



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

Volume 10, Number 8

The Voice of the Professional Crop Consultant

November 1996

When over 300 agricultural professionals gather for the NAICC Annual Meeting in January, 1997, it is sure to be a lively week due in part to the sponsoring companies which make possible individual convention events such as luncheons, receptions, and dinners.

This year's convention will be kicked off on the morning of Thursday, Jan. 23, with individual breakfast breakout sessions for consultants and researchers. These will also be held on Friday and Saturday. Two of this year's breakfast breakout sponsors are **Monsanto Company** and **Sandoz Crop Protection Corp.**, and these companies will bring a great start to the day with "food for thought" provided by experts in various areas of the consulting and contract research professions.

The Outgoing President's Reception, co-sponsored by **DuPont Agricultural Products** and **U.S. Publications**, will be a chance to say our thanks and goodbyes to outgoing President **Don Jameson**, and will serve as a prelude to the Awards Banquet, partially sponsored by **Delta and Pine Land Company** and **Farm Progress Publishing Company**. This evening, the industry's most prestigious awards will be announced, and membership pins and plaques will be presented.

NAICC's 1997 President, **Billy McLawhorn**, will take office the following afternoon at the President's Luncheon, co-sponsored by **Bayer, Inc.** and **Agri Finance Magazine**. McLawhorn will share his plans and goals for the coming year.

Coffee breaks will be sponsored on Thursday by **John Deere Agricultural Services Group** and **Helena Chemical**



SPONSORS SHOW SUPPORT

Company, and on Friday by **Rohm & Haas**. Refreshments will be provided in the exhibit hall by these sponsoring organizations, for hungry, thirsty, and weary exhibit viewers.

Friday evening will offer an opportunity to mix and mingle with new members at the New Members and First Timers' Reception, sponsored by **American Cyanamid Company**. Shortly to follow will be the Incoming President's Reception, sponsored by **Abbott Laboratories**. This event will provide a chance to get to know our new President and discuss the issues with him.

On Saturday, an exciting opportunity to view a local grower's operation will be offered by a Texas farm tour co-sponsored by **Ag Consultant Magazine** and **DowElanco**. The evening's festivities will begin with an Executive Board Reception, sponsored by **Valent U.S. A. Corporation**. The grand finale of the convention, the FEAE Auction and Dinner, sponsored by **FMC Corporation**, will bring the week to a rousing conclusion.

Other sponsors include **Rhone-Poulenc Ag Company**, responsible for

annual meeting T-shirts, **Ciba Crop Protection**, responsible for registration badges, and **Zeneca Ag Products**, responsible for the annual meeting programs.

A hearty thank-you goes out to this year's convention sponsors. The support of these companies is sure to make the 1997 convention yet another successful one.

Profile: 1997 NAICC Officers

When NAICC members submitted their votes for 1997 officers in October, they did more than just choose their leaders, they appointed the caretakers of an organization that represents the fastest-growing group of ag professionals in the industry. It's a heavy undertaking, to be sure. Let's take a closer look at those individuals.

President-Elect **Lee West**, a 10-year NAICC member, has the right kind of

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PRESIDENT'S MESSAGE

OLD ISSUES AND NEW IDEAS

by Don Jameson

As Bruce Nowlin once phrased it, this is the time of year when we begin to stock up our inventory of training and knowledge. Now we must adapt ourselves to draw upon the knowledge of a much wider range of sources, often beyond our immediate county and local meetings. The wide array of experience and information available by books, CDs and even the Internet is of itself almost a full-time job to keep track of within our specific disciplines, let alone those other subjects that we have tangential involvement in as general practitioners. Maybe you will need to hire another individual to work for you. In our organization we have come to realize that we do need to designate a part of one individual's time to be available for searching out this kind of supporting information we need. Then as you all realize, the next challenge upon the consultant is to take this knowledge and accurately draw from it or apply it to real problems and field situations our clients work with.

I will not, nor am I able to, cover all the hows and ways to achieve that. However, I am increasingly convinced that the survival and adaptability to change of crop consultants will depend upon their access to and ability to handle increased quantities of accurate knowledge that they, in turn, will match up from data out of the field so that they may provide management information appropriate to the clients' needs.

So let's just wrap up this discussion by saying, "What better place to begin exploring than at the NAICC Annual Convention?" I know that there is plenty of tremendous information in the seminars and presentations alone. But, ask anyone who has attended and the majority will say the greater added value has also come from meeting other real live people, learning and talking to them about their ways of operating, in

what is most likely a very congenial and noncompetitive environment. Sign yourself up, motivate a peer to attend also and then talk it up with a local product supplier or basic manufacture representative who you believe could likewise profit and gain from attendance. Throughout this November issue, as well as other recent issues, you will see plenty of reasons and information as to why this is going to be a meeting unique among others that we've had in recent years. Many different areas are receiving special emphasis, and you can be a part of making those special emphases come into success.

In the second part of this column, I want to commend **Harold Lambert's** leadership in moving quickly in the summer to put before you in October the list of candidates willing to face election for representing your organization. One obvious item is that there were two candidates for every position and no uncontested slots. As Bruce Nowlin wrote several years ago, this is a real indication of the strength of our organization, and I believe you would agree that all candidates were fine, respected, and very qualified individuals. Your organization has a well-established nomination process in place that is designed to receive input and representation from the varying sections of our membership.

Beyond those who are elected to the Executive Board, our members should never forget that there is a huge contingent of individuals willing to serve on committees and even work to chair those committees. I've been very proud of the work individual committees have done in past years, as well as this year. If you have an interest in serving on a committee, make your availability known to President-Elect **Billy McLawhorn**. That's the job he has before him right now, filling the many positions with

willing and excited people.

The Board has also recognized the need for those coming into office to have a basic level of training as to how to function as a Board member. Several concrete steps and activities have been carried out throughout the year to address that need. More can still be done and it's a process that will be ongoing for several years as we develop systems and processes for providing pre-office training. Even this year we will be making the opportunity available for the oncoming Board members to meet with the current Board at the front end of the upcoming convention.

I hope all of you have had a successful summer; I have heard some incredible stories. I look forward to meeting with you again in San Antonio when we can exchange these field stories and grower experiences amid the great camaraderie that we know we will enjoy. See you there.

("Profile: 1997...", continued from page 1)

experience to lead this organization. For fifteen years she has worked as both a contract researcher and a crop consultant, and is currently the Research Director for Research Designed for Agriculture in Yuma, Ariz. Past service to NAICC includes Co-Chair of Annual Meeting Coordination, Program, and Local Arrangements Committees; as the Research Education Committee Chair; and a term as Director for 1995/96.

Of particular interest to Lee is education, and the Alliance's efforts to assist in the development of multidisciplinary agriculture degree programs. "Education of our children, and of the public at large, is the most powerful way we have of turning the tide of opinion into a positive one for 'high-tech' agriculture," she emphasizes.

Secretary **Roger Irwin**, also a contract researcher, is the President of Prairie Agricultural Research, Inc., in Britton, S.D. A six-year NAICC member, Roger previously served as Chair of the Research Education Committee. He looks forward to the opportunity to serve in a new capacity, and believes that in the future NAICC will be seen "as a recognized voice of reason in agricultural stewardship into the 21st century."

New Directors are **Yella Reddy**, **Loarn Bucl**, and **Pat Robinson**. Reddy is also a member of several other agricultural organizations, including the American Society of Agronomy and the Soil Sciences Society of America. His impressive qualifications include Past President of the **Nebraska Independent Crop Consultants Association** and Chief of Non-point Source Evaluation, Ohio EPA. Having served on the Board in 1995, Reddy has a keen eye for opportunities to further the interests of the Alliance, and believes that "the responsibility rests on each member of NAICC."

Bucl, owner of Mid-South Ag Consultants in Sublette, Kan., has been an NAICC member for eight years, and in that time has served on five committees and one task force. He has been an independent crop consultant for 21 years, long enough to see the tremendous growth the profession has undergone. "As our profession continues to mature," he says, "consultants will need a voice." Bucl feels NAICC can fill that role.

As Senior Manager of Agribusiness for Sustaining Member **American Cyanamid**, Pat Robinson has been quite active in his service to NAICC. He is a founding member and past chair of the Allied Industry Committee. Robinson is excited about the opportunities technology will bring for the future of the contract research and crop consulting professions, and was involved in the development of the New Technology Session and Poster Session, which he says, "allows Sustaining members to interact with the attendees and promote the transfer of evolving technology among members."

Good luck to all our new leaders!



HAPPENINGS ON THE HILL

by Allison Jones, Executive Director

Crop Advisor Exemption Clarified

By now most of you know about the crop advisor exemption published in May, 1995. There is still a great deal of confusion about what this exemption entails. This confusion is understandable in light of the changes to the regu-

lation, but more important because of the duties which crop advisors perform.

First of all, the duties of crop advisors are described in the definition portion at the beginning of the WPS regulation. Their duties include assessing insect populations, pesticide distribution, and general plant vigor, among other things. Under the WPS, crop advisors must receive pesticide handler safety training, wear personal protective equipment (PPE), and abide by certain other provisions. However, because of their duties, which typically would not expose them to pesticide residues for any long period of time, the exemption was granted. It is only during those crop advising activities that the exemption applies. If, for instance, a person who calls himself a crop advisor applies pesticides, he then becomes a handler and must follow ALL the provisions of the WPS for handlers. Or if the "crop advisor" one day looks at insect distribution but the next day hand harvests tomatoes, he becomes a worker and must be provided with decontamination supplies, etc.

So, you see, it's not what you call yourself that matters, whether you call yourself a crop advisor or handler, it's what you are doing at the time that determines what portions of the WPS apply to you.

With this in mind, let's look at the conditions under which a crop advisor can take advantage of the exemption.

The American Society of Agronomy (ASA) and the National Alliance of Independent Crop Consultants (NAICC) both have certification programs which contain the necessary information to meet the requirements of the WPS pesticide safety training provision for handlers (the training required for crop advisors). EPA has recognized these two programs as meeting the WPS requirements and may approve other organization's programs if requested. The reason EPA is recognizing these professional organizations is that many states do not have a crop advisor/consultant licensing or certification program. Without such a program, there would be no way for crop advisors working in those states to be exempt from certain WPS provisions. States which do require licensing or certification of crop advisors either have or should incorporate the WPS safety training for handlers which would

exempt those crop advisors working in their states.

So, once a person has successfully completed either the ASA or NAICC program or a state certification program for crop advisors, he or she can take advantage of the exemption for crop advising tasks.

A more detailed description of the exemption is contained in the July 3, 1995 Federal Notice WPS rule amendment and the EPA guidance for approving and developing crop advisor programs.

This excerpt appeared in the EPA Region 4 Worker Protection Update to provide clarification on WPS and is not official EPA policy.

EQIP Program Preview

The following is a September 6, 1996, letter written to Allison Jones by Lloyd E. Wright of the Natural Resources Conservation Service.

Dear Ms. Jones:

Thank you for your letter of August 14, 1996, to Paul Johnson, Chief of the Natural Resources Conservation Service (NRCS), regarding the Environmental Quality Incentives Program (EQIP). I am pleased to receive your letter and to respond on behalf of Chief Johnson.

As you indicated in your letter, the 1996 Farm Bill specifically stated that the Secretary shall ensure that the processes of writing and developing proposals and plans for contracts, and of assisting in the implementation of conservation practices be open to individuals in agribusiness. While the Department of Agriculture is still in the rulemaking process for EQIP, I can inform you that we have made every effort to ensure the involvement of agribusinesses such as your members as we have developed the regulation. The regulation will be published in the Federal Register in the near future. I encourage you and your members to review the regulations and provide comment within the public comment period.

I also encourage your members to contact the NRCS State Conservationist in their state to receive details of the program when it is operational, which is expected to be in October. When EQIP is operational, State Conservationists will have an important role in determining eligible conservation practices within states and who may provide technical

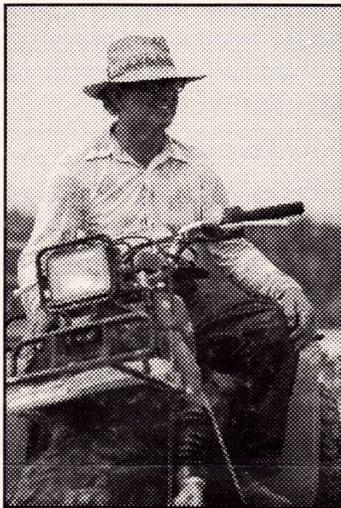
assistance to eligible farmers and ranchers.

Again, thank you for writing and for your interest in this new natural resources conservation program.

Lloyd E. Wright
Director, Conservation and
Ecosystem Assistance Division

Read on for information on how to respond to request for comments on EQIP.

(Continued on page 8)



ATVs in Agriculture

by Lorie Adams, Managing Editor

The original use of the all-terrain vehicle (ATV) was recreational. However, shortly after its appearance in the U.S. in the 1970s, it was found to be useful in moving through areas inaccessible to other motorized vehicles and therefore became common in agriculture and other industries. ATVs are used to inspect crops, repair irrigation systems, to seed, to apply chemicals, to transport items from place to place, and for many other functions.

ATVs can be dangerous, however. The Consumer Product Safety Commission reports that an estimated 90,000 individuals are treated annually for ATV-related injuries in hospital emergency rooms; more than 120 deaths are reported, with most of these fatalities being children. Around 16 percent of all ATV accidents occur on a farm, and this number could increase as the ATV becomes a more common agricultural tool.

Neither OSHA nor the Department of

Transportation regulates the use of ATVs.

Some states have passed laws governing ATV use, but there is currently no Federal regulation regarding their use or liability. The best way to reduce liability is to use only four-wheeled ATVs, which are more stable than their three-wheeled counterparts, and therefore have a much lower accident risk.

The following are guidelines to follow for safe use of ATVs on the job:

- Never carry passengers, and never overload the front and/or rear carrier. Keep your ATV balanced. Two general rules to keep in mind are carrying no more than one-third of the vehicle's weight on the rear carrier, and never towing a load heavier than the combined weight of the ATV and the operator. Extra loads hamper the operator's ability to control and steer, and increase the risk of an overturn.
- A hands-on training course, given by a certified instructor, is necessary for all ATV operators, who must be physically strong and emotionally mature.
- Be familiar with the owner's manual, and maintain your ATV in accordance with it, keeping tires uniformly inflated, brakes adjusted, throttle operating smoothly, etc.
- Always use personal protection equipment. If you are traveling at a higher speed than 10 mph, a full-face helmet should be worn. It should bear the American National Standards Institute label (ANSIz90.1 or equivalent). For many slow-speed operations, no face protection may be needed other than a hat or cap unless working around branches, in which case a face shield or goggles should be worn to protect the face and eyes. At high speeds, face or eye protection should always be worn. The goggles or face shield should carry the American National Standard Institute label (ANSIz87.1 or equivalent). A quality pair of boots or shoes that cover the ankle are a must. Soles and heels should be made of slip-resistant materials, not leather or neoprene. Well-padded gloves are recommended, as well as full-length trousers and long-sleeved shirts, particularly if working in a grove-type environment where loose clothing could catch on a branch. Generally, clothing is dictated by the task.

- Never ride the ATV on paved or public roads, or with alcohol or drugs in the bloodstream. Merely crossing a public road is both dangerous and illegal. Not only is control more difficult on paved surfaces, but driving on paved roads will damage tires rapidly.
- Use caution when operating your ATV. Slow down in slippery conditions, on rough terrain, on slopes, or in any other conditions that demand a slower speed for safety. Stop at all blind intersections, at corners of buildings, and when emerging from between rows of trees or shrubs.
- Children under the age of 16 years should never be allowed to operate an adult-size ATV (greater than 90 cc engine).

With no laws governing the use of ATVs, liability is increased. Therefore, the best way to avoid risk of accidents is to be cautious and use common sense.

When selecting an ATV for work, a four-wheeled model is best, because it is more stable, provides better traction, and is easier to steer, therefore less prone to side overturns. Features to look for in purchasing an ATV for your business include the following:

- Full suspension—handles better than front-only or tire-only suspended.
- Automatic clutch—reduces chances of "popping the clutch," which can cause rear overturns.
- Reverse gear
- Solid shaft drive—more trouble-free than a chain drive
- Differential with a locking mechanism
- Front and rear brakes with independent controls
- Wide, well-padded seat
- Roll bar, safety belt, deflectors
- Hot engine components should be guarded
- Front and rear carrier racks

The anticipated use of the machine should determine whether optional features such as power take-off or an electric starter are included. Also keep in mind when considering engine size and gear ratio that agricultural operations have few reasons for a speed of more than 20 or 25 mph.

Improve Scouting Precision without Raising Costs

by Steven Rogers, Ph.D.
ECOSTAT, Incorporated

The following is excerpted from Dr. Rogers' presentation at the NAICC Annual Meeting in January, 1996.

Sampling is the cornerstone of effective IPM programs. IPM requires current information concerning pest status to render timely decisions about management activities. Analyses of growth curves and yield or crop quality data using statistical methods may provide insight into specific conditions in which costs may be reduced or savings increased. Sampling programs and associated data analyses may not provide accurate or useful information if pertinent statistical considerations are not met. Individual farmers need to become better convinced of the value of statistics in ongoing farming operations.

Applications of statistics include the following: developing primary sampling programs for new clients, new cultivars or new production programs; testing efficacy and efficiency of crop production programs (as opposed to specific products); analyses and interpretation of soil and tissue data for nutritional programs; graphical analyses of insect and microbial populations; determining cost-effective protocols for executing survey programs; confirming or excluding factors as significant causes of disease for litigation.

An essential first step in the development of a primary sampling program is the comparison and evaluation of potential sampling techniques.

All units of the statistical universe should have an equal chance of selection as a sample unit. The sample unit should be stable and easily delineated in the field. If not, then changes should be documented such as changes over time in plant number per unit area or leaves per plant. The proportion of the insect population using the sample unit must remain constant (at least within a sample period). The sample unit size should provide a reasonable balance between cost and variance (i.e., precision). The sampling unit should be

scaled to the arthropod's size, mobility and relative abundance. Finally, the sample unit should be convertible to units of area. This last criterion is almost always important for population research, but is not necessary for most practical pest management programs.

Method to determine precision per unit cost of a survey program:

Sampling efficiency refers to the precision per unit cost. Sampling efficiency may be quantified by calculating the relative net precision (RNP) as

$$RNP = [1/(RV_m)(cu)](100)$$

where RV_m equals mean relative variation calculated from a number of data sets and cu equals the cost units in human minutes or hours to collect and process one sample unit. Greater RNPs indicate better sampling efficiencies at a given cost.

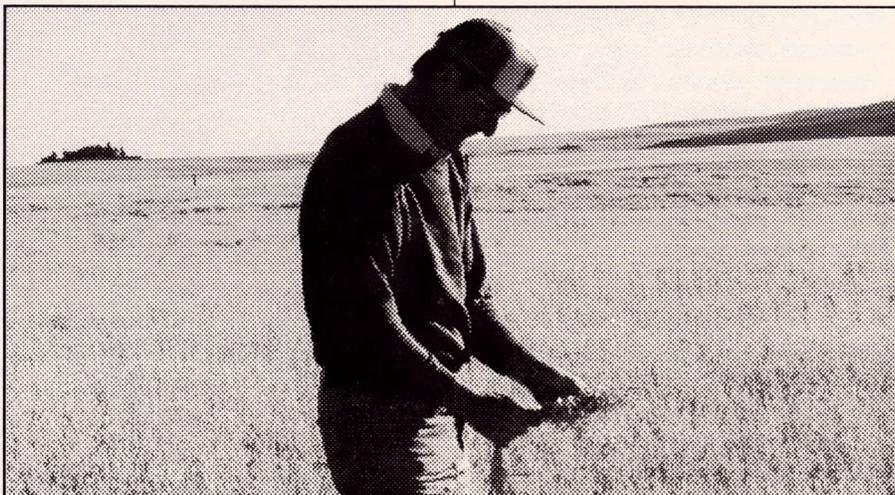
- **Step 1:** Randomly locate sites in a habitat (such as a field) and collect one sample unit for each sampling technique being considered. For example, establish different sample units containing, say, 1, 3 and 5 plants per unit or 5, 10 and 15 sweeps per unit, etc. Specifics of this step depend on the particular host-parasite system being studied.
- **Step 2:** Record population counts and the time (human-minutes) to collect data from each preliminary sample.
- **Step 3:** Collect data from a number of representative habitats.
- **Step 4:** Calculate count means, variance (s^2), standard error of the mean (SE), and determine time to perform each sample survey.

- **Step 5:** Calculate relative variation, RV, where variability is expressed as a percentage of the ratio of the standard error of the mean, SE, to the mean, m :
 $RV = (SE/m)(100)$ (where $SE = s/\text{square root of } n$)
- **Step 6:** Calculate mean relative variation, RV_m , by averaging RVs from a number of data sets for a given sample protocol.
- **Step 7:** (Optional) Normalize time-cost by dividing by the standard cost unit.
- **Step 8:** Calculate RNP from equation at the top of the page for each sample protocol.
- **Step 9:** Compare RNPs. Higher RNP indicates greater precision for the same cost. The idea is to attain a threshold that — in consideration with other subjective social factors — can lead to efficient and economic sampling programs.

Details for the procedure can be obtained by consulting the following reference:

Pedigo LP, Lentz GL, Stone JD, and Cox, DF. 1972. Green cloverworm populations in Iowa soybean with special reference to sampling procedures. *J Econ Entomol.* 65: 414-421.

Dr. Steven Rogers, a voting member of NAICC, is director of the international agricultural consultancy, ECOTSTAT, Incorporated, in Highland City, Fla. His research focuses on recombinant DNA and the ecology of insect and microbial plant parasites. For a list of sources for more information and software recommended by Dr. Rogers, contact the NAICC headquarters.



STATE ASSOCIATION NEWS

At last spring's meeting of the **Nebraska Independent Crop Consultant Association**, the membership voted to propose a major change to the organization's constitution. The proposed change would require any voting member of NICCA to be certified, either through NAICC's CPCC-I program or through NICCA's own program. The change is scheduled to be voted on at the annual meeting in December. If passed, it will go into effect in 1998.

The Management of Stress

Many people have the mistaken idea that consultants and researchers only work during the production season. As your services and businesses become more sophisticated, many of you tell us that you have more than a 12-month job. So how do you cope with the stress of "too many activities, not enough calendar?"

What is stress?

Most of us can name a situation or experience that "stresses us out," but what does this mean? What is stress and where does it come from? Well, your dictionary might tell you that stress is being stretched or strained to the limit. You can probably relate to that definition. Your doctor, however, would likely be more specific: stress is an uncommon physical and/or psychological demand on your body which can result in a combination of negative symptoms, including fatigue, nausea, nervousness, diarrhea, overeating, headache, depression, irritability, hyperactivity, loss of sleep, nightmares, ulcers, skin problems, etc...the list continues.

What causes stress?

A common myth about stress is that it is caused only by unpleasant situations, such as loss of a job, divorce, financial difficulties, or the death of a friend or family member. This is not true. Pleasant events, such as falling in love, job promotion, or vacation can cause

stress also. The bottom line is that any life-changing event, even a minimal one, results in stress. The stress, however, is not created by the life-changing event. The stress is created by our minds—how we react to the life-changing event. For example, two people each suffer through the loss of a job. One of them is so overcome with depression that he ends up in the hospital. The other copes and moves on to find a position with another company. The difference lies in how each person chose to deal with the stressful situation.

The key to stress management

The ability to manage stress lies in the ability to control one's thinking. Picture yourself driving in heavy traffic. You have 10 minutes to be on time for an appointment with a client who is 20 miles away, and you round a curve on the highway only to discover that traffic is backed up for the next two miles due to an accident that has blocked three of four lanes. Your air conditioning, without explanation, suddenly gives out in the 86-degree heat as you strain your neck, looking for a detour. How do you react?

Are you an Oh-No? "I can't believe this—this always happens to me! I'm going to lose big with this client now! Why can't I ever leave on time! These idiots should have this road cleared so traffic can get through!" All the while, your heart is racing, your blood pressure is shooting through the roof, and your palms are sweating.

Or, are you an Oh-Well? "This looks like a bad wreck. I'll just have to explain what happened. I'm sure my client will understand. I couldn't predict that this would happen—it happens to everyone at some time or another." You are relaxed, calm, and clear-headed enough to use the delay to your advantage by reading your notes, planning the rest of your day or week, etc.

Workaholicism

Another myth about stress is that all workaholics are under stress—that being a workaholic is a bad thing. It isn't necessarily, and many people who consider themselves workaholics are in fact very satisfied and very well-adjusted. Challenges with stress arise when the workaholic is a typical "Type A" personality, exhibiting such characteristics as impatience, perfectionism, and excessive competitiveness. In these cases, the individual's health could be in danger. The good news is that a "Type A" can become a "Type B" by simply learning to slow down a little bit with breaks and relaxing activities, by determining the reason they are compelled to work so much, and by being sensitive to their health, both physical and emotional. Many workaholics tend to label fatigue or other physical stress symptoms as signs of weakness, and therefore work harder to prove to themselves that they are not weak.

Another important thing to remember, whether you are a workaholic or not, is that leisure is a vital part of a healthy

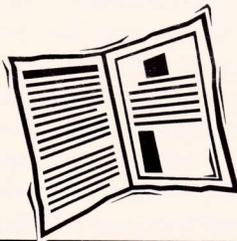
life. Is your fun time really fun? When planning leisure activities, keep in mind that they should fit your needs. For example, if you feel that your work is unchallenging, take up are creational activity that is exciting to you, perhaps one that is new to you. On the other hand, if your work is too stimulating and pressure-filled, try a quiet activity, such as sailing or reading.



More tips to avoid stress

Plan ahead. Invest in a day planner (Franklin Quest has a great time management system). Don't procrastinate—do it now. Always leave early and be prepared to wait. Always have an alternate plan. Learn to say no. Get plenty of sleep. Take a break when you need one. Relax for at least one hour every day. Watch what you think (see "The key to stress management"). Delegate. Exercise. Laugh.

In an increasingly high-tech world, humans will crave face-to-face contact even more. In the future, people will flock to the associations' meetings specifically for that human interaction. Nothing will ever replace the face-to-face peer interplay for which association meetings are famous—networking, high-level learning, information exchange, problem solving, and business.



MEMBERS IN THE NEWS

Dan Easton was recently awarded the AE50 Award for his Space Cadet plant population analyzer, which was demonstrated at the NAICC annual meeting in January, 1996. The Space Cadet was named one of the fifty most outstanding innovations for the agricultural industry for 1996 by the American Society of Agricultural Engineers.

John Kimbrough was pictured in and interviewed for a recent *Delta Farm Press* feature story about nutrient absorption enhancers. Kimbrough was quoted several times.

Two members were featured in the August issue of *Fiber*. **Chuck Farr** was pictured and quoted in an article about a new **DowElanco** cotton insecticide, which he tested on a 10-acre plot in Arkansas. **Tucker Miller** was pictured and quoted in an article about pyrethroid use on Bt plots.

CPCC-I CERTIFICATION

Paul Brown
Southern Ag. Services, Inc.
3729 Moody Road
Kathleen, GA 31047

Gary Dick
GLD Agricultural Consulting, Inc.
1716 Pinecrest
Garden City, KS 67846

HELP WANTED

We were recently contacted by Steve Stebbins of Sales Consultants of Sacramento, an executive recruiter specializing in precision agriculture. Mr. Stebbins is currently accepting resumes for the following two positions, and can be reached at 1/800-225-4610 or 4320 Auburn Boulevard, Suite 2100, Sacramento, Calif. 95841:

1) Title: PRODUCT MANAGER

Location: Chicago

Salary: \$70,000+

Requirements: Product/marketing background and understanding of precision agriculture. Agronomist a plus, but will consider Ag Engineer.

2) Title: AG EQUIPMENT SALES

Manager for a large cooperative specializing in custom application.

Location: Kentucky, Arkansas

Salary: \$65,000, plus incentive

NEW MEMBERS

SUSTAINING MEMBERS

Merck AgVet

Contact: J.J. Grow

Division of Merck & Co., Inc.

P.O. Box 2000K, WBE257

Rahway, NJ 07065-0912

Office: 908/855-4277

Fax: 908/855-6480

E-mail: jj_grow@merck.com

Services: MERCK AGVET is the leader in the global animal health industry and an important participant in the worldwide crop protection market.

Established in 1979 with products dating back to the 1930s, Merck AgVet has been one of the fastest growing divisions of Merck & Co., Inc., one of the world's largest pharmaceutical companies. Drawing on Merck's leadership in research and product development Merck AgVet activities include sales, marketing, technical support services and special programs. The division is headquartered in the U.S. and maintains sales offices in 25 countries.

Modern Agriculture

Contact: Greg Thompson

13741 East Rice Place

Aurora, CO 80015

Office: 303/690-1276

Fax: 303/690-2522

Services: Dedicated to promoting the uses and benefits for site-specific crop management, including the integration, seamless application, and cost-effective use of these tools.

STUDENT

Kim D. Dillivan

University of Tennessee

302 Morgan Hall

Knoxville, TN 37901

Office: 423/974-4830

Home: 423/691-6684

James B. Kessing

Baker Consulting

2584 Hwy 448 West

Shaw, MS 38773

Office: 601/754-4724

Home: 601/754-4727

("EQIP Program Review", continued from page 4)

The USDA is seeking comments from the public which will be used to make revisions to the proposed rule for implementation of EQIP. Comments must be received by November 25, 1996, and should be addressed to Lloyd E. Wright, Director, Conservation and Ecosystems Assistance Division, Natural Resources Conservation Service, P.O. Box 2890, Washington, D.C. 20013-2890. Attention: EQIP. Fax: 202/720-1838. The rule can be accessed, and comments submitted, via the Internet at <http://astro.itc.nrcs.usda.gov:6500>.

For further information contact Jeffrey R. Loser, Conservation and Ecosystems Assistance Division, at the above address or fax or by phone at 202/720-1845.

NAICC HAS MOVED

Please note new address and phone:

1055 Petersburg Cove
Collierville, TN 38017
Phone: 901/861-0511
Fax: 901/861-0512



DON'T MISS OUT!

The deadline for annual meeting registration is December 1. Make your hotel reservations early, because space is limited. For reservation information, call the St. Anthony Hotel in San Antonio at 800/355-5153.

Annual meeting participants will have the opportunity to attend a unique event on Saturday, Jan. 25. NAICC's biennial auction in support of the Foundation for Environmental Agriculture Education is sure to be an exciting, rousing, and profitable affair judging from auctions of past years. Hand-made items or items indigenous to a particular state or region of the country are very popular (for example, apples from Washington). If you have an item you would like to contribute, or would like further information, please contact the NAICC office.

CALENDAR OF EVENTS

DECEMBER 4-5, 1996

Nebraska Independent Crop Consultants Association annual meeting and conference, Holiday Inn, Kearney, Neb. For more information contact NICCA's office at 308/236-7058 or e-mail: brusici@kearney.dot.net

DECEMBER 5-7, 1996

Agricultural Retailers Association Convention & Expo, Kansas City, Mo. For more information, contact Kim Graves at 800/844-4900.

JANUARY 22-26, 1997

NAICC Annual Meeting, St. Anthony Hotel, San Antonio, Tex. For more information call 901/861-0511.

AUGUST 2-7, 1997

U.S. Soil and Plant Analysis Council, 5th International Soil and Plant Analysis Symposium, Radisson Hotel South and Plaza Tower, Bloomington, Minn. For more information, contact Dr. Ann Wolf at 814/863-0841, or Dr. Robert Beck at 612/451-5383.

NAICC

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