



# NAICCC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

Volume 9, Number 8

The Voice of the Professional Crop Consultant

September 1995

## IPM Implementation Planning Teams Need You

by Barry J. Jacobsen,  
USDA IPM Coordinator

The USDA IPM Initiative is now up and running with Implementation Teams involving 14 crops in 42 states. Twenty-three team formation projects have been funded by a combination of Extension and IPM research funds. These projects and a team leader contact are listed below. It is critical that crop consultants become involved in these teams as they work to identify priorities for research, Extension education, and technology transfer.

The IPM Implementation teams are to be composed of farmers, crop consultants, university research and Extension faculty, appropriate state and federal agency personnel, and other interested parties. The teams will develop proposals that identify research and Extension needs for implementation of IPM broadly for the target commodity or production area, and develop plans to assess the impact of the IPM program, and plans for privatization after a five to six year period.

The need for involvement of crop consultants in each of these IPM Implementation teams is critical. Crop consultants who wish to be involved should contact the project team contact on the list to follow. These teams will be active over the next nine months developing proposals for the IPM development and implementation grant competition next spring.

A parallel activity is being conducted by the Extension Service in each state. Each state is developing teams for IPM implementation in their state and identifying the critical research and

Extension education priorities for widespread implementation of IPM in that state. These teams have a similar composition to those above and it is critical that crop consultants get involved since you will ultimately implement the IPM program with your farmer clients. You can get involved by contacting your state IPM Coordinator at your state land grant university. If you don't know this person contact the state Extension Director, myself or the NAICCC office for a name, address, and phone number.

## 1995 IPM DEVELOPMENT AND IMPLEMENTATION TEAMS

### Strategies for IPM Implementation in Corn and Soybeans

States: Illinois, Indiana, Iowa, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, Wisconsin  
Contact: Dr. Ken Ostlie 612/624-7436

### Strategic Whole Farm Planning to Enhance IPM Adoption in Processing Vegetable Crops

States: Illinois, Minnesota, Wisconsin  
Contact: Dr. William D. Hutchinson 612/624-1767

### Pest Management Strategies for Dryland Wheat Systems in the Northern Great Plains and Mountain Farm Production Regions: Development, Implementation, Evaluation

States: Idaho, Montana, Nebraska, North Dakota, South Dakota, Wyoming  
Contact: Dr. Greg Johnson 406/994-3861

### Development and Implementation of an Expanded IPM Program for Grapes in the Great Lake States

States: Michigan, New York, Ohio, Pennsylvania  
Contact: Dr. Wayne Wilcox 315/787-2335

### Improving Forage Legume Persistence through Ecologically-Based IPM

States: Georgia, Illinois, Kentucky, Maryland, Minnesota, Missouri, Nebraska, New York, Oklahoma, Pennsylvania, Vermont, Wisconsin  
Contact: Dr. William Lamp 301/405-3959

### Implementing IPM for Nurseries and Landscapes in the Northeastern and North Central Regions of the US

States: Indiana, Maryland  
Contact: Dr. Michael Raupp 301/405-3912

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**PRESIDENT'S MESSAGE**

# Ho-Hum, Another Milestone

by Harold Lambert

If you hang around NAICC long enough, it's quite possible you'll start yawning over landmark achievements. Okay, maybe I have a weird idea of what constitutes a milestone. Maybe you didn't regard the insert to your newsletter last month as any big deal.

I'm not implying that you're insensitive or comatose. It may just mean that we've come to take our success for granted.

Okay, enough riddles. What I'm getting at is this: for the first time ever, we have published a mid-year supplement to our membership directory. We did it because it seemed fairly clear that 55 new members justified a supplement. This is particularly good news when you remember that we already had to go to a new kind of binding because with so many members, a mere staple couldn't hold us in place anymore.

Yes, we're at a historical high. We have 440 members, which is a 52 percent climb in just two years. That's exciting. More than exciting. But the numbers don't tell the whole story.

Our new members fall into the following categories: two are cooperative, three are students, five are sustaining, 10 are provisional, and 35 are voting. They come from all parts of the country: 19 are from the Southeast; 18 hail from the Midwest; four are Southwesterners; three come from the West Coast; and we have one new Canadian. At least two are presidents of their state associations, and, in fact, not all are new to NAICC. Flipping through the pages of the supplement, you'll find that some old friends have returned.

There are no state affiliates listed in the supplement, but that doesn't alarm me. All of the state groups that I'm aware of have already affiliated with NAICC. It's hard to grow in a saturated market.

One of the most exciting trends is to be found in the listing for sustaining

members. You'll notice that there are no basic agricultural chemical manufacturers there, even though this sector has been our traditional base of support. There are two reasons for that phenomenon: one is that virtually all the basics are already members; the other is that a wide array of enterprises are learning about the Alliance and what we have to offer. That growth in awareness is due in no small measure to the efforts of our "old" sustaining members who have worked energetically through the Allied Industry Committee to increase and broaden the base of industry support.

I don't mean to imply that we are more excited about one new member than another, or that new members mean more than veterans. We are delighted to welcome you newcomers and returning friends, and we thank our longtime members for your involvement. I'd like to enlist the help of some of you veteran meeting-goers in honoring our newcomers at the New Members' and First Timers' Reception, which will be held on the second evening of the annual meeting. Each of us can make a contribution, and we look forward to seeing you in Orlando where I hope we can drum up some excitement.

All this success is putting me to sleep.

## WE'RE MOVING!

Please make a note of our new address:

**NAICC**  
**752 E. Brookhaven Circle, Suite 240**  
**Memphis, TN 38117**

Phone and fax numbers stay the same:

**Phone : (901) 683-9466**

**Fax: (901) 761-3692**

*("1995 IPM Development and Implementation Teams" continued from page 1)*

### **High Plains Irrigated Crop IPM Implementation Team Development Plan**

States: Colorado, Nebraska, Wyoming  
Contact: Dr. Bill Brown, Jr.  
303/491-6470

### **Implementation of a Multistate IPM Program for Widely Scattered Apple Growers in the Mid-Mississippi River Watershed**

States: Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Missouri, Ohio, Tennessee  
Contact: Dr. Ricardo Bessin  
606/257-7456

### **Implementation and Development of IPM Practices for Apples in the Southeastern United States**

States: North Carolina, South Carolina  
Contact: Dr. James F. Walgenbach  
704/684-3562

### **Integration, Assessment, and IPM Action Teams: Multiple Pest Suppression using Cereal Residues and Cultural Practices in Snapbean, Sweetcorn, and Cucurbit Cropping and Rotational Systems**

States: Oregon  
Contact: Dr. Russell Ingham  
503/737-5255

### **Developing a Strategy for Area-Wide IPM on Potato in the Pacific Northwest**

States: Idaho, Montana, Oregon, Washington  
Contact: Dr. Garrell E. Long  
509/335-5504

### **Integration of Host Plant Resistance and Natural Enemies for Pest Management in Wheat and Barley**

States: Colorado  
Contact: Dr. Michael J. Brewer  
307/766-4261

### **Irrigated Alfalfa-Grass Mixtures for Pesticide Reduction and Development of Expanded Hay Markets**

States: Colorado  
Contact: Dr. Karl K. Kinney  
970/491-2958

**Cotton IPM in Transition: Opportunities for Biologically-Intensive IPM**

States: Mississippi, North Carolina, Oklahoma, Texas  
Contact: Dr. Allen Knutson  
214/231-5362

**Development of IPM Implementation Strategies for Tomatoes in the Southeastern Region**

States: Alabama, Georgia, North Carolina, South Carolina, Tennessee  
Contact: Dr. Geoffrey Zehnder  
334/844-6388

**Implementation of IPM Systems for Cucurbit Crops in the South-Central United States**

States: Oklahoma, Texas  
Contact: Dr. David G. Riley  
210/968-5585

**IPM of Arthropod Pests in Urban Environments**

States: Alabama, Florida, Georgia  
Contact: Dr. Faith Oi 334/844-6399

**Greenhouse IPM in Northern New England-Economic Analysis and Planning for Implementation**

States: Maine, New Hampshire, Vermont  
Contact: Dr. Margaret Skinner  
802/656-5440

**A Process to Identify Opportunities for and Barriers to Implementation of Biologically-Based IPM Systems for Diversified Farms in the Northeastern United States**

States: Massachusetts  
Contact: Dr. William M. Coli  
413/545-1051

**Research, Extension, and Implementation of IPM in Major Apple Production Regions of New York**

States: New York  
Contact: Dr. Joseph Kovach  
315/787-2209

**IPM for Diversified Fresh Market Vegetable Producers**

States: New York  
Contact: Dr. Michael Hoffman  
607/25-1327

**Partners in IPM: A Shared Mission to Ensure a Safe and Sustainable Food and Fiber System**

States: North Carolina, Virginia  
Contact: Dr. R.E. Stinner  
919/515-1648

**Integrated Crop Management for Small Grains in the Mid-Atlantic Region**

States: Maryland, Delaware  
Contact: Ms. Betty Märose  
301/405-3929



**1995 Farm Bill to Cover Seven Years**

Prior to the August recess, Members of the House of Representatives ad hoc budget task force agreed to recommend a seven-year farm bill to the full House Agriculture Committee. Chairman Pat Roberts (R-KS) plans to hold a full committee mark-up of legislation to meet the \$13.4 billion budget responsibilities for farm programs as required by the Budget Resolution passed earlier this session by the House. The mark-up should be happening as you read this, and the Committee will have until September 22 to make the budget reconciliation deadline adopted by Congress.

Over the August recess, Roberts encouraged Committee members to look at all options to fulfill budget obligations, including the "Freedom to Farm Act," a bill introduced by Roberts and General Farm Commodities Subcommittee Chairman Bill Barrett (R-NE). Proponents of this legislation say it would give farmers flexibility to plant for the marketplace and move government out of farm programs management.

A contract between the federal government and the farmer would be

created, granting farmers a guaranteed annual payment for the next seven years based on a percentage of their historical farm payments. Farm spending would be capped so payments would decline in each of the seven years as the transition progressed.

Acreage Reduction Programs (ARPs) and set-asides would be eliminated, and in exchange farmers would agree to maintain previously developed conservation compliance plans, ensuring environmental preservation.

An eleven-member commission called the Commission on 21st Century Production Agriculture would be established to monitor the transition and make decisions about farm programs at the end of the seven years, based on international competitiveness, farm land values, income, and other factors. The commission would be comprised of members appointed by the President and the House and Senate Agriculture Committees.

**Cochran Introduces Alternative to "Freedom" Bill**

Senators Thad Cochran (R-MS) and David Pryor (D-AR) introduced the Agricultural Competitiveness Act of 1995 which, according to its backers, would ensure that U.S. agriculture will remain competitive in world markets and avoid downsizing of allied agricultural businesses. This bill would uphold farmers' roles in world markets and provide greater planting flexibility, while meeting the deficit-reduction goals. Another flexibility option would allow farmers to produce program crops such as cotton, rice, wheat, and feed grains on up to 25 percent of their historical soybean acres. As a commitment to a balanced budget, this plan keeps target prices at 1990 levels by linking deficiency payments to production and prices, and by increasing non-paid base acres from 15 percent to 25 percent. Most of the major commodity groups are backing this Senate version of the farm bill.

**Delaney Clause Reformed in Senate Bill**

If passed, the Food Quality Protection Act of 1995 will ensure continued availability of a safe, affordable and

abundant food supply, provide regulatory relief on minor use pesticides, and reform the Delaney Clause. Senate Agriculture Committee Chairman Richard Lugar (R-IN) introduced this measure August 10 to amend the Federal Food, Drug and Cosmetic Act. A single, negligible risk standard for pesticide residues for raw and processed foods would be established, reforming the current Delaney Clause which prohibits potentially carcinogenic food additives, even at levels that pose no risk.

Other provisions of the bill include:

- EPA having greater ability to evaluate acceptable levels of residue tolerances.
- EPA, USDA, and the Department of Health & Human Services improving pesticide data collection.
- Encompassing Lugar's Minor Use Protection Act of 1995, introduced earlier this year, into the bill.
- Expand manufacturing flexibility so that pesticides would not be canceled during the reregistration process solely due to costs.

## NAICC Welcomes More New Members

Two seed producers have recently become sustaining members of NAICC— Pioneer Hi-Bred International, Inc., and Sure-Grow Seed, Inc.

Pioneer was established in 1926 as the first company to breed, produce, and market hybrid seed corn. Headquartered in Des Moines, Iowa, Pioneer now develops, produces, and markets seed corn, soybeans, sorghum, alfalfa, canola, sunflower, wheat, and vegetables seed as well as microbial products for crop and livestock inoculation. The company also offers business information products and services as management tools for farmers.

Pioneer owns more than 100 research stations around the world, with more than 1,300 employees concentrating on research and product development. They utilize the latest technology to augment crop improvement methods and transfer non-traditional traits into commercial products.

Sure-Grow Seed began in 1912 as a family-owned company, which by the

1950s, was growing, processing, and marketing cottonseed. By 1970, Sure-Grow had built acid delinting plants in Alabama, Mississippi, and Arizona. Finally, not content to market other companies' varieties, the company established its own breeding program in the mid-80s and began to develop new cotton varieties at research and breeding facilities in Mississippi, Arizona, Texas, South Carolina, and Arkansas.

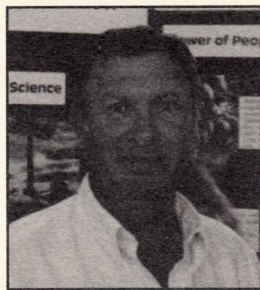
The Agricultural Retailers Association (ARA) has joined NAICC as a cooperative member. ARA, headquartered in St. Louis, Mo., is a professional association of over 1000 retail agricultural dealers nationwide. The Association's mission is to enhance the professionalism of members, and this objective is accomplished through continuing education programs, tradeshow, and legislative and regulatory representation. In addition, ARA provides its members with a monthly newsletter, a weekly fax update on regulatory developments, and a free subscription to *Ag Retailer* magazine.

### *In My Opinion*

## The Table Called REAP

by Dan Bradshaw

While thinking about what I want to say about REAP, Past President Maggie Alms' comments about a place for NAICC "at the table" kept coming back to mind. While



this place at the table is now closer to reality, designing and building the table goes back years in the history of NAICC and is one reason for REAP.

Some may think history "boring," but it is essential if we are to understand and appreciate the events of today and the potential for the future. In the mid-80s (1980s that is) NAICC was striving to gain recognition for the profession of crop consulting. It was felt both experience and education were essential to prepare individuals to be crop consult-

ants. Unfortunately, no formal education program existed to prepare people to do our kind of work. The essential experience varied even more to meet individual needs. Therefore, it seemed certification was the most reasonable way to recognize and give credibility to well-prepared individual crop consultants. Individuals becoming more credible would in turn give credibility to the profession.

Well, this was all well and good, but in 1988 the NAICC Steering Committee recognized that to be credible we could not just certify ourselves. We had to cooperate with existing programs and disciplines. Furthermore, there needed to be some uniform standards and reciprocal recognition with existing programs. Otherwise we would be up to our eyeballs in paperwork to comply with all the varying certification requirements. The question was which existing program did we want to cooperate with and have administer our certification? Should we sit at the agronomist's table or at the entomologist's table? Either way we could upset a sizable portion of the NAICC membership — and still not meet our needs for all the other areas in which we are involved. Eureka — why not just build a new and bigger table and invite them all to sit down together. All share many of the same attributes and problems. And while we are doing it, let's invite the environmentalists to sit down with us. Let everyone share in the ownership of the table. Good idea!! And why not call it the Registry of Environmental and Agricultural Professionals or REAP?

Well, when we started to get some of these groups of professionals together, we found we had a lot more in common than just certification. All wanted to bring reason and science into the decision and policy making process. We wanted recognition for those working at the applied level in the field that was comparable to that for theoreticians and academicians. Certification was the first and most easily doable, but the list went on and on. All groups of professionals wanted a say in their future — all wanted a place at the table.

Since that time (the late '80s) many new certification programs have developed. Many of them have not seen the advantages of cooperation with other

groups on the wide range of issues as much as NAICC. But things are changing!! REAP officers had the opportunity to meet with officials of USDA and EPA in the last few months. Officials from both agencies recognize government and the public have higher expectations than government has resources to meet.

Government agencies now recognize they are going to have to rely on the private sector in a cooperative effort to get the enormous job done. But how will they be able to bring all the various groups together to deal with the tremendous complexity that exists in real world situations? REAP already has the basic structure of the table where all groups can come together. Even more important, all groups have a chance for ownership in the table. All can sit down and participate as equals.

REAP has in the past and can continue in the future to provide NAICC with the important and credible third-party that the Certification Board felt was essential when the certification program was being structured. It can also provide NAICC with a place at the table of all scientific and environmental organizations. A meeting will be held October 28 in St. Louis to solidify this structure. President Harold Lambert plans to attend. It is only fitting that NAICC and REAP work together to assure a bright future for both organizations — and an effective forum for agricultural and environmental issues.

*Dan Bradshaw of El Campo, Tex., is a voting member and past president of NAICC. He has served on the following NAICC committees: Certification Board, Steering Committee, Certification Committee, and Certification and Licensing Subcommittee. He currently serves as president of REAP.*

#### IN MEMORIAM

We extend our deepest sympathies to the family of former NAICC member Herbert Raab, who died Saturday, April 8, in Sioux Falls, S.D. Raab was a research agronomist, and after working for several major agricultural chemical companies across the United States, began his own business, Dakota Agricultural Research Service, which he operated from his home in Valley Springs, S.D. He became a member of NAICC in 1993. Expressions of sympathy may take the form of donations to the Herbert Raab Memorial Scholarship at Garretson High School in care of Robert D. Hofer, Box 280, Pierre, S.D. 57501.

## Sun 'n Fun— the NAICC Annual Meeting

by Lorie Heath, Managing Editor

Summer fun in January? It could happen, especially if you plan to attend the NAICC annual meeting Jan. 24-28 in Orlando, Fla. Make it a family vacation; it's the best time of the year to avoid the crowds.

The main attraction, of course, is Walt Disney World. Covering 27,400 acres, or 43 square miles, this entertainment complex is unbelievable. Your visit would not be complete without a trip to the Magic Kingdom. Although it seems to be geared toward children (kids can even tour Mickey Mouse's house and have their photos taken with him), no adult will ever forget the special effects and wonder of such legendary rides as the Pirates of the Caribbean, the Haunted Mansion, It's a Small World, 20,000 Leagues Under the Sea, and the very worthwhile Space Mountain.

There's more to Disney than the Magic Kingdom, however. Try EPCOT, referred to by the visionary Walt Disney as "a living blueprint of the future." Here you can watch an audioanimatronic Michelangelo paint the Sistine Chapel, pose as a robot draws your portrait, or visit the world's largest aquarium, all within the boundaries of Future World. In the World Showcase, explore the cultures of 11 countries as you wander in and out of pavilions which house authentic restaurants, shops, architecture, and landscaping.

At Disney-MGM Studios, take a backstage studio tour, play a part in one of your favorite television shows, or help to create sound effects for a movie sequence.

After a long day at the amusement parks, the little kids sleep while the big kids continue to play at Pleasure Island, a complex of shops, restaurants, and nightclubs, complete with a country and western dancing club, a comedy club, and an adventure club. Suit your fancy.

Special savings on Walt Disney theme park tickets are available to NAICC members attending the conven-

## DOERS PROFILE



Sara Savary

- Regional Manager of Crop Care Associates, Inc., in Fresno, Calif.
- Married for 9 1/2 years to husband, Albert Savary.
- B.S. in zoology from California State Polytechnic University in Pomona.
- M.S. in agriculture from California State Polytechnic University in San Luis Obispo.
- Member of the California Women for Agriculture and the California Agricultural Production Consultants Association.
- Served as a Fisheries Extension Volunteer for the Peace Corps in Togo, West Africa, from 1982 to 1984.
- Hobbies include flower gardening and playing the violin and guitar.

Sara's experiences as a volunteer in West Africa steered her toward her current career. "I fell in love with agricultural consulting while working with farmers in the Peace Corps," she said. "I really enjoy bringing new information and techniques to farmers and learning from them as well. Working as part of a team to grow the food the world eats is really exciting. Doing this in the richest agricultural area in the world is a bonus. I get to work with such a wide variety of crops, and there is always something new going on.

"I have become an advocate for agriculture through my involvement with California Women for Agriculture. I work on projects in our community to bring common sense information about food safety to consumers, teach agriculture to children, and fight grassroots political battles on issues of land and water rights, pesticide regulation, and Endangered Species Act reform. This has given me a whole new appreciation for the American farmer."

WATCH THIS SPACE MONTHLY FOR  
PROFILES OF NAICC MEMBERS.

tion. Details are included with the enclosed registration information.

Stay a few extra days and see some of the sights outside the Disney Village. Universal Studios in Orlando is the largest motion picture and television production studio outside of Hollywood, covering 444 acres and housing 50 attractions and 40 street sets. If you're lucky, you may be asked to be an extra.

Take the kids to Nickelodeon Studios, where they can audition to play a role or be part of a live audience. Visit the Boneyard, the home of many famous movie props. Have lunch at the Hard Rock Cafe. Or, take in some of the attractions—have a close encounter with King Kong, learn how movie disasters are created as you are caught in an earthquake, or help E.T. save his planet.

While in the Orlando area, you might want to visit Shamu and his killer whale friends at Sea World, or take in the waterskiing shows and famed antebellum hoop skirts at Cypress Gardens. Or, you may prefer the big game animals and exotic birds at Busch Gardens.

Sportsmen (and women) will not forget that Orlando is the home of the Orlando Magic. And if you enjoy fishing, you'll be happy to know that central Florida is covered with freshwater lakes and rivers.

What's a trip to Florida without a beach, you say? Take the Beeline Expressway east of Orlando and arrive at Cocoa Beach in about 50 minutes. But be prepared for a cold ocean and breezy tanning weather. The temperature rarely climbs higher than 70 degrees in January, and may drop to as low as 49 degrees.

Venturing down Orlando's International Drive (or I-Drive as it's known to residents), you will find waterslides, mini-golf, comedy clubs, and other amusements, as well as hot air balloon rides over the city. Dining choices are of a wide variety, ranging from Polynesian to Thai to Tex-Mex to good old burgers and fries. And don't worry—there's plenty of shopping available. Purchase tropical clothing, nautical jewelry, shells, Florida citrus

fruits, and of course, the traditional Orlando souvenir, a pair of Mickey Mouse ears.

In case you haven't guessed it by now, Orlando offers its fair share of fun. Don't miss out on the excitement—join us Jan. 24-28, and just stay a while. I'm sure Mickey won't mind at all.

### *In My Opinion*

## PLANNING IS EVERYTHING

*by Don Jameson, President Elect*

When the NAICC Executive Board met in Washington, D.C., recently to visit our elected representatives, staff, and agency administrators, the experience was more than a little intimidating for first-timers like myself.

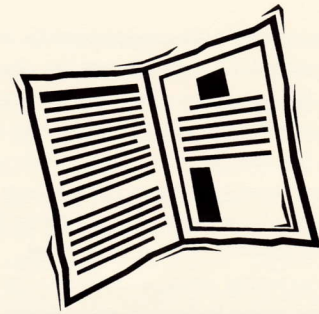
My discomfort, however, was quickly eased by the efficient planning and preparation that had preceded our meeting. Achievement of this "greasing of the skids," as some say, required a substantial amount of talent, time, and attention from our executive staff.

My goal in writing this short report is to publicly compliment and thank Daney Kepple, Allison Jones, and the NAICC staff for their excellent preparation. You, the members of this fine organization, may rest assured that we are getting a real value returned from this hardworking team.

Arrangements for travel, hotel, meals, and meetings were skillfully pre-scheduled. Each of us was given itineraries for individual or team meetings with agency staff or legislators. Our group was able to meet with 70 people in a two-day period.

Our agenda also included two seminars: one at USDA, the other at EPA. Both Daney and Allison assisted the Board in effectively presenting the goals and mission of NAICC, as well as ways in which the Alliance can aid in policy planning as we are given more opportunities to do so.

A hearty "thanks" to our capable staff; I look forward to working more closely with you.



## MEMBERS IN THE NEWS



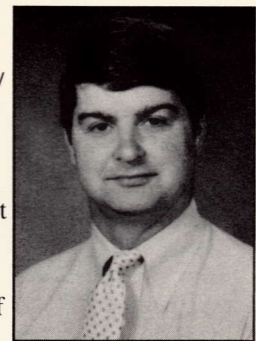
**Dr. Grady Coburn** (above) was featured in a recent issue of *Cotton Grower* magazine, in which he was interviewed regarding the benefits of early planting for an article entitled, "Earliness—More Than a Buzzword."

**John Christian** was interviewed for a recent *Cotton Grower* article on Boll Weevil Eradication, in which he explained the difficulties cotton producers in the Rio Grande Valley of Texas have experienced this season.

NAICC President **Harold Lambert** made the news twice recently; his comments on the role of crop consultants in crop production appeared in the July/August issue of *Agri-Marketing*, and he and **Brad Buchanan**

(right) were quoted in a June/July *Agri Finance* article about information management technologies. Buchanan drew from his years of experience to discuss the various uses of computer mapping.

**Dr. Alton Walker** appeared in the Vol. 3, No. 3 edition of *FMC Corporation's Cotton Advisor*, for which he was interviewed about his experiences providing crop management advice to grower Bobby Webster.



## What Could I Possibly Say About NAICC?

by Paula Lambert

Across the table at a Memphis restaurant, I was approached about writing an article for the NAICC newsletter. Were they joking? I'm not a consultant. I'm not even in an agricultural field professionally. I'm simply the wife of an agricultural consultant who is president of NAICC. I am an honest, hardworking kindergarten teacher of 18 years. What can I say? I have no technical information, but I have lots of feelings. Feelings are sometimes hard to put on paper, but I will try my best. Here's my story...

Several years ago, my husband Harold began to get involved in an organization called NAICC. Well, you see, Harold likes to get involved in many, many different organizations, and sometimes a reality check is in order. So once again, I had to ask, "What is NAICC all about? Is it really worth your precious time? You already work 48-hour days (can you relate, spouses?!)"

There was something special about this organization, and I set out to find it. Slowly, I began to travel to a few meetings with Harold, held a few friendly conversations over the phone, and shared a few drinks, some laughter, and good food. It wasn't long until I began to understand what NAICC had to offer. First, I can't ignore the huge amounts of technical information gathered by this organization, most of which is way over my head. All I know is that consultants and researchers never stop learning and sharing.

But the one characteristic of NAICC that grabbed my attention was friendship. The Alliance consists of people from across the country. Their personalities are so varied. Some prefer to wear cowboy boots; others are more comfortable in a suit. They vary in age. Many are young sponges, eager to absorb all that they can, while there are many who could be my father (let's say I'm middle-aged—no offense, Dick Jensen!). They hold a wealth of knowledge no book or computer could ever produce. They deserve your ultimate respect. In this melting pot, there is something for everyone. Choose what you like, but I've found friendship. The friends I have made are as genuine as apple pie, the Norman Rockwell kind,

(Continued on back page)

## NEW MEMBERS

### SUSTAINING

#### **Sure-Grow Seed, Inc.**

**Contact: Joe Hall**

Rt. 1, Box 310

Centre, AL 35960

Office: 800/633-2226

Fax: 205/927-7319

*Services: Producer and marketer of cottonseed, with research and breeding facilities in Mississippi, Arizona, Texas, South Carolina, and Arkansas.*

### COOPERATIVE

#### **Ag Retailers Association**

**Contact: Alan Krob**

11701 Borman Drive, Suite 110

St. Louis, MO 63146

Office: 800/844-4900

Fax: 314/567-6808

#### **The Irrigation Association**

**Contact: Thomas H. Kimmell**

8260 Willow Oaks Corporate Drive,  
Suite 120

Fairfax, VA 22031-4513

Office: 703/573-3551

Fax: 703/573-1913

## CERTIFICATIONS

#### **Robert Bland Atkins**

**Agricultural Management  
Services**

8122 Whispering Pines Trail

Windsor, VA 23487

#### **Henry L. Carr**

206 Oak Street

Quitman, GA 31643

#### **J. Larry Chiles**

**Growth, Inc.**

P.O. Box 1137

Clarksdale, MS 38614

#### **Paul S. Clark**

**Clark & Reed Consulting**

2747 County Rd. 387

Courtland, AL 35618

#### **Gordon A. DeLano**

**Beaver Creek Ag Service, Inc.**

RR 2, Box 147

Hatton, ND 58240

#### **John D. Fedewa**

**Dennings & Associates, Inc.**

14999 West Colony Road

Pewamo, MI 48873

#### **John F. Mackson**

818 W. 4th St.

Pinconning, MI 48650

#### **Robert L. Massey**

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## CALENDAR OF EVENTS

like Mrs. Dorothy Young. My children have even found special friends in NAICC (we are thinking about you, Amery and Greta). Maybe it has something to do with the profession of helping farmers, or just plain helping anyone. There is a knack in creating that unique relationship of helping. And that brings me to my last message, "relationships."

I can't help comparing the consultant-farmer relationship to my own personal experiences in the classroom. Blindly, students depend, trust, and respect that a teacher will give them all that they need to succeed, just as a farmer depends on his consultant. There is a bonding that must take place for the consultant-teacher to take his or her real place in the professional picture. NAICC is a wonderful place to gather your information, thoughts, feelings and friendships. There is a common thread that binds us all—a belief in the American farmer, the American way!

"Harold, the organization checks out. It is worthy of your precious time."

My message is to get involved with NAICC. Your family will never regret it. There is something and someone for everybody. This group has GREAT FOLKS! And maybe I do know a lot about NAICC. That is, from a wife's point of view.

### **OCT. 16-19, 1995**

Society of Quality Assurance Annual Meeting, "Partners in Compliance," Hyatt Regency at Civic Plaza, Phoenix, Ariz. For more information call: 703/684-4050.

### **OCT. 17-19, 1995**

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

### **OCT. 25-26, 1995**

University of Wisconsin-Madison School of Natural Resources Workshop, "Privatization of Technology and Information Transfer in U.S. Agriculture: Policy and Research Implications." For more information contact: Steven Wolf, 608/262-6049.

### **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, 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**

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

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