



NAIACC NEWS

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The Voice of the Professional Crop Consultant

May 1995

A New "Eternal Triangle"

by Don Jameson

Open communication and clear lines of responsibility turn turf protection into profit for farmer, consultant, and farm supply dealer.



This is a brief story about a developing relationship of trust and integrity beginning from the starting point and moving to

a six year relationship in 1995. A sizable farming operation approached our company about a very limited simple bio-assay test in 1989. They were growing a specialized crop in a geographical region where dealership field service was reportedly rather inexperienced, and wanted some help on one particular field.

The crop was mint and we thought we had the experience to interact with them in a more specialized and effective manner. In the first year, a very limited amount of work was done but it proved satisfactory. In the second year they added all of their mint acreage to the program and some scattered work on potatoes. The work on potatoes was rather frustrating, in that during our periods of summer scouting we were often met head to head by the spray airplane the very morning of our entry into the field.

In the third year we were requested to work on all the potatoes and proceeded to plan and carry out this mission. However again, when we had provided data that would allow for

delaying the next insecticide spray for an additional one or two weeks, subject to the next week's scouting, we were quite frequently encountering the airplane on the very day we were scheduled for "reassurance" scouting. Was this just coincidence? On several occasions, we were able to get one or two fields scouted before the insecticide was laid down. Thus, we were able to provide confirmation that our decision to wait another week subject to scouting data was viable, reliable and of acceptable (minimal) risk. Still, there was a conflict of who was to call the shots on insecticide applications; whether it was to be the farmer making the decision from all his input sources, or whether it was to be predicated on our recommendation, or whether it was to still lie with the fertilizer chemical rep was not totally resolved.

We visited with our grower and discussed how he would like our relationship to work. He said, "Ideally, I would like to have you to provide the scouting recommendations and have my chemical dealer acknowledge them, comment if they like, but then implement them."

In the next year we operated with a much clearer line of understanding, a greatly improved sense of trust and cooperation, and an awareness that the principles and techniques being employed were reliable, not foolhardy, and could serve the interest of both the grower and the chemical dealership. By the mid portion of our season, we found that as a consultant/dealer fieldman team we were able to consult between us upon our observations and our recommendations and agree or even exchange ideas and furnish the grower a recommendation that was unified and agreeable to all three players.

Perhaps what was not anticipated in

the early years when our crop consulting was viewed as a threat and invasion of turf was an unexpected outcome that our recommendations resulted in increased sales of certain pesticide and fertilizer products not previously being marketed by the dealer. In working closely with the farmer in his mint and potato production, we were in a position to recommend other soil pest treatments that were unrecognized and unutilized by the dealership in this removed area. The two-point consequence of this was actually increased pesticide sales on the part of the dealership, and also improved stand vitality and crop stand yield advantages for the grower and other dealer customers. In the last two years, the dealer fieldman with whom we have worked has even contracted our services for soil pest detection on behalf of his various other mint grower customers to provide an objective evaluation on whether fall treatments of product X were needed.

As we continue into the 1995 season, I feel that our triangular relationship has been productive to all three of us

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PRESIDENT'S MESSAGE

IPM Needs You

by Harold Lambert

By now you are familiar with USDA's IPM Initiative, whose goal is the implementation of IPM on 75% of total U.S. crop acres by the year 2000. I had the opportunity to learn more about this program while in Washington, D.C., recently to meet with USDA-IPM administrators and to give a speech on the role of the private consultant in IPM implementation at the National Extension IPM Coordinators Workshop.

I pointed out to the audience a few obvious things. First, on a professional scale, giving advice and consultation to our clients on the implementation of IPM in their individual situations is what we in the private sector do in the real world to earn a living. Secondly, if the goal is the further adoption of IPM, then some of the needs and perspectives of professional crop consultants should be as follows:

Since there are many crop-by-region situations where IPM implementation is extensive, and others where it is practically non-existent, there must be some determination as to the current level of IPM usage.

Where private sector IPM work is either established or progressing forward, these situations should not be a target for IPM pilot programs that compete with professional crop consultants. Cases may be cited where pilot scouting programs or even the aggressive support of local pest management or crop protection associations were needed because no private consultants were available. But when pilot programs charge unrealistically low fees for the work, it predisposes the clientele to a resistance to reasonable fees charged by the private sector.

We should become or continue to be important recipients, individually and collectively, of IPM educational efforts and programs. By default we receive

or gather and process technical information for the ultimate use of ourselves and our clients.

We are at the forefront of users of IPM research in all of our regional and local crop/pest scenarios. If we and our clients are expected to change or adapt to new tactics in the field, then confirming research in a specific crop/pest situation is required (or at least desired) by us or it may be held that IPM end users are either using unproven techniques or not utilizing "best available technology." We need more interdisciplinary and IPM research, the scope of which is often not feasible for us to conduct on our own.

As innovators, we often do become involved in IPM educational and/or research efforts as cooperators on one level or another. As small business owners, the time and expense of that cooperation can be quite varied, and sometimes burdensome. There should be a legitimate mechanism for reimbursement or grant participation for those situations where cooperation can be broadened.

As instrumental private sector IPM professionals, we have been asked to be a part of this program's implementation—an area that is likely to be one of a select few that will actually have increased funding after upcoming Congressional appropriations for USDA/1995 Farm Bill are finalized. Because public sector federal programs of this type can "touch" our crop consulting businesses in various ways, and sometimes lead to a variety of local level projects—it behooves us to respond favorably to this invitation. This is where you come in, and through NAICC we can help ourselves, the consulting profession, and the art and science of IPM implementation.

Through USDA, other public sector involvement will most prominently include the Land Grant University

research and extension systems as key players in the programs. IPM research and education priorities are to be set at the local and regional levels by IPM Implementation Teams—a major aspect of the Initiative. Besides private crop consultants, the Teams are to be composed of producers, other agribusiness interests, and university research and extension personnel.

What are your concerns and views on the priorities for specific IPM research and education relative to your local or regional situation? Can you recommend ways IPM programs can be changed (expanded, eliminated, etc.) to better serve the real world process of successful IPM utilization? Are you interested in giving firsthand input on an IPM implementation team? What kind of research, if any, would help solve your most pressing IPM problem(s)? What problems, if any, have you observed regarding public sector or Extension IPM programs, or what problems might you anticipate?

The public sector, government level programs I have mentioned here will be maintained or expanded. Let's exert our voice on how this happens. USDA has pledged to this organization that the ideas, concerns, and involvement of professional crop consultants are needed, desired, and will be heard. Please give me, Allison, or Daney your input. Equally important, let your state IPM coordinator and university research director know your concerns, and ask them to keep you informed. If you don't know how to reach them, we can help you with that information. Report to us the outcome or progress of those communications. Let's all get involved.

(A New "Eternal Triangle"...continued from page 1)

and has been of professional and technical benefit to me as well. Had pride, jealousy, or turf protectionism been allowed to have the victory, all three entities in this relationship would have fared the worse. Fortunately it has been the other way.

Don Jameson of Yakima, Wash. is a voting member and president-elect of NAICC.

UNCIRCLING THE WAGONS

by *Daney Kepple*,
Executive Vice President

A lot of us grew up watching Western movies and, judging by the number of new releases, they are still popular with many Americans. Without getting sidetracked into debates about historical accuracy or political correctness, most of us can agree that the reason behind the enduring appeal of this genre is pretty simple: they're exciting.

One of the most exciting points of any Western movie comes when the settlers are under attack, when they circle the wagons and join together to fend off their enemies. That is a good metaphor for the contract research and crop consulting professions.

The founders of NAICC have told me how tough times were 20 years ago, when crop consulting and contract research were just arising as a way to make a living. Most farmers and the general public had never heard of them. In some areas, Extension viewed them as a threat. Many farm supply dealers weren't too thrilled with the idea of someone horning in on their relationships with their customers. Radical environmental groups apparently wanted to abolish agriculture. Government regulators seemed intent on putting farmers out of business. There just weren't too many friendly faces in the audience.

So they circled the wagons and formed NAICC. The founders' purpose was clear: gain strength in numbers to defend against all the outside attacks and convince the rest of the world that contract researchers and independent crop consultants were an important part of the agricultural sector.

That small group accomplished a lot, no question about it. Through the years they fought off a lot of attacks. They got wounded along the way, but they managed to win a lot of battles.

When you're busy fighting a war, it's difficult to step back and analyze strategy. I guess that's why in the movies the generals are always pictured sitting up on a hill observing the battle down below. The trouble was, we didn't have enough soldiers, so our

leaders were inside the circled wagons fighting off the enemies. No one had time to step back.

And so it was a long time before we discovered that, while we were doing okay at holding off the attack, we weren't making much progress at winning the war and negotiating the peace. We kept having to fight the same battles over and over again. What's worse, during the lulls between the battles, while the attackers had ridden away to regroup and dress their wounds, we started fighting among ourselves. Nobody had time to figure out why.

We lost track of the fact that independence from product sales was only one of the criteria for NAICC membership. Instead of talking about education, experience, ethics, and the ability to integrate various types of technology to forge economically and environmentally sustainable solutions to clients' problems, we talked about independence. But we couldn't define it. We didn't have time to figure out that the word Independence, which was one of our founding principles, had as many definitions as we had members. And based on those varied definitions, different decisions were made by different individuals. We found ourselves in a position that was increasingly difficult to defend from outside attacks.

In 1994, the NAICC Membership Recruitment and Rules Committee and the Executive Board spent literally hundreds of hours looking at very complex, sometimes very emotional issues. **Maggie Alms**, our immediate past president, and **John Grandin** of Illinois, who chaired the Membership Committee last year, provided excellent leadership through the process. The outcome was a new set of membership standards that can be applied objectively, across the board, to anyone who applies. It's a system that says we want to be as inclusive as possible while still maintaining high standards. It says we don't want to act as judge and jury, but we do want to protect our organization and our members against the occasional charlatan out there.

The result will be some changes in NAICC, and change is never easy to embrace. It will mean that some new

people are eligible for voting membership. It will mean that non-voting members will play a more important role in the organization and, that being the case, we hope there will be more of them. It will mean a more diverse group of people as opposed to the tightly-knit club we had for so many years.

Some people may find that hard to swallow. In fact, some are having mental and emotional indigestion at the very thought. So I'd like to offer an alka seltzer.

Those of you who were at our annual meeting in San Diego had the opportunity to hear Acting Secretary of Agriculture Richard Rominger advise us on how to represent your interests in Washington. The message went something like this: Nobody knows how many independent crop consultants and contract researchers there are out there, but everybody knows how many members NAICC has: somewhere around 400. Washington policy makers spend their days listening to people who represent thousands, even hundreds of thousands. We understand what an important role you play and we want to support you. But it's up to you to make that possible.

This is all complicated by the minority position of agriculture itself. You've all seen the statistics about the urbanization of America and the urbanization of Congress. Agriculture's supporters in Washington are fighting an uphill battle, and they have little patience with a 400-member group who are trying to further their own interests at the expense of others within agriculture.

The message, boiled down, is pretty simple: "Get on board with the rest of agriculture. Work together with other groups for your common goals, and there are a lot of them, such as more reasonable regulation and maintaining registration of the pesticide tools you need to do your job. Stop squabbling with each other and with other ag groups. End the war, uncircle the wagons, and work together for the good of agriculture."

If we do that, we can expect a strong voice in the farm bill debate. We can have more successes like the negotiations surrounding the Worker Protection Standard.

We'll also have to give up some things. We won't be such an elite group because there will be more of us. We'll have more people to associate with and network with and learn from.

It will not mean that our members have to give up their independence or the value they place on it. That's a very individual thing and always has been. That's why it was so hard for a group to define and enforce it.

NAICC will continue to be a professional group with high standards. We will continue to work hard to represent our members' interests. The good news is, we will no longer have to stay in a defensive posture, fighting off attackers. Instead, we'll join forces with others, including Extension, industry, commodity group members, and environmentalists, and work together to achieve common goals.

We won't always agree with those groups. We don't have to. We've learned a lot about defending our turf without having to circle the wagons.

If we're to have a voice in Washington, we have to clearly define our goals and go for them. One thing is for sure: the shortest distance between here and where we want to be is a straight line. Not a circle.



by Allison Jones, Executive Director

NAICC Voices Concerns on NELAP

NAICC has been invited to be a part of an ad hoc committee to review the National Environmental Laboratory Accreditation Program (NELAP) requirements for GLPs. After the first of several meetings, (see April issue)

the NELAP Committee decided that GLP would be included in the NELAP program. NAICC submitted comments to Dr. Charles Hartwig, NELAP Accreditation Committee Chair and addressed contract researcher organizations' (CROs) concerns that including GLP would conflict with the current GLP standard interpretation and have no real beneficial impact. It was also pointed out that CROs who have facilities in other states will be confused over the different states' monitoring guidelines and activities, and that the financial hardships that this regulation would bring the small field CROs could have devastating consequences, especially to newly established organizations. NAICC commented on the concerns of how and who will be responsible for NELAP's monitoring of facilities and study conduct located outside the continental U.S. Currently FIFRA and GLP are federally mandated. The "voluntary" program format for NELAP is questionable and does not provide for NAICC or other organizations to have meaningful input into the regulatory process. Copies of NAICC's comments are available from the Memphis office.

Food Quality and Minor Use Bills Introduced in House Committees

House Agriculture Committee Chairman Pat Roberts (R-KS) and Commerce Committee Chairman Thomas J. Bliley (R-VA) plan to introduce the Food Quality Protection Act sometime in May. The bill, which was scheduled to be introduced before the April recess, will reform approval of pesticide tolerances in processed foods, address the Delaney clause, and expedite procedures for cancellation of potentially harmful pesticides. The legislation is similar to the bill introduced in the 103rd Congress that was co-sponsored by over 220 House members.

Kika de la Garza, Ranking Member of the House Agriculture Committee, introduced a bill, H.R. 1352, that encourages the continued availability of pesticides for the so-called "Minor Use

Crops" and public health pesticides. The Minor Use Crop Protection Act of 1995 is substantially similar to legislation passed by the House in 1994 by a vote of 334-80. According to de la Garza (D-TX), the bill provides some Federal regulatory relief for users and provides incentives that will result in the development of new pesticides for the growers of minor use crops and assists in ways that do not compromise human health or environmental quality. Minor use refers to those pesticides used in the production of smaller-acreage or specialty crops, such as fruits, vegetables, and ornamentals.

Senate Passes Regulatory Veto

The Senate passed a bill that would allow Congress 45 days to review and veto federal regulations before they become final. This measure would also allow Congress to review and veto rules that cost \$100 million or more that become final on or after November 20, 1994. Previously, the House passed a temporary moratorium on rules. The measure is likely to go to conference committee for resolution.

EPA Releases Guidance on PPE Liability

Prior to release of the final rule on the Worker Protection Standard, EPA issued an enforcement guidance to regional directors with regard to liability provisions of Personal Protective Equipment (PPE) requirements. The information was also sent to Senate Agriculture Committee members explaining that "if the employer/owner/operator provides employees with appropriate PPE, training, and supervision per the specifications of the WPS, there should not arise an occasion upon which the owner/operator/employer would be subject to WPS/PPE enforcement action." In the guidance, EPA recommends that accountability for compliance with WPS be decided on a common sense, case-by-case basis. If you would like a copy of the guidance, please contact the Memphis office.

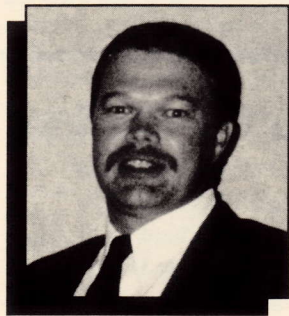
State Associations Elect New Officers

At their January meeting in St. Cloud, the **Minnesota Independent Crop Consultants Association** elected Randy Larson, president; **Bob Peters**, president elect; and **Jim Ruhland**, secretary/treasurer. Directors elected were Steve Sodeman and Bryce Nelson.

Webb Wallace was elected president of the **Texas Association of Agricultural Consultants** at their January meeting in Austin. Other officers elected were Bracken Finney, vice president; Jay Smith, secretary/treasurer; and Mike McHugh and **Scott Moody**, directors.

At their recent meeting in Lead, 1994 officers of the **South Dakota Independent Crop Consultants** were re-elected for 1995 as follows: **Kevin Morrow**, president; Kim Retzlaff, vice president; and **Jorden Hill**, secretary/treasurer.

Officers elected at the recent meeting of the **Wisconsin Association of Professional Agricultural Consultants** were Robert Johnson, president; Bryan Jensen, secretary; **Steve Hoffman**, treasurer; and **Randy Van Haren**, president elect.



Webb Wallace is the new president of the Texas Association of Agricultural Consultants.

NAICC Welcomes New Sustaining Member

Gempler's Inc. of Mt. Horeb, Wis., has joined NAICC as a Sustaining Member. Gempler's, founded in 1986, is a distributor of safety equipment and training materials for agricultural and horticultural professional growers. The company has also developed a complete line of materials and equipment

specifically designed to help employers meet EPA's Worker Protection Standard.

Gempler's serves more than 120,000 customers in all 50 states through a catalog distribution center. In addition, they publish a 12-page monthly paid subscription newsletter, the *Ag Hort Alert*, which keeps employers up to date on regulations such as WPS, OSHA's respirator and hazardous communications standards, USDA record keeping rules, the Americans with Disabilities Act, and new ag labor and DOT laws. The newsletter also provides helpful tips on conducting employee training sessions, preparing for inspections, and various other methods of regulation compliance.

Steve Schlecht, president of Gempler's, said that joining NAICC made sense because a number of Gempler's customers are also NAICC members. He felt that the association with the Alliance would allow Gempler's to make their product line more readily available to consultants who use personal protective equipment.

Free catalogs and newsletter subscription information are available by calling 1-800-382-8473.



RESERVE ROOMS EARLY FOR 1996 MEETING

The 1996 NAICC annual meeting will be held Jan. 24-28, at the Grosvenor Resort at Walt Disney World Village in Orlando, Fla. If you are planning to attend, be sure to make your hotel reservations early. Walt Disney World is hosting an Indy 200 race on Saturday, Jan. 27. A Disney spokesman said participants will begin arriving on the 24th, and up to 60,000 are expected. Hotel space may be limited outside of NAICC's block of rooms, so please don't wait until late this year. Make your reservations by calling 1-800-624-4109. The room rate is \$95.00. You will receive additional information about the annual meeting with your registration packet later this summer.

MODEL MEMBER

Time and again, NAICC members make us proud with their allegiance to the Alliance.

At the February **Louisiana Agricultural Consultants Association** meeting in Alexandria, LACA President **Ray Young** of Wisner, La., gave NAICC a special word of acknowledgment.

A few years ago," Young said, "USDA didn't know consultants existed. Thanks to NAICC, we now have a big voice."

In reference to the EPA's proposed Worker Protection Standard exemption, Young said, "there has been some relief in WPS—NAICC had a part in that, and we now have a seat at the table."

Young called agriculture the "only totally renewable resource," and said that although there may be some trying times for agricultural professionals in the future, the best times are still ahead.



Bronco buster Ray Young tames a wild armadillo at the NCC Beltwide Cotton Conferences.

Georgia Joins as State Member

NAICC is delighted to welcome its newest state member, the **Georgia Association of Professional Agricultural Consultants (GAPAC)**. **Dr. Alton Walker**, president of GAPAC, said that the decision to join had come due to NAICC's recent involvement with WPS. "We had talked about joining for several years," he said, "but I think WPS had a lot to do with our finally making that choice."

Danny Bennett, GAPAC secretary/treasurer, said that many Georgia consultants felt that being NAICC

members would "raise their level of professionalism."

Both Walker and Bennett were elected 1995 GAPAC officers at the March meeting in Eufala, Ala. **Henry Carr** was elected vice-president.

Because several new NAICC memberships arose from the affiliation of the two groups, roughly 65% of GAPAC's number are now NAICC members as well.

IN MEMORIAM

Our deepest sympathies are extended to the family of former NAICC member C. Robert Rodabaugh, who died at his home in London, Ohio, on March 17, after a year-long bout with cancer. Bob began his career with Brookside Labs in New Knoxville, Ohio, and formed his own consulting business, Ag Tech, in 1984.

Family and friends have initiated a scholarship fund in Bob's name at Ohio State University. The fund will be used to provide an annual scholarship to agronomy students. Donations may be mailed to: The College of Food, Agricultural, and Environmental Sciences Development Office, 152 Howlett Hall, 2001 Fyffe Court, Columbus, Ohio 43210. Please make your check payable to The Ohio State University, and specify "Bob Rodabaugh Scholarship." For more information, call 614/292-0473.

Lambert Addresses WAPAC's 8th Annual New Horizons Meeting

by Randy Van Haren

Using a theme of "Adapting to Client Needs" a group of more than 50 Wisconsin ag consultants met to explore issues relating to changing client needs and the evolution of the consultant-client relationship. NAICC President **Harold Lambert** was the keynote speaker and talked of professionalism

and involvement in ag consulting organizations. Of special interest to the group were Lambert's experiences involving expansion and downsizing of a consulting practice. The morning session was filled by a panel discussion comprised of three consultant-client pairs who shared their stories of how their relationships have evolved to meet the needs of both parties.

Richard Barton, UW Center for Dairy Profitability, headed the afternoon session with results of his survey on farmer attitudes toward consulting services. His findings showed that farmers have a high opinion of agricultural consulting services even when they are not adopters of such services. Barton's findings show that ag consultants in Wisconsin are well positioned for growth.

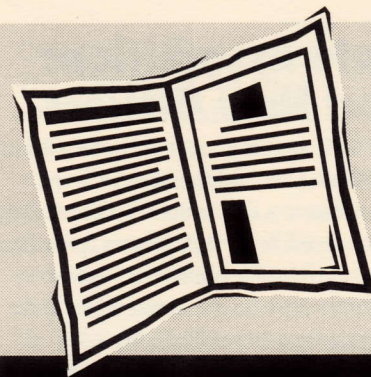
The meeting closed with training provided by Pioneer Seed on "Fostering a Professional Relationship With Your Clients."



Randy Van Haren and Steve Hoffman, both NAICC Voting Members, pose at the December meeting of the Wisconsin Professional Ag Consultants.

Student Sign-Ups

Many of you are likely planning to hire students as summer help. Why not take this opportunity to encourage these summer employees to join NAICC as student members? Dues for this category are only \$10. Consider offering to foot the bill as an incentive to join—remember, involvement as students will likely lead to voting memberships in the future.



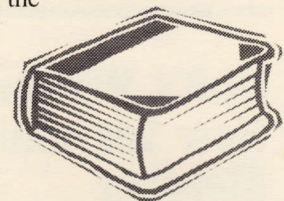
MEMBERS IN THE NEWS

Robert Fulton was recently mentioned in *Phytopathology NEWS* for a seminar he presented at the University of Georgia on "Measures for Success in IPM," which featured IPM options for crops under diverse conditions.

Larry Stowell was featured in an article in the March 1995 issue of *Phytopathology NEWS* for the outstanding success he has achieved with his golf course management consulting and turfgrass research company, PACE Consulting.

New On the Market

Great Lakes Publishing has just released its *Apple Insect Scouting Manual*, a guide for orchard pest control. Written by Michigan State University fruit entomologist Dr. James W. Johnson and pest management consultant Margaret Herr, the book tells readers how to scout, when to scout, what to scout for, and when to apply control measures. It contains a codling moth management model and a revised apple pest guide. To order, send \$10, plus \$3 shipping and handling, to: Great Lakes Publishing, P.O. Box 128, Sparta, Mich., 49345. Each additional book requires \$2 shipping and handling.



NEW MEMBERS

VOTING

Randy Hansen, M.S. (Entomology) ASIE, CCOG, CCG

Weddle, Hansen & Associates, Inc.

P.O. Box 529
Placerville, CA 95667

Office: 916/622-9061

Home: 916/626-9696

Fax: 916/626-6801

Crops: Pears, apples, wine grapes, stone fruit

Services: Pest management

Michael Hutter, M.S. (Plant Pathology)

NDACA

Northern Agricultural Management

Box 474

Westhope, ND 58793

Office: 701/245-6689

Home: 701/245-6689

Mobile: 701/756-7330

Fax: 701/245-6689

Crops: Wheat, durum, barley, oats, canola, sunflower, flax

Services: Crop monitoring and recommendations, soil sampling, fertility management, development of record-keeping software

David Hydrick, M.S. (Entomology/Weed Science) AACA, MWSS, SWSS, CCA

Hydrick's Crop Consulting, Inc.

91 C.R. 404

Jonesboro, AR 72401

Office: 501/926-3520

Home: 501/930-9322

Fax: 501/930-9322

Crops: Cotton, soybeans, wheat

Services: Soil fertility management; variety selection; irrigation management; nematode, disease, weed, and insect management; PGRs and harvest-aid recommendations

James P. Moffitt, B.S. (Animal Husbandry)

IAPCC

1623 Fairhill Road

Fort Wayne, IN 46808

Office: 219/422-1767

Home: 219/422-1767

Crops: Corn, soybeans, wheat, alfalfa, sweet corn

Services: Soil fertility, crop production, IPM services

Will Mullenix, B.S. (Agronomy)

NICCA, NRCCC

Southwest Crop Services

P.O. Box 431

Arapahoe, NE 68922

Office: 308/325-0648

Home: 308/962-7267

Mobile: 308/325-0648

Crops: Irrigated corn, soybeans, wheat, dryland corn, milo

Services: Soil sampling; recommendations for fertility, herbicides, hybrids, insecticides; planter service; calibrations; weekly field checks; irrigation scheduling

Bill Platz, B.S. (Agronomy)

SDICCA, SDNTA

Crop Tech, Inc.

R.R. 1, Box 349

Mitchell, SD 57301

Mobile: 605/999-1104

Home: 605/996-3066

Crops: Corn, soybeans, small grains, sunflowers, sorghum, alfalfa

Services: Fertility, insect pest management, weed science, cultural practices, plant diseases, irrigation scheduling

Mark S. Smith, M.S. (Entomology)

ESA, LACA, LPPA

Crop Management Services of P.C.

1010 Parent Street

New Roads, LA 70760

Office: 504/638-3491

Home: 504/638-3491

Crops: Corn, cotton, grain sorghum, wheat, soybeans

Services: Insect, weed, and disease management; soil fertility

Daniel Steiner, B.S. (Ag Business/ Business Administration)

NICCA, NCGA, NSA

Northeast Ag Consulting

Rt. 2, Box 14A

Hartington, NE 68739

Office: 402/254-7483

Home: 402/254-7482

Crops: Corn, soybeans

Services: Soil sampling, weed and insect programs

Webb Wallace, M.S. (Agronomy)

TAAC, ASA

RGV AG Science

P.O. Box 380

Sebastian, TX 78594

Office: 210/347-5414

Home: 210/347-5414

Crops: Cotton, seed corn

Services: Integrated crop management, fertility and pest management

PROVISIONAL

R. Michael White, B.S. (Agronomy)

GWSS, ACAG, GPFES, GES

Agri-Technologies

1984 Smith Avenue, Suite D

Thomasville, GA 31792

Office: 912/227-0120

Home: 912/228-4206

Fax: 912/227-0902

Home Fax: 912/228-6890

Crops: Cotton

Services: Soil samples, fertility recommendations, scouting and supervising scouts for insects, weed control decisions, defoliation decisions, insecticide decisions, record keeping

STUDENT

Frank E. Smith

Box 9555

Mississippi State, MS 39762

Office: 601/325-2614

Home: 601/325-5026

SUSTAINING

Gempler's, Inc.

Contact: Trisha Cox

211 Blue Mounds Road

P.O. Box 270

Mt. Horeb, WI 53572

Office: 800/382-8473

Fax: 608/437-5383

Services: National distributor of safety equipment and training materials—particularly for compliance with EPA's Worker Protection Standard

CERTIFICATIONS

Al Averitt

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Garden City, KS 67846

CALENDAR OF EVENTS

MAY 24-25, 1995

North American Farm Show Council Annual Meeting, Amana, Iowa. For more information call: 614/292-4278.

JUNE 6-11, 1995

American Society of Farm Managers and Rural Appraisers Summer Meeting, Rapid City, S.D. For more information call: 303/758-3513.

JUNE 24-27, 1995

NAICC Executive Board Meeting, Holiday Inn Capitol Hill, 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, 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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