



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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The Voice of the Professional Crop Consultant

August 1995

An intensive process that began at the annual meeting in San Diego and has continued by fax and phone for the last several months has now come to culmination. Ta-da! The Certified Professional Crop Consultant certification program is now ready to fly.

As announced following the San Diego meeting, the NAICC Certification Board moved to upgrade, rename, and take steps to increase awareness of the program, effective July 1. "Our members set an aggressive agenda, and I'll have to admit there were days when I wondered if we could meet such an ambitious timetable," said Daney Kepple, executive vice president of NAICC. "Now that we're there, I'm glad they held to such a high standard. We are all really excited about the CPCC program and what it will mean to agriculture."

To become CPCC certified, an applicant must:

- Hold a B.S. or B.A. degree in an agricultural discipline.
- Have a minimum of six years' experience providing crop management recommendations with a bachelor's degree, five years with a master's, or four years with a doctorate.
- Pass the state licensing exam or the state or regional CCA exam; if neither of those options is available, the national CCA exam may be substituted.
- Submit an acceptable written case study to demonstrate an ability to integrate various types of technology.
- Submit names of five clients to act as references.

- Confirm the code of ethics.
- Provide documentation of pesticide safety training.

In addition, each individual must renew the certification annually by paying a minimal fee and supplying documentation of 36 continuing education units per year. Those who wish to do so may complete the additional steps to attain the CPCC-I (Certified Professional Crop Consultant—Independent) designation.

Washington was careful to explain that the Alliance is not in favor of mandatory certification for those who provide advisory services to farmers. "We made it clear that the farmer's right to choose the source of his or her advice is a founding principle of our organization," she said. "We also emphasized that we are not promoting our program at the expense of others. Our primary goal was to ensure that our members have 'a seat at the table,' as past

president Maggie Alms so eloquently phrased it. We think there's room at that table for everyone, and we're sure our members can more than hold their own on an even playing field."

Certification Board Chairman John Kimbrough said, "There

has been a great deal of comment both within NAICC and elsewhere about how tough our program is. Although we are certainly aware of our responsibilities to listen to our members, and

(Continued on page 2)

CPCC BANNER FLYING HIGH

"We had a lot of opportunities to talk about our certification program when we were in Washington recently," said Kepple. "The policy makers we visited with at EPA, USDA, and on the Hill were interested in what set our program apart from others—in other words, why is there a need for another program?"

"We explained that our members need to be certified as generalists, rather than in a specific academic discipline, which is what a lot of the existing programs do. And there are a lot of people out there—whether they are NAICC members or not, whether or not they are involved in product sales—who want a program that certifies that they have gone beyond meeting base standards. These people see that as a marketing advantage, and we're pleased to provide the avenue for them to meet their goals."

Executive director Allison Jones added that the NAICC team that blitzed

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PRESIDENT'S MESSAGE

Homesick Red, White and Blues

by Harold Lambert

It's a long way from Washington, D.C. to Innis, Louisiana. I'm reminded of that every time I make the trip. It's not just the plane ride and the drive back and forth to the airport. It has more to do with pace and lifestyle, I think.

Every visit I've ever made to Washington has been an incredibly valuable lesson in political science. It's awe-inspiring to watch the government work, even on the occasions when we're feeling a little impatient with the bureaucracy and the political grandstanding. And the sight of the Washington Monument and the Capitol building lighted at night is a little bit like being in church.

I'm writing this on the Fourth of July, so I'll have to be careful or I'll get carried away.

This time, the pests wouldn't cooperate, so Dick Jensen, Yella Reddy, and I had to cut our visits short and get back to the field. We were only there over the weekend for the Board meeting, but I understand that Don Jameson, Maggie Alms, Dennis Berglund, Robin Spitko, Lynn Henderson, and the staff did an admirable job of carrying the NAICC banner. You'll find photos of our team in action elsewhere in this newsletter.

What surprised me was that I missed being there. Allison called me in my truck Monday night to report on the day's activities, and the feeling I had was almost like homesickness. It's amazing what this job does to a person!

But I guess I should stick to what happened while I was in Washington. The Executive Board took some important steps in several areas: certification, the grievance procedure, and embarking on a strategic plan. You'll learn more about all of that elsewhere in this issue, and in future newsletters and at the annual meeting. What I want to tell you about is process more than content.

Your Board and staff are comprised of a very diverse group of people. We come from all over the country and represent political views from one end of the scale to the other. We're strong willed and opinionated. Maybe it's surprising we ever get anything done.

There are times when we discuss and argue over an issue for hours, and I won't try to tell you it isn't wearying. It's also stimulating. And it's quite an accomplishment to get to the end of such a debate and forge an agreement that results in a unanimous vote. That's what we did with certification.

Your Executive Board works hard on behalf of the Alliance. A great deal of preparation goes into attending a Board meeting, with piles of information sent by the staff that must be reviewed prior to arrival.

The meetings start early and end late, and most of the time is spent sitting around a table dealing with a heavy agenda.

Each issue is discussed at length, and all opinions are considered. Every decision is made in the best interests of the organization, not in the best interests of the individuals on the Executive Board. Board members usually head home with a full "To Do" list that must be completed in order to bring those decisions to fruition.

Attendance at Board meetings is probably the hardest part of serving on the Executive Board, because it represents time away from work and family, but complaints are unheard of from this outstanding group.

So I'd just like to take this opportunity to give an 'atta boy and 'atta girl to Maggie, Dennis, Mike, Bill, Lynn, Don, Dick, Yella, and Robin. You're doing a great job, and we appreciate it.



(CPCC Banner Flying High Continued from page 1)

will continue to review specific concerns as they are raised, we also have to learn to take ourselves seriously as professionals. Professional certification programs have high standards by definition.

"Some people are also surprised by the openness of the program," Kimbrough added. "However, if we don't make it available to all who meet the standards, there is a danger that we will be regarded as closed and self-serving. The CPCC-I designation is available for those who want to further differentiate their services from those of other providers."

At its June meeting the NAICC Executive Board also decided to assume full control of the CPCC program. They directed the staff to coordinate all certification-related activities while continuing to investigate avenues for subcontracting to other entities clerical tasks such as processing applications. "It's very important that everyone understand that we will remain affiliated with the Registry of Environmental and Agricultural Professionals (REAP) in the same capacity as other affiliates of that organization," said Harold Lambert, President. "REAP has some very exciting plans in the areas of education and interaction with important groups within and outside of agriculture. We certainly want to play a role in that work, and I am planning to attend a strategic planning meeting this fall with that group to determine the best ways to move forward."

"This is a very exciting time for NAICC," said Maggie Alms who, as immediate past president serves as liaison between the Certification Board and the Executive Board. "So many people have devoted so much energy to the dream of a viable certification program for agricultural professionals, beginning all the way back with Earle Raun. Dan Bradshaw and Madeline Mellinger have made major contributions, and there have been many others who deserve a standing ovation from the rest of us."

"It has been a huge effort to get to where we are today, but it's been worth it. I am very confident that only good things will unfold from now on, and I'm proud to have played a part in getting us here."



A lot was happening on Capitol Hill when the NAICC Executive Board held its summer Board meeting in Washington, D.C., on June 24-27. The House Appropriations Subcommittee on Agriculture was putting their finishing touches on the FIFRA legislation. Between these meetings, key agriculture legislators met with Executive Board members to learn more about NAICC and our positions on the Farm Bill, appropriations, and other issues facing our members. Board members also met with Congressmen and Senators from their respective states.

The message taken to the Hill focused mainly on the 1995 Farm Bill debate. Board members asked policy makers to use NAICC as an information resource so that policies can be better implemented in the field. NAICC members are qualified individuals who are in the field on a day-to-day basis dealing with the same issues lawmakers will be wrestling with in the

coming months. The NAICC CPCC certification program was unveiled and given as an example of how our members are qualified to be used as a source of information.

President-Elect Don Jameson, Executive Vice President Daney Kepple and Executive Director Allison Jones met with Dale Moore, Legislative Director for House Agriculture Committee Chairman Pat Roberts (R-KS), who outlined the decisions the Committee leadership has to consider as the Farm Bill debate continues. Moore told the group that in the 1990 Farm Bill, the Committee rushed to have the legislation outlined before the August recess. However, after the recess, the Appropriations Committee virtually rewrote the Farm Bill by making large cuts in the funding. For the 1995 Farm Bill, legislators are waiting to see what the numbers look like before finalizing any provisions. This means that the Farm Bill probably will not make it to the House floor until after the August recess. Moore went on to say that the Committee would have to decide how to reduce spending for commodity, export, and conservation programs by \$8.5 billion over five years and by \$13 billion over seven years. The Committee is struggling over budget cuts as current speculation is that the Appropriations Committee will dip into discretionary funding over and above the funds from the mandatory spending programs.

Kepple and Jones also met with Neil Moseman, Director of the Subcommittee on Departmental Operations, Nutrition and Foreign Affairs, chaired by Congressman Bill Emerson (R-MO). Moseman outlined proposed language for the concept of farm management plans. He encouraged NAICC members to be a vital part of these plans, and welcomed the NAICC policy statement on this issue. NAICC's

Integrated Farm Planning policy statement, adopted at the Board meeting, June 24-25 is as follows:

The National Alliance of Independent Crop Consultants supports the concept of integrated farm planning, provided that:

- Farmers are not required to have an integrated plan.
- Those who choose to adopt an integrated farm plan can choose the service provider who writes the plan.
- Those who choose to adopt an integrated farm plan are rewarded for doing so, either through eligibility for government farm programs or regulatory relief.
- Service providers meet minimum standards such as those required for certification under CPCC, CCA, or other similar programs.

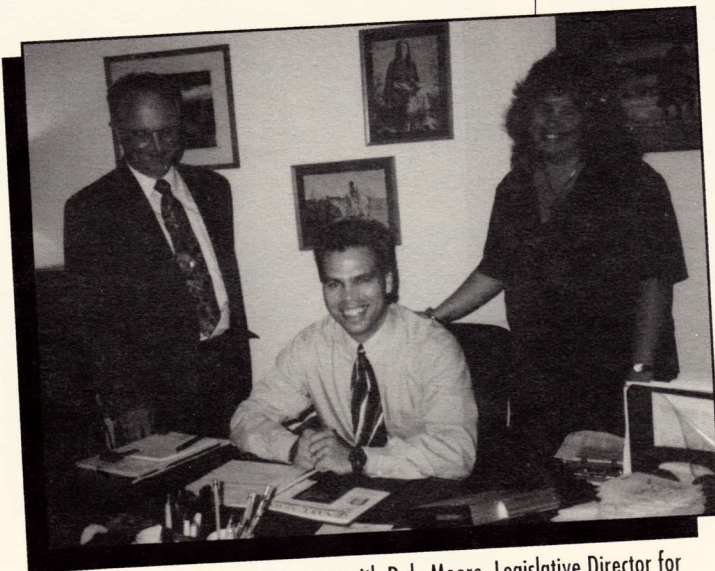
Rationale:

Members of the National Alliance of Independent Crop Consultants are experts in agricultural and horticultural management and research. Many are specialists in integrated pest management (IPM) and integrated crop management (ICM), and provide information and services which allow producers to utilize state-of-the-art integrated crop and farm management services.

The services provided by our members are exactly those that comprehensive farm management plans should incorporate, namely:

- The plan should integrate all crop production practices into one system.
- The plan should be flexible to adjust to changes in weather, the environment, and available technology.
- The plan should consider the specific characteristics of the land, crops and livestock produced, and resources available.
- The plan should reflect the best interests of the farmer and the environment.

Other topics of discussion during the two-day visits were appropriations and education. With the appropriations debate heating up, Executive Board members reiterated the necessity for continued support of USDA funding for research. President-Elect Jameson met with Senator Slade Gorton (R-WA), who is a member of the Senate Appropriations Committee. Sen. Gorton



Don Jameson and Allison Jones meet with Dale Moore, Legislative Director for House Agriculture Committee Chairman Pat Roberts, to discuss the 1995 Farm Bill.

discussed the value of research to farmers and the crop consulting profession.

In a separate meeting, Lynn Henderson updated Brian Klippenstein, Agriculture Legislative Assistant for Senator Kit Bond (R-MO), on the activities of NAICC. Klippenstein expressed Sen. Bond's concerns about research budget cuts and outlined the Senator's intentions to keep this from happening.

USDA Visits

John Impson, National Program Leader for Health, Environment and Pesticide Education, invited representatives from several USDA branches including the Agricultural Marketing Service; the Cooperative State Research, Education, and Extension Service; and the Economic Research Service to meet with the NAICC delegation. Impson opened the two-hour session by introducing NAICC as "one of the most important organizations in the country whose members perform a vital service to agriculture." NAICC Board members were able to give attendees a better understanding of what crop consultants and contract researchers do on a day-to-day basis.



NAICC Treasurer Dennis Berglund spends a few moments getting to know staff members of USDA's Cooperative State Research, Education, and Extension Service.

Left to right: Don West, National Program Leader for Farm Management, USDA/CSREES; Mike Fitzner, IPM National Program Leader, USDA/CSREES; Dennis Berglund; A.J. Dye, National Program Coordinator, USDA/CSREES.

Dr. Barry Jacobsen, USDA's IPM Coordinator, who attended this briefing, updated the group on USDA's highly publicized IPM Initiative which has as its goal establishing IPM on 75 percent of the nation's crop acres by the year 2000. Phase I, which involved putting 22 Implementation Teams together, is

now in place. Jacobsen encouraged NAICC members to contact their state IPM Coordinator to become members of the team(s).

Phase II consists of acquiring funding for these projects, and Phase III would



Board Members chat with USDA officials before meeting.

Left to right: Walter Ferguson, Agricultural Economist, USDA/ERS; Robin Spitko; Al French, Coordinator of Ag Labor Affairs, USDA; Don Jameson; Jet Yee, Economist, USDA/ERS.



President-Elect Don Jameson poses with Randy Weber, Associate Administrator, USDA/CFSA.

turn the implementation over to the private sector. If you would like a copy of the listing of IPM teams, or need the name of the IPM Coordinator in your area, please call the Memphis office.

Also, at this meeting, there was discussion of the need for multi-disciplined educational programs for future crop consultants. Daney Kepple, executive vice president, outlined the Doctor of Plant Health program authored by former president Dan Bradshaw. USDA currently has a committee to look into such a program and both groups offered to work together on this project.

A meeting was held with Paul Johnson, chief of the Natural Resources Conservation Service. Past President Maggie Alms explained NAICC's CPCC program and encouraged Johnson to consider cooperative funding for this program. Funds would be used for evaluation and accreditation of the CPCC program by the National Commission for Certifying Agencies (NCCA), the accreditation body of the National Organization for Competency Assurance (NOCA), as well as for publicity and maintenance of the program.

On other matters, Johnson told the group that he is aware that NAICC's members do more than crop consulting. "One who brings together the environmental interest as well as the economic interest of the nation's farmers, has a great future," commented Johnson, who went on to say that crop consultants should plug into the on-farm planning field test pilot projects that his department will head. He encouraged NAICC members to get in at the beginning and become an integral part of the plans.

EPA Seminar

Therese Murtagh, Branch Chief, Biological and Economic Analysis Division (BEAD) at EPA, invited NAICC to give an overview of what our members do. Board members spent the better part of an afternoon conducting a seminar, attended by over 25 representatives from BEAD, Biopesticides and Pollution Prevention Division (BPPD), and Special Review and Reregistration

Division (SRRD). This open exchange of information helped NAICC representatives gain a better understanding of the differing responsibilities of each division. EPA officials were very interested in how they can utilize crop consultants as resources for information at the field level, as well as a source for current data. EPA expressed frustration in the difficulty they often experience obtaining information. They assured NAICC that their goal is to provide regulations that are logical and in the best interest of everyone.

In a separate meeting, Bill Jordan, Director of Field Operations Division, EPA-Office of Pesticide Programs, updated the group on the status of the WPS. Jordan, Kathy Karnapolis, and Kevin Keaney commented on their efforts to relay information on implementation requirements to those affected by WPS. EPA is working with USDA and various commodity groups to disseminate this information. The Field Operations Division has appointed Ammesha Mehta and Don Eckerman as key contacts for those who have questions about WPS requirements. They can be reached at 703/305-7666. The group also discussed procedures for having the NAICC CPCC certification program approved as a certification program that will satisfy the requirement for crop consultants to be exempted from the WPS.

Industry Meetings

Also while in Washington, Executive Board members met with Floyd Gaibler and Jim Egenrieder from the **Agricultural Retailers Association**, a new Cooperative Member. Gaibler and Egenrieder gave an update on the issues in the 1995 Farm Bill that affected their members. Several areas of mutual interest were identified, and both groups agreed to work together. Also, the Board meet with Everett Zillinger and Ron Phillips of The Fertilizer Institute, and Valerie Jewett from the American Crop Protection Association. These groups also expressed interest in maintaining open communications with NAICC with regard to areas of mutual interest.

DOERS PROFILE

Bob Narem

- Owner of Soil Consultants Inc. in Twin Brooks, South Dakota.
- Wife, Linda Simmons, is also involved in the business. They have two children, Anna, 10, and Diane, 7.
- M.S. in Agronomy from South Dakota State University, 1982.
- Member of the **South Dakota Independent Crop Consultants Association**, of which he is past president, and the American Society of Agronomy. Serves on the South Dakota Certified Crop Advisor committee.
- Hobbies include gardening, camping, and hunting.

Although Bob is a new voting member of NAICC (April '95), he has been consulting for thirteen years. The consulting profession is one that requires moral choices, he says, and he has learned "how to live life with an eye towards the good of the entire community."

Working with clients over a long period allows him to focus on long-term benefits, both to the client's welfare and to the welfare of the land. It's easy, he says, to focus on the stress of working long hours or the pressure of running a business, but it is that stress and pressure that provide opportunities to make choices that can have a positive effect on others.

WATCH THIS SPACE MONTHLY FOR PROFILES OF NAICC MEMBERS.

Friday Night Excitement

One of the highlights of the 1996 NAICC annual meeting in Orlando, Fla., will be the Friday night Awards Banquet/Talent Show. It is at this event that achievers will be recognized and honored by their peers with the presentation of industry awards and the NAICC Service to Agriculture Awards.

Remember to send in your nominations for the latter to Memphis headquarters by Sept. 15.

Also at the Awards Banquet, new members will receive their membership pins, and new sustaining members will receive membership plaques. Five-, 10-, and 15-year members will be recognized, and current sustaining members will be presented year plates to add to their plaques.

Following the banquet, solemn moods will give way to excitement and fun, as the first ever NAICC Talent Show begins. In past years, interested members have gathered after the banquet to form an impromptu ensemble; now, those people will have the chance to showcase their talents before the entire group. Legends waiting to be discovered, please contact the Memphis office if you wish to perform.

Members who are planning to make family vacations out of the 1996 NAICC annual meeting, Jan. 24-28, will be happy to know that they may add an extra three days to their stay at the Grosvenor Resort in Orlando for the NAICC rate of \$95.00 per night. However long you decide to stay, please don't wait until the last minute to make your reservations; you may do so by calling 1-800-624-4109.



MEMBERS IN THE NEWS

Dennis Berglund was quoted in the Dec. 26-Jan. 2 issue of *Newsweek*, in an article entitled "How Green is My Acre," about the environmental benefits and increased profits involved in precision farming.

An article by **Steve Lenander** appeared in the June 1 issue of *Southwest Farm Press*. Lenander shared his

thoughts on various areas in which a grower should seek the advice of a consultant. The article was also published in the June 6 issue of *Southeast Farm Press*.

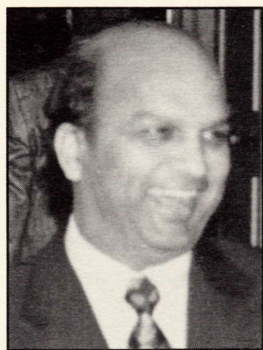
Robin Spitko discussed the benefits of hiring a crop consultant in an article for the June 23 issue of *Delta Farm Press*. The article also appeared in the July 6 issue of *Southwest Farm Press*.

In a July 1995 *Mid-South Farmer* interview of Mississippi grower Sykes Sturdivant, **Gerald Wolfe** was mentioned with regard to his expertise in grass control. Sturdivant is one of Wolfe's clients. In the same issue, **John Atwill** was featured in an article about no-till farming. In addition to managing his own crop consulting business, Atwill farms 600 acres of no-till cotton in the Missouri Bootheel.

Roger Carter was quoted in a recent *Cotton Grower* article on Bt and pyrethroid use. In a sidebar to the same article, **Charles Denver** was quoted with regard to his experience with Bts.

Sharpening Your Tools Against Resistance

by B.B. Singh



Pesticide resistance is a growing concern that threatens crop production and will continue to challenge the pest control industry until appropriate

means are found to stop it. It is a universal problem, not restricted only to insects and weeds. While the majority of the cases reported so far have occurred with insects, any pest that receives repeated exposure to lethal doses of toxins is likely to develop resistance.

As early as 1984, resistance was reported in 447 species of insects and mites, 100 species of plant pathogens, five species of mammals, and two

species of nematodes. Since 1992 over 100 weeds have developed herbicide resistance. For the past fifteen years the rate of increase in resistant species of weeds has accelerated while resistant species of Arthropods has declined.

Resistance can be defined as a decreased response of a population of animals or plants to a pesticide or control agent as a result of previous exposure to one or more pesticides.

Mechanisms of Resistance

The number of resistance mechanisms is very small. In this context it is very important to know the mode of action of a pesticide. Normally resistance occurs when a pest successfully combats a pesticide's mode of action. For example, Atrazine® affects weeds by inhibiting photosynthesis. So the weeds that are resistant to Atrazine can be controlled by another herbicide like Glean® which affects amino acid metabolism.

It's important to help your clients remember that rotation of pesticides does not mean selecting another brand. It is the *mode of action* that must be different.

Weeds can be resistant to a herbicide in one subclass of a particular chemistry, but not resistant to another subclass in the same chemistry. Sulfonylurea resistant weeds may be, but are not necessarily, cross-resistant to Imidazolinones. Greenhouse studies by **American Cyanamid** have shown that out of five Sulfonylurea-resistant *Kochia* biotypes, only one was found to be cross-resistant to some of the Imidazolinones. On the other hand, Sulfonylurea-resistant Russian thistle and common chickweed were not cross-resistant to Imidazolinones, suggesting that each individual compound acts differently. These differences arise because different herbicides bind to different sites on the enzyme.

Some of the causes of resistance are:

- Decreased rate of penetration of pesticide;
- Increased metabolism and detoxification; and
- Decreased sensitivity of target site.

Many factors determine the development of resistance in pest populations. Some of these are:

A. GENETIC FACTORS:

1. Frequency of resistant genes prior to pesticide use.
2. Dominance of resistant genes.

B. BIOLOGICAL FACTORS:

1. Rate of reproduction.
2. Amount of migration and ability to escape exposure.

C. OPERATIONAL FACTORS:

1. Method of pesticide application.

SOME PESTICIDE RESISTANT BIOTYPES**A. WEEDS**

HERBICIDE FAMILY	HERBICIDE	WEEDS	COUNTRY
Dinitroaniline	Trifluralin	Goose Grass	USA
		Green Foxtail	Canada
Bipyridylum	Paraquat	Hairy Fleebane	Egypt
Arloxyphenoxy-Propionate	Diclofop	Annual Ryegrass	Australia
Triazine	Atrazine/Simazine	Common Groundsel	USA/Canada
		Lambsquarter	
		Pigweed, Kochia	
		Annual Bluegrass	
		Witchgrass, Downy Brome	
Sulfonylurea	Chlorsulfuron	Kochia Prickley Lettuce Russian Thistle	USA

B. INSECTS

INSECTICIDE	RESISTANT INSECTS
Esfenvalerate	Colorado Potato Beetle
Pennacp-M	Corn Rootworm Beetle
Dicofol	Citrus Rust Mite
Several Pyrethroids	Tobacco Budworms
All the Pyrethroids	Soybean Looper

Pesticide Resistant Management Strategies

Several strategies need to be employed to prevent or delay the evolution of resistant pest populations. Among them:

- Crop rotation where possible.
- Preplant tillage, cultivation, and other cultural practices.
- Rotate pesticides with different modes of action.
- Use combinations of pesticides with different modes of action.
- Avoid sequential application of the same pesticide or pesticides with the same mode of action.
- "Low dose strategy" (use pesticide when absolutely necessary to prevent economic loss).
- "High dose strategy" (application of high doses of pesticide to destroy both resistant and susceptible genotypes, thus eliminating the resistance).

Dr. B.B. Singh of Hastings, Neb. is a voting member of NAICC.

NEW MEMBERS**SUSTAINING****Agri Business Group, Inc.**

Contact: Brett Hall

3905 Vincennes Rd., Ste. 402

Indianapolis, IN 46268

Office: 317/875-0139

Fax: 317/875-0507

Services: Agri Business Group, Inc. is a family of companies committed to helping businesses accomplish their organizational objectives. ABG's technical division brings technical training, quality assurance, and contract research project management experience to clients.

Pioneer Hi-Bred International, Inc.

Contact: Paul Carter

P.O. Box 65000

West Des Moines, IA 50265-5000

Office: 515/224-6915

Home: 515/221-9125

Fax: 515/226-2939

Services: Pioneer Hi-Bred International, Inc. is a world leader in genetic improvement, established in 1926 as the first company to breed, produce, and market seed corn. Headquartered in Des Moines, Iowa, Pioneer now develops, produces, and markets seed corn, soybeans, sorghum, alfalfa, canola, sunflower, wheat, and vegetable seed as well as microbial products. The company offers business information products and services as management tools for farmers.

STUDENT**Alfred Brackston Smith III**

High Cotton Consultants

102 Hillcrest Avenue

Hawkinsville, GA 31036

Office: 912/432-6179

Home: 912/892-9619

Fax: 912/432-6179

Mobile: 912/893-2545

New Chief for CTIC

John Hebblethwaite has replaced Jerry Hytry as the executive director of the **Conservation Technology Information Center (CTIC)** in West Lafayette, Ind. Hebblethwaite came to CTIC after 26 years of service with the Monsanto Agricultural Group.

Hytry announced his retirement in January, 1995 after serving as the executive director since November 1991.

CTIC is a nonprofit center which provides information, data, contacts, interactive forums and national initiatives to promote environmental and economical decision-making. The member-guided center is supported by public and private sector partners who meet quarterly.

DID YOU KNOW:

Veteran entrepreneurs say trade associations are one of the best places for the wet-behind-the-ears to turn for help, because they have plenty of members willing to share their wisdom for free. As a member of NAICC, you have over 400 friends in agriculture to call upon for help and advice, even if you *aren't* a newcomer to the crop consulting/ contract research professions.

CALENDAR OF EVENTS

SEPT. 24-27, 1995

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

OCT. 17-19, 1995

Sunbelt Agricultural Exposition, Moultrie, Ga. For more information, call: 912/387-7088.

OCT. 29-NOV. 3, 1995

American Society of Agronomy Convention, 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 in Memphis, Tenn. For more information call: 919/782-6330

NOV. 12-14, 1995

The Irrigation Association's 1995 International Irrigation Exposition and Technical Conference, Phoenix Convention Center, Phoenix, Ariz. For more information call: 703/573-3551.

DEC. 1-2, 1995

Ag Retailers Association Convention, 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. 8-12, 1996

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

JAN. 24-28, 1996



For more information call: 901/683-9466.

NAICC

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