



## Pesticide Law Changes Appear Certain

Significant changes to the nation's pesticide laws are being proposed by both the Clinton Administration and Congressional leaders — and it appears certain that important changes impacting consultants, contract researchers and their clients are in the offing.

"This legislative package will ensure a health-based standard for all pesticide residues in food," said David A. Kessley of FDA in a prepared statement.

However, spokesmen for FDA, EPA and USDA agreed the legislation would recognize that farmers need control tools.

At first it appeared the changes would be happening quickly. But, as past NAICC president **Bruce Nowlin** reports from his meetings on how the changes would impact consultants and researchers, EPA and USDA offices are now saying it is unlikely legislation will pass this year.

One of the most important aspects of the proposed legislation is its focus on Integrated Pest Management as a tool for reducing pesticide use.

Secretary of Agriculture Mike Espy already announced the Administration's goal was to have 75 percent of America's farmland under IPM by the year 2000. Efforts are also underway to promote

IPM on non-farm land such as in schools and on federal property.

Under the Administration's proposed legislation:

- Regional "ecosystem-based" pilot projects designed to test pesticide risks and to research aggregate risks would be established;
- EPA and USDA would work together to develop information on pesticides and to identify those education and Extension activities that seem most promising in terms of meeting pest management needs and reducing pesticide risks;
- The current prohibition on requiring IPM training as part of certification and training programs would be repealed;
- EPA would be authorized to establish criteria for "prescription use" of pesticides. Such authority could permit retention of pesticides critical to IPM and pesticide resistance management programs;
- EPA would be required to identify pesticides of regulatory concern for which there are limited alternatives. USDA would be required to work with EPA to develop a research and Extension plan for each commodity

determined to have an "alternatives problem;"

- Provisions of the 1990 Farm Bill that required record-keeping for all restricted use pesticides would be extended. Records would be required for all pesticide use.

Other provisions of the legislation proposed by the Clinton Administration include the automatic lapse of all pesticide registrations after 15 years, a special fast track review of pesticides that do not appear to meet safety standards, prohibiting export of pesticides not approved in the United States, FDA authority to recall/embargo foods with violative pesticide residues and streamlined label changes.

The demand for scientific research in the field and the demand for field specific recommendations based on actual scouting reports will increase significantly if major provisions of the Administration's bill are passed.

NAICC is already working with other agricultural groups on aspects of the proposed legislation (see story this page).

Members who would like to see an outline of the proposed legislation should call the NAICC office in Memphis.

## NAICC Participating in Coalition To Impact U.S. Pesticide Policy

by Daney Kepple, Executive Vice President

There's no doubt about it: a move for regulatory change concerning pesticide use is afoot in Washington. A cursory examination shows that, although there's no strict consensus among all the players at the table, there does appear to be a large and powerful force in Washington who agree that change is in order sometime soon.

The Administration's announcement of their position, which appears elsewhere on this page, is one indication of the forces at work. Another sign is that Congressman Charlie Rose, D-N.C., who

introduced "safer" pesticide legislation in H.R. 3742, also has a bill in the works.

The forces cannot — indeed many believe they should not — be stopped. But they should and must be directed to their goals by those most responsible for and familiar with pesticide use.

NAICC is participating in ongoing discussions with the country's most prestigious scientific societies which, under the leadership of the Entomological Society of America (ESA) have joined forces to look for ways to affect policy

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## President's Message

# Let's Make Independence a Verb

Maggie Alms, NAICC President

On the back of the yearly NAICC membership renewal form is a box of questions relating to independence from product sales. What do you think about when you check that box?

I, for one, spend more time writing the check than checking the box. I bet there aren't many who do pause and reflect. It's been easy for us to mark our answers, then go our merry ways.

No one confronts us. No one points a finger at us. No one challenges us. It's just a quiet little empty box. It just sits there and lets us feel smug and comfortable with ourselves.

"You bet I'm independent," we say, and move on to something else.

There seems to be a tendency in human beings to simplify things. People don't stop and think because it is faster and easier not to think. It is far easier to make a simple statement and repeat it over and over, than it is to challenge or change ourselves. We in NAICC have been very guilty of over-simplification.

Every time I talk to consultants I hear these messages: "Independence means I'm better," "It means I'm more professional," "It means I'm unbiased," "My independence means I'm more ethical," "I'm better," "I'm more objective."

However, our Constitution does not say "independence means unbiased" or "independent consultants are more professional."

Our Constitution does say: "Voting members provide data and/or recommendations on a fee basis. They receive no compensation, direct or indirect, from a client's purchase of a product based on those recommendations."

That is NOT a simple definition, nor one that can be summarized in three words or less.

The Membership Recruitment and Rules Committee has been studying that definition for months and they still aren't through.

It is their job to interpret that definition "as the Supreme Court interprets the U.S. Constitution," one of their members said. It is a process they feel has been too sub-

jective and too inconsistent.

They are recommending some changes.

For example, they feel "fee basis" needs to be expanded to say "on the basis of a fee itemized and billed to clients." The word "indirect" has proven to be an interpretative nightmare and they would like to see it eliminated. They feel the word "product" needs clarification.

They went back to the Big I report for some help in "product" definition, and they recommend it be defined as inorganic or organic fertilizer inputs,

**"We must challenge ourselves. And we must listen to others. Our attitudes may need re-evaluation."**

chemical or biological pest control, soil amendment inputs, seed or plant materials, commercially available equipment or machinery, animal feed or medicinal products.

An independent consultant's compensation cannot be supplemented or subsidized in any way from the sale of those products. If a consultant can clearly demonstrate that his or her income is derived from "fees itemized and billed to the client" that person is independent.

If product sales are used to maintain a consultant's compensation, that consultant is not independent. These criteria must apply to all consultants, whether from a one-person operation or from a large company with 100 persons.

But the Membership Committee does not want to stop there. It is recommending that a course be developed, and that in time all independent consultants be asked to take it. It will be a course on the ethics of independence which will address the complicated situations faced every day.

For example, is it compensation when a consultant accepts a trip offered by an agrichemical company, or is it technical training? Is it compensation when a

consultant accepts product samples or technical equipment, or is it a legitimate demonstration? Is our independence compromised when we accept gift certificates or not?

NAICC needs to create an environment where it is comfortable to continually evaluate ourselves, our services, and our faithfulness to that pledge to "receive no compensation..."

It is not a simple pledge. It is a pledge which necessitates constant personal struggle as well as dialogue with others.

We must challenge ourselves. And we must listen to others. Our attitudes may need re-evaluation.

It is imperative that we stop judging as inferior those who do not, or can not, choose independence. In our passion for the word we have confused it with the words "better" or "more professional" or "ethical." These judgments do us no good.

Independence only measures one dimension of a consultant or researcher. It does not measure technical knowledge or experience. It does not measure one's ability to integrate information. It does not measure the ability to communicate. It may make objectivity easier, but it does not ensure it. Independence is not a banner of superiority behind which we can protect and comfort ourselves and judge others.

It is time for NAICC members to say:

*"Our independence is important to us. We are not going to take it lightly. We are going to **DEFINE** it as clearly as we can, but we are not going to stop there. We are going to **WORK** at it. We are going to **STUDY** and **DEBATE** the ethics of independence. We are going to **CHALLENGE** ourselves with difficult questions and **MAKE CHANGES** where we need to. We are going to **CREATE** a non-judgmental atmosphere in NAICC so we can **SHARE** with others. We are going to **LISTEN** to new perspectives. And the next time we check that box on the membership renewal form, we are going to think about what it means. Independence is a verb, not an adjective!"*

## IN MEMORIAM

NAICC is saddened to report the death of **John E. Vahalik, 47**, of Marlin, Tex. He was one of the founding members of NAICC and a consultant in Texas for more than 20 years.



# Can We Live With WPS Regulations?

by Bill Dunavan

As the deadline for the imposition of the Worker Protection Standards (WPS) regulations comes closer — now set for Jan. 1, 1995 — many crop consultants wonder whether they can still provide IPM services to farmers with the EPA as their business partner.

The overriding concern is whether growers will even retain a crop consultant under the increased liability concerns mandated by these rules.

Not only is dancing this “liability lurch” unacceptable to most farmers, but some will also find cost increases for field scouting dismaying.

In either case, the practice of IPM is abandoned. The response of some EPA personnel to these concerns is: “That’s unfortunate.”

Here are some ideas that I explored recently with an attorney:

- 1 Ignoring the whole affair and raising your fees to create a fund to cover court costs whenever they arise.
- 2 Merging with another large consulting firm or ag input dealership. You may be able to negotiate a dandy salary and benefits package in return for your

loss of independence. Large companies can afford to have a “compliance officer” and all the washing facilities and changing rooms the EPA could ever desire.

- 3 Partial compliance of the easy-to-follow portions of the regulations. Cost increases will not have to be as drastic, and you may gain sympathy at your hearing for making an honest attempt.
- 4 Full compliance may not be realistic even with a 150 percent price increase. However, it could be accomplished if EPA exempts crop advisors from most of the WPS provisions except those recommending thorough training of staff. NAICC has several key members working as a negotiating team trying to achieve some exemptions to reduce interference from Washington.
- 5 Other (mostly dead-end) options include deep reincorporation schemes, waivers for employees to sign that they are responsible for their own safety, waivers for farmer clients to sign that they accept responsibility for

any fines or lawsuits, and insurance to cover regulatory non-compliance.

As you can see from these options, living with WPS will not be easy, or productive, or even measurably safer. This may be your welcome into the mainstream American business world where regulations are so numerous they fit neither into a good size law office nor a small town library.

Businesses violate dozens of rules all the time from ADA, IRS, EEOC, EPA, OSHA, Workers Compensation, among others.

Thankfully, the people enforcing them go home at 5 p.m. every day and with daylight savings time in effect, is that so bad?



(Bill Dunavan of York, Neb. is voting member of NAICC.)

## Happenings on the Hill

by Allison Jones, Executive Director

### House Hearing Held on Pesticide Policy

The House Subcommittee on Domestic Operations and Nutrition held a hearing on June 14-15 on the national pesticide policy.

The subcommittee chaired by Congressman Charlie Stenholm, D-Tex., reviewed comments from witnesses on a recent court ruling that EPA can no longer use a “negligible risk” standard in assessing pesticides that concentrate in processed food. This court ruling could result in the loss of some chemicals.

Also on June 13-15 EPA’s Office of Pesticide Programs sponsored a public workshop which focused on pesticide risk reduction.

Smaller breakout sessions dealt with initiatives related to pesticide use and risk reduction and the status of the re-registration program. Several NAICC

members were invited to attend, and immediate past president Bruce Nowlin represented the Alliance.

He remained in Washington to attend the National Coalition on IPM meeting June 15.

### House Subcommittee Focuses on FY95

The House Subcommittee on Agriculture Appropriations met and “marked up” their version of the bill and cut programs by an average of 10 percent.

While no new programs were funded, 71 program budgets were cut, 10 programs were eliminated and only eight received funding increases.

Since many producers derive a significant amount from government programs, these budget cuts may have a major impact on consultants next year. The bill now goes to the full House of

Representatives for consideration. Farm program opponents will most likely make additional cuts at this point.

### Safe Drinking Water Bill Passes Senate

The Senate passed its version of the Safe Drinking Water bill by a vote of 95 to 3. The bill includes risk assessment language and allocates funding for localities to solve water quality programs affecting drinking water supplies.

U.S. Sen. Bennett Johnston, D-La., proposed a risk assessment amendment which would require a cost-benefit analysis for health and environmental regulations. That would cost more than \$100 million per year.

Important as that amendment is, the other provision is even more significant. The Johnston amendment would elevate EPA to cabinet level status.



## IPM Update *Continued from page 1*

decisions that impact each group's membership.

Or, as ESA president-elect Eldon Ortman phrased it, "to bring science into Government policy."

Participating in the premiere meeting, which took place at the ESA's Maryland headquarters, were Bob Barnes and Tom Hall of the American Society of Agronomy; Kenneth Beam and Brian Hys of the American Society of Plant Physiologists; Harold Coble of the Weed Science Society of America; Charles Emely and Benton Storey of the American Society for Horticultural Science; Bill Ritter of the American Society of Agricultural Engineers; Bill Fry of the American Phytopathological Society; George Teetes, Fred Knapp and Ortman of ESA. I represented NAICC.

Bill Jordan of EPA and Keith Pitts, staff member for the House Agriculture Subcommittee on Specialty Crops and Natural Resources and assistant to Congressman Rose, addressed the group before the roundtable discussion began and their message was clear: it's not IF reform will happen; it's WHEN.

"All the public opinion polls indicate a deep concern over pesticide residues on food. The trend predates the Alar scare and the '60 Minutes' program that received so much attention. At that point, however, public concern went over the 90 percent mark and has generally stayed high," Jordan said.

He acknowledged EPA has tried to respond to public concerns, but the process is slow and satisfies no one.

"It's important for the people who produce the food to believe that they won't be at the mercy of some media report or every sudden swing in public opinion polls," Jordan said. "So our goal is to establish a system of scientific procedures that protects public health and will allow growers to produce food economically and in an environmentally sustainable way."

Pitts said Congressional representatives may differ with the Administration on the thrust of the pesticide legislation.

"We support a lot of the same focus on IPM as the Administration," Pitts said, "but our definitions of the term differ a bit. Economic thresholds and pest monitoring are the thrust of their approach. We want equal footing for human health issues."

Currently, the laws governing EPA are inconsistent if not downright contradictory, said Jordan.

"The Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA), which allows EPA to regulate pesticide use, tells us to balance risks and benefits. On the other hand, the Food, Drug and Cosmetic Act, which governs pesticide residues on food, imposes a risk-only standard. Benefits are not to be considered," said Jordan. "So what the Administration is proposing now is legislation to consolidate all pesticide regulations of food risk from pesticides under a 'reasonable certainty of no harm' standard."

Jordan said the legislation is also trying to follow the instructions of the National Academy of Sciences report which pointed out a need to address multiple exposure situations, to take into account that children get greater exposure to pesticides than the general population and to consider that different pesticides may have combined or cumulative impacts.

"All this has led us," he said, "to be advocates of a tough health standard."

Specific remedies mentioned by Jordan included:

- Looking at all pesticide tolerances issued in the past to determine if they're solid;
- Improving enforcement authority at the Food and Drug Administration (FDA) and away from the states;
- Setting all pesticide registration to expire every 15 years unless the registrant can demonstrate that the material is still "safe;"
- Streamlining the process of making small changes to pesticide product labels;
- Streamlining the registration of "safer" products;
- Asking farmers to keep better records of pesticide use;
- Asking for stronger enforcement authority for pesticide use.

"These measures transfer the risk of pesticide use from consumers to the manufacturers," Jordan said.

The pesticide use bill the House Agriculture Committee is working on differs somewhat from the Administration's proposal as outlined by Jordan.

Pitts said his committee's bill is flexible on nomenclature. It doesn't matter whether the materials are called "safer," "alternative use" or "reduced risk" pesticides.

"But we are definitely moving toward a negligible risk or reasonable assurance of no harm standard," Pitts said. "We definitely want a scientific basis for the establishment of tolerances."

Pitts and Jordan admitted there is a problem trying to decide how to approach the no-harm goal.

"We think the Administration needs Congressional guidance to provide a definition of reduced risk products — one that will include more than just biologicals," said Pitts. "We support things like conditional registrations for 'safer' products to enable manufacturers to get these materials to the market in short order. By the same token, we also support shorter cancellation time for hazardous materials. It's what you might call an 'easy on, easy off' approach."

The Congressional aide said the committee's proposal does attempt to address pesticide resistance issues and is taking a hard look at USDA-enforceable resistance management plans.

As usually happens in any discussion of public policy on pesticides, the question of prescription use arose.

"Our proposal in this area is fairly general, and leaves EPA a lot of discretion," Jordan said. "It recognizes that some chemicals are very dangerous but also very valuable — for resistance management or rotation purposes, for example. Under this provision, EPA is authorized to allow use of those materials. Under it, someone could be required to ensure that an established threshold has been reached, alternatives tried, use instructions followed. It gives regulators tracking opportunity."

But the issue of prescription pesticide has come under a great deal of fire.

"The environmental community sees it as a loophole. The user community sees it as a pernicious, creeping form of regulation. Both communities will have to be satisfied to get it to work," said Jordan. "We have to come up with a way to reassure both communities that it won't be abused."

Pitts said the measure is not currently included in the bill he's working on.

"This is where we got hung up before," he said. "We were looking at prescriptions being written by 'farmacologists,' who could be either the farmer himself, if he were appropriately trained, or someone who charged a fee for the service."

Pitts said retailers objected to the 'farmacologist' plan because they wanted to offer prescriptions as part of their customer service package and environmentalists saw it as an escape hatch.

After Pitts and Jordan spoke, society representatives participated in a roundtable discussion. NAICC members will be kept informed of the coalition's activities.



# Communication Is Key to IPM's Future

by Charles Mellinger

A dramatic goal was announced last fall by EPA, USDA and FDA: Integrated Pest Management (IPM) programs will be implemented in 75 percent of our production agriculture by the year 2000.

Since that time, I've participated in several IPM-related meetings such as the Second National IPM Workshop, the National IPM Coalition meetings, and I've talked with USDA, EPA and others involved in USDA's IPM policy. From those discussions and meetings I've formed a few opinions of this initiative.

First, let's hear the good news. Currently, 13 different agencies in USDA conduct and direct IPM programs. Under the new effort, the Administration has resolved to centralize and coordinate the department's IPM efforts.

The single coordinated plan will certainly improve communications and understanding of the department's IPM goals and initiatives.

The plan is being developed by a 20 member, multi-agency task force chaired by Larry Elworth, special assistant for pesticide policy, and as of this writing, has not been published. It is expected to be public shortly.

Three questions come quickly to mind:

- How do we measure IPM in a production site?
- How is this site then to be compared to another? and
- How do we find out what's going on since a tremendous amount of IPM is being conducted at the grass-roots farm gate level that no one knows about?

## Measuring

The first two questions are so fraught with such incompatibles as site specifics

that we should minimize the apple versus orange measuring issues as much as possible.

The University of Massachusetts and Cornell University have published IPM systems that scratch the surface of this measuring topic, but mainly they serve to point out the complexities and constantly changing characteristics of these site-specific systems.

What few resources are available can be better used than by exploring the largely academic exercise of "my IPM is more integrated than yours."

Down the road when we've run out of important things to do, we can delve into the intricate maze and challenge of our measuring talents.

The last point deserves our undivided attention — the current farm gate IPM efforts. USDA has successfully researched and developed components of many IPM systems and the Cooperative Extension Service has implemented and delivered IPM systems over the years in many production areas.

And the private sector was not idle. This private sector includes the food processing industry, seed production contractors, pesticide product suppliers and distributors, independent crop consultants, farm operations with in-house IPM departments, contracts of land lessors and money lenders.

However, these "delivered" programs to the farmers were the prototypes, the rudimentary form. Since this delivery moment, progressive farmers have adopted, expanded and fine-tuned the originally delivered IPM package many times. This expansion must continue through education and incentives.

## Goals

Two goals of the new USDA coordinated initiative are paramount. One goal is to expand many fold the research of IPM systems.

The second goal is to communicate with the users of IPM programs, identify and educate them by providing new information, encouraging program expansion and reinforcement. This can be conducted in the traditional way through the Cooperative Extension Service.

But more importantly, new channels and networks of communication must be developed. The USDA, steeped in tradition, must seek out new and creative ways to understand the IPM technology at the farm level, increasing not only in acreage, but in the substantive content of the system. The many groups of the private sector can help the USDA in its new initiative to communicate with and educate users, to enhance implementation, and to record the truly sustainable activities occurring on our farms.

I strongly believe that if USDA can become more familiar with the IPM users and the substantive content of their programs, this will have a direct positive influence on the success of the research program. What will result is the production of new data and ideas for implementation and delivery which will then benefit IPM users and the quality of their programs.



*(Dr. Charlie Mellinger of Glades Crop Care, Inc., in Jupiter, Fla., is a voting member of NAICC.)*

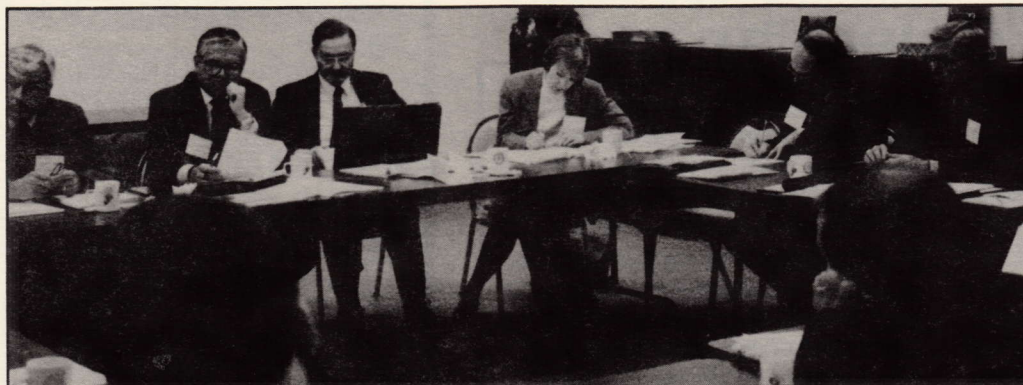


Photo by Anna Leahy, Entomological Society of America.

## ESA Roundtable

*Executive vice president Daney Kepple, fourth from left, took lots of notes at the Pesticide Roundtable meeting at the Entomological Society of America headquarters in Lanham, Md., in May. Also participating were, from left, Harold Coble of the Weed Science Society of America, Charles Emely and Benton Storey of the American Society for Horticultural Science, Dennis Howard of the Maryland State Department of Agriculture and George Teetes of ESA.*



# Dialogue Group Formed

The 1995 Farm Bill debate is beginning in earnest, and background work is occupying the time and attention of many organizations, including NAICC.

One group, the Keystone Center of Keystone, Col., has organized a very diverse "dialogue" group to debate and hopefully reach consensus on difficult issues relating to "Agriculture Management Systems and the Environment." The group will develop recommendations for use in the writing of the upcoming Farm Bill.

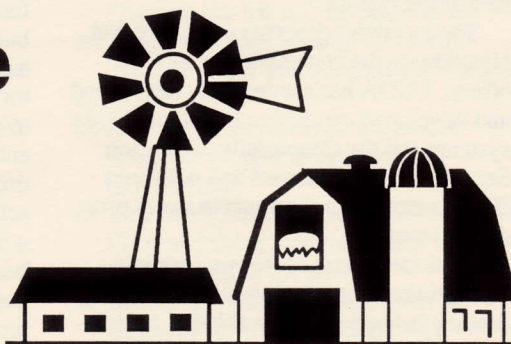
Participants include staff and administration from the USDA and EPA, representatives from several commodity groups, environmental groups, food processing and ag product industries, as well

as House and Senate Agriculture Committee staff members.

President Maggie Alms is representing NAICC. After the first meeting, held last week in Annapolis, Md., she noted that "technology transfer" is a common theme in the discussions.

"Participants are all concerned about grower utilization of the most efficient, economical, environmentally sound methods when applying pesticides and nutrients," she said. "An often-mentioned stumbling block is the lack of adequately trained professionals in the field to carry out this technology transfer role. NAICC must develop a concise list of reasons for this constraint. Most importantly, we must propose solutions."

# Sustainable Agriculture Workshop In August



In conjunction with the North Central Branch meeting of the American Society of Agronomy (ASA), REAP has set up four sessions designed to bring segments of agriculture together.

The ASA conference, which will be in Des Moines Aug. 1-3, is titled "Developing Sustainable Farming Systems: Social Economic and Environmental Considerations."

Several REAP officials will discuss issues that should be considered in the

1995 farm bill. Among the speakers are Vivan Jennings, deputy administrator of the USDA's Agricultural Programs—Extension and REAP Steering Committee member; John W. Peterson, REAP president; Edward C.A. Runge, professor and head of Texas A&M's Soil & Crop Sciences and past REAP president, and NAICC member Dan E. Bradshaw of Crop Aid Agricultural Consultants in El Camp, Tex., REAP vice president and president-elect.



## Calendar

**JULY 21 "Consultants Seminar: Focus on Business Organization,"** sponsored by the American Society of Farm Managers and Rural Appraisers, Rochester, Minn. Contact: Bill Holstine, Hertz Farm Management, Inc. (515) 382-6596.

**JULY 29-31 Soybean Expo** at the Kansas City Convention Center in Kansas City. Hosted by the American Soybean Association. Contact: Larry Kroeger at (314) 821-7220.

**AUGUST 4-6 Plant Growth Regulator Society of America 1994 Meeting,** Portland, Ore. Contact: David Fritz of the society, Rhone-Poulenc Ag Co. at (919) 549-2408.

**SEPTEMBER 13-16 "Introduction to Good Laboratory Practice and Auditing,"** International Center for Health and Environment Education, Alexandria, Va. For more information contact Robert Morris at the center at (703) 658-8888.

# Did You Know?...

odds and ends of IPM information accumulated over years

by Robert Fulton

... successful Integrated Pest Management (IPM) programs should depend on knowledge of "where does the pest start or where does it overwinter" — the key being on reducing such identified population locations before they become full-fledged spray problems in the spring?

...farmscaping and IPM go hand-in-hand by selecting plant species for crop benefits in uncultivated areas as field fence rows, roadsides, ditches and levees? (Besides providing dust and erosion control, a major key is establishing plant species that will improve pest management within the commercial crop. Higher densities of parasitoids and rates of parasitism are common to such redesigned areas.)

...pest "hot spots" are a common denominator in most commercial plants be it cereal, vegetable or perennial crops? (Scouting pest data from these areas must be kept separate from the general field data. Initial pest occurrences are excellent "alarms" in "hot spots" as they can be several days to two weeks ahead of the rest of the field.)

...most initial potato "late blight" foliar infections occur on the leaflet tips?(The late blight fungus, *Phytophthora infestans*, is a water mold. Its spores move and disperse within water droplets and flow to the leaflet tips.)

...continued use of a specific new agronomic practice becomes cumulative over time? (A one shot usage deal does not work.)

*(Robert Fulton of Ful-Cor, Inc. in Roswell, Ga., is a voting member of NAICC and works to implement IPM with foreign as well as domestic clients. From time to time his nuggets of information will appear in the News. )*





## Get Moving or Get Off the Road

Driving behind a slow-moving truck can be maddening — but not as frustrating as keeping clients up-to-date on the latest techniques, regulations and trends when you yourself aren't prepared.

You will be informed and ready to drive down any informational road if you are part of the NAICC annual meeting "Maintaining Clear Vision on Agriculture's Information Highway".

The meeting is slated for the U.S. Grant Hotel in San Diego, Calif. Jan 25-28.

Preliminary program highlights include speakers from USDA, the Environmental Protection Agency in California and computer experts.

Consultants and contract researchers will receive the latest information on electronic mail services, new GLP requirements, using computer technology in the field and the newest developments on pesticides, packaging innovations, and delivery systems.

## NAICC Forms Non-Profit Foundation for Education

by Mark Otto

The Foundation for Environmental Agriculture Education (FEAE) has been granted 501 (c) (3) status by the Internal Revenue Service.

NAICC is a 501 (c) (6) organization, which means it is exempt from paying taxes. This status granted FEAE means donations are deductible to the donor organization or individual.

This foundation status creates funding opportunities for projects from foundations or corporate budgets designed for charitable organizations rather than trade associations.

The foundation evolved from the efforts of past NAICC presidents David Harms, Dan Bradshaw, Madeline Mellinger and many others. With the drive to establish the roots for a new profession of practitioners in agriculture, they saw the need for strong educational programs.

But educational programs cost money.

NAICC members first funded efforts with personal donations in the 1980s when Garry Raymond was the NAICC Executive Director.

Deanna Marquart of Marquart Policy Analysis Associates in Sacramento, Calif., a former sustaining member, and Bradshaw wrote the Doctors of Plant Health paper and Bradshaw began his efforts in certification that led to development of the Registry of Environmental and Agriculture Professionals or REAP.

It has taken some time to organize the foundation. The Independent Crop Consultants Professional Improvement Foundation was incorporated in 1991, but the IRS did not grant it 501(c) (3) status.

Indeed, it was not until NAICC President-elect Harold Lambert took on the project that IRS's innumerable questions were answered and we were granted non-profit status.

Lambert rewrote the by-laws, changed the name of the foundation, and resubmitted the 501(c) (3) application.

FEAE also has seed money. Thanks to the generosity of many NAICC members and supporters, who donated and/or purchased items during auctions in Kansas City and Memphis, the foundation has a little over \$16,000 to begin operating.

The first task of the current officers, President Mark Otto, Secretary/ Treasurer Lambert and directors Mellinger, Bradshaw and Marquart, is to craft mission and goal statements.

With these in hand FEAE can then formulate a strategic plan to carry them out. Anyone interested in helping with this effort should contact any an officer .



(Mark Otto of Agri-Business Consultants, Inc. of Lansing, Mich., is a voting member of NAICC.)

## Doane and NAICC Renew Agreement for Pest Information Reporting

NAICC renewed its agreement with sustaining member Doane Agricultural Services in St. Louis to develop and operate the Cotton Pest-Trak program and added three states to the reporting area.

The agreement provides NAICC with a major source of funding.

Cotton Pest-Trak is an information-gathering service operated by Doane, an agricultural research company.

NAICC was hired last year by Doane to monitor and report infestation levels of the cotton bollworm, budworm and other major insect pests in the 10 crop districts in the Delta that include parts of Arkansas, Missouri, Mississippi, Louisiana and Tennessee.

When the new agreement was renewed, areas in the states of California, Texas and Georgia were added.

NAICC, in turn, asked 15 consultants in these areas to fax Doane weekly reports on infestations of eggs and larvae and recommended treatment per field during the season.

Doane, in turn, sells the Cotton Pest-Trak service to a client who deals with cotton and cotton problems.

This is the second year for the Pest-Trak agreement.



## New Members

### ■ Voting

**Lonnie Bull, B.S. (Agronomy)**  
SCF&ACA, SCAS  
Bull Cotton Pest Management, Inc.  
Route 1, Box 699  
Cameron, SC 29030  
Office: (803)823-2386

*Crops: Cotton and soybeans.*  
*Services: Scouting, fertility and defoliation.*

**Monika S. Weldon, BS (General and Marine Biology), CPA, CCCGA**  
Clean Sweep Cranberry Consulting  
42 Malbone Street  
Lakeville, MA 02347  
Office: (508)880-2633  
Home: (508)880-2633

*Crops: Cranberries.*  
*Services: IPM, development of larval and symptom key, field and classroom educational programs, MA right-to-know instructor.*

### ■ Provisional

**Eric Stocker, BS (Agronomy)**  
Centrol of Eastern Wisconsin  
P.O. Box 278  
Valders, WI 54245  
Office: (414)775-4282  
Home: (715)524-3742

*Crops: Alfalfa, lupins, corn, sorghum, soybeans, sunflowers, cabbage, wheat, barley and oats.*  
*Services: Pesticide and fertilizer applications, planting and harvesting intervals and crop rotation procedures.*

### ■ Academic

**Gerrit Cuperus, PhD (Entomology)**  
Oklahoma State University  
127 NRC  
Stillwater, OK 74078  
Office: (405)744-5531  
Fax: (405)744-6039

*Services: IPM coordinator and professor.*

### ■ Commercial

**K. Michael Thurow, MBA (Business Administration), ASA, ASAE, PPGA, CAPCA**  
Spectrum Technologies, Inc.  
12010 S. Aero Drive  
Plainfield, IL 60544

Office: (800)248-8873  
Home: (708)904-4044  
Fax: (815)436-4460  
*Services: Supplier of specialty products to agriculture.*

## REAP Certification

**Carl F. Buchner, Whitelaw, WI**  
Centrol of Eastern Wisconsin

**Mark J. Dostal, Roberts, WI**  
Centrol Crop Consulting

**Bobby Elliott, Cleveland, MS**  
Bobby Elliott Consulting Services, Inc.

**Charles M. Eubank, Corpus Christi, TX**  
Eubank Entomology Service Corp.

**Charles W. Farr, Crawfordsville, AR**  
Mid-South Ag Consultants, Inc.

**Michael B. Freeberg, Colfax, ND**  
Centrol, Inc. of Twin Valley

**Paul Groneberg, Donnelly, MN**  
Centrol of Morris

**Clark R. Helland, Fordville, ND**  
Prairie Ag. Service, Inc.

**Mitchell Hoekstra, Twin Valley, MN**  
Centrol, Inc.

**Sidney Wayne Hopkins, Portland, TX**  
Hopkins Agricultural Services

**Michael P. Kiddy, New London, WI**  
Centrol of Eastern Wisconsin

**Gregory D. Krieger, Galesburg, ND**  
Centrol, Inc. of Twin Valley

**Frank Joseph Krupala, Raymondville, TX**  
Krupala Ag. Consulting

**Greg S. LaPlante, Mooreton, ND**  
Centrol, Inc. of Twin Valley

**Lynn H. Maass, Corona, SD**  
Independent, EMAS, Inc.

**James Ross Murn, Twin Valley, MN**  
Centrol, Inc. of Twin Valley

**Bruce W. Niederhauser, Washington, NC**  
Peele Agricultural Consulting, Inc.

**Bruce Nowlin, Hydro, OK**  
Crop Guard Consulting

**Jeffrey M. Peterson, Watertown, SD**  
Prairie Lakes Agronomy & Nutrient Testing Service

**Dr. Yella Reddy, York, NE**  
Crop Technology Company

**Ronnie W. Seward, Collierville, TN**  
Seward Agri Consulting

**Cynthia A. Spoor, Newburg, ND**  
Agzone, Inc.

**William D. Stangel, Lake Mills, WI**  
Soil Solutions Consulting

**Jon D. Tate, Indianola, MS**  
Tate Agricultural Services, Inc.

**Calvin Viator, Thibodaux, LA**  
Calvin Viator Agricultural Consultant