation has ceased, and the previously covered consultant would then purchase, if available, coverage for a

(Continued on page 8)



Harold Lambert

# Biological Control of Weeds: Making Progress

By C. Douglas Boyette

**B**iological control is the deliberate use of one organism to control another. There are several different types of organisms which have been used as biological weed control agents, including insects, birds, fish and even sheep.

The newest most biologically effective alternatives to chemical herbicides that have been extensively evaluated are the plant pathogens, more specifically, plant pathogenic fungi.

There are two broad approaches to biological weed control using plant pathogens: (1) the classical approach, in which the pathogen (usually an exotic) is introduced into a population of weeds and allowed to spread naturally, and (2) the mycoherbicide approach, in which the pathogen (usually native) is applied to target weeds using techniques and methodology similar to those used with chemical herbicides. The mycoherbicide approach has proven to be the more effective of the two in obtaining the rapid, high levels of weed control that are desired in current weed control practices.

## Research

There has been a considerable amount of research conducted with mycoherbicidal pathogens over the past 20 years. Much of this work has been centered in the southeastern U.S. in Arkansas, Mississippi, Florida, Georgia, the Carolinas, Maryland, and Virginia.

Three commercial products have been developed:

- DeVine, a product utilizing the fungus *Phytophthora palmivora* was marketed in 1981 by Abbott Laboratories for control of stranglevine in Florida citrus groves. This product cannot be stored even under refrigeration for long periods of time and is produced for custom application on an as-needed basis, with the active ingredient (chlamydospores) handled much like fresh milk;

- Upjohn Company marketed Collego, a product using dried spores of the fungus *Colletotrichum gloeosporioides f. sp. aeschynomene*, for control of northern jointvetch in rice and soybean fields in Arkansas and Louisiana in 1982;

- PhilomBios marketed a third product, Bio-Mal in 1992. The fungus in this product, *Colletotrichum gloeosporioides f. sp. malvae*, effectively controls round-leaved mallow in the Pacific Northwest and in southwestern Canada.

## Pathogens

Production of mycoherbicides varies greatly among pathogens. Ideally, the pathogen should be produced in an inexpensive, readily available growth medium which utilizes agricultural products such as cornmeal, soyflour, and corn sugar, or by-products such as corn-cobs, corn-steep liquor, or cottonseed waste. Liquid media are generally preferred over solid media for production of mycoherbicides because they are easier to handle, require less space and they allow more precise control over the environment.

However, all mycoherbicidal fungi will not produce spores or other infective units in a liquid culture medium and must be produced on a solid substrate or through a combination of liquid and solid production techniques.

For example, spores of the fungus *Alternaria cassiae* for control of sicklepod and *Alternaria crassa* for control of jimsonweed are produced by first growing vegetative fungal mycelium in liquid culture, harvesting the mycelium after 24 hours, spreading the mycelium into thin layers on trays, and exposing the mycelium to ultraviolet light. After three to five days, the mycelium produces spores which can be collected with a hand-held vacuum cleaner and can be stored under refrigeration almost indefinitely until used for post-emergence weed control. For pre-emergence control, several granular production techniques have been developed.

Sodium alginate-kaolin clay granules of several mycoherbicides have been produced and field tested with varying degrees of success.

## Process

Another process has been recently developed utilizing a pasta-like process

in which the fungus is encapsulated in a wheat flour matrix. This process, called "Pesta," has been successfully and repeatedly tested in the field for controlling hemp sesbania with the fungus *Colletotrichum truncatum*.

Formulation—the blending of active ingredients such as spores with inert carriers such as water, oils and surfactants—is critical in fine-tuning the candidate mycoherbicide and is often interrelated with production. In some cases, the virulence or weed control efficacy of the mycoherbicide is greatly improved through formulation.

For example, hemp sesbania can be controlled 90 to 95 percent with post-emergence directed applications of *Colletotrichum truncatum* when spores of this fungus are formulated in an invert emulsion. Just as formulation may be closely allied with production, application of mycoherbicides is often closely related to formulation.

For instance in the example dealing with hemp sesbania control with *Colletotrichum truncatum*, specialized nozzles and pumps were required for accurate delivery of this viscous mixture. Very recently we have developed less viscous vegetable oil formulations which can be applied with more conventional spraying equipment at ultra-low volumes.

## Limitations

Many of the constraints which limit the practical use of mycoherbicides can be overcome through innovative application and formulation approaches. For example, the invert emulsion and oil formulations that were previously discussed completely eliminate or greatly reduce the lengthy periods of dew that are required by most mycoherbicidal fungi. In addition, we have found that the host specificity of some mycoherbicides can be expanded to include more weeds, thereby making them more marketable.

As ecological concerns continue to threaten the usage and the very existence of chemical herbicides, ecophilic weed control alternatives such as mycoherbicides should assume an

(Continued on page 8)

# Biological Control

(Continued from page 7)

increasingly important role in weed management practice. However, closer cooperative research efforts among plant pathologists, weed scientists, formulation chemists, fermentation scientists, and agricultural engineers are vital for the continued evolution of biological weed control with plant pathogens.

(C. Douglas Boyette is with the USDA ARS, Southern Weed Science Laboratory in Stoneville, Miss.)

# Liability Insurance

(Continued from page 6)

specific "discovery period" at a per year cost which may be 100 to 200 per cent of the original premium.

Coverage on an "occurrence" basis would be the most desirable because claims arising from the policy period would always (practically always) be covered. Premiums for this kind of coverage, if available at all, would be extremely expensive.

Bottom line problem #3: "occurrence" basis coverage not feasible.

Please make known your feelings on professional liability insurance for NAICC members. There needs to be a much greater show of support by the voting membership for this insurance to become available, otherwise the committee will no longer pursue it.

Anyone interested in professional liability insurance on an individual basis, and is able to afford a substantial premium and high deductibles, should contact the NAICC office.

(Harold Lambert of Innis, La. is a member of the NAICC Executive Board and past chairman of the Group Purchasing Committee.)

## New Members

### Voting

#### **Tom O. Blythe, M.S. (Agronomy)**

SWSS, MWSS, MACA  
S-L Agri-Development Co.

P.O. Box 692

Senatobia, MS 38668

Office: (601) 562-5607

Fax: (601) 562-5207

Home: (601) 562-5607

*Crops: Cotton, soybeans, rice, corn, grain sorghum, wheat, certain fruits/nuts/vegetables.*

*Services: Cotton consulting with Gossym-Comax computer service, contract research, efficacy and GLP residue studies in Miss., Tenn, Ark.*

#### **Tom Burrows, A.S. (Turf Management) GCSAA, PBGCSA, MWGCSA, FTA**

Turf Grass Service

1741 NW San Souci Street

Stuart, FL 35994

Office: (407) 692-1221

Home: (407) 692-1221

Fax: (407) 692-4146

*Crops: Golf course: soil, water, tissue.*

*Services: Lab consultant.*

#### **Gary Gliddon, B.A. (Liberal Arts AAIE)**

Treevine Consulting

13342 Skyline Blvd.

Waterford, CA 95386

Office: (209) 874-3030

Fax: (209) 632-9583

Home: (209) 874-2666

*Crops: Almonds, walnuts, peaches, grapes, cherries.*

*Services: Pest management, IPM, irrigation management, fertility consulting, ranch evaluation, litigation.*

### Provisional

#### **James A. Fizzell, M.S. ( Horticulture)**

James A. Fizzell & Assoc., Ltd.

P.O. Box 46, 1124 Garden

Park Ridge, IL 60068

Office: (708) 696-4743

*Crops: Turf, trees, shrubs, ornamentals, vegetables.*

*Services: Diagnosis of crop production, and landscape and athletic turf maintenance problems, soils, pest mgt., environmental, staff development and training, public speaking and writing.*

## Calendar of events:

### Dec. 7-8—**National Rice Outlook Conference**

Wyndham Greenspoint Hotel, Houston, Texas. For more information call (800) 999-7423.

### Dec. 16—"Train the Trainer" program for Worker Protection Standards

EPA's Office of Pesticide Programs and Extension Service of USDA. The teleconference broadcast from Texas A&M University will instruct potential trainers in the use of the EPA core training module and materials for agricultural worker safety training required as of April. Consult your state Department of Agriculture's Worker Protection coordinator or your state Cooperative Extension Pesticide Applicator Training Coordinator for program location in your area.

### January 4-5—**Conservation Tillage Conference and Trade Show**

Cook Convention Center, Memphis, Tenn. For more information call (800) 276-7270.

### January 27-29—"Professionalism in Agriculture" NAICC Annual Meeting

Peabody Hotel, Memphis, Tenn. Contact NAICC headquarters at (901) 683-9466.

## NEEDED: Action-Auction

The NAICC annual meeting auction is still accepting items to go on the block during the annual meeting in Memphis Jan. 27-29.

The items should be generic to your business or region. The items are due to NAICC headquarters by Jan 1.

For example, how about some peanuts, if you consult on those acres. Or how about some apple cider from fruit growers?

If you consult on it, NAICC would like to auction it off. Call Tabitha Glenn at NAICC headquarters in Memphis at (901) 683-9466.