



NAICC NEWS

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The Voice of the Professional Crop Consultant

April 1993

Controversial CCA Has Growing Pains

By Tom Hall

The Certified Crop Adviser program is one of the most controversial undertakings of the American Society of Agronomy (ASA) since the debate of 20 years ago to form the American Registry of Certified Professionals in Agronomy, Crops, and Soils (ARCPACS).

The goal of the CCA program is to improve the consistency and quality of crop production information provided to farmers. To reach this goal, the CCA program is built around state/regional boards. Many other successful certification programs are centered in the states, which allows state government to participate and give direction, and thereby have some ownership.

The certification power comes from the state/regional boards. The state/regional boards must have seven members with representation required from the state environmental agency and the Extension service. The state agribusiness associations also have representation. All boards are urged to have representation from the following groups: state consultants' group, farmer organization, SCS, and environmental non-government group.

The standards for the program are as follows:

BS degree and two years of crop advising experience *or* if a candidate does not have a degree, he or she must have four years of crop advising experience as well as a reference from the applicant's employer or clients, a passing grade on the National CCA exam prepared by ASA, a passing grade on the state CCA exam prepared by the state/regional board and participation in CCA Continuing Education program. In

addition, the candidate must sign the ARCPACS Code of Ethics.

Controversy

Much of the controversy about CCA has revolved around the education level required by CCA. The Steering Committee that developed the CCA program adopted the philosophy that the CCA program must begin at a base standard level. The non-degree requirement was set in recognition that the majority of the dealer and co-op crop advisers do not have college training. To balance the non-degree requirement, state and national exams were required to allow

non-degree applicants to demonstrate their knowledge, skills, and abilities.

The title of professional has been reserved for only the ASA/ARCPACS programs that require a BS degree. The issue of educational requirements is very important. The CCA program has an obligation to provide details of its current requirements and continually evaluate the advisability revising its standards, which may include raising the educational level or changing the level of the exams from a base level to a more advanced standard. The leadership of ASA is committed to this continual

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NAICC Grows

Board Adopts Fund Policy

By Jackie Flaum

Private organizations, companies, or persons who donate money to support NAICC must do so without expectation of favoritism of any kind and with the hope of working with NAICC toward mutual goals.

Donations to NAICC must "reflect the same ethics, independence, and diversity of opinion as does its membership," according to a funding policy adopted in March at the Executive Board meeting in Memphis. The policy statement, the board decided, would be only the first step in a continual process of evaluation and definition of how money is earned and spent by NAICC.

"As the board states in its policy, how NAICC earns and manages its money speaks volumes about its belief

structure," said president-elect **Maggie Alms**, who wrote the policy. Alm's draft was submitted to the new Allied Industry Committee for comment, then approved by the full board. The policy statement clearly outlines for the first time what donations and funds will be accepted and under what circumstances.

Noting that "specialties and services vary widely, but all voting members of NAICC subscribe to a written code of ethics that prohibits the selling of products to clients," the policy said funds given the organization must not be in conflict with the members' code of ethics.

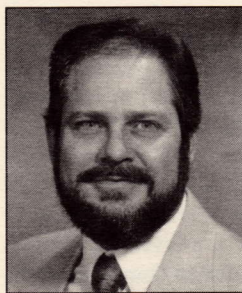
Funds will not be accepted or sought if the contribution is contingent upon

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President's Message

Biases

Bruce Nowlin, NAICC President



A former aide to the chairman of the Senate agriculture committee recently addressed a meeting of the Weed Science Society of America by

prefacing her remarks with, "Hello, Nozzleheads!" Now, to a group of scientists, that would cause a kneejerk reaction. It would be very difficult to hear any more of what that speaker had to say. It was apparently a kneejerk reaction by the speaker, too.

What a way to get your message across! Yet it seems to be exactly the way that the environmentalist camp and the agriculture camp have learned to communicate.

Are the folks involved in agriculture so biased towards pesticides that they cannot believe some are dangerous and misused? Are the folks outside agriculture so biased that they cannot believe that some pesticides and fertilizers are useful and beneficial?

The "Environmental Agenda" seems to call for the total banning of all inorganic inputs (well, that is what the Aggies are hearing). When environmentalists hear "pesticides," they have a kneejerk reaction. When they hear "genetic engineering," or "irradiation," they have the same reaction. Sometimes compromise does not seem to be in their vocabulary. Is the total elimination of inorganic inputs REALLY what environmentalists are out to achieve?

Maybe each side is listening to extremists from the other camp. Where can we go for good information? Can we depend on each "side" to give the other good information? It does not seem to be happening. Are you guilty of just spouting someone else's statistics when you tell "your side" of the story? How do we know what is real? Both camps need to be depending more on science and less on emotion. I do not think that anyone would disagree with

that. Environmentalists need to set their goals with a more realistic vision of what is possible. Or make sure that the story that agriculture is hearing is the story they want heard. Agriculture needs to set its goals with a more realistic vision of what is attainable. Or make sure that the story environmentalists are hearing is the story they want heard.

Someone with kneejerk reactions to environmentalists recently told me that he is tired of making concessions to "them." That no matter how many concessions agriculture makes, "they" will always want more. "They will not be happy until all pesticides and fertilizers are gone from the shelf," he said. Well, some of them are certainly like that. But I think that is an extreme position, not shared by mainline environmentalists. Heck, some in agriculture still want to bring back DDT. Same type of extremism in the other direction. It is not going to happen. This is not the kind of dialogue that will result in positive changes coming about.

Usually two sides disagree vehemently when they do not communicate. Isn't that a big part of what is going on here? We are not communicating. We do not have to agree on everything. We MUST agree that we are both working to assure an abundant supply of healthy food. Right now, there is even disagreement on that. If we CAN agree on that, then we can make some headway towards making that goal a reality.

Let's communicate, and give our knees a rest for a change.

Growing Pains

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reassessment of the CCA program.

Growing Pains

Any new program has growing pains. **Robert Ascherman**, in watching the development of the program, has warned that a real danger exists that if the expectations of government and non-government organizations are out

of line with what the program can deliver, CCA will fail. Dr. Ascherman's warning, in my judgment, is right on target. Several steps have been taken to ensure that the public's representatives in government have an accurate perception of CCA. These steps are:

- The inclusion of state agencies on the state/regional boards,
- A state regulatory agency must take a leading role in the review of CCA credentials,
- The inclusion of Jim Newman of the Soil Conservation Society (SCS) and Dr. Vivan Jennings of the Federal Extension Service on the committee charged with developing both the standards for the state and national exams and the actual development of the ASA national exam, and
- A National Coordinating Council with representatives from USDA-EPA and environmental non-government organizations that is chaired by Dr. Dennis Keeney, ASA president.

CCA Program

The CCA program has gone from theory to practice with almost 800 applicants participating in the CCA national exam, which was given in February 1993. The first certification certificate will probably be issued in early summer 1993. The next round of testing will be conducted in August 1993 in 15 to 20 states.

We hope that NAICC will consider using the CCA program as a step in its own Independent Crop Consultants Certification currently being administered by REAP. One option is for young consultants with two years' experience to gain CCA certification as a step to higher level consultant's certification. ASA has already invested time and money and has made the mistakes that a novice will make while developing our exams. We invite you to take advantage of this investment and our hard-earned lessons in testing. Another possible area of cooperation is for certified professional consultants to provide continuing education opportunities from CCA registrants.

Your suggestions, concerns, and questions about the CCA program are most welcome by either Dr. Dennis Keeney at (515) 294-3711, or Dr. Robert Barnes or me at (608) 273-8080.

Profile

Pioneer Private Consultant Gets NAICC Membership

By Jackie Flaum, editor

When Robert Syd Cox decided to go into the agricultural consulting business in 1957, a lot of people resented him. Especially, he said, his old friends in the Extension service system.

"They thought I was infringing on their prerogatives and a threat to their security," said Cox.

But those plowing a new field expect a little resistance here and there. For his efforts in seeing a need and filling it—and in the process helping to found a whole new career opportunity in agriculture—NAICC awarded Robert Syd Cox honorary membership.

But in addition to helping launch the job of private crop consultant, Cox and his fellow pioneers in California and Mississippi changed the roles of almost everyone else in agriculture.

Cox was graduated from Oklahoma A&M in 1940, got his master's from North Carolina State in 1942, spent three years in the Army and finally earned his Ph.D. from North Carolina State in 1949. He worked for Du Pont a year, then went to the University of Delaware to teach and experiment until 1954, when he came to the Everglade Experiment Station in Florida.

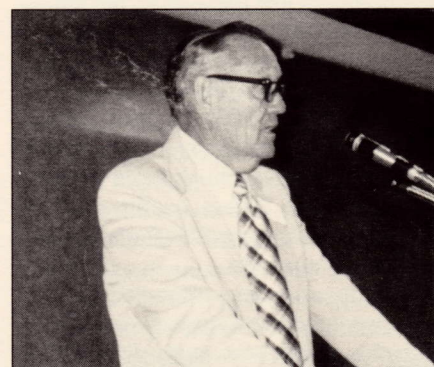
In 1957 Cox was hired by a group of growers to scout their fields regularly and advise them on treatments for pests and disease.

"I was probably the first one to venture out of the Extension system, the first one to go out on my own and have growers pay me," he said. What growers needed that the Extension service could not provide was regular attention to the fields. Extension service representatives, he said, would be called in during a crisis—what growers needed was someone to prevent the crisis.

During his 32-year consulting career Cox has worked on vegetable and subtropical fruit crops in Florida, Central America, the Bahamas, and Mexico. About 60 percent of his time, he said, was spent working with the cut flower industry in Florida. At one time he had more than 40 clients.

"I was a little busy," he said, recalling months of six and seven day work weeks that left little time for his wife and three children.

Through the years Cox saw his fledgling profession expand and take on different responsibilities—not the least of which is advising farmers on



Robert Syd Cox

conservation of the land and protecting the environment.

He can see the day when "private consultants will supplant the Extension stations as far as grower services are concerned." He sees a role for the Extension service in agricultural education, home economics, and special agriculture problem management.

Opportunities for crop consultants are limitless, he said. There are opportunities to expand into advising growers on farm management techniques as well as the chance to perform forensic work.

In fact, he said, 15 percent of his

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Fund Policy

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action by NAICC, its officers or members; appears to be inconsistent with NAICC's dedication to independence and professionalism; or is accompanied by any expectation about endorsing or treating favorably any product, company, or method of pest control or farming.

At the same time, the donation policy acknowledges that "in order to meet organizational objectives and address policy issues of vital importance to the profession and to all of agriculture, NAICC must seek and secure funding from outside sources in addition to those (funds) generated

through its memberships."

The policy gives direction and boundaries to those in NAICC who are seeking funding for various organization programs and events, said administrative director **Daney Kepple**.

NAICC already has several opportunities for private sources to contribute to the work of the organization. For example, donors can be sustaining members, exhibitors at the annual meeting, or sponsors of meals and activities at the annual meeting. A sustaining member is defined by NAICC as "any for-profit firm or association that, due to its business interests, wishes to encourage the NAICC and financially support its goals and activities."

Because dialogue and communication are extremely important to donors and NAICC alike, the board has created three committees to formalize relationships and keep communication lines open.

These newly-formed committees include: Allied Industry, which is made up primarily of representatives from sustaining member organization; Liaison, which is composed of environmental groups, consumer organizations, branches of government, private foundations, and professional societies; and Funding, which is made up of voting NAICC members.

Copies of the funding policy are on file at the NAICC and members may have a copy on request.

Qualifications and Responsibilities of Quality Assurance

By Deborah Eyer Garvin

Quality assurance, in the traditional sense, means just that—assuring the quality of a process or product, i.e. quality control. However, under the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) Good Laboratory Practice regulations (GLP), quality assurance involves much more than quality control. In fact, quality control is only a minor part of GLP quality assurance functions.

Quality assurance personnel (QA) must have the knowledge to assure facilities, equipment, study design (protocols), and study performance are in compliance with GLP regulations and current EPA interpretations. Other duties include maintaining a copy of the master schedule and protocols, inspecting studies at intervals adequate to ensure study integrity, submitting periodic status reports to management and study directors, assuring that deviations are properly documented and authorized, and reviewing reports to assure they accurately describe methods and standard operating procedures used,

and reflect all raw data generated during study conduct.

Although many of these functions are self-explanatory, quality assurance personnel involved in field studies face numerous obstacles. One of the primary problems is maintaining independence from personnel involved in the conduct or direction of a study. Although in theory this doesn't appear to be a problem, if audit intensity is limited by financial concerns of study directors, the basic rule of independence is violated. While study directors and sponsors may dictate the minimum acceptable level of auditing to insure compliance, the maximum of auditing must be left to the discretion of QA.

For example, a contract might specify that one application event will be audited in a multiple application trial. If problems are noted during the application audit, it is the responsibility of QA to schedule and conduct a re-inspection, regardless of financial arrangements. The "bottom line" is that QA must audit at intervals adequate to

insure the integrity of the study.

Other QA Duties

During inspections, QA must not only assure the protocol is being followed, but also must assure that personnel are properly trained and such training is documented. Quality assurance must also verify that standard operating procedures are in place, that they accurately reflect current procedures, contain sufficient detail for study reconstruction, contain all GLP required elements, and are strictly followed; calibration procedures are as specified in protocols and/or Standard Operating Procedures (SOP); equipment maintenance logs are complete, up-to-date, and contain all GLP required elements; data is recorded accurately, legibly and in compliance with GLP, and is sufficient for study reconstruction; all deviations are authorized and documented in accordance with protocols and SOPs; and other GLP requirements are followed.

Quality assurance should also independently verify all calculations; assure that equipment is adequately cleaned, maintained, and in good working order; verify application equipment is adequate to provide optimal coverage under protocol specifications; make sure test materials and carriers are accurately measured and numerical data recorded to appropriate significant figures; and assure methods are in place to verify application rates. Although QA personnel are not responsible for GLP compliance (study personnel and management are), they are responsible for keeping study personnel, study directors, and management informed of all problems and potential GLP violations.

Major Concern

A major concern, expressed adamantly by EPA officials, is the frequent failure to report QA findings to study directors and their management. All QA inspections must be reported to field site management, the study director, and the study director's management.

Reporting procedures should be defined in quality assurance SOPs and/or study protocols, as the primary function of QA is to keep management

Private Consultant

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time in the last few years was spent as an active consultant centered around forensic work or testifying in court as an expert witness in a lawsuit. He said he knows several consultants in California who devote all their professional time to being an expert witness.

Cox's most memorable involvement with a lawsuit raged for years and involved the herbicide 2,4-D, which sugar cane growers sprayed aerially over crops. The wind carried some of the material onto sensitive vegetable crops causing huge losses and millions in lawsuits. Cox said he was called to testify several times in cases involving crop loss.

One of the things Cox envisioned as he got more deeply involved in private consulting was an organization that would make the private consulting business an accepted profession with a

licensing procedure and a code of ethics "so that not every fly-by-night drugstore cowboy could go out and advise growers." That came about with the creation of NAICC and REAP.

Instrumental in developing crop consulting as a bona fide agricultural career choice was Cox's two books (available at NAICC headquarters) called *The Private Practitioner* published in 1971 and *The Agricultural Consultant* published in 1982. Both contain information about the evolution of consulting as a profession, personal anecdotes, and some predictions.

And while Cox's ability to predict the future direction of agriculture has had stunning accuracy—his notion of a professional organization, for example—he admits to one serious error. He never thought women would make it as crop consultants. "But I never thought some ole red neck farmers would listen to a 'girl.' I confess I was wrong. They are playing a great role in consulting out there in the fields," he said.

and study directors informed.

As in other professions, training and education are required. Just as accountants are hired for accounting expertise, QA personnel should be hired for GLP expertise. A quality assurance officer primarily trained by research scientists cannot provide necessary support and guidance toward compliance.

In addition to the original FIFRA GLPs, background documents such as FDA preambles, the FDA post-conference briefings, articles involving the International Biotest (IBT) scandal, EPA preambles, EPA question and answer documents, EPA advisories, the Organization for Economic Cooperation and Development (OECD) consensus document on applications of GLP to field studies, and the Enforcement Response Policy are essential reading to provide an understanding of compliance issues.

Continuing Education

Likewise, attendance at various Society of Quality Assurance meetings is imperative for continued education and identification of current problem areas and compliance trends. Quality assurance personnel who do not have sufficient scientific and GLP backgrounds cannot provide support necessary to maintain an adequate level of GLP compliance. Section 160.35(3) of the GLPs requires QA to identify problems and recommend corrective actions. Without a thorough working knowledge of the regulations this is not possible.

Contract researchers are continuously audited by major agricultural companies, contract laboratories, and management groups—each with a different set of minimum requirements and GLP interpretations. The never-ending requirements, demands, and changes can be extremely confusing and frustrating.

A well trained and knowledgeable quality assurance professional will prove invaluable when reviewing and adapting such demands into effective, workable procedures which meet GLP standards and satisfy external auditors and scientists.

(Deborah Eyer Garvin, owner of Pacific Rim Consulting in Hood River, Ore., is writing on one of the QA subjects she will address at the NAICC annual meeting in Memphis.)

NAICC Grows

Board Continues Focus

The NAICC Executive Board focused on policy matters at its March meeting at the Peabody Hotel in Memphis, where the group reviewed plans for the annual meeting Jan. 24-26, 1994. The Board reviewed issues suggested by the Steering Committee.

Increasing membership and public relations efforts ranked one and two on the Board's priority list, with financial stability, national policy, and legislative involvement and clarifying the alliance's position on important issues close behind. The NAICC also decided to push for attaining IRS 501(c)(3) status for a publicly supported charitable foundation and for petitioning academic institutions to develop a multi-disciplinary curriculum to train future consultants.

Ethics

Can You Take the Competition?

By **Dana Palmer**

In Texas, as well as other farming areas where consulting has proven to be profitable to both the farmer and consultant, competition between consultants has increased. What emerges is an environment for conflict or professional improvement. If it has not happened to you, it will.

A common thought I hear expressed is: "I do not think it is ethical for another consultant to solicit my farmer." I sympathize with this worried, established consultant in this regards to one aspect of the conflict—I find change very difficult myself.

The competition will prove to be very beneficial in the long run. It will create an environment for professional improvement and encourage testing of new Integrated Crop Management ideas such as computer programs that model cotton growth, plant tissue analysis, or biological control strategies.

It seems increasingly common to assume that all of the new concepts are profitable for the farmer. I have found that with each new concept usually there is a goal of increased yield but it works out to increase the farmer's

Billy McLawhorn will continue to spearhead an ongoing membership campaign, while administrative director **Daney Kepple** will coordinate public relations efforts with the Public Relations Committee chaired by **Brent Stombaugh**. **Maggie Alms** will work with the Funding Committee to broaden the Alliance's base of support, while treasurer **Rich Wildman** will oversee day-to-day financial matters. **Harold Lambert** is working on the application for tax exempt status for the foundation, and President **Bruce Nowlin** and former president **Madeline Mellinger** will be making a trip to Washington in April to solidify relationships with national policymakers. Past president **Dan Bradshaw** has assumed responsibility for the curriculum development area.

dollar expenditure, thus creating greater risk.

As long as we do not have government intervention to mandate the one correct ICM method, competition between farmers and consultants will find the best farming methods. Competition when looked at with the right attitude "fires up" the creative juices that force us to change old habits or at least self-evaluate our ICM methods.

The people complaining about competition are the established consultants, the ones who aren't so hungry. Those of us who don't want to change don't like competition that forces us to look at changing just to stay in business. We don't like it, but it's not unethical.

I know competition has caused me to go from four employees to none. I found that my farmers received better service and developed into a much more loyal group of clients. But I would not have changed except for competition pointing out my weakness.

(Dana Palmer of Lubbock, Texas, is a voting member of NAICC and immediate past president of the Texas Association of Agricultural Consultants.)

NAICC Grows

NAICC Membership Nets 9 Percent Increase

The 1993 membership directory is on the press and it contains good news for NAICC: total membership swelled by nine percent during the last 12 months. The most significant leaps occurred during the first quarter of 1993, and are directly attributable to the enthusiasm generated at the annual meeting and the membership campaign that kicked off in January. Another 20 applications are currently being processed, and there is every reason to expect the trend will continue.

A look behind the numbers yields other positive data. Voting members accounted for the largest increase, while two new categories—cooperative and state affiliate—created by the November constitutional changes also racked up big news for NAICC.

Cooperative members are not-for-profit organizations that wish to support NAICC goals and activities, and several professional societies have indicated interest in exchanging memberships with the Alliance. NAICC is pleased to welcome the **American Phytopatho-**

logical Society and the **Soil and Water Conservation Society** to its ranks and looks forward to exchanging listings with other groups as the matter clears various governing boards.

Sixteen state associations voted to become NAICC affiliates, which represents an additional 328 consultants from across the country who are now affiliated with the Alliance. In addition to "old-time" supporters from California, Illinois, Iowa, Louisiana, Nebraska, and Texas, the state affiliate lineup now includes the following organizations:

Agricultural Consultants Association of North Dakota

Arkansas Agricultural Consulting Association

Georgia Association of Professional Agricultural Consultants

Independent Agricultural Consultants of Colorado

Indiana Association of Professional Crop Consultants

Kansas Association of Independent Crop Consultants

Minnesota Independent Crop Consultants Association

Mississippi Agricultural Consultants Association

Ohio Association of Independent Crop Consultants

Professional Agricultural Consultants of New York State, Inc.

Wisconsin Association of Professional Ag Consultants

"We are very encouraged by the response to the membership campaign so far," said Membership and Rules Committee Chairman **Billy McLawhorn**. "Applications are coming in at a steady clip, and there are another 500 or so lying on people's desks. If our members will contact those people and urge them to get the paperwork done, there's no question that we will meet our goal of doubling the membership before the Memphis meeting."

Louisiana Consultants Work with EPA on Registration

Louisiana consultants gathered their facts, marshaled their resources and laid out a case for continued registration of azinphos-methyl use on sugarcane at an EPA hearing in February.

No other group was quite as prepared as the consultants and their friends, according to **Ray Young**, NAICC membership chairman for the Pelican State. EPA officials at the hearing complimented the quality of the information provided by the consultants and the other supporters of the pesticide's use in an integrated pest management program. Azinphos-methyl is still available for use in Louisiana sugarcane.

EPA was conducting the hearing at Louisiana State University, said **William Henry Long** of the LSU Agricultural Experiment Station, in response to the pesticide's disagreeable odor, some fish kills, and some errone-

ous information. Long said it is not true in this case that azinphos-methyl has a negative effect on beneficial insects in Louisiana cane fields. Other consultants told the EPA hearing the same thing and presented data to back their claims.

Grady Coburn of Pest Management Enterprises said damaging infestations of sugarcane borers have been controlled through a multi-tactic, integrated pest management system—a system that allowed farmers to get the best yields while minimizing the use of insecticides. He said use of chemicals to control pests in 1992 is down 40 percent from 1991.

Calvin Viator, secretary/treasurer of the Louisiana Agricultural Consultants' Association, told the EPA hearing that alternatives to azinphos-methyl were not as effective and potentially more detrimental to the environment than azinphos-methyl.

"We feel that the sustainability of sugar production in Louisiana is in jeopardy and we do not feel that producers should be left to the mercy of a possible devastating sugarcane borer infestation without the proper tools to control such an infestation," Viator said. "We have no other alternatives at this time."

Barbeque, Blues And NAICC

The 1994 NAICC annual meeting will be Jan. 26-30 at the Peabody Hotel in Memphis.

Memphis is home of the best barbeque in the world, and the blues were born right on Beale Street near the Peabody Hotel.

A.J.'s Tax Fables

You Can't Afford to Die

By A. J. Cook

How much are you worth?

It depends on who you ask—your mother-in-law, your spouse, or the IRS.

And when you die the only one whose opinion counts is the IRS. And it's amazing how much the IRS thinks you're worth. The IRS wants your estate to pay expensive estate taxes that can sometimes reach 55 percent. Spouses don't have to pay estate taxes on any amount. But children who inherit a business can find themselves in financial difficulties. Many heirs find themselves locked into a deadly game with the IRS—"the battle of the appraisers." For those with a family business to protect, it can be financial life or death.

John S. Burckhard owned a farm and ranch in Perkins County, S.D. When he died the estate's appraiser valued the property at \$167,500. The IRS disagreed after looking at the land, house, barns, and grain bins. The IRS put the value at \$334,800 based on the sale price of neighboring property.

The estate went to court, claiming the IRS didn't take into account improvements made on the other property and the lack of water rights on the Burckhard place.

The judge agreed the IRS should have made a compromise based on differences in the property. He put the value of the farm at \$285,000.

MORAL: Judges must weed out some appraisals and let others grow.

Most people think the rich are the only ones who have to worry about estate taxes. But stop to think about the value of property you own, the value of your business, throw in your car, your equipment and you might not think the \$600,000 that can be passed on in an estate tax free is such a bargain. Moreover, Congress has already tried to reduce this \$600,000 figure down to \$200,000—and will probably try to do it again. Then consider the value of good will.

Alexander Bluestein of Port Arthur, Texas, borrowed \$1,000 and opened a clothing store. In deciding the value of

the store at his death 30 years later, a Tax Court judge placed a \$70,000 price tag on good will alone. How much of a crop consultant's business is generated on "good will"? How much will your children have to pay if they want to keep the business?

MORAL: Where there's good will, there's tax to pay.

One way to beat the Green Reaper is to make a gift to your heirs and thereby reduce the size of your estate. However, a gift with even the appearance of strings attached can tie up an estate.

The Barlows gave their four children 372 acres of farmland in Nueces County, Texas. They signed an agreement to pay the children one-third of the grain crops and one-fourth the cotton crop—the customary rental paid by tenant farmers. For two years all went according to plan. Then Mrs. Barlow accidentally hit her husband with the car. He was hospitalized for six weeks and she required extended psychiatric care. The children agreed to collect no rent until their parents' circumstances improved.

When Barlow died, the IRS claimed the farm was not a completed gift since the Barlows didn't pay rent as agreed and continued to benefit from the property as if they owned it. The children and heirs complained to the Tax Court. The judge admitted that the law usually "sweeps into the taxable estate" assets where title is transferred but use or enjoyment is retained. However, the tragedy was unforeseen and their intent was made clear by the two years they paid rent. The deal was done before the IRS got there, the judge ruled.

MORAL: The least taxing gifts of all come from the heart.

(Cook writes A.J.'s Tax Fables, a copy-righted weekly column, for The Commercial Appeal in Memphis. He is a tax lawyer and CPA with the law firm of Harris, Shelton, Dunlap & Cobb. As with all tax and financial matters, Cook suggests consulting an attorney or CPA about individual situations.)

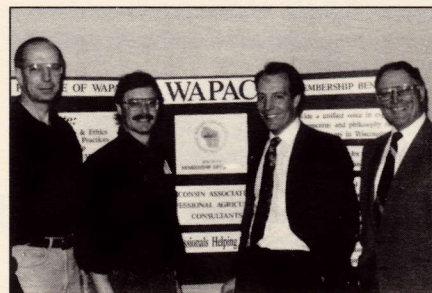
State Association

New Officers Elected in Ohio

The Ohio Association of Independent Crop Consultants has elected Jerry Borton of Agri-Crop Management in Wauseon as its new president. He succeeds **Bill Blair** of Circleville, immediate past president of NAICC.

Other new officers include Mike Snyder of Ashland, vice-president; Diana Hall of Ag Consultants, Inc., New Holland, secretary; Tom Hoffman of Hoffman, Inc. in Dayton as treasurer. Directors include: Mike Dailey of Utica and **Tom Menke** of Menke Consulting Inc. in Greenville.

Wisconsin Officers Elected



The incoming officers for the Wisconsin Association of Professional Ag Consultants include, left to right, Tom Aitchison, treasurer; **Randy Van Haren**, secretary; **Bill Stangel**, vice president; and Everett Chambers, president. The officers were elected at the annual meeting in Madison, Wisc., Feb. 23-25 in conjunction with the University of Wisconsin Extension Integrated Crop Management seminar on corn and soybean management. Among the speakers was state public intervenor Tom Dawson, who urged consultants to maintain their independence.

Editor's Note: NAICC is anxious for state association news. Items ranging from new officers to meeting announcements, speakers, and photos may be sent to Jackie Flaum at the NAICC headquarters in Memphis.

New Members

VOTING

Bruce J. Allemand, BS (Animal Science)

Pest Management Enterprises, Inc.
8027 Hickory Grove Loop
Deville, LA 71328

Office: (318) 279-2165

Home: (318) 466-9511

Fax: (318) 279-2165

Crops: Cotton, corn, soybeans, sugarcane, grain sorghum, rice, wheat.

Services: Insecticide, disease and herbicide recommendations, soil sampling, fertility recommendations, calibrations.

Eddie J. Beason, MS (Agronomy, Soil Chemistry)

Beason Research Service
RR 1, Box 45

Elk City, KS 67344

Office: (316) 627-2312

Home: (316) 627-2312

Fax: (316) 627-2317

Crops: Alfalfa, soybeans, wheat, corn, grain, sorghum, tame and native grass pastures.

Services: Soil fertility recommendations, soil sampling, maintenance chemical recommendations.

Gary Lowell Dick, MS (Entomology, Plant Pathology)

GLD Agricultural Consulting, Inc.
1716 Pinecrest

Garden City, KS 67846

Office: (316) 275-2443

Home: (316) 275-2443

Crops: Corn, popcorn, grain sorghum, alfalfa, soybeans, dry beans.

Services: Full service and hourly consulting, hazard communication, pesticide safety.

Russell P. Elston, BS (Agronomy, Wildlife Management)

Pest Management Enterprises, Inc.
P.O. Box 128

Cheneyville, LA 71325

Office: (318) 279-2165

Home: (318) 279-2251

Fax: (318) 279-2165

Crops: Cotton, corn, soybeans, milo, wheat, sugarcane.

Services: Crop production management, including insect, weed and disease control, soil management, product demonstration.

John R. Frantom, Ph.D. (Plant Pathology, Biology)

Plant Consulting, Inc.

P.O. Box 8175

Monroe, LA 71211

Office: (318) 343-6531

Home: (318) 343-8445

Crops: Cotton.

Services: Pest management, fertility, defoliation.

Kevin R. Hollands, BS (Agronomy)

Centrol Inc. of Twin Valley

RR #1, Box 87

Fisher, MN 56723

Home: (218) 281-6956

Mobile: (218) 773-0506

Fax: (218) 584-5100

Office: (218) 584-5107

Crops: Sugarbeets, wheat, barley, soybeans, edible beans, potatoes, sunflowers.

Services: IPM field monitoring, soil sampling, farm program analysis, crop planning.

Dale Kandt, BS (Agri-Business)

Ag-Vantage

Box 510, 511 N. Main

Johnson, KS 67855

Office: (316) 492-1333

Home: (719) 498-4831

Crops: Corn, wheat, sunflowers, alfalfa, potatoes, barley, milo.

David L. Ricke, BS (Agricultural Economics)

David Ricke Environmental and Agricultural Consulting Services

601 East Hendricks Street

Greensburg, IN 47240

Office: (812) 663-5390

Home: (812) 663-6661

Fax: (812) 663-6604

Crops: Corn, soybeans, wheat, alfalfa.

Services: Crop fertility, tillage practices, stocking rates, chemical control, range management.

Jack E. Royal, AS (Science Agriculture)

Royal's Agricultural Consulting

Route 1, Highway 37

Leary, GA 31762

Office: (912) 792-6506

Home: (912) 792-6506

Crops: Cotton, peanuts, corn, wheat, grain sorghum.

Services: Fertility, irrigation and pest management, crop planning, soil and tissue sampling, insect, disease and weed control.

Merlin Andrew Van Deraa, BS (Soil Science)

Terra Firma Ag Consulting

P.O. Box 522

Yuma, CO 80759

Office: (303) 848-5600

Home: (303) 848-5600

Crops: Corn, dry beans, alfalfa, wheat.

Services: Crop budget analysis, soil sampling, fertility design, calibration of ag equipment, weekly monitoring of growing crops, insect scouting, irrigation scheduling, pre/post cultivation determinations, land evaluation determinations.

PROVISIONAL

Murray E. Welden, BS (Agricultural Science)

Midwest Consulting Service

01N416 Schrader Road

Maple Park, IL 60151

Office: (815) 827-3818

Home: (815) 384-5034

Fax: (815) 827-3194

Calendar of Events

July 24-29—American Society for Horticultural Science—Opryland Hotel, Nashville, Tenn. For more information contact ASHS, 113 South West St., Suite 400, Alexandria, VA 22314-2824.

July 20-23—International Workshop on Sustainable Land Management for the 21st Century—University of Lethbridge, Lethbridge, Alberta, Canada. For more information contact Conference Services at the university, 4401 University Dr., Lethbridge, Alberta, Canada, T1K 3M4.



MEMBERSHIP SURVEY

Dear NAICC Member:

We are conducting a national survey about the crop consulting business. The results will be used by the NAICC leadership to better define the business and report on the size and scope of crop consultants' activities in U.S. agriculture.

Please take a few minutes to answer the following questions, then mail it in.

As you can tell, your answers will be anonymous and only the aggregate results of all answers will be used in the final report which will be published in an upcoming issue of *NAICC News*.

Thank you!

Lynn Henderson

Lynn Henderson
President, Doane Agricultural Services Co.

P.S. So that we can be sure the results accurately portray the industry, please answer the questions only as they pertain to you personally (i.e. **do not report for your entire firm**).

1. What percent of your time do you spend as a crop consultant?

- None
- 1%-25%
- 26%-50%
- 51%-75%
- 76%-99%
- 100%

2. Which of the following best describes your firm's primary business?

- Independent crop consulting firm
- Extension service
- Soil testing company
- Farm supply co-op
- Pesticide and/or fertilizer dealer
- Other: _____

3. Which of the following services do you offer? (Check all that apply)

- Integrated crop management
- Crop inspection & scouting
- Pest management recommendations
- Fertility recommendations
- Seed variety recommendations
- Contract research

4. How large is the trade area you personally serve?

- One county only
- Several counties
- An entire state
- Several states

5. Approximately how many acres of the following crops do you personally consult? (Do not report your firm's total acreage.)

- Corn Acres
- Soybeans Acres
- Wheat Acres
- Cotton Acres
- Rice Acres
- Citrus Acres
- Vegetables Acres
- Other Acres
- _____ Acres
- _____ Acres

6. How many farmers/clients do you personally serve?

7. Please indicate how involved you are in selecting the following inputs for the farms you consult:

	Very <u>Active</u>	<u>Active</u>	Not <u>Active</u>
Herbicides	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Insecticide	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fungicides	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fertilizer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Seed varieties	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

8. How frequently do your clients follow your advice about which inputs to buy?
- Always Most of the time
 Some of the time Never
9. How do you make your perspective clients aware of your firm? (Check all that apply.)
- Advertise
Where: Local newspapers Farm publications
 Radio TV
- Send a newsletter
 Attend meetings
 Make sales calls
 Other _____
10. Does your firm sell (or otherwise formally represent a company that sells) any of the products you recommend?
- Yes No
11. Your age:
- Less than 21 years 31-45 years
 21-30 years 46-65 years
 More than 65 years
12. (Optional!) What is your approximate gross yearly income from crop consulting?
- Less than \$25,000 \$36,000-\$50,000
 \$25,000-\$35,000 \$51,000 plus
13. Please indicate the highest level of education you have attained.
- High school graduate Master's degree
 Two years technical school PhD
 Four-year college
14. How long have you been a crop consultant?
- Less than 1 year 6-10 years
 1-5 years 11-20 years
 21 years or more
15. What was your previous occupation before becoming a crop consultant?
- Have always been a crop consultant
 Extension service
 Farmer
 Vo-ag teacher
 Agribusiness supplier
 Other _____
16. Which of the following professional associations are you a member of? (Check all that apply.)
- National Alliance of Independent Crop Consultants
 Your state crop consulting association
 American Society of Agricultural Consultants
 Other: _____
17. How long have you been a member of NAICC?
- One year or less 6-10 years
 2-5 years 10+ years
18. Why did you become a member? (Check all that apply.)
- Network with others in the profession
 Attend the national conference
 Influence governmental policy which affects the profession
 Stay abreast of developments in the business
 Other: _____
19. Please rate the importance of each of the following activities in which NAICC is involved:
- | | 3-Extremely important | 2-Important | 1-Not important |
|---|-----------------------|-------------|-----------------|
| a. Certification of consultants | 3 | 2 | 1 |
| b. Business management seminars | 3 | 2 | 1 |
| c. Annual conference | 3 | 2 | 1 |
| d. Lobbying on federal level | 3 | 2 | 1 |
| e. Publish <i>NAICC News</i> | 3 | 2 | 1 |
| f. Insurance and other group purchase opportunities | 3 | 2 | 1 |
| g. Other ideas: _____ | | | |

Thanks for your help!

Please fold and mail by May 7, 1993, to:

Doane Agricultural Services
11701 Borman Drive
St. Louis, MO 63146