



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

Volume 9, Number 11

The Voice of the Professional Crop Consultant

December 1995

Advice from the Experts Never Hurts

by Lorie Heath Adams

If you heard a funny "ping" when you started your car, would you ask your dentist for his opinion on what it meant? Not likely. If you had a sore throat, would you consult your florist for the cause? Of course not. In the same vein, the professionals who lead this organization seek advice only from those who have the expertise and experience to give the right answers.

The NAICC Executive Board recently added a new facet to the Alliance with the creation of the Past Presidents Council, an advisory board consisting solely of former NAICC Presidents.

The purpose of this new council is to give Past Presidents a more formal avenue to contribute to NAICC, as well as to honor and acknowledge the contributions of these hardworking individuals who freely gave up their time during their respective presidential terms to further the Alliance and the crop consulting/contract research professions. NAICC President is not an easy job; between Executive Board meetings, conference calls, trips to Washington, D.C., to meet with government officials, column-writing, speech-delivering, official phone call-making, etc., etc., etc., these people also must find the time to manage their own businesses and perhaps be spouse and parent as well.

It's difficult to make it through a year of all that activity and not emerge with some pretty helpful advice and knowledge to pass along to the next in line. NAICC will surely benefit from those experiences.

The first official meeting of the Past Presidents Council will take place at the NAICC annual meeting in Orlando, Fla.

The immediate Past President (in this case, **Harold Lambert**) will serve as the chairperson and liaison to the Executive Board. Throughout the year, the Council may convene via conference call if necessary to carry out its responsibilities, which will include providing recommendations to the Board on various issues, providing input on special projects at the President's request, being responsible for drafting and recommending by-law changes, and selecting two representatives from among the Council members to serve on the Strategic Planning Committee (see November *NAICC News*).

In addition, Council members will be asked to act as hosts, in cooperation with sponsor **American Cyanamid Company**, at the New Members and First Timers Reception at the annual meeting. Those Council members who are current NAICC members may be asked to assist Executive Board Members in hosting speakers at the annual meeting and serving on various committees as appointed by the President.

All Council members will be honored at the annual meeting with a Past Presidents Luncheon, to which all meeting attendees are invited.

We can't forget those who have diligently served and made the leadership of such a group seem almost effortless; and we can't presume to have the ability to advance without their assistance. As the contract research and crop consulting professions move into a new era of high technology as well as long-deserved recognition and acceptance by policy-makers, and as NAICC's number approaches 500 and beyond — we continue to grow, and our leadership must also grow.



Don't Miss Your Chance

Growers across the country have an opportunity to make sure that integrated pest management (IPM) research and extension programs are aimed at meeting their most pressing needs. Over the next three months, farmers and crop consultants will be asked for their ideas on the most important needs for IPM research and education programs. The land grant university IPM coordinators in every state are bringing together growers, consultants, researchers, Extension specialists, and other IPM professionals as part of the USDA's IPM Initiative to identify and fund the priority needs for increasing adoption of IPM.

"Our goal is to make sure that our IPM programs are focused on solving the problems that growers face in raising their crops," stated Dr. Barry Jacobsen, IPM Coordinator for the U.S. Department of Agriculture. "Experience has shown that the most successful IPM programs build grower

(Continued on page 3)

INSIDE THE NEWS

Service, Technology — or Both?	2
Don't Miss Your Chance (cont.)	3
Sponsors Show Support	3
Happenings On The Hill	3, 4
Legacy of an Ag Teacher	4
Poster Session Planned	4, 5
Then and Now	5
Members in the News	6
Election Results	6
ARCPACS Council Envisions	
Interdisciplinary CEUs	7
Certification Update	7
New Members	7
Certifications	7
Calendar Of Events	8

Daney D. Kepple, Executive Vice President • Allison Jones, Executive Director • Lorie Heath Adams, Managing Editor
752 E. Brookhaven Circle, Suite 240, Memphis, TN 38117 • Phone (901) 683-9466 • Fax (901) 761-3692

Harold Lambert, President • Lambert Agricultural Consulting, Inc.
P.O. Box 947, Hwy 418, Innis, LA 70747 • Phone (504) 492-2790 • Fax (504) 492-2789



PRESIDENT'S MESSAGE

Service, Technology — or Both?

by *Harold Lambert*

I never take lightly the privilege I have of communicating with you through this column. This month is definitely no exception. As you may imagine, I've been to more than a few meetings recently. There is a common thread that runs through most of them. And, in fact, it runs through a lot of articles in numerous publications, including this one.

I know what you are thinking: oh, another piece on the latest high tech/high expense fad going around these days. The topic or issue runs much deeper than the glamorous gadgetry of yield monitors, satellite positioning, etc. But what does all this REALLY mean to us, as professional crop consultants and contract researchers, or more importantly, what does it mean to our clients? If you're like me, you've probably got some catching up to do on the cutting edge technology that is out there, as well as the surprising innovations which are just over the horizon.

I am well convinced that it would be unwise and unfortunate for a crop consultant to deny that the whole information/precision technology area is worthy of their time and resources. This does not necessarily mean going out tomorrow and purchasing grid sampling and yield mapping software, for example. These and other examples are merely tools (pardon the obvious statement). Tools which some professional crop consultants are already utilizing to serve their clients, presumably better than before. Beyond the shadow of all doubt, part of that new aspect of crop consulting service is not just your hands-on technological prowess.

I can think of three major ways that crop consultants will and are tying in to all of this. First, it is your responsibility to advise your client on what these new tools may reveal to management decision making that is reliant on information. This must be preceded by

your willingness and ability to evaluate the appropriateness of using certain technology and information in the first place. After all, that is what we do. We are hired by our clients to bring special knowledge and information to their farm business — the value of which exceeds its costs. In the process, we and/or the client use certain tools: sweep net, soil probe, yield mapping software, whatever. So, don't overlook the mundane option of NOT using some technology when that is the most logical and appropriate advice.

Second, site specific data ownership and accessibility have become issues. A case can be made that the possibility exists that a farmer's site specific data may not always be used in his best interest, if he does not retain ownership and control of it. Who more than his professional crop consultant can be trusted to assist him in this regard?

The third way involves one of the more value-laden aspects of precision technology. On-farm demonstrations, or even replicated plot research (mainly for yield) will be more conveniently conducted without the tedium of plot work, weigh wagons, etc. With positioning resolution easily within several meters, harvest yield monitors will "pick up" treatment effects during the normal course of harvest and store for later evaluation. Your client obviously will need his crop consultant's input and observations in making sense of these data, but also will be counting on you to point out and help plan exactly what needs to be or can be "researched" to start with.

In the case of site specific management, we know there are circumstances in which grid soil sampling may not be necessary for "precision" results. Who better than his crop consultant to guide the producer in determining those situations? How much spatial soil variability across a field is enough to

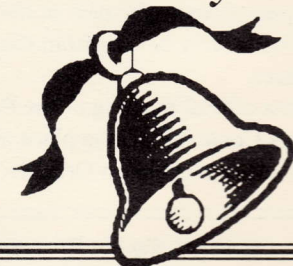
justify added costs of variable rate fertilizer application(s)? We hear and read the most about corn or grain yield monitors. But those of us involved in cotton production should know that a cotton picker yield monitor will be available, rumor has it, within two or three years possibly. Even sooner will come the option of varying seeding rates, nitrogen application rates, growth regulators, herbicides, etc. The more tools you have, the more ways you can think of to use them. Regardless of the crop, how much of the yield variability across a field can be "addressed" by altered management across that field?

We owe it to ourselves and our clients not to become so enamored by a "precise device" that we overlook the necessity of "precise advice." That comes from Grant Mangold, editor of *Ag Innovator* newsletter, which by the way, I strongly recommend to you (phone: 800-564-4005). Grant is one among the stellar list of speakers lined up for our annual meeting in Orlando.

I hope that as professionals we are more attuned to technology and information stewardship than just plain technology for technology's sake. Information is worthless unless utilized to achieve some desired result. Maybe, just maybe, that is the creation and presentation of KNOWLEDGE where less knowledge or lower quality knowledge existed before. Precise advice!

The take away message is...you cannot afford to dismiss all this high tech precision ag stuff. As I have said before: your clients' needs for information on the new technology will be there (if not already there). If you are not going to fill that need, I can assure you someone else will.

*Happy
Holidays!*



("Don't Miss Your Chance" continued from page 1)

involvement into the process from the beginning. By building on the strong working relationships that already exist among growers, researchers, Extension, and consultants we can ensure that IPM efforts improve the ability of farmers and ranchers to produce crops in a profitable and environmentally sound way."

Supported by an increase in Extension IPM funding secured in FY 1995 and continued in FY 1996, State IPM Coordinators will be assembling groups from the primary production systems in their states to identify the specific research and education problems that are most important to improving and increasing the ability of farmers to utilize IPM methods. The priority needs identified in those discussions will be used by federal and state administrators in determining program priorities, in setting the course for basic research done through the Regional IPM Research and Extension Grant Program and the National Research Initiative Competitive Grants Program. In addition the grower priorities will be used in identifying project areas for areawide IPM programs conducted by the Agricultural Research Service, and in orienting the overall IPM education program operated by the Cooperative Extension Service.

Contact the state IPM Coordinator to get personally involved in the process of identifying the critical research and education needs for agriculture. The list of state Coordinators was published in the September *News*. If you need another copy, please contact the Memphis office.

SPONSORS SHOW SUPPORT

The NAICC Annual Meeting is the largest national event for contract researchers and crop consultants, and attendance surpassing 300 is anticipated in 1996. Individual convention events such as luncheons, receptions, and dinners allow sponsoring companies opportunities to give invaluable support to the Alliance, and this year is

definitely no different. January's convention is expected to be a great success, and our sponsors make it all possible.

This year's four-day gathering of agricultural professionals will be kicked off on the evening of Thursday, Jan. 25, when Executive Board members and Past Presidents will meet and mingle with new members and first-time convention attendees at the New Members and First Timers Reception, sponsored by **American Cyanamid Company**. This event will be a prelude to the Outgoing President's Reception, co-sponsored **DuPont Agricultural Products** and **U.S. Publications**. It will be a chance for all to say 'atta boy to 1995 President **Harold Lambert** and offer thanks for his devotion to the Alliance. Both receptions will bring together old friends and acquaintances, as well as bringing new ones into existence (everyone knows that heavy socializing is the key to enjoying yourself at a convention!).

NAICC's 1996 President, **Don Jameson**, will take office the following afternoon at the President's Luncheon, sponsored by **Bayer, Inc.** Jameson will share his plans and goals for the coming year.

Monsanto Company, AgrEvo USA Company, and Sandoz Crop Protection Corp. are each scheduled to sponsor a Consultants' Breakfast Session, on Thursday, Friday, and Saturday, respectively. These meals will provide consultants with "food for thought" in more ways than one — each session will include speakers offering expertise in various areas of the consulting profession. Each breakfast promises to be a great start to the day.

Coffee breaks will be sponsored by **Deere & Company, Helena Chemical Company, and Ciba Crop Protection Division**. Drinks and snacks will be provided in the exhibit hall by these sponsoring organizations, offering refreshment to hungry, thirsty, and weary exhibit viewers. (Soaking in all that information requires a lot of energy!)

One of the events everyone will surely be eager to attend is the Awards Banquet on Friday night, sponsored this year by **DowElanco**. The industry's most prestigious awards will be

announced, and membership pins and plaques will be presented.

The following evening, **FMC Corporation** will sponsor a fun-filled family dinner, providing a rousing conclusion to the convention with an Aladdin theme party, complete with characters.

Other sponsors include **Zeneca Ag Products**, responsible for the annual meeting programs (without which we would not easily make our way from event to event) and co-sponsors **Ag Consultant Magazine** and **Rhone Poulenc Company**, responsible for the registration badges (without which we would not always recognize one another).

A hearty thank-you goes out to this year's convention sponsors. Their support is sure to make the 1996 convention yet another successful one!

Participants can receive 15 CEUs toward CPCC and CPCC-I certification by attending the 1996 annual meeting. The preliminary program has also been submitted to several states, other certification programs, and associations for review for CEU credit. CEUs awarded for these programs will be announced at a later date. In addition, watch the News for information regarding CEU credit available for attendance at state association meetings.



HAPPENINGS ON THE HILL

by Allison Jones, Executive Director
Farm Bill Update

Since the Budget Reconciliation bill is not the formal Farm Bill, the House and Senate Agriculture Committees are continuing to deal with agriculture policy issues that do not spend or save money. The House Agriculture Committee has introduced their version, the Agriculture Regulatory Relief and Trade Act of 1995, which has been nicknamed Farm Bill II by Washington insiders (see November

issue). It is tentatively scheduled to go to the House floor before Christmas.

Congressman Wayne Allard (R-CO), who is chairman of the House Ag Subcommittee on Resource Conservation, Research and Forestry, introduced his version of the Conservation Title that would consolidate conservation cost-share programs to offer assistance to producers at the highest levels. The measure would also move the Natural Resources and Conservation Service under the Consolidated Farm Services Agency, would require that conservation plans be technically and economically feasible, and would provide greater flexibility for conservation compliance. No Swampbuster provisions were included.

Senators Bob Dole (R-KS), Richard Lugar (R-IN), Larry Craig (R-ID), and Charles Grassley (R-IA) introduced their version of the Conservation Title to the Farm Bill, S. 1373, the Agricultural Resources Enhancement Act. The bill would reform conservation compliance, swampbuster, CRP, and the Wetlands Reserve Program. Under this bill, conservation plans would be required to be technically and economically feasible, based on local resource conditions and available technology, cost efficient, and not cause undue economic hardship. Wetlands reform includes exemption from Swampbuster regulations land that was manipulated prior to December 23, 1985, and is frequently-cropped. Frequently-cropped land is that which has been used for six to 10 years prior to January 1, 1996, for agricultural production. Also, under this bill, redelineations of wetlands could be made only at the request of the producer.

NAICC to Attend NELAP Meeting

At press time, NAICC Executive Board and staff were putting together a delegation to send to Washington to meet with EPA. Representatives from The Society for Quality Assurance (SQA), NAICC, and other interested groups will meet with EPA Agriculture and Ecosystems Division Associate Director David Dull and others on December 6, to finalize language concerning NELAP, the National

Environmental Laboratory Accreditation Program. As reported earlier this year, the intent of NELAP is to streamline state-managed programs, achieve quality data in a cost effective manner, and bring all EPA Federal and State environmental monitoring programs under a uniform laboratory accreditation program. NAICC submitted testimony earlier urging EPA not to include GLPs under this program, but sources say that it is inevitable. NAICC's goal at this meeting is to provide input and recommend language that would best serve our members who do GLP work. Highlights of the meeting will be in an upcoming issue of *NAICC News*.

Legacy of an Ag Teacher

by *Randy Darr*

As a nervous freshman on my first day of vocational agriculture class, I wondered what this topic had to do with farming. For at least two weeks I studied it, wondering why. To my amazement, this topic was studied the first two weeks of each school year throughout my high school career. My classmates and I assumed it was an attempt by our instructor to be sure we would win the contest every year. We did win the contest every year - an accomplishment that we were rather proud of. However, we still did not comprehend what it all meant. Mr. Van Doren, who in coming years would be chosen as the Illinois Agricultural Instructor of the Year, understood the importance of this material. He realized the importance of this information much more than the teenagers to whom he taught it. By now you must be asking what this earth-shattering topic was that took eight weeks of a high school ag student's life. The subject is Parliamentary Procedure.

The seemingly unnecessary and many times confusing process is absolutely the main connecting thread to ensure an individual's rights in a democratic society. When properly used, Parliamentary Procedure guarantees that one cannot rule, but

that one can be heard. You may be asking yourself, "Why is this being addressed in our NAICC newsletter?"

NAICC is still a young organization, relatively speaking. Many things vital to our organization and the future of it are currently being discussed and eventually will be voted upon. To ensure that each individual's rights as a member are upheld, that the minority opinions are heard, and that, ironically enough, a minority cannot rule, Parliamentary Procedure must be adhered to.

Not only is Parliamentary Procedure vital to promote democracy, it is also needed to keep order at a meeting. In the heat of discussion, it is very easy to get away from the issue at hand and in effect not accomplish anything other than hurt feelings, if proper meeting order is not used. Proper procedure will also speed up a meeting. In the high-speed occupations of crop consulting and contract research, it is nice to get good things accomplished in a short period of time.

I have been asked to make this known to the membership of NAICC and request that if you plan to be at the NAICC annual meeting in Orlando, please brush up on proper meeting order. Most, if not all, libraries have the book *Robert's Rules of Order*. It will be a wise investment of time. Many members of NAICC have some magnificent pedigrees behind their names. To make sure that your knowledge and experience do not go unheard, be sure that you know how to make your voice heard. As a young professional, I finally realize what Mr. Van Doren was trying to do. He wanted to ensure that democracy was continued to the next generation. Thanks, "Big A."

Randy Darr of Soil-Right Consulting Services in Shipman, Ill., is a voting member of NAICC.

Poster Session Planned

When the "working group" of the Allied Industry Committee met in Memphis on Oct. 10, an addition to the current New Technology session of the NAICC annual meeting was planned.

The Allied Industry Committee consists of 31 members — one represen-

tative from each sustaining member company. The "working group" includes nine of these individuals, and its purpose is to review and select papers submitted for the New Technology session, draft an agenda for the full committee meeting, and take care of any business that arises between annual meetings.

Each year, three members of the group rotate off and are replaced with other members of the committee in order to ensure a fair representation of the sustaining members. Elections for these three seats are held at the annual meeting.

This year, the "working group" has added a poster session as an additional avenue for companies or individuals who wish to provide important information to the general membership on a new technology, product, or registration. Submission of a New Technology paper is not required for entry into the poster session.

A specific time period will be set aside during the annual meeting for viewing of the posters, each of which will be attended to by a company representative.

Any interested member should contact the Memphis office for more information.

Then and Now

by Richard Jensen, Ph.D.

Before Daney Kepple coerced me to write this article, I thought my wife and I were going to have a wonderful, relaxing trip to St. Petersburg, Russia. The trip was wonderful, but not so relaxing since I was attempting to write about my experiences while a Board Member of NAICC. The last thing I wanted to do was allow Daney to get one up on me, but I realized that in one of my rare moments of weakness she had done it. So, Daney, here goes.

Imagine the reaction if, as President of NAICC, you were to do a very simple thing like saying, "I now call the meeting to order." Immediately someone says "I disagree," another insists on abstaining, and yet another calls for a straw vote. Without leaders such as **Maggie Alms** and **Harold Lambert**, this could have been an

NAICC Board Meeting.

How does one represent the diverse membership of NAICC? My first year on the Board was spent learning the system, developing relationships with other members and staff, attempting to obtain input from the membership and ameliorating some of my rather conservative views.

There is an old rhyme which I think describes the NAICC Board: "If you can conceive it and you can believe it, then you can achieve it." The dedication and optimism shown by these hard-working people is an experience every NAICC member should have.

I refer to the Board as a collective term. The staff makes the organization function because they are the "doers," the glue which holds the members together, the oil that makes things run smoothly, the spark plugs, the dreamers, the optimists, and yes, even the catchers of our complaints. Words cannot describe the job that the NAICC staff does, but many thanks to Daney Kepple, Allison Jones, and others. They make the other Board members' jobs easier.

I was the Board Liaison to the Allied Industry Committee. These individuals give their time and company resources to our organization and want nothing in return other than to see NAICC become a better and more representative organization. **Lynn Henderson** of **Doane Agricultural Services** represents the non-voting membership on the Board and his presence has been invaluable.

When I first joined the Board, I was resistant to change and not really open-minded to the wants and needs of the entire membership and future of NAICC. Years ago I asked a priest friend of mine how I could be more accepting of others. He said that I should continue to do my best and the rest would happen. He said, "We are all born with clenched fists, but we all die with open hands." After two years on the Board, my hands are more open.

Dialogue is the essence of relationships. Problems can be solved through ongoing dialogue. I was against any changes in our membership rules, so I wrote a letter to members whose judgment I trusted asking for their

input. To my surprise, the answers I received were very different from what I expected. If I were to represent the membership, I had to change my views. Other members of the Board with whom I disagreed were right. So I could record my first but certainly not last mistake on the Board. But the only real mistake is one from which we learn nothing.

Much credit must go to Maggie and Harold, who have kept the dialogue focused and somehow, some way, guided the Board members to what some may say is compromise, but what I think of as an understanding among individuals for the betterment of the Alliance.

I found it odd that at our annual meetings attendance of contract researchers and crop consultants was about equal. Yet the number of contract researchers who are members of NAICC is low. NAICC is for contract researchers. NAICC was successful in representing contract researchers regarding worker protection laws and with the National Environmental Laboratory Accreditation Program Committee in discussions about GLP inclusion. Attention has been focused on contract researchers and we need to participate. The staff has asked what contract researchers want but I'm not sure. We say education or the latest update on EPA regulations. But when the staff has updates in the newsletter on activities in Washington, do we really show an interest? How can the staff and Board know if we do not tell them?

At Board meetings, presentations, and in the newsletter, you no longer hear or see crop consultants/contract researchers. Now you can see contract researchers/crop consultants. A small change but a very important one. Attention has been drawn towards contract researchers. It also means that the Board and staff are bending over backwards to represent contract researchers. All we have to do is tell them what we honestly want.

If there is anything I could convey to the membership from my being on the Board, it is to GET INVOLVED. Work on a committee, attend the annual meetings, run for office, communicate to non-members the value of NAICC, or jot down your thoughts or ideas and send them to the Memphis office. Everyone knows something which is of

interest to other members. I like to hear about others' experiences in contract research or crop consulting. One of my early experiences was that a grower left a message that he needed to see me urgently. That day I hunted for him for close to four hours and when I found him, his urgent question was: I have a cow that will only turn to the right and I cannot make her turn to the left. What is wrong with her? Even though I only consulted on his corn and soybeans, I was interested in helping him solve his problem (four hours should not be wasted). We contacted, on my nickel, the Louisiana State University veterinary school and the grower talked to a faculty member who attempted to solve the problem. The grower was delighted, but the cow had a brain tumor, which is supposed to be rare in cows, and she died the next day. The grower hauled the corpse to the university and paid for the autopsy because he thought I would want to know the findings. I think that there are hundreds of experiences such as this one. All it takes is our getting involved.

As a member of NAICC from its inception, I have watched it grow from a group of independent consultants into the organization that it is today. The

hours of work that so many members have contributed is something I have not seen in other organizations. These hours took away from their families and businesses. These people I salute.

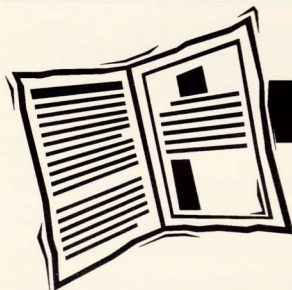


My term will end in January. I will miss the other Board members and the staff. I will miss representing, as best I could, the NAICC membership. I look forward to the next Board member who will represent us and anticipate reading of his/her experiences. What about the NAICC — I can only say that I don't know what the future holds, but I know who holds the future — the members.

Richard Jensen, Ph.D., of Jensen Agricultural Consultants, Inc., in Washington, La, is a voting member of NAICC.

An excellent new recruiting tool has arrived in the Memphis office — the NAICC membership brochure. Specifically designed for distribution to prospective members, the brochure offers an eye-catching, easy-to-follow, and informative introduction to the Alliance. Sustaining member **Doane Agricultural Services Company** graciously donated financial resources for the printing of the brochures, which are available free to any interested member. In addition, a short supply of

NAICC videos are still available for \$25. Both of these fantastic tools may be ordered through the Memphis office.



MEMBERS IN THE NEWS

Voting members **Robin Spitko** and **Glenn Morin** received some publicity when their Montague, Mass., pest management business, New England Fruit Consultants, was featured in a front-page story of Massachusetts daily newspaper *The Recorder*. Spitko and Morin, whose specialties are monitoring insects and disease in fruit orchards, shared their expertise on evaluating and avoiding pest damage.



Robin Spitko

ELECTION RESULTS



NAICC

President Elect:	Billy McLawhorn
Secretary:	Robin Spitko
Treasurer:	Roger Carter
Directors:	Phil Cochran
	Ray Young



ARCPACS Council Envisions Interdisciplinary CEUs

NAICC voting member **Larry Stowell** was recently appointed Chairman of the ARCPACS Council. ARCPACS is a membership service of the American Society of Agronomy and was formerly known as the American Registry of Certified Professionals in Agronomy Crops and Soils. It now manages certification programs for crop advisors, agronomists, crop scientists, soil scientists, plant pathologists, weed scientists, and horticulturists. The Council's current focus is on implementing a long range plan that broadens the scope of the organizations that interact with ARCPACS.

"We want to work with all groups that have their own certification programs, such as the Entomological Society of America's Board Certified Entomologist and NAICC's Certified Professional Crop Consultant programs, to develop interdisciplinary continuing education programs," said Stowell. "We want to help standardize the continuing education unit (CEU) and the development of a credible and accountable education program."

Although no formal plans have yet been made, ARCPACS has begun discussion with other organizations regarding the logistics of their CEU approval process, said Stowell. The main goal is to coordinate with other organizations to raise the quality of continuing education programs, and he feels confident that this goal will be met if professional organizations can work together to expand continuing education opportunities so that there are many that reach across disciplines and certification programs.

Certification Update:

In the November issue of the *NAICC News*, you received an application for NAICC's Certified Professional Crop Consultant program. If you are already certified, please pass this along to a friend and encourage them to become a CPCC or CPCC-I. If you are not currently certified, we encourage you to apply for certification.

NAICC staff met late last month with EPA officials and representatives of other national certification programs to discuss the various requirements of available national certification programs. EPA is currently reviewing such programs and will recommend to state lead enforcement agencies which national certification programs meet minimum standards for crop consultant exemption under the Worker Protection Standard. State advisories and letters of acknowledgment are expected sometime in January 1996. We expect CPCC to meet all the requirements.

Remember, after May 1996, crop consultants and employees under their direct supervision must be licensed or certified to be exempted from WPS requirements while performing crop advising tasks. If you need more information, please contact Allison Jones in the Memphis office.

*Editor's note: The following report was the result of a career day visit by consultant **Mike Hunter** to a local elementary school. It was contributed by Hunter's associate, **Merv Erb**, and is a heartwarming example of the powerful impact of community involvement.*

Why I want to be a crop consultant?

I want to be able to help people by telling them how to plant their crops, and what to plant.

I can help by giving them information about what to do with their farm and help them plant their crops.

I hope my job can provide me with a good life without leaving me nothing.

With the help of my partners I will try my hardest to do my best.

Matt Chauvin
Grade 5, Age 11

NEW MEMBERS

SUSTAINING

Deere & Company
Contact: Mark Fering
John Deere Road
Moline, IL 61265-8098
Office: 309/765-8000

Valent U.S.A. Corporation
Contact: Ted Coman
1333 N. California
Suite 600
P.O. Box 8025
Walnut Creek, CA 94596-8025
Office: 510/256-2756
Fax: 510/256-2776
Services: Valent U.S.A. Corporation develops and markets products that protect crops, enhance yields, improve food quality, beautify the environment, and safeguard public health.

CERTIFICATIONS

Ladell Silkman Wood
Wood's Consulting Service
Rt. 1, Box 140-A
Gable, SC 29051

John L. Felton
Centrol, Inc.
Rt. 2, Box 131
Boyd, MN 56218

ATTENTION STATE CONTACTS:

We need your help! What's going on in your state organization? We want to know! Please contact the Memphis office with your state organization's meeting dates as well as reports on meeting agendas and outcomes, and remember to keep us informed of any other pertinent information as it arises. We'd also welcome photos from your meetings and group shots of your officers. Such information will be included in future issues of the *News*.

CALENDAR OF EVENTS

DEC. 28, 1995-JAN. 6, 1996

Clemson University Nematode Identification Course for Professional Consultants, Department of Plant Pathology and Physiology, Clemson University, Clemson, S.C. For more information call: 803/656-3450 or 656-2335.

JAN. 8-12, 1996

Beltwide Cotton Conference, Opryland Hotel, Nashville, Tenn. For more information call: 901/274-9030.

JAN. 24-28, 1996

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

JAN. 28-30, 1996

Texas Association of Agricultural Consultants Annual Meeting, Red Lion Inn, Austin, Tex. For more information call: 512/454-8626.

JAN. 28-30, 1996

Annual Conference of the Association of Applied Insect Ecologists (AAIE), Radisson Hotel, Sacramento, Calif. For more information contact John Plain at 916/441-5224 or Steve Nelson at 408/728-7771.

FEB. 5-7, 1996

Mississippi Agricultural Crop Consultants Association Annual Meeting, Holiday Inn, Starkville, Miss. For more information call: 601/323-3580.

FEB. 12-14, 1996

Louisiana Agricultural Consultants Association Annual Meeting, Alexandria, La. For more information call: 504/447-3393.

FEB. 13-14, 1996

Arkansas Agricultural Consulting Association Annual Meeting, Ramada Inn, Jacksonville, AR. For more information call: 501/866-2335.

FEB. 14-15, 1996

Independent Agricultural Consultants of Colorado Annual Meeting, University Park Holiday Inn, Fort Collins, Co. CEUs available. For more information call: 719/346-9501.

FEB. 20, 1996

Agricultural Consultants Association of North Dakota Annual Meeting, Holiday Inn, Fargo, N.D. For more information contact Greg LaPlante at 701/274-8203.

FEB. 21-22, 1996

Advanced Crop Advisors Workshop, Memorial Union, NDSU, Fargo, N.D. For more information contact Greg Endres at 701/652-2951 or Carlyle Holen at 218/286-8691.

MAR. 4-7, 1996

Field Crop Scout Training School, Holiday Inn, Fargo, N.D. For more information contact Marcia McMullen at 701/231-8362.

NAICC

752 E. Brookhaven Circle
Suite 240
Memphis, TN 38117

FIRST-CLASS MAIL
U.S. POSTAGE PAID
MEMPHIS, TN
PERMIT NO. 2882