



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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The Voice of the Professional Crop Consultant

June 1995

Crop Consultants Receive Exemption

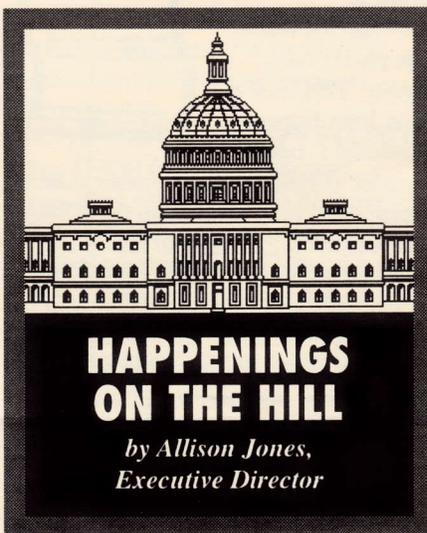
In the May 3rd issue of the *Federal Register*, EPA published the final rule for the Worker Protection Standard (WPS) which, among other things, exempts certified or licensed crop consultants and persons performing crop advising tasks who are under their direct supervision from some of the WPS restrictions. The exemption becomes effective on July 17, 1995. It is unclear what the status is between now and then. However, in an informal statement, EPA has indicated that it sees 1995 as a compliance year, not an enforcement year.

The exemption applies to individuals "performing crop advising tasks in the treated area and only after the application ends." Crop consultants must still receive pesticide safety training equivalent to WPS training in order to be eligible for the exemption. Training received through a certification or licensing program can be substituted for this training, as long as it complies with the WPS training requirements.

NAICC will submit a written request to EPA for the CPCC and CPCC-I programs to become acknowledged certification programs. The CPCC programs administered by the Alliance will include the necessary requirements for pesticide safety training (see related story, this issue). The final rule allows a temporary "grace period" until May 1, 1996, exempting all persons performing crop advising tasks, not just those certified or licensed. This period is intended to allow crop consultants to become certified or licensed.

On several occasions, NAICC outlined for EPA exactly what crop consultants' activities entailed. In the rule, EPA commented that they believe

crop consultants, based on their training and expertise, can assess which risk reduction measures are most appropriate depending on the situation. Also, EPA concluded that crop consultants can successfully communicate these judgments to persons they directly supervise.



"We are very gratified that EPA has listened to our concerns and taken this action," said **Harold Lambert**, NAICC president and a major participant in the 18-month negotiations with EPA. "We built a strong case that crop consultants are conscientious in their approach to working in treated fields, and in supervising their employees who do so. Obviously, it is incumbent on all of us now to demonstrate that approach and to avoid any kind of incident that would make them reconsider this decision."

Four other actions were announced in this rule change notice. They include:

• **Training Requirements** - As of January 1, 1996, employers must provide pesticide safety information to untrained workers within five days after they begin work. Employers

must also provide a means to verify that they have provided this training. This 5-day grace period was changed from 15 days.

- **Exception for Limited Contact Activities** - Workers may enter treated fields during Restricted Entry Intervals (REI) to perform certain activities that involve relatively little exposure. Personal Protective Equipment (PPE) must be provided to minimize exposure, and time in treated areas may not exceed eight hours in a 24 hour period.
- **Exception for Irrigation Activities** - Irrigation workers may enter a treated area during REI, but for no more than eight hours in a 24 hour period.
- **Reduced Restricted Entry Intervals** - EPA has identified 114 low risk pesticide active ingredients as candidates for reduced restricted entry intervals. Products containing these active ingredients are eligible for reduced restricted entry intervals, from 12 hours to four hours.

If you would like a copy of the *Federal Register* notice, please call the Memphis Office.

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PRESIDENT'S MESSAGE

CYCLES

by Harold Lambert

Everyone involved with agriculture can relate to the word that titles this column. After all, cycles of reproduction and growth provide our livelihood and, for most of us, one of our strongest and most consistent sources of personal satisfaction.

It was not that definition of the word that provoked this column, however. In fact, when I sat down to write, I'm afraid I was in a much more pessimistic frame of mind. I was thinking about the cycles of politics.

I was thinking about the upcoming Farm Bill debate and the fact that the long and laborious process has to be repeated every five years. I was thinking about the fact that almost before we know it there will be another Presidential election, the Administration might change, and NAICC will have to start all over again at ground zero, building relationships with the policy makers that influence our destiny.

By then I was in a pretty deep funk. Instead of savoring the warm, fuzzy feeling of success in the WPS negotiations, I felt the cold, prickly chill of despair that we're back at the starting gate as we begin to negotiate with a whole different group at EPA concerning the proposed NELAP rules which will have a profound effect on our contract research members.

By this point in my musings, it was pretty clear to me that I was not having a good day.

The phone rang. On the other end was a staffer from another association. He was unhappy with NAICC because there were rumors floating around Washington that we were lobbying for measures counter to the interests of his members.

As we spoke, my fax machine began to receive a transmission. And another. And another. By the time I got off the phone, it was practically overflowing with faxes, many of them from NAICC members voicing their concerns about

the strict nature of NAICC's certification requirements for CEUs. My mood began to darken further.

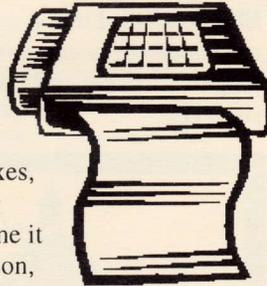
Just as I finished wading through the faxes, the phone rang again. This time it was John Impson, National Program Leader of Health, Environmental and Pesticide Safety Education for USDA. He was calling to offer to set up two seminars—one at USDA, one at EPA—when the Executive Board meets in Washington in June. His thought was to gather in one room all the people at each agency we need to know and interact with and give us the opportunity to present NAICC's case.

When I found myself wondering, "Why is he doing this? What's in it for him?" I knew I had gone too far in my negative thinking. That's when I started having a better day.

The phone rang. Again. It was Ron Stinner, the coordinator of the National IPM Center at North Carolina State. He had read my column on IPM in *Ag Consultant* magazine, and was calling to offer to place it on the IPM computer network. This meant recognition for NAICC, and I was grateful, not to mention a little surprised. My spirits brightened.

It finally occurred to me that the hundreds of hours spent on WPS negotiations were worth it, just as the time devoted to the NELAP matter will be. These issues are critical to our members, and if we don't serve our members' interest, what reason do we have to exist?

I realized that the association executive's call also represents solid progress because he took the trouble to pick up the phone and seek out the truth



when the rumors started flying, and he was satisfied at the end of our conversation.

I realized that the mound of faxes I received is a symbol of a strong membership, consisting of people who care about their organization and who want to get involved, and that I am fortunate to receive their input.

I realized that, despite all the bad press about Washington bureaucrats, there will always be people like John Impson who are no different from you and me. They do what they do because their work is important to them, and doing a good job is a source of deep and abiding personal satisfaction.

I realized that whatever happens in the next election, our friends will land on their feet in some other position of influence and will continue to be our friends.

I realized that due to our growing involvement in important issues and the unwitting acts of dozens of people like Ron Stinner, who through sheer interest in the work we do, help us to put NAICC on the map, we are quickly gaining the recognition that we want and need.

And I realized how very privileged I am to have been elected President of this wonderful organization. Even on its bad days, this job provides dozens of opportunities for growth, and growth is a very important, if not *the* most important, part of the cycle of life.

Thanks, NAICC.

WHY CERTIFY?

by Daney Kepple, Executive Vice President

What's the difference between a trade group and a profession? A lot has been written on the subject. One of the acknowledged hallmarks of a true profession is a group's willingness and ability to set standards for its members.

Physicians, attorneys, and accountants approach certification in different ways, but all have established a process for assuring the public that the members of their profession are competent. The National Alliance of Independent Crop Consultants has done the same for those who are providing crop management recommendations to agricultural clients. These may include crop consultants, farm managers, Extension personnel, retailers, and others.

DO I QUALIFY TO CERTIFY?

The Certified Professional Crop Consultant (CPCC) and Certified Professional Crop Consultant—Independent (CPCC-I) programs are open to any individual who:

- Has a B.S. or B.A. degree in an agricultural discipline. Candidates with a bachelor's degree in a non-agricultural discipline and 10 years of experience as a crop consultant or advisor may petition the NAICC Certification Board for a qualification review.
- Has a minimum of six years experience providing crop management recommendations with a bachelor's degree, five years with a master's, or four years with a doctorate. Two years of farming, scouting, or other agricultural experience may be substituted for one year of consulting.
- Passes one of the following examinations: the licensing examination for the state where he or she practices, the state or regional CCA exam, or, if neither of the first two is available, the national CCA exam.
- Submits an acceptable written case study to demonstrate an ability to integrate various types of technology to solve a problem faced by a client.
- Submits names of five clients for whom he or she has performed consulting services, three of whom must respond in writing.
- Maintains 36 continuing education units (CEUs) every year, submitted with annual dues renewal.
- Confirms in writing acceptance of the NAICC Code of Ethics.
- Provides documentation of pesticide safety training.

In addition, those who wish to attain the CPCC-I designation must answer a series of questions concerning source of income, and have the answers to those questions reviewed by the NAICC Certification Board.

HOW TO APPLY

Candidates for CPCC or CPCC-I certification should contact NAICC headquarters for an application. The application must be submitted in its entirety, including the written essay, and the candidate must contact all institutions of higher education where degrees were granted and request that

original or notarized copies of his or her transcripts be sent to NAICC headquarters. Processing of the application will begin within 48 hours of receipt of the completed application.

ANNUAL RENEWAL

To remain certified, individuals must renew their certification annually. All certified individuals will be invoiced by NAICC in March, with the renewal fee and documentation of CEU credits due by June 30. Updated certificates will be issued by September 1.

THE COST OF CERTIFICATION

Fees for CPCC and CPCC-I are \$125 for NAICC members and \$225 for non-members. Certification must be renewed annually and fees are \$25 for NAICC members and \$55 for non-members.

CONTINUING EDUCATION UNITS

The CPCC CEU program was designed to meet the needs of those who are providing crop management recommendations to agricultural clients. Attendance at state and national consultant association meetings, Extension training sessions, and university short courses all qualify for CEU credit, with units usually tied to hours of attendance. For example, a one-day university short course would net the certified individual six CEUs. In addition, credit is available for professional service such as holding office in professional societies and organizations, guest lecturing at universities, etc.

In response to concerns expressed by several members, the Certification Board established two new CEU categories, allowing credit for special activities in continuing education and professional participation. Although it is important to continue the 36 CEU per year standard in order to set our program apart from others, we must also be responsive to our members and those certified under the programs and be sure they have adequate opportunities to obtain the education and training they need. We all know that education and enlightenment occur in many ways, and these two new categories give us an avenue for recognizing all appropriate activities.

Each certified individual is responsible for acquiring documentation for

CEU activities. NAICC provides forms and information sheets that make the process as simple as possible, and accepts forms from other certification programs. Documentation is due at time of renewal, and CEU information is kept on file at NAICC headquarters. Verification of CEUs will be made on a random basis.

SO—WHY CERTIFY?

The NAICC certification process was designed to meet the needs of those who are providing crop management recommendations and the clients they serve. Because the CPCC and CPCC-I programs have rigorous standards, they have been enthusiastically received by Washington policy makers and are becoming more widely known among farmers.

Those providing crop management recommendations to agricultural clients who want to gain a professional edge should give serious consideration to becoming certified.

Since 1992, 112 consultants and researchers have become certified through NAICC's program. Each year, an average of 40 people successfully complete the requirements, and the program is right on track this year, with 19 certifications to date. The number of certificants now totals 131, and all but two are NAICC members. With our membership totalling just over 400, roughly 30 percent are now certified.

For more information, contact:
NAICC
5050 Poplar, Suite 2218
Memphis, TN 38157
Phone: 901-683-9466
Fax: 901-761-3692

Editor's note: A future article will feature the Certified Professional Contract Researcher program, which is currently being reviewed and evaluated.

Cargill, Inc. Becomes Sustaining Member of NAICC

A warm welcome is extended to our newest Sustaining Member, **Cargill, Inc.**, headquartered in Minneapolis, Minn. Cargill is an international marketer and processor of agricultural,

(Cont. on page 4)

financial, and industrial commodities, operating in 65 countries around the world. They employ 72,000 people in more than 850 locations.

Cargill was established in 1865 as a grain trading company. Today, the company and its subsidiaries and affiliates are involved in nearly 50 individual lines of business, including financial trading and commodity-brokerage services, steel production and scrap recycling, meat processing and marketing, flour and rice milling, fruit packing, cotton trading, and corn and soybean processing.

In addition, Cargill operates a broad range of agricultural businesses worldwide, developing farm products and supplying them to growers. Saskferco Products Inc., in Saskatchewan, Canada, is a commercial joint venture between Cargill, the Crown Investments Corporation of Saskatchewan, and Citibank Canada. They produce granular urea and anhydrous ammonia for shipment to North American customers. Cargill Fertilizer in Florida is one of the world's largest producers of phosphate fertilizers. Another subsidiary, Caprock Industries, operates cattle feedlots in the southwest.

Cargill produces a full line of hybrid corn, grain and forage sorghums, alfalfa and sunflower seeds. Distribution to farmers is provided by Cargill retail farm service centers and Cargill grain elevators. The company also offers crop consulting services for soil testing, crop plan development, field scouting, crop protection advice, forecasting, and marketing options, as well as computerized record-keeping programs for documenting field history, crop inputs applied, and other facts needed for compliance with environmental regulations.

According to Paul Hewitt, Cargill's U.S. retail fertilizer manager, the decision to join NAICC was made due to Cargill's deep-rooted agricultural interests. "We have several agronomists and consultants on our staff," he said, "and we feel we need to network with others in the field."

DOERS PROFILE

Gerald Daniel

Owner of Daniel Pest Consulting Service, Inc., providing variety selections, soil sampling, tillage practices, and defoliation recommendations for cotton growers.

- Married to wife Reva for 29 years; has two children, Marianne, 22, and Robert, 19.
- B.S. and M.S. in Biology from the University of Southern Mississippi; 32 hours work beyond M.S. at the University of Mississippi and Mississippi State University.
- Member of the **Mississippi Agricultural Consultants Association, the Louisiana Agricultural Consultants Association, the Mississippi Entomological Association, and a Certified Crop Advisor.**
- Taught biology in high school for four years, in junior college for 13 years. Began consulting as part-time work while teaching; has now been consulting full time since 1980.
- Hobbies include hunting, fishing, photography, writing, and cooking.

Gerald says he enjoyed teaching because of the continuous education required. When he first began doing consulting work, he believed he would reach a plateau with the amount of knowledge required to maintain his business. He discovered, however, that "cotton production has become so progressive that it will continue snowballing in knowledge with the research that is being done and the manner in which knowledge is being provided."

Gerald enjoys the rewarding feeling of learning new information from individual growers and sharing that information with others.

WATCH THIS SPACE MONTHLY FOR PROFILES OF NAICC MEMBERS.

A Newcomer's Perspective

by Lorie Heath, Managing Editor

For 17 years, NAICC has served as a voice for independent crop consultants and contract researchers across this nation. The Alliance has grown to be a strong force in agriculture, making known the needs and concerns of independent consultants and researchers to legislators, as well as promoting the advancement of both professions with our certification program and public relations efforts. Membership is rising steadily, with our number now totalling well over 400. We gained 50 new members between January and May of this year, more than during the entire year of 1994. Our members understand the lucrative nature of NAICC, but just what is it that is drawing so many new people to our organization? To gain some insight, we recently spoke with several of our new members to get their views on the attraction of the Alliance and the benefits of membership.

Most listed association with other researchers and consultants as the greatest gain. **Stan Winslow** of Washington, N.C., joined NAICC in January of this year after fellow North Carolinians **Bill Peele, Billy McLawhorn, and Will Connell** encouraged him to become a part of the group. "It's interesting to get perspectives from others who have been in the business for a long time," said Winslow. "I think we can all learn a lot from each other."

Steve Lenander of Bakersfield, Calif., joined NAICC in November through his participation in Doane Agricultural Services Company's Pest Trak monitoring program. "My first exposure to the Alliance was when I met **Harold Lambert** at the Beltwide Cotton Conference in San Diego last year. He told me about NAICC, and I thought it sounded interesting."

Lenander enjoys the contacts his membership now affords him. "It's a neat kind of fraternity—if you want to know something about another crop, you can use your directory to call up another consultant, and they are always glad to talk to you."

As those who have previously attended will know, the NAICC annual meetings provide excellent opportunities for networking and continuing education as well as simply relaxing and making new friends. According to **John Mayhugh** of Warrenton, Va., the 1995 meeting in San Diego was a friendly, welcoming environment. "My overall impression of the group was excellent," he said. "I plan to attend next year's meeting as well."

When Mayhugh became a member in December of last year, what drew him to the Alliance was the certification program. "The more things one shows professional interest in, the better for his business," he said.

Paul Clark of Courtland, Ala. agreed, "I think clients will begin to place more and more emphasis on membership in professional organizations in the future." Opinions on this matter seem to be in accord with the notion that membership signifies dedication to professionalism, while certification indicates that you are one of the best at what you do.

NAICC's involvement in federal policy is another important contribution to the advancement of the interests of crop consultants. Many people realize this and are attracted to the Alliance for this reason. Stan Winslow feels that consultants should have a role in agricultural policy-making. "We need to be active in making our profession widely known; we are still not recognized as fully as we should be in Washington. I feel the Alliance is a good vehicle for accomplishing this."

NAICC works hard to establish the crop consulting and contract research professions in agricultural circles. Although his first introduction to the Alliance came through his participation in the **North Carolina Agricultural Consultants Association**, **Bob Atkins** of Windsor, Va. had read about the group in various trade publications. "Several of my fellow NCACA members are also NAICC members," said Atkins.

What made him decide to join them, however, was the educational benefits. Through NAICC, members are plugged in to information that is relevant and important to their business, such as the

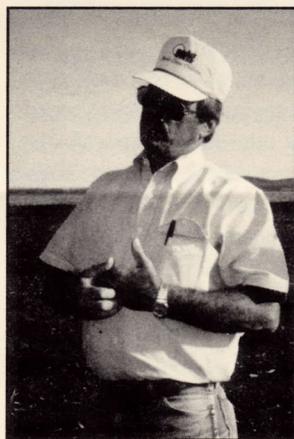
recent *NAICC News* coverage of the progress of and final ruling on WPS. "It's important to get those updates on what's going on," said Atkins. "It's good to know that through NAICC, consultants have a voice on political issues."

Newsletter articles are a help to many new members. Though Steve Lenander has owned his own consulting business for five years, he feels his business has benefitted due to the information he has gained from the newsletter. "I have learned a lot about how to communicate and how to deal with clients," said Lenander. Because of his involvement with the Alliance, he said, "I am now a better consultant."

Putting It All Together

by *Richard Kinzer, Ph.D.*

Many people think of January as a chance for new beginnings. Most of the crop consultants I know associate that month as the time of year when dues become due.



Counting professional societies, scientific societies, commodity groups, and all the other organizations we need to be involved in, for most of us that tab amounts to about a thousand dollars a year. Frequently we wonder whether we get our money's worth.

I got a pretty dramatic answer to that question recently, at least concerning the National Alliance of Independent Crop Consultants. NAICC cooperated with the National Cotton Council and Argus Agronomics to put on a special seminar for cotton consultants just before the Beltwide Cotton Conference in San Antonio. Although it cost an extra fifty dollars to attend the seminar, it was worth that fee and my two hundred dollar annual dues.

It's not that the information presented at the seminar was radically new or different. It's just that the presenters put it all into perspective in a practical way that we can take right to the field.

An excellent example has to do with plant modeling. There has been a lot of information published on this subject in recent years, and the topic is now familiar enough that just about everybody in the cotton business knows that plant modeling, sometimes referred to as plant mapping, is a valuable decision-making tool. What has been in short supply is information about how to make the practice practical. Not many consultants can afford to spend the amount of time it takes to pull all those samples without being compensated; not many farmers can afford to pay for that kind of time.

I've suspected for a long time that after walking cotton fields for 25 years, I can read a cotton plant pretty well—maybe even well enough that plant modeling isn't necessary. Well, it turns out, according to the experts, that I'm right.

Dr. Tom Kerby, former California Cotton Specialist who is now with Delta and Pine Land Company, said, "I have stopped monitoring on the basis of degree days because there is a firm correlation between DD60s and number of nodes. So now I think in number of nodes. It's a lot easier to count the number of nodes than to go check degree day data. The same is true with other complex areas, such as irrigation scheduling. It's very difficult for the average consultant to afford the types of technology that are available in this area, but you can do almost as well by looking at the plant and letting it tell you what's going on."

Kerby and the other "faculty members" at the seminar also gave us a lot of very useful information about how to apply what we've learned once we have "read" the cotton plant. I have a big stack of notes about the impact of plant population, soil type, node length, and other factors on the eventual outcome of the crop, which will enable me to make better recommendations season-long.

The title of this seminar was, "Integrating the Sciences to Impact the Client's Bottom Line." Anything that helps me do that is worth a lot to me.

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I hope the Cotton Consultants Seminar will be a regular part of the Beltwide Cotton Conference from now on, and that my fellow consultants will support it with their attendance in the future.

Richard Kinzer of Winter Garden Ag Consulting Service in Uvalde, Tex. is a voting member and former President of NAICC.

Theme Set for 1996 Annual Meeting

Don't miss the 1996 NAICC annual meeting in Orlando, Fla. The theme will be "Today's Vision for Tomorrow's Agriculture," and NAICC is looking to the future to plan educational sessions and workshops that will prepare attendees to run successful businesses while keeping up with the technological advancements that are to come in the field of agriculture. Tentative topics include resistance management, ethics, and small business management. A New Technology session is also planned, as well as expanded exhibit opportunities.

In addition, with the next century just around the corner, the planners feel that a part of the "vision" for tomorrow involves computer literacy. Computer demonstrations are planned for those who are interested, with presentations on various types of software and their capabilities by members who use them in their work. A computer room will be available for participants to visit and experiment. If you have computer experience you would like to share and are interested in participating in the demonstrations, please contact the Memphis office.

As usual, committees will meet during the convention, in order to make plans for the year to come. Meeting times and places will be announced in the coming months.

The group tours were a big hit last year, and this year should be no different. Plans for tours include a farm outing, a golf tournament at a nearby resort, and Disney tours, involving a behind-the-scenes look at the world of Walt Disney. A special children's program is also on the agenda, so plan to bring the entire family.

Be sure and watch the *NAICC News* every month for more updates on the annual meeting!

FEAE Board Holds Strategic Planning Meeting

by Mark Otto

The Foundation for Environmental Agriculture Education (FEAE) met in Indianapolis on April 18-19. The FEAE is a 501(c)(3), non-profit, tax-exempt foundation that evolved from long standing NAICC efforts to establish the roots of a new profession of practitioners in agriculture. FEAE was set up by the NAICC for educational and scientific reasons, a rather broad charter which needed to be focused. Under the competent guidance of Michael Steckler, **DowElanco's** Manager of Quality Performance, Mission and Vision Statements were written.

MISSION STATEMENT

The mission of the Foundation for Environmental Agriculture Education is to catalyze innovative education and training for current and future professional crop management practitioners.

VISION STATEMENT

Crop Consultants are recognized as credentialed professionals and valued for providing interdisciplinary, multi-tactical services which support efficient and environmentally sound crop management systems. A network of university curricula, continuing education, and scholarships support the ongoing development of the profession.

There was much discussion about what the FEAE should do. The next step the FEAE Board will take is to set specific, measurable goals. However, a consensus developed on certain things

that we must do. The first set of activities will be done jointly with the NAICC:

- Define the relationship between NAICC and FEAE.
- Establish a public relations program to educate farmers on the benefits of using crop consultants.
- Work with other organizations to develop an ethics course.
- Establish a consultants' bulletin board and E-mail system on the Internet.
- Provide enhanced technical training opportunities at the NAICC annual meeting.

We need to communicate FEAE's mission, vision, and goals to NAICC members, to the agricultural press, and to universities. A high priority for the Foundation will be to participate in a curriculum development process for practitioners that is more clinically based.

Other ideas discussed that will be considered further include helping establish practitioners as adjunct professors; supporting new continuing education opportunities; establishing a scholarship program; and developing a reference library, a business management seminar, and a leadership program.

The FEAE Board welcomes your ideas on priorities, and we will keep you informed as we progress with this planning process.

Mark Otto of Agri-Business Consultants, Inc. in Lansing, Mich., is a voting member of NAICC and President of FEAE.



DowElanco's Mike Steckler reviews the Mission with the FEAE Board of Directors and invited guests. Front row: Madeline Mellinger, Harold Lambert, Allison Jones, Mark Otto
Back row: Larry Wee, Dave Harms, Dan Bradshaw, Deanna Marquart, Earle Raun, Pete Nowak

NEW MEMBERS

VOTING

Henry Carr, B.S.(Ag Education) GAPAC

206 Oak Street
Quitman, GA 31643
Office: 912/263-8936
Home: 912/263-4453
Crops: Cotton
Services: Variety selection, land preparation, weed control, planting, cultivation (minimum & no-till), insect control, defoliation, harvesting, marketing

**John L. Felton, B.S.(Agronomy)
Centrol, Inc.**

R.R. #2, Box 131
Boyd, MN 56218
Office: 507/423-5423
Home: 612/855-2373
Crops: Corn, soybeans, dry beans, sugar beets, small grain, canola, alfalfa
Services: Soil sampling (composite & grid), manure management, fertilizer and pesticide recommendations

**Thomas Lamar Hardegree, B.S.(Animal
Science) GAPAC**

F & W Agriservices
Rt. 1, Box 306
Desota, GA 31743
Office: 912/888-6598
Home: 912/874-7159
Mobile: 912/886-2513
Crops: Cotton, corn, peanuts

**Sidney LaCoste, II, B.S.(Ag Education)
LACA, LPPA**

LaCoste Crop Consulting
P.O. Box 159
Morganza, LA 70759
Office: 504/694-2603
Home: 504/694-2603
Fax: 504/492-2168
Crops: Cotton, corn, soybeans, wheat, sugarcane, grain sorghum
Services: Insect, weed, and disease management

**Mark Mitchell, B.S.(Entomology/IPM)
GAPAC**

Irrigation Services, Inc.
Rt. 5, Box 4990
Bainbridge, GA 31717
Office: 912/758-2484
Home: 912/246-4157
Mobile: 912/248-2377
Crops: Cotton, peanuts, soybeans, corn, snapbeans, field peas
Services: Soil sampling; calibration of planters, sprayers, and other equipment; scouting; pesticide recommendations; fertility recommendations; harvest recommendations; irrigation management

Darrell S. Mosset, B.S.(Horticulture)

ACAND
Dacotah Agronomiks
1321 14 1/2 St. S.
Fargo, ND 58103
Office: 701/239-3806
Home: 701/293-9679
Crops: Sugar beets, wheat, barley, edible beans, corn, soybeans, sunflowers
Services: Field crop monitoring, pesticide and fertilizer recommendations, soil testing

Robert A. Narem, M.S. (Agronomy)

Soil Consultants Inc.
R.R. #1, Box 76
Twin Brooks, SD 57269
Office: 605/432-6099
Home: 605/432-6099
Mobile: 605/880-1566
Crops: Corn, soybeans, alfalfa, small grains
Services: Soil sampling, fertility recommendations, general agronomic planning, in-season scouting and recommendations for weed, disease, and insect problems

**Thomas Peter Novak, B.S.(Agronomy)
WAPAC**

Soil Solutions Consulting
P.O. Box 231
Lake Mills, WI 53551
Office: 414/593-8633
Home: 414/593-2923
Fax: 414/648-8746
Crops: Field/sweet corn, alfalfa, soybeans, wheat, oats, peas
Services: Soil sampling, fertility recommendations, input selections, mapping, complete written plans, scouting

**Mark G. Vanden Plas, B.S.(Soil & Crop
Science) ASA, WAPAC**

Agro-Tech Crop Production Services
4588 Algoma Rd.
New Franken, WI 54229
Office: 414/428-2505
Home: 414/866-2019
Crops: Alfalfa, corn, soybeans, wheat
Services: Soil sampling; fertility, herbicide, and insecticide recommendations; tillage and crop planning; crop scouting

Gregory Visoski, B.S.(Entomology)

211 Pemberton Way
Richmond, TX 77469
Office: 713/343-0281
Home: 713/343-0281
Crops: Corn, cotton, grain sorghum
Services: Defoliation, disease, fertility, and insect recommendations; contract research

Alton Ira Walker, Ph.D.(Entomology)

GAPAC
Walker Agriculture Consultant Services
6391 Brown Road
Harlem, GA 30814
Office: 706/556-3542
Home: 706/556-3542
Crops: Cotton, peanuts, soybeans
Services: Insect and weed control; fertility, variety, and defoliation recommendations

PROVISIONAL

**James E. Ashley, Jr., B.S.(Agronomy/
Plant Protection) ASA, VSA, VPGA,
VSGA, NCC, PGCMA**

Ashgrow Crop Management Systems
P.O. Box 665
Suffolk, VA 23439
Office: 804/255-2369
Home: 804/255-2369
Fax: 804/255-2369
Crops: Cotton, peanuts, wheat
Services: Total production programs

**Joe Nester CAPNWO, OAICC, CCA
Nester Ag Management**

5823 County Road #192
Antwerp, OH 45813
Office: 419/258-2710
Home: 419/258-2710
Fax: 419/258-2701
Mobile: 419/769-0926
Crops: Corn, soybeans, wheat
Services: Fertility consulting, herbicide management, and crop scouting, specializing in no-till; computerized field mapping; GPS yield mapping

SUSTAINING

Cargill, Inc.

Contact: Paul Hewitt
P.O. Box 9300
Minneapolis, MN 55440
Office: 612/742-7575
Fax: 612/742-6215
Services: International marketer and processor of agricultural, financial, and industrial commodities, operating in 65 countries around the world

CALENDAR OF EVENTS

JUNE 24-27, 1995

NAICC Executive Board Meeting,
Holiday Inn-Capitol, Washington, D.C.
For more information call:
901/683-9466.

JULY 7-9, 1995

American Soybean Association Annual
Meeting, Convention Center, St. Louis,
Mo. For more information call:
314/576-1770.

JULY 16-21, 1995

Society for Invertebrate Pathology
Annual Meeting, Cornell University,
Ithaca, N.Y. For more information
contact: Dr. John Vandenberg,
607/255-2456.

JULY 17-19, 1995

North Central Branch American
Society of Agronomy Annual Meeting,
College Park Facility, Grand Island,
Neb. For more information call:
608/273-8080.

JULY 29-AUG. 2, 1995

American Society of Plant Physiologists
Annual Meeting, Charlotte, N.C. For
more information call: 301/251-0560.

AUG. 3-5, 1995

National Peanut Council, Sheraton
Palace, San Francisco, Calif. For more
information call: 703/838-9500, ext. 18.

AUG. 6-9, 1995

Soil and Water Conservation Society
Annual Meeting, Des Moines, Iowa.
For more information contact: Tim
Kautza, 800/843-7645.

AUG. 12-16, 1995

American Phytopathological Society
Annual Meeting, Pittsburgh, Pa. For
more information call: 612/454-7250.

SEPT. 24-27, 1995

American Crop Protection Association,
Greenbrier, White Sulfur Springs, W.
Va. For more information call:
202/296-1585.

OCT. 29-NOV. 3, 1995

American Society of Agronomy, St.
Louis, Mo. For more information call:
608/273-8080.

DEC. 1-2, 1995

Ag Retailers Association Meeting, St.
Louis, Mo. For more information call:
314/567-6655.

DEC. 6-8, 1995

Nebraska Independent Crop Consultant
Association Annual Meeting, Ramada
Hotel and Convention Center, Lincoln,
Neb. For more information contact:
Mike Gauthier, 308/995-5197.

JAN. 24-28, 1996

NAICC Annual Meeting, Grosvenor
Resort at Walt Disney World Village,
Orlando, Fla. For more information
call: 901/683-9466.

NAICC

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