



NAICC NEWS

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WPS

Dramatic Changes Follow NAICC Annual Meeting

by Allison Jones, NAICC Executive Director

The Environmental Protection Agency (EPA) is drafting "interpretive guidelines" that might ease some of the burden Worker Protection Standards (WPS) placed on crop advisors.

Moreover, Congress passed legislation March 24 that pushes back the effective date of WPS compliance for crop advisors from April 15, 1994, to Jan. 1, 1995.

Farmers were granted relief also, but must still adhere to the information that appears directly on the label. What will happen to crop advisors under WPS after Jan. 1 is up in the air.

As the newsletter goes to press, NAICC staff and representatives are packing for another trip to Washington in April to discuss EPA's "interpretive guidelines".

Today's confusion—and the best chance contract researchers/consultants have to get the more objectionable sections of WPS revised—began when Secretary of Agriculture Mike Espy, a former Mississippi Congressman, left Memphis after speaking at the NAICC annual meeting.

He was well versed by then on the adverse effects WPS would have on the implementation of Integrated Pest Management (IPM).

The first inkling we had of the strength of Secretary Espy's concern came the week after the annual meeting. I was attending a WPS workshop in Washington when EPA and USDA officials sought me out to request a meeting with NAICC on our issues.

Private Meeting

Three weeks later **Earle Raun**, past NAICC president, and **Harold Lambert**, NAICC president-elect, joined me in Washington prior to the second WPS workshop.

Our meeting with EPA and USDA

officials yielded a lot of new knowledge. For example, we learned that EPA officials classified consultants as "handlers" because it was better than being labeled a "worker".

The officials went on to explain that some of the early-entry requirements would give consultants earlier access to the fields than regular field workers. After two and a half hours of talking we felt confident the federal officials were much more informed and sympathetic to crop advisors in general.

The workshop session proved we were right. EPA opened the session by announcing that there were two areas within WPS of great concern that would be given first priority — irrigation workers and crop advisors.

Representatives from universities, Extension, ag chem companies, ag retailers, aerial applicators and the workers' unions met and discussed the concerns of crop advisors.

Areas identified as needing prompt attention and correction were: the definition of a crop advisor, personal protection equipment requirements; information exchange between the establishment employer and the crop consultant; posting requirements; re-entry requirements; state lead enforcement agency's latitude of enforcement; and what constitutes an emergency.

Birth of Guidelines

Thus we have the birth of the "interpretive guidelines" that we are expecting. We have given EPA all the information we could get our hands on to convince them that crop advisors have the expertise, education and experience to make decisions that would not only protect themselves and their employees from exposure, but would continue the very important task of IPM implementation. After all, if WPS keeps consultants out of the fields,

it will hurt IPM.

While EPA was preparing to address NAICC's concerns, Congress was not idle. Another Mississippian, U.S. Sen. Thad Cochran, introduced a bill that would delay implementation of all WPS until January 1995.

The bill passed in near record time and went to the House of Representatives. In the House, Congressman John Boehner of Ohio had introduced a bill delaying implementation until October 1994.

Both bills were sent to the House Agriculture Committee and then referred to the Subcommittee on Department Operations and Nutrition, which is chaired by Congressman Charles Stenholm of Texas.

The Cochran bill passed the House of Representatives March 21 as amended. Changes made by the House were minimal and the Senate approved it as amended by voice vote.

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President's Message

NAICC Is a Force To Be Reckoned With

Maggie Alms, NAICC president

It's not every day that one has a chance to speak directly to the U. S. Secretary of Agriculture. But Mike Espy was giving me his full attention. His eyes grew wide with concern as he listened.

I was speaking in my official capacity as president of a national organization of crop consultants/contract researchers and I was telling him how we thought the proposed Worker Protection Standards (WPS) would impact Integrated Pest Management (IPM). NAICC past president Madeline Mellinger added her perspective. Secretary Espy was obviously unhappy with what he heard.

Less than four months after Espy spoke to the NAICC annual meeting and came face to face with our organization, WPS's implementation date has been pushed back and consultants could win some of the concessions we need to do our jobs. Our jobs, by the way, include

working to ensure safe use of the chemicals used in production of our clients' crops. Consultants are some of the best environmental protection equipment on the market today.

Much of the success NAICC was able to gain on the WPS issue is due to the hard work, determination and perseverance of members like **Earle Raun, Harold Lambert, Bill Dunavan**, and executive director **Allison Jones**.

But a great deal of NAICC's success on WPS comes from you, the consultant or contract researcher who took the time to write the check, fill out the application form, mail it in and become a member of NAICC. You decided you couldn't do your job properly by operating in a professional vacuum and you reached out for an organization that could help.

You are not alone. NAICC membership grew 23 percent last year. And if

our reception at state meetings is any indication, our membership will increase even more this year. One man who attends state consultant organization meetings throughout the country said: "I'll be flabbergasted if your membership doesn't double this year." So will I. Allison Jones tells me there are so many completed application forms in her office she can't find her desk top.

In short, NAICC is on a roll.

It would be tempting to say NAICC was instrumental in turning back the more onerous sections of WPS through our strength in numbers or to talk about how the national nature of our membership impressed federal officials.

But it would probably be more accurate to say we were successful because we found a way to share the good, sound information we've gained out in the field and because our role is essential to making IPM work. We have been recognized at last as qualified professionals who have the farmer's ear.

We are being successful in many different arenas because people are beginning to get the message about NAICC. We consultants and researchers play an important role in American agriculture, and the NAICC is our voice. Secretary Espy listened to our voice. Thank you, Secretary Espy.

PROFILE • PROFILE • PROFILE • PROFILE • PROFILE • PROFILE

Menke Finds He's Knee-Deep in Manure

When Tom Menke of Menke Consulting in Greenville, Ohio, started his business in 1977 little did he realize he would end up knee-deep in manure.

It's true that his firm also provides soil testing and crop fertility recommendations for nearly 30,000 acres and nutrient management planning to livestock and poultry clients. But today, Menke's business is really deep into animal agriculture waste management issues.

"A consultant's primary objective has been and always will be to find methods of increasing the profitability of the client. Today, that also includes a longer range concept of environmental integrity," he said.

In west-central Ohio where Menke works there is a density of farm animals that would rival any area of the country and that density is increasing. But using

the most cost-effective crop product input available — animal manures — has been a challenge over the years.

"There are a lot of erroneous preconceived notions about using animal manures as a substitute for chemical fertilizers that have to be resolved on a one-on-one basis," Menke said. "Once the economic benefits have been experienced, the grain farmer has a hard time going back to his old fertilizer program."

Menke and his firm match farmers who have manure with farmers who need it. "We work with thousands of acres of corn each year that use absolutely no fertilizer — not even nitrogen! Yields? As good as, and often better, than chemical fertilizers," he said.

To take the concept a little further, Menke consults with Organic Resource Technologies, Inc., a business that actually brokers manures around the

region, making the product available to others who want the "organic fertilizer" but have no way to handle it.

"This has been a necessary addition to the total agriculture service industry in the region. It makes the manure as easy as fertilizer to have applied to the fields, with a benefit to cost ratio of around 3:1," Menke said.

Organic Resource, which is owned by one of Menke's clients, brokers poultry manure in a 30-40 mile radius of where it is produced. In short, the waste is being distributed back to the fields where most of the grain to feed the animals is originally produced. Menke is now checking into a similar arrangement with a client who is getting into the liquid and solid manure brokering business in southern Indiana.

Over the years Menke Consulting has made a specialty business of

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Gaining Compliance With the Least Time, Trouble

by Toni Smith Wade

Informing consultants or contract researchers about federal Worker Protection Standards (WPS) is like trying to hit a moving target. But even an "improved" WPS, as currently under discussion, means the farmer will carry a burden. Consultants need to be aware of WPS regulations — including those that do not pertain directly to them — to help farmer clients gain compliance.

For example, to comply with the WPS (as it is worded now) every farmer will need a bulletin board at a central location. Three things must be posted on this board. First is an officially designed pesticide safety poster. Second is the name, address and phone number of the nearest medical facility. Third is the spray record of all pesticide sprays used on the farm.

Some information within the spray record requirements will not change, such as the EPA registration numbers, active ingredient and REI (restricted entry interval) of each chemical. It would be very helpful to keep a permanent list of this information for chemicals used on the bulletin board.

Posted List

If a farmer has a list of all his fields separated by crop posted on this board, then he/she can simply write in the name of the chemical being sprayed and the date.

Please note that these spray record requirements are not as complete as the requirements for restricted use pesticides which also call for the rate used

and the certification number of the applicator.

It would be wise to obtain and read all new labels for chemicals historically used. Each one will require certain personal protection equipment (PPE) for handlers and for workers entering fields during the REI. If coveralls are required, disposable coveralls will avoid the WPS requirements for laundry handlers. This equipment may run in short supply. See Gary Dick's article on page 4 for more on this.

Each farmer will have to provide decontamination sites for workers and handlers. For workers, this consists of a roll of paper towels, a bar of soap, three or more gallons of water for washing, and a pint of water for eye flushing. For handlers, add a pair of clean coveralls and you're all set.

Training

Training is required for all workers and handlers. It can be obtained through Extension Services or with a tape available from several sources. Training is a good business opportunity for consultants.

Field posting requirements exist on some pesticide labels. Please note that if no workers will be within a quarter mile of the field during the REI, then posted signs are not required. This may put a new twist on the economic threshold for crops which are labor intensive.

We can all get a copy of the "How to Comply Manual" and probably should as soon as the current flurry of

changes in Congress and EPA are completed. It may cost you \$8.50 if you order it from the U.S. Government Printing Office. Some people may have already gotten one (written before all the changes) from Gempler's. They provide a copy of the requirements and sell everything you need to comply.

Scouts

For consultants, it may be wise even under the changed WPS to have all scouts trained as handlers. Scouts should check the spray records at the central location before entering fields. When this is not feasible, simply wear PPE. Scouts must keep decontamination materials in their vehicles and stay within a quarter mile of their vehicle.

So, fellow consultants, get set. Purchase a water jug, a pint of water, some disposable coveralls, paper towels and soap for each of your scouts. Check labels on the chemicals you and your farmer plan to use. Make sure scouts are prepared and equipped with PPE for handlers when entering any field they know is sprayed or they are not sure about.

(Toni Smith Wade of Crop Management, Inc. in Rocky Mount, N.C. is a voting member of NAICC and chaired the panel discussion on WPS at the NAICC annual meeting in Memphis.)

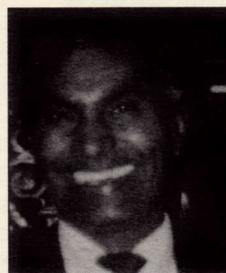


Correctly Picture This

No matter what last month's newsletter showed, it is absolutely not true that Y.G. Reddy of York, Neb. has had plastic surgery to become a Roger Irwin look-alike.

It is true that Roger, who is with AGVISE Laboratories, Inc., of Northwood, N.D., and Yella were sitting next to each other on chairs when the picture that appeared in the newsletter was taken. And while it is also true that the two men look nothing alike, the wrong head was lifted from the photo.

The editor apologizes to either Yella or Roger, whoever feels the most insulted by the mistake.



Y.G. Reddy

PROFILE • PROFILE • PROFILE

(continued from page 2)

preparing waste management plans and permits for approval by the Ohio EPA and the Indiana Department of Environmental Management. He also spends a great deal of time at meetings and on various state committees that pertain to animal waste management.

"My goal is to stay two steps ahead of the issues for my clients," Menke said. "There are a lot of environmental issues coming in the next few years that will have quite an impact on agriculture. I want to make sure we're ready for the changes, and can continue to operate in an environmentally friendly and profitable manner."

Examining the Cost of Personal Protection

by Gary L. Dick

I don't like the federal Worker Protection Standard (WPS) as currently written — it can cost my clients and me a lot of money and headaches.

It's not that I don't believe in pesticide safety — I do. Consultants are some of the most safety conscious individuals in the field and our clients are more safety conscious than ever before.

I was getting along just fine, however, using personal protective equipment (PPE) when necessary and enjoying the freedom to choose the equipment to match the risk of exposure. As of this writing I have information there may be some changes forthcoming to WPS that are favorable to consultants.

But, the WPS in some form seems inevitable.

The question is, are you and your clients properly equipped?

Straightforward

Complying with the PPE and decontamination site requirements of WPS is relatively straightforward. The required items can often be purchased locally. If not, mail order suppliers such as Gempler's, Forestry Suppliers, and Fisher Scientific Safety Division stock quality PPE that provides a reasonable mix of protection and comfort.

Fit and comfort is as important as effectiveness so that equipment will be used regularly. It is important to begin shopping as soon as possible for the necessary gear, because certain sizes or styles may be back-ordered. Top quality types or unusual sizes may necessitate special orders. Don't wait until the day PPE is needed to purchase it.

If you find equipment that you really like, consider ordering enough to last several years, because I have discovered, to my dismay, that once I find something I really like my supplier sometimes quits carrying that brand or item.

There is speculation that some chemical suppliers may offer free PPE or decontamination kits to their customers. However, bear in mind that poor fit and comfort or decontamination equipment not suited to the task defeats the purpose of WPS and can endanger

employees rather than protect them.

I have developed a list of equipment and costs for a hypothetical "average farm" in my territory (see chart). My hypothetical farm includes the farmer/employer, two workers/handlers, two to four pickup trucks, one or two large utility trucks, two tractors equipped to apply pesticides, two mixing/loading sites, one storage site, one central posting location, and 1200 to 1500 acres spread over 10 to 12 quarter-section center pivot or furrow-irrigated fields.

Field separation of five to six miles is common and I am aware of some fields as far as 45 miles from homebase.

I realize that there will be considerable deviations from my figures based on factors such as size of farm, number of employees, type of agriculture, how much pesticide use occurs and length of growing season.

In my chart I have been somewhat liberal with the costs, because I have based my figures on disposable equipment and I have included some equipment that exceeds the requirements of the WPS.

This equipment (such as the charcoal air filters for tractors) can enhance employee comfort and safety, and may more than pay for itself by preventing loss of productivity due to allergies, respiratory ailments or fatigue and frustration.

Each truck and tractor can be equipped separately with PPE and decontamination sites which makes access to equipment readily available, reduces wasted time due to shuttling equipment around the farm and makes employee compliance more likely.

Mental Effort

Although physical compliance using the necessary PPE and decontamination sites is relatively easy, mental compliance is more difficult.

Willingness to use PPE and decontamination sites will be affected by a mix of factors such as level of rapport among employers and workers, degree of perceived hazard by employees, degree of knowledge of pesticide hazards (as opposed to fear), self image of employees, and function and fit of equipment.

Positive peer pressure and good

examples set by employers, consultants, contract researchers, and chemical company representatives will help. We need to convey a message to our clients and their employees that it is okay to put aside their "macho" image and be seen in their PPE.

The most serious problem I foresee with WPS if it remains in its present form is that it places employers in a precarious legal situation by putting the entire legal responsibility for compliance on them. I have adopted the following approach to the present WPS when advising clients.

■ First, now that it seems an opportunity has arisen to change WPS, make your wishes known to your legislators and farm groups. "I don't like WPS" will not suffice.

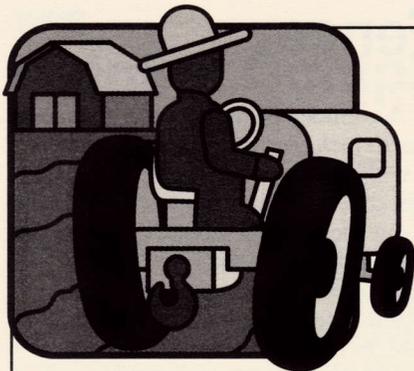
You need to make specific comments on necessary changes to make WPS more workable. Differences in applicability to different types of farming may be a starting approach.

■ Second, if changes are not forthcoming in WPS you need to get yourself and your employees certified as applicators or handlers. This absolves employers from the training requirements and qualifies your employees as trainers for personnel they supervise.

I believe certification may make workers and handlers more aware of pesticide hazards and possibly more understanding and likely to comply. Certification does NOT, however, absolve you from the requirement to provide and maintain PPE, notify employees of pesticide applications, and properly post fields.

■ Third, over comply. Ignore the exemptions for pesticide uses that apply to family, feed lots, pasture and range land, research uses of unregistered products, rights-of-way, and ornamental/horticultural uses, to name just a few.

Searching labels and EPA guidelines for exemptions is more difficult than using PPE, and if indeed some pesticides are potentially harmful, you want your employees protected anyway. I suggest that if possible the PPE, notification, decontamination sites and posting—anything you or your client provide—exceed any standards WPS eventually sets.



Estimated Protective Equipment Cost for a Hypothetical Farm

READ THE LABEL: It is a legal document

Assumptions for Hypothetical Farm:

2 Tractors
2 Sites
1 Farm,
1 Farmer plus
2 Workers/Handlers
2 to 4 Pick-up
Trucks
1 or 2 Large Utility
Trucks
1,200 to 1,500 acres
spread over 10 to 12
quarter-section
fields.

Item	Number Per Person	Cost Per Person	Number Per Site	Number Per Tractor	Number Per Farm	Cost Per Farm	Expected Life
Boots	1 pair	\$50.00	-	-	-	\$150.00	2 seasons
Tyvek Suit	4 pair	\$30.00	-	-	-	\$ 90.00	1 season
Nitrile Gloves	4 pair	\$10.00	-	-	-	\$ 30.00	1 season
Sweat Band	2	\$ 2.00	-	-	-	\$ 6.00	1 season
Goggles	2 pair	\$15.00	-	-	-	\$ 45.00	1 season
Safety Glasses	1 pair	\$ 5.00	-	-	-	\$ 15.00	1 season
Face Shields	1	\$15.00	-	-	-	\$ 45.00	1 season
Hat (1/Perm, 2 Disp.)	3	\$25.00	-	-	-	\$ 75.00	1 season
Disposable Respirator	2	\$46.00	-	-	-	\$138.00	2 seasons
Apron	2	\$ 5.00	-	-	-	\$ 15.00	1 season
Emergency Coveralls	1 pair	\$ 3.75	-	-	-	\$ 11.25	1 season
Eyewash Beltpack	2	\$46.00	-	-	-	\$138.00	2 seasons
Private Cert.	1	\$50.00	-	-	-	\$150.00	3 years
Certification Trip	1	\$50.00	-	-	-	\$150.00	1 per 3 years
Resp. Storage Bags	2	\$10.00	-	-	-	\$ 30.00	1 season
Field/Worksite							
Decontamination Kit	1	\$99.50	-	-	-	\$298.50	2 seasons
Respirator Cleaning Kit	-	-	-	-	1	\$ 50.00	1 season
Tractor Mount							
Decontamination Kit	-	-	-	1	-	\$238.00	2+ seasons
Emergency Spill							
Response Kit	-	-	1	-	-	\$480.00	Multi-year
Tractor A/C							
Charcoal Filter	-	-	-	2	-	\$400.00	1 season
Storage Signs	-	-	-	-	2	\$ 6.00	Multi-year
Field Posting Signs	-	-	-	-	12	\$ 48.00	1 season
Posting Stakes	-	-	-	-	12	\$ 48.00	1 season
TOTAL		\$462.25				\$2656.75	

Note: These figures are estimates and may not reflect real costs. Some equipment exceeds that specified on the label but some labels may be more restrictive. Compiled by GLD Agricultural Consulting, Inc.

■ Fourth, allow employees to help select their PPE. Make sure the equipment selected fits and is reasonably comfortable. Let employees know that you care about their safety and well-being.

■ Fifth, document employee training by you or your client. Document non-

use of PPE and decontamination sites by employees by using photos and journal entries. Make employees aware that they will be terminated for willful non-compliance. Make compliance with the WPS a required part of employment. Include it in job descriptions.

(Gary Dick of GLD Agricultural

Consulting Inc., Garden City, Kan. is a voting member of NAICC).

Straddling the "Insurance Sprays" Fence

by Randy Van Haren

To agriculturists the value of pesticides is undeniable. In the vegetable industry, pesticides become logarithmically more important as the value of the crop increases. They take on almost an ego creating persona which hinders efficient use by even the most progressive of growers and crop consultants. Risk management has a dual meaning when applied to the debate over pesticide use in the production of high value crops.

Anytime a crop manager weighs the potential value and cost of a spray against the risk of not treating, or adopting non-chemical management options, the scales tip easily toward the spray. This is at the heart and soul of what we do as pest managers. How does a professional come to grips with the "fear factor" pervading the decision-making process. Insurance applications of pesticides can be easily rationalized as good management when the stakes are high and the cost is low.

But are the costs really low? When long term costs such as environmental

concerns, worker safety and pesticide resistance are factored in, the decision-making waters get muddied.

Just the sound of "insurance sprays" kind of grinds on professional consultants, doesn't it! This issue is not so simple when placed in the context of a crop consultant's daily pace and desire to "do the right thing." It can take many forms which on the surface seem harmless enough and justifiable given the uncertainties of crop production. Maxing out on the rates, product selection and rotation, application timing and interval — all create opportunities for "recreational" spraying. I do not mean this as jest. In my practice I continually battle with my clients and my fears over inefficient use of pesticides.

Maybe one example will illustrate this point. Early in the growing season on potatoes we typically see leafhoppers swarm in around the bloom. This occurs about 7-14 days prior to the time when we would make our first fungicide application based on a predictive model.

A common decision made in the past was to include a low rate of insecticide in with the fungicide application just to "get coverage" on the lower leaves prior to row close, even though the fungicide was not needed at the time. This practice seemed prudent then, but it requires more fungicide go onto the field. In the end, delaying fungicide means using less chemical although it may mean additional application time and expense.

This practice is now history but it is a battle I always have to fight.

Crop consultants carry the banner of independence and professionalism in their work to promote efficient use of pesticides. NAICC members expect that they can be viewed by the public as responsible users of technology. Nowhere in the debate over pesticide use are we more vulnerable than on the issue of insurance applications. It is our job to continue to "do the right thing."

(Randy Van Haren of Pest Pros, Inc. in Plainfield, Wisc. is a voting member of NAICC.)



Use Your Mailbox To Reach Out and Touch Clients

by Marianna Kimbrough

Consultants work with clients face to face, on the telephone and through the fax machine, so now it's time to reach out to them through the mailbox, two speakers at the NAICC annual meeting told consultants.

Create and send your clients a newsletter, said Roger Carter of Ag Management Services in Clayton, La. and NAICC commercial member Bill Barksdale of Barksdale Agricomunications in Memphis.

A newsletter has several advantages: it's an easy way to disseminate information and new advances to clients; it's a good way to remind clients of ever-changing government regulations; and it's a way to keep in touch with clients even when they really have no time to keep in touch with their consultant.

However, both Carter and Barksdale warned that the project of publishing a newsletter has its disadvantages.

The time spent in preparation is the number one drawback. Other problems cited included expense, exposure to criticism, and the commitment that this type of project requires.

"The only way you are going to know a client's response is if you try it," said Carter. Then he warned: "Don't let it become too time-consuming...our ultimate goal is the economic survival of our clientele; that's all they care about. Offer the best type of scouting — a newsletter is still secondary."

One of the subjects most discussed by both speakers was who should receive the newsletter. They decided the most obvious priority would be the entire clientele of a business — but that is only the beginning of the list. Include on the mailing list other farmers in your area, ag industry personnel, government agencies, research professionals, fellow consultants and ag journalists (NAICC would like a copy, too).

A newsletter demands one piece of equipment — a computer with a word processing program. Carter has a simple, basic computer system, while Barksdale's machine is more sophisticated. But they both agreed the system isn't as important to the final success of the newsletter as the content.

Carter gave several suggestions of what and what not to include in the body of a newsletter as well as possible sources for articles. He encouraged printing such things as current farm conditions, political news, management practices, important announcements and dates. He recommended lighter topics be included: clean, local gossip and humor, congratulations and condolences, and most importantly, encouragement. He also felt the newsletter should give personal attention to individuals, uncover the unusual, give cost-saving tips and

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Should WPS Change the Way We Do Business?

by **W. Scott Weathington**

A few Sundays ago I happened to drive past my mother's garden spot. I remembered when I was a kid working in that garden one of my jobs was "dusting" the vegetables for worms and bugs.

My application equipment was a quart mason jar with holes I punched in the top with a 16 penny nail. My, how things have changed.

I couldn't help but think of how the Worker Protection Standards (WPS) are going to change things even more.

On that Sunday, I even imagined myself in some type of one-man, egg-shaped vehicle straight off the set of "Star Trek" with a robotic arm reaching out to get a sample of an insect or plant part.

WPS has caused all of us to do a lot of thinking about the way consultants do business. The complexity of the law and its interpretation have us all in a bit of an uproar. The issue of insurance sprays vs. necessary sprays has always been an issue from the very beginning of the Integrated Pest Management (IPM) concept.

All of us who have become familiar with a grower and his farm have found ways to reduce or eliminate sprays for insects, diseases, weeds, etc. by constant monitoring and following up on previously applied materials to find out what is working.

In some cases, we've had to fight our growers who think it would be more profitable to spray for insurance coverage than to risk losing a large portion of his/her crop.

REI Problem

The re-entry interval (REI) required by the WPS standard as currently written will certainly make our jobs much more difficult. We will have to monitor ourselves and all the people who work for us more closely.

I believe the biggest question facing consultants now is: how will WPS affect our decision-making process and how can we better evaluate the risk factors involved in deciding not to make an application vs. the cost factors involved if we do spray?

One way is better monitoring tech-

niques and equipment.

Weather stations and improved insect traps and pheromones will allow us to make better predictions concerning a field or a farm without having to do a full scale scouting of the field. New chemistry and more environmentally friendly spray materials will also benefit us.

The times are ripe for the changes we have all been expecting. Growers are aware of the fact that many of the chemical controls they are accustomed to aren't working as well as before.

They also realize that they may be impacting the environment negatively after all. Most growers are not fully comfortable with the complexity of the

"My application equipment was a quart mason jar with holes I punched in the top with a 16 penny nail. My, how things have changed."

newer products and the importance of proper application rates and timing. They hear about other growers who are reducing pesticide use and they want to do it, too.

And most of all, growers are concerned about the public's view regarding the pesticides we use. What a great opportunity for consultants! The difficult part will be to ensure that growers do not make insurance sprays that are not needed while we learn how to reduce pesticide usage.

Improve Service

One way is to improve our service by streamlining our time management practices. We should consider more visits and intensify our routine so we don't have to look at each field every time we visit the farm.

We should learn more about the grower's response time to a recommendation and we should improve our communications to eliminate unnecessary visits to the farm.

We should learn to pay more attention to what is going on AROUND the fields as well. There is a world of information to be gleaned from the field

borders. Anticipate what problems are likely based on your knowledge, skills, and experience, and above all, keep good records since this will help you and the grower with compliance.

Furthermore, as consultants we must be a source of knowledge and information. The grower is not looking for more literature on his desk, he is looking for good advice which includes interpreting reams of information and turning it into knowledge which can be specifically applied to his farming operation.

If we do these things we will help the grower comply with the WPS, improve his loyalty to us and help both agriculture and the environment.

As citizens, we are constantly dealing with insurance for our homes, vehicles and families. We wonder about such things as: do we have enough; is it the right kind; am I paying too much; is my agent working in my best interest.

Unlike insurance agents, we as consultants must always do what is in the best interest

of the grower.

We must encourage them to use the smallest amount of the least toxic material that will control the target pest. We are in a constant predicament of determining what is the least toxic input, the least cost input, and the most effective input.

Helping the grower make these decisions should be the focus of our activities as consultants. The best thing for the grower is always the best thing for us, but it certainly is not going to be easy.

Dusting bugs with a Mason jar sure was a lot simpler.

(W. Scott Weathington of Agri-Technologies, Inc. in Clinton, N.C. is a voting member of NAICC.)

Ohio Elects New Officers

Michael L. Snyder of Ashland was elected president of the Ohio Association of Independent Crop Consultants during its annual meeting in Delaware.

Snyder, who served as vice president of the association last year, succeeds **Jerry Borton** of Wauseon.

Other officers elected were vice president, **David T. Scheiderer** of

Integrated Agronomic Services in Milford Center; secretary, **Diana K. Hall** of Ag. Consultants, Inc., in New Holland; treasurer, **Thomas Hoffman** of Hoffman, Inc., in Dayton; and directors, **Mike Dailey** of Utica and **Tom Menke** of Menke Consulting in Greenville.



Bill
and
Dale
Peele

Peele Chairs Committee for San Diego

Bill Peele of Peele Consulting Inc. in Washington, N.C. is the new chairman of the NAICC Annual Meeting Committee. He'll make arrangements for the San Diego meeting Jan. 25-29.

Bill and his wife, **Dale**, have worked with the NAICC for several years and have attended the last two annual meetings. He is a voting member of NAICC.

Mailbox

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experience above all else, and he encouraged the wise use of such sources as ag publications, university research data and political, commodity and organizational newsletters.

Barksdale focused mostly on general writing style and design tips. Although he gave many good design ideas, he stressed content above design and the importance of consistency and organization. He recommended keeping a newsletter short (eight pages is too long) with a brisk, informal writing style that is more in keeping with the way people talk.

Barksdale also mentioned the necessity of a name of the newsletter and printing the name noticeably at the top of the front page, along with such vital information as a date, address, and phone number.

(The newsletter published by **John Kimbrough III** of Pro-Tech-Ag in Lexington, Miss. will be seeking a new editor in the fall when 18-year-old **Marianna Kimbrough** goes off to *Mississippi State University*).

New Members

■ Voting

Colin Berg, B.S. (Ag Education)

Centrol of Cottonwood
708 South 10th Street
Olivia, MN 56277

Office: (507)423-5423

Home: (612)523-5925

Crops: Sugar beets, soybeans, edible beans, wheat, alfalfa, peas, sweet corn.
Services: Soil sampling, fertility management, crop planning, field monitoring.

Gordon A. DeLano, B.S. (Biology)

NDCCA

Beaver Creek Ag. Services, Inc.
RR 2, Box 147
Hatton, ND 58240

Office: (218)779-0458

Home: (702)543-3105

Crops: Potatoes, sugar beets, edible beans, wheat, barley.
Services: Irrigation, crop, pest and fertility monitoring and consulting.

Steven J. Howey, M.S. (Agronomy)

Centrol of Cottonwood
P.O. Box 198
Cottonwood, MN 56229

Office: (507)423-5423

Home: (612)769-4657

Fax: (507)423-6219

Crops: Corn, soybeans, wheat.
Services: Soil testing, crop planning, field monitoring.

W.L. Killen, Jr., M.S. (Biology)

MACA

Bill Killen Consulting Services, Inc.
207 Marler Street
Cleveland, MS 38732

Office: (601)846-1263

Home: (601)846-1263

Crops: Rice
Services: Overall management of rice on a fee/per acre basis.

Mark Alan Moeller, B.S. (Agronomy)

ARCPACS

Centrol, Inc.
509 W. Luverne Street
Luverne, MN 56156

Office: (507)423-5423

Home: (507)283-9077

Crops: Corn, soybeans, oats, alfalfa.
Services: Soil sampling, crop planning, insect, weed and disease monitoring.

■ Commercial

Aithel McMahan, M.S. (Entomology)

ESA, BCE, WSSA, SWSS, APRES

McMahon Consulting
#19 Town & Country
Ardmore, OK 73401-9114

Office: (405)223-3505

Home: (405)223-3505

Fax: (405)223-7266

Crops: Various crops.
Services: Product development with insecticides, fungicides, and herbicides with university, USDA, consultants and independent testing with growers.

■ State

South Dakota Independent Crop Consultants

Contact: Jordan Hill
P.O. Box 137
Veblen, SD 57270-0137

Office: (605)738-2556

■ Student

Lewis W. Henry, Jr., M.S. (Biology)

Stoneville R&D

P.O. Box 341
Stoneville, MS 38776

Office: (601)335-2156

Home: (601)335-3295

Fax: (601)335-0014