



# NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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The Voice of the Professional Crop Consultant

July 1995

In 1994, USDA's Natural Resources and Environment Division surveyed 173 voting members of NAICC to gather information about the responses of client farmers to the recommendations of their crop consultants. The purpose of the survey was twofold: to assist the USDA's Extension Service in identifying market-oriented solutions to encourage the use of nonchemical pest management methods among U.S. farmers; and to identify priority needs in agriculture in order that research and Extension programs may direct resources toward those needs.

Listed nonchemical tactics included beneficial insect releases, crop residue destruction, crop rotation, crop site location, pest resistant varieties, pheromones, pruning, tillage, mowing, chopping, timing, trap crops, and water management, as well as information technologies such as beneficial insect monitoring, scouting, soil testing, and fertility management.

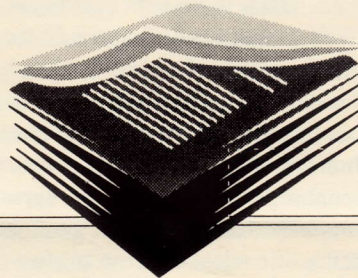
Respondents reported that 84 percent of their client farmers follow their recommendations all or most of the time. Of these recommended practices, the most frequently used differed somewhat according to crop, but tended to be fertility management, crop rotation, pest-resistant varieties, and scouting.

Consultants perceived the benefits to farmers of using nonchemical practices to be a reduction in buildup of pesticide-resistant pest populations, an increase in beneficial populations, lower pest management costs, and less contamination of surface and ground water.

The surveyed consultants averaged 59 farmers under contract per consultant. Crops consulted on included corn, soybeans, wheat, cotton, and rice. Respondents reported that they most frequently request information on

nonchemical practices prior to the season, and they felt that the Extension Service could best provide training through seminars, workshops, and on-farm demonstrations.

## USDA SEEKS PEST MANAGEMENT INPUT FROM NATION'S CROP CONSULTANTS



The data resulting from this survey will be presented to the Western Agricultural Economics Association in July. In addition, related papers have been submitted to the Journal of Sustainable Agriculture, comparing these data to that gained from similar surveys. Another outlet was a USDA annual report update, which was distributed to legislators, private industry managers, and private and public research scientists who could have an impact in promoting the use of nonchemical practices.

The information is expected to be used by legislators in initiating policies that will decrease the use of chemical pest management while increasing the awareness and use of nonchemical practices. Surveyed consultants indicated that the three most important limitations are lack of viable tactics, possible lower yields, and possible higher production costs. Lower crop

quality was also listed. Scientists can use this knowledge to focus research efforts on developing new nonchemical practices and products which do not have adverse effects on yields, production costs, and crop quality.

According to a USDA Economic Research Service spokesman, many farmers are unaware of nonchemical pest management practices, and crop consultants are an excellent vehicle for providing the information and management expertise needed to implement these methods. He indicated that the continued development of a private consulting industry would help to expand the adoption of nonchemical practices.

For survey results in their entirety, contact the Memphis office.

## HAPPENINGS ON THE HILL

### NAICC Urges Appropriations Support for Ag Research

NAICC President Harold Lambert sent letters to House and Senate Appropriations Committee members

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## PRESIDENT'S MESSAGE

# REDISCOVERY

by Harold Lambert

NAICC has been discovered. Again.

We received a call at headquarters the other day from a staffer in the office of a Congressman who will be an important player in the Farm Bill debate. It seems that in the process of lining up people to testify at hearings leading up to this all-important legislation, this on-the-ball young woman came across an issue of *Ag Consultant* magazine. She called our good friend **Judy Ferguson**, who in turn put her in touch with Allison Jones. At the end of their conversation we had yet another important ally in Washington.

Do you remember the days when our leaders spent a major portion of their time trying to figure out how to stretch our scarce resources enough to get someone to Washington once a year? And what they should do, whom they should see, when they got there? It wasn't that long ago, but today NAICC lives in a whole new world.

We send representatives to Washington in a steady stream, and when they go they have an ambitious schedule of appointments. Usually their engagements are with people who have asked to meet with us, rather than the other way around. Today our dilemma revolves around the same old question—how to stretch limited dollars. But now the question is, how many requests for information can we answer? How to pick and choose among all the requests for input, the invitations to speak and be represented at prominent meetings. It's a nice problem to have!

Yes, I'm leading up to something. Within the next few months you'll receive a request to renew your membership for 1996. In roughly the same time frame you'll start receiving information about the annual meeting in Orlando in January. You'll be faced with the same dilemma NAICC faces every day: how to allocate scarce

resources, how to make the dollars go around.

I'm not going to try to tell you that participating in this organization and attending the annual meeting won't take a bite out of your budget. I'm no richer than the next person, my family expenses are probably no less than yours. It's not easy to write those checks.

You and I have to evaluate those expenses the same way NAICC does, the way we hope federal policy makers will do. It has to do with cost/benefit analysis. What kind of return do we get for our investment?

Our dues are \$195 a year. For that amount we get the prestige that goes with membership in a highly respected national organization. We get representation in Washington, which gives us a measure of control over our professional lives that we never had before. We get a network of peers all over the country that we can consult whenever we have a problem or a question. We get this newsletter that keeps us apprised of what's going on everywhere that affects our ability to serve our clients.

We get the NAICC annual meeting, which is the only forum of its kind anywhere. It's the only national educational program designed specifically for contract researchers and crop consultants by contract researchers and crop consultants.

As you know, our next annual meeting will be in Orlando, Jan. 24-28, 1996. Registration will be \$145, with an additional \$200 if you choose to participate in our meal events, including the informative breakfast sessions; the President's lunch on Friday, where President-Elect Don Jameson officially takes office; the Awards Banquet, honoring achievers, which is immediately followed by a talent show; and various breaks and receptions, where

snacks are provided as you roam the exhibit hall and network with fellow attendees. That \$345 will buy you a lot of information you can use for the rest of the year, a chance to interact with your peers and other experts from around the country, and more laughs and (usually) good, clean fun than most people can handle in a four-day period. This is beginning to sound like a bargain to me.

After weighing the costs and benefits of membership in NAICC and attendance at the annual meeting, I'm confident you will write those checks willingly and with a renewed sense that it's a privilege to be part of this organization.

I hope that's what you decide because it's vital that we maintain our momentum. That will take all of us.



urging them to continue support and funding for agricultural research for the Fiscal Year 1996 Budget considerations. Areas cited included long-term research efforts, support for USDA and EPA departments which focus on IPM, and pesticide application education. Lambert outlined in his letter that education on proper use of pesticides is important for the protection of public health and the environment. The Health, Environmental and Pesticide Safety Education department at USDA has recommended funding for Pesticide Applicator Training (PAT). These funds would be used to support pesticide education programs in related areas such as IPM, water quality, food safety, sustainable agriculture, worker protection, and pesticide record-keeping. The education programs would also extend to the homeowner and general public.

## **Senate Ag Leaders Introduce Conservation Title to 1995 Farm Bill**

Senators Richard Lugar, (R-IN) chairman of the Senate Committee on Agriculture, Nutrition and Forestry and ranking Minority Member Patrick Leahy (D-VT) introduced S. 854, the Agricultural Resources Conservation Act of 1995. This bill, which amends the conservation title of the 1985 Farm Bill, was referred to the subcommittee on Research, Conservation and Rural Revitalization, which held a hearing on June 6. The bill preserves funding for voluntary conservation programs such as the Conservation Reserve Program and the Wetlands Reserve Program, and creates the Environmental Quality Incentive Program (EQIP). EQIP provides incentives to farmers for land management procedures and establishes one-stop shopping conservation assistance by combining the functions of the Agricultural Conservation Program, the Water Quality Incentive Program, the Great Plains Conservation Program, and the Colorado River Salinity Control Program. Also, the measure would bring the livestock share of funds to 50 percent, offer cost-share assistance to maintain manure containment facilities and waterways, and give farmers incentives to pursue effective nutrient, pesticide, and grazing practices.

According to a floor statement made by Senator Lugar, the legislation is based on the assumption that Congress needs to preserve stable funding to help farmers and ranchers meet environmental challenges; that incentives must be voluntary for producers and simple for them to participate in; the environmental benefits produced by each federal dollar expended must be maximized; conservation programs must be consistent with a more market-oriented farm economy; there is a need to address several contemporary environmental challenges, such as water quality, in addition to soil erosion.

Although the bill was jointly introduced by Senator Leahy, the two leaders were not able to agree on the wetlands compliance provisions. Lugar commented that he was "committed to make the wetlands issue less burden-

some and make the swampbuster a fair and flexible program that can be described the same way as conservation compliance: a program that works and is supported by farmers."

## **Food Quality Protection Act Passes Subcommittee**

The House Agriculture Subcommittee on Departmental Operations, Nutrition, and Foreign Agriculture passed by voice vote H.R. 1627, the Food Quality Protection Act. The bill was then referred to the full House Agriculture Committee and the Commerce Committee.

During the hearing, Subcommittee Chairman Bill Emerson (R-MO) added provisions which streamline the registration process for reduced-risk pesticides that are used to protect public health. According to Emerson, the current system acts as a barrier to new products which are safe and are specifically developed to improve public health. Provisions of the bill would streamline EPA's authority to remove dangerous pesticides from the market, and also would ensure that cancellation proceedings are completed within one year. In addition, this bill strengthens EPA's authority to suspend pesticides that represent an imminent hazard to public health. The bill also provides regulatory relief for minor use and public health pesticides.

Title IV of H.R. 1627 deals with the Delaney Clause, and was referred to the Health & Environment Subcommittee of the Commerce Committee, which shares jurisdiction with the House Agriculture Committee over H.R. 1627. The Delaney Clause allows no amount of possibly carcinogenic additives that concentrate in processing of food, no matter how small the concentration or how minimal the risk. Unless Delaney is reformed, new products coming to market that are known to be safer than those currently in use will be banned simply because they can be shown to be carcinogenic at extremely high doses.



## **Berglund, Freeberg Attend Precision Ag Field Day**

**Dennis Berglund** and **Mike Freeberg**, both of Centrol, Inc., of Twin Valley, Minn., represented NAICC at a Congressional field day on June 19 at the Maryland Agricultural Research Center, Beltsville, Md. A joint House-Senate Agriculture Committee press conference on precision agriculture started the all-day affair, followed by field demonstrations and exhibitions.

Secretary of Agriculture Dan Glickman, House Agriculture Committee Chairman Pat Roberts (R-KS) and others from the House and Senate, including members of the House Republican Task Force on Agriculture, attended this event which showcased the growing trend toward using satellites and computers to guide tractors and track farm yields.

Berglund and Freeberg have been involved in this new technology for some time. In preparation for this trip, they contacted House and Senate members from Minnesota, North Dakota, and South Dakota, advising them of the event, explaining how Centrol uses this technology, and requesting meetings with each member or a staff representative. They received overwhelming response to their letters and met with several representatives over the following days.

Both voting members of NAICC, Berglund serves as treasurer for the Alliance and Freeberg represents NAICC on the Alliance on Agriculture Information Technology, a non-profit organization composed of public and private organizations dedicated to promoting agricultural research. The overall objective of this group is to advance the beneficial uses of information technology in agriculture.

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## **Annual Meeting Improvement**

In response to requests from the Allied Industry Committee, NAICC is both expanding the exhibit space and increasing the exhibit hours for the 1996 convention in Orlando, Fla. A larger area offers more opportunities for

sustaining members to gain visibility and more space for meandering attendees.

Allied Industry Committee Chairman **Pat Robinson**, of **American Cyanamid** in Carmel, Ind., anticipates a favorable response to the improvements. "We thank the Board for their sincere interest in promoting this aspect of the annual meeting," Robinson said, "and we are looking forward to a significantly larger and more interesting group of exhibitors in 1996."

Sustaining members receive complimentary annual meeting exhibit space with their \$2500 membership fees. In addition, exhibitors receive free registration, with meals included.

Exhibits are valuable to attendees as well, offering prime opportunities for networking with key people and quick access to information that might save time and money later.

More space, more time, more information—we wouldn't promise you bigger and better unless we could deliver, now would we? Join us in Orlando, Jan. 24-28, 1996, and see for yourself!

## DOERS PROFILE

### *Mike Freeberg*

- Employed as an agronomic consultant by Centrol, Inc. of Twin Valley, Minn., since 1990.
- Single.
- B.S. in Agronomy from North Dakota State University, 1989.
- Member of the Agricultural Consultants Association of North Dakota.
- Member of NAICC since 1993. Represents NAICC on the Alliance on Agriculture Information Technology, and recently participated in a congressional precision agriculture field day (see "Happenings on the Hill").
- Hobbies include hunting and fishing.

Mike has been consulting for six years. He chose his profession, he says, because it is both challenging and rewarding.

WATCH THIS SPACE MONTHLY FOR PROFILES OF NAICC MEMBERS.

## Consultants to Benefit from Sustaining Member Project

**BASF Corporation**, a sustaining member of NAICC, is cooperating with the National Cotton Council to develop an innovative cotton monitoring software program, currently being tested by two dozen consultants and cotton specialists across the Cotton Belt this season.

The computer program simplifies analysis of plant-mapping information. Its user-friendly format will include "prompts" to check for key information such as plant internode length, nodes above white flower (NAWF) and other key plant growth indicators.

Users will be able to record field-specific data such as planting date, insect pressure and treatment, plant-growth patterns, and other pertinent information. They also will be able to compare field-specific information to historical information from the same field or from other fields with similar conditions, which will help them evaluate crop status and make cotton management decisions.

Several NAICC members are participating in the testing process. Among them is North Carolina consultant **Scott Weathington**, who is impressed with the software. "Although wet weather this season has made mapping difficult, I hope to be able to utilize the software more as the fields begin to dry; I can tell that a lot of people put a lot of work into it," he said.

**Winston Earnheart** agreed. "I'm excited about this software. I think it will be a tremendous tool for consultants and growers who want to more economically manage their cotton crop for maximum economic yield and profitability."

Enhancements suggested by the test participants will be made to this IBM-compatible program before it is made available on a widescale basis in 1996.

"BASF is proud to support this effort which is geared to helping consultants and growers improve their ability to raise higher quality cotton," said **Kevin Gaskins**, BASF market manager for cotton.

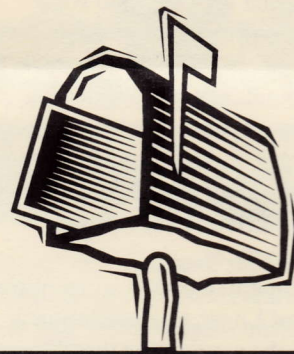
BASF Corporation is the North American member of the BASF Group, one of the world's largest chemical companies.

## AWARD NOMINEES SOUGHT

It's time once again to send in your nominations for the NAICC Service to Agriculture Award. This award, presented at the NAICC annual meeting, honors the public figure who has most supported the goals of the Alliance in serving the agriculture community.

Last year there were two recipients, **Larry Elworth**, USDA Special Assistant for Pesticide Policy, for his assistance in establishing NAICC as an important force in Washington; and **Judy Ferguson**, editor of *Ag Consultant* magazine, for educating the public with her coverage of the crop consulting and contract research professions.

Please fax or mail your nominations to NAICC headquarters by Sept. 15.



## MACA Elects New Officers

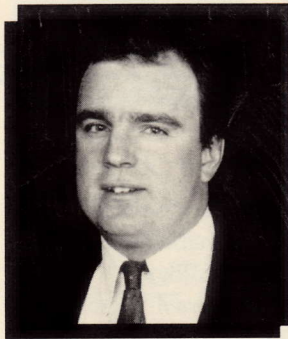
**Jon Tate** was installed as the 1995-96 president of the **Mississippi Agricultural Consultants Association** at the group's meeting in Starkville earlier this year. Tate is now serving his second consecutive term.

Other newly elected officers include **Homer Wilson**, president-elect; **Jimmy Grant**, secretary/treasurer; **David F. Young**, executive secretary; **Larry Chiles**, director; **Jim McCrory**, director; **Tom Blythe**, director, and **Virgil A. King**, director.

MACA currently boasts over 100 members.

## Extension Personnel Prove to be Helpful

by Shawn Eisch



As crop consultants, we tend to be one-person shows in our own little corners of the universe, especially on those days

when nothing goes right—when you're three days behind and it's getting dark. That's why I feel it is very important to seek out information sources and pursue every opportunity, taking advantage of the information that is available to most consultants locally. These sources include dealers, crops and soils agents, NAICC, or even your local FFA chapter.

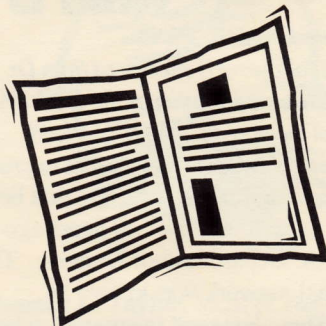
One of the sources I use most often is the local crops and soils agent. The Extension office has access to all university research. If you have a good crops and soils agent, many of the needed research projects can be set up locally. The results are then made available at local forage council meetings, dairy promotion meetings, and 4-H leaders' meetings.

Together with Extension and/or local farm trainers who work at local technical colleges, information can be filtered directly to clientele. Their information base is great, and they generally welcome consultants to give presentations relating to their business.

Last year through my local forage council, several plots were set up with three of my clients—two in red clay and one in sandy silt loam—in order to determine which population of corn yielded the highest tonnage. Weights, yields, and quality samples were taken. I took the raw data and sent it to the Extension office, where they managed to put it in a presentable form. This turned out to be a win-win situation. I gathered the information, Extension organized and evaluated it, and the grower received valuable information. These data were then presented at several meetings throughout the winter,

which tended to persuade several local growers to increase their populations and silage tonnage.

Getting the word out in short order made believers out of my clients. It doesn't hurt to have access to other professionals at a moment's notice, especially with today's demanding growers.



### MEMBERS IN THE NEWS

**ROBERT NAREM** appeared in the June 18 issue of the Sunday newspaper magazine *Parade*, in an article entitled "What People Earn," which reviewed salary levels for various professions across the country.

**CLYDE SARTOR** was mentioned in the May 5 *Delta Farm Press* for his participation in a symposium on tarnished plant bugs at the Delta Research and Extension Center in Stoneville, Miss, during which he suggested the creation of a task force to develop new techniques for researching and controlling these insects.

**REYNOLD MINSKY** and **RAY NABORS** were each recently featured in *Mid-South Farmer* articles due to their experience working with boll weevil bait tubes.

Again, taking advantage of the information sources around us can enhance our work environment with the best information available. Have a safe growing season.

*Shawn Eisch of Centrol of Eastern Wisconsin in Cleveland, Wis., is a voting member of NAICC.*

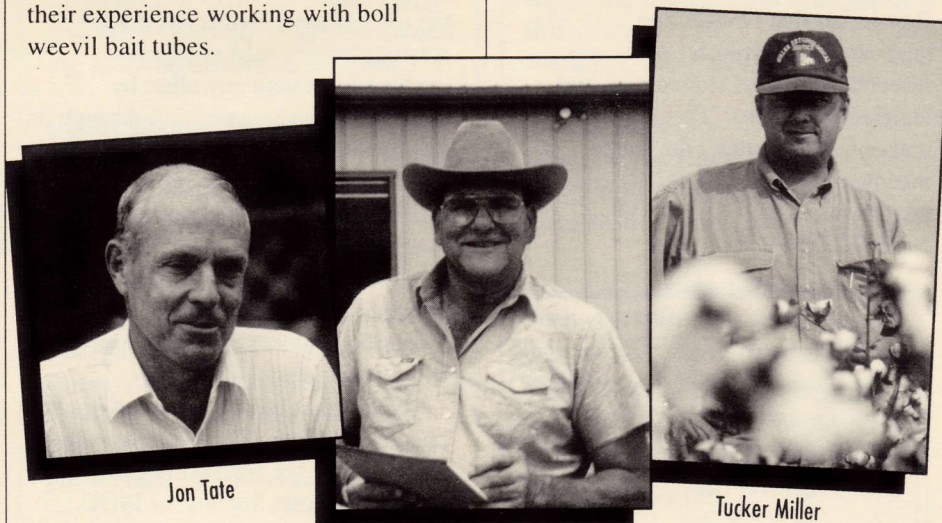
**CHARLES DENVER, CECIL PARKER, and ROGER CARTER** were quoted in a May *Mid-South Farmer* story on plant bug control.

The May issue of *Potato Grower of Idaho* featured an article on petiole testing by **DALE STUKENHOLTZ**, in which he shared his experience with methods of tissue-testing potatoes.

**TUCKER MILLER** and **BILLY MCLAWHORN** recently participated in the Fiber Forum, a gathering of over 100 cotton producers, spinners, consultants, ginners, and related industry personnel at the Fogelman Executive Center on the campus of the University of Memphis.

**BILL WEBSTER** and **JON TATE** were two of six consultants who submitted their perspectives on earliness and pest control measures for a recent issue of *Crop Protection Management* magazine.

In the May issue of *Fiber* magazine, **DANNY BENNETT** was quoted on beet armyworm control methods, **STAN NEMEC** was interviewed about alternative ways to control insects, and **CHUCK FARR** shared his viewpoint on consulting.



Jon Tate

Stan Nemeč

Tucker Miller

## National Coalition for IPM Shares Concerns

On April 4, the National Coalition for IPM met in Washington, D.C., with an impressive list of speakers including Dr. Barry Jacobsen, USDA National IPM Coordinator. Dr. Jacobsen stressed the need for all states to develop IPM teams that involve the private sector. Larry Elworth, USDA Special Assistant for Pesticide Policy, agreed, expressing the Agriculture Department's concerns with the awareness and contributions of the private sector, as well as the environmental effects of IPM programs.

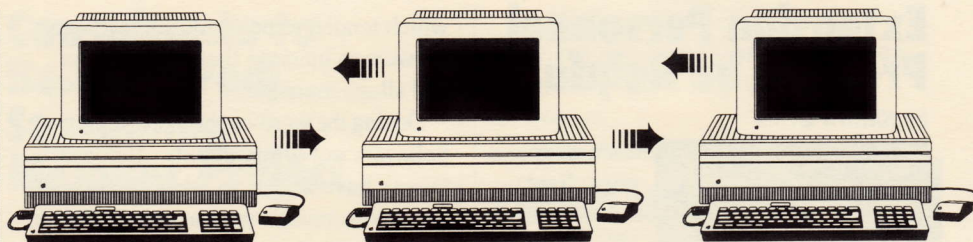
Dr. Karl Stauber, Undersecretary of Research, Education, and Economics, explained the USDA's challenge with the suburban nature of Congress, with its paradoxical goal of zero-risk food and zero regulations. He mentioned the importance of public relations efforts on the part of organizations such as NAICC.

In response to inquiries about IPM training programs, NAICC's Foundation for Environmental Agriculture Education was mentioned as a source for help with furthering the education of IPM.

### DID YOU KNOW:

The half-life of any professional is five years. Professionals risk becoming "obsolete" in 10 years if they don't update their education and job skills. Remember that NAICC can help you keep abreast of industry news and research, the latest technology, and legislation updates. This is why it makes sense to attend the annual meetings, stay aware of CEU credit opportunities, and READ YOUR NEWSLETTER!!

**NOTICE:** NAICC's 1994 audit is available for any member who would like a copy. Please contact the Memphis office.



## WHAT IS THE INTERNET?

by Pete Goodell, Ph.D.

*The following is excerpted from Dr. Goodell's presentation at the 1995 NAICC annual meeting in San Diego, Calif.*

Today's Internet is a global resource connecting millions of users that began as an experiment over 20 years ago by the U.S. Department of Defense. The original network was known as ARPAnet, designed to support military research. To send a message, a computer only had to put its data in an Internet Protocol (IP) packet, and "address" the packets correctly. The philosophy was that every computer on the network could talk with any other computer.

At about the same time as the Internet was coming into being, other organizations started building their own networks using the same communications protocols as the ARPAnet. One of the most important of these newer networks was the NSFNET, commissioned by the National Science Foundation (NSF). They created five regional networks, in which colleges were connected to their nearest neighbor in each area of the country. Each chain was connected to one of the supercomputer centers at one point, and the centers were connected together. Any computer could eventually communicate with any other by forwarding the conversation through its neighbors.

For our purposes, the most important aspect of the NSF's networking effort is that it allowed everyone to access the network. Up to that point, Internet had only been available to computer science researchers, government employees, and government contractors.

The Internet has no president or chief operating officer. The ultimate authority for where the Internet is going rests with the Internet Society, or ISOC. ISOC is a voluntary membership

organization whose purpose is to promote global information exchanges through Internet technology.

No one pays for Internet; there is no Internet, Inc. that collects fees from all Internet networks or users. Instead, everyone pays for their part. A college or corporation pays for their connection to some regional network, which in turn pays a national provider for its access.

Each network has its own network operations center (NOC). The operation centers talk to each other and know how to resolve problems. Your site has a contract with one of the Internet's constituent networks, and its job is to keep your site happy.

Businesses are now discovering that running multiple networks is expensive. Some are beginning to look to the Internet for "one-stop" network shopping. Many of the policies which excluded or restricted commercial use of the Internet are under review and will change. This should be especially good for small businesses.

Right behind commercialization comes privatization. Although most people in the networking community think that it is a good idea, there are some obstacles in the way, most revolving around the funding for the connections that are already in place. Many schools are connected because the government pays part of the bill. The Internet has not yet become a "necessity" in many people's minds. When it does, expect privatization to come quickly.

Enough about the history of the information highway system. It's time to walk to the edge of the road, try and hitch a ride, and be on your way.

For more information contact:

The Internet Society  
Phone: 703/620-8990  
Fax: 703/620-0913

E-mail: [isoc@cni.reston.va.us](mailto:isoc@cni.reston.va.us)

## NEW MEMBERS

### VOTING

**Gary Bradshaw, B.S. (Agronomy)**

**TAAC**

**Bradshaw Agricultural Consulting**

P.O. Box 514

Pattison, TX 77466

Office: 409/541-3559

Home: 713/934-3416

*Crops: Rice, soybeans, cotton, corn, grain sorghum, forage crops*

*Services: Integrated crop management*

**Timothy D. Hanke, M.S. (Agribusiness Economics) PCCI**

**Alvey Laboratory, Inc.**

19300 Marydale Road

Carlyle, IL 62231

Office: 618/594-7645

Home: 618/226-3380

Fax: 618/594-7648

*Crops: Corn, grain sorghum, wheat, soybeans, alfalfa, horseradish, vegetable crops*

*Services: Scouting, soil fertility recommendations*

**Mark Reed Hinze, M.S. (Agronomy/Crop Production) NICCA, ASA  
Hinze Consulting, Inc.**

Rt. 2, Box 84

Juniata, NE 68995

Office: 402/751-2778

Home: 402/751-2778

Fax: 402/751-2789

*Crops: Corn, soybeans, alfalfa, milo*

*Services: Soil recommendations, insecticide and herbicide recommendations, insect scouting, irrigation scheduling, chlorophyll metering, permanent records, weed scouting, and economic analysis*

**Jeffrey W. Smith, B.S. (General Agriculture Production) NICCA, NCGA**

**Science For Production Enterprises, Inc.**

404 Marlborough

Beatrice, NE 68310

Office: 402/432-1411

Home: 402/228-3216

Fax: 402/228-3216

*Crops: Corn, soybeans, grain sorghum*

*Services: Soil fertility, pest management, irrigation scheduling*



**Thomas L. Taylor, M.S. (Crop Protection) NICCA**

**Twin River Agronomics, Inc.**

325 North Hubbard

Minden, NE 68959

Office: 308/832-0147

Home: 308/832-0147

*Crops: Corn, soybeans*

*Services: Soil fertility and recommendations, irrigation scheduling, insect and weed management*

**Bubba Tollison, B.S. (Education) MACA, MEA**

**Tollison Agricultural Services, Inc.**

P.O. Box 159

Ruleville, MS 38771

Office: 601/756-4911

Home: 601/756-2922

Fax: 601/756-2584

*Crops: Cotton, corn, soybeans, grain sorghum*

*Services: Soil nutrients, variety selection, insect control, irrigation scheduling, plant regulators, defoliation*

**Ladell Silkman Wood, B.S. (Farm Management) SCFAAI**

**Wood's Consulting Service**

Rt. 1, Box 140-A

Gable, SC 29051

Office: 803/473-2639

Home: 803/473-2639

Fax: 803/473-2639

*Crops: Cotton, wheat, tobacco*

*Services: Soil sampling; fertilizer, herbicide, insecticide, disease, and growth regulator recommendations*

### PROVISIONAL

**Holly Jackson, M.S. (Crop Physiology)**

**HJ Cotton Consulting**

2144 Lower Brownsville Road

Jackson, TN 38301

Office: 901/423-2716

Home: 901/423-2716

Fax: 901/423-2716

*Crops: Cotton*

*Services: Soil sampling, plant mapping, insect identification and scouting, weed identification, Gossym-Comax management program, crop physiological monitoring, and petiole sampling*

### CERTIFICATIONS

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Hartley, IA 51346

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Cambridge City, IN 47327

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**Ag Consulting Service, Inc.**

1014 Crestline

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**Michael D. Hutter**

**Northern Agricultural Management**

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Westhope, ND 58793

**Robert Mathews**

**Glades Crop Care, Inc.**

16789 Epsom Drive W.

Loxahatchee, FL 33470

**William Raymond Peele, III**

**Peele Agricultural Consulting**

Route 2, Box 520

Washington, NC 27889

## CALENDAR OF EVENTS

### **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 Sulphur 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.

### **OCT. 30-31, 1995**

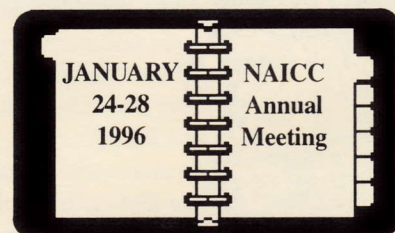
Cotton Incorporated Crop Management Seminar, "Resistance Management in the Mid-South," Memphis Marriott, Memphis, Tenn. For more information call: 919/782-6330

### **DEC. 1-2, 1995**

Ag Retailers Association Annual 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.



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

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