



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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The Voice of the Professional Crop Consultant

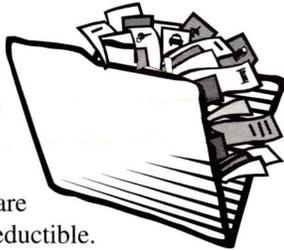
December 1996

Getting the Most out of the Annual Meeting

Convention time is almost here, bringing with it opportunities to learn about new issues and technologies in your field, renew old acquaintances and establish new ones, and get away for a little relaxation.

Do you ever wonder, though, if you are really getting your money's worth? Are you really getting the most of what the annual meeting has to offer you? Following are suggestions to help you take advantage of the opportunities the annual meeting presents:

- Plan your trip carefully. Shop for the best prices on airline tickets, etc. Save all receipts, because convention trips are usually tax-deductible. Check with your accountant.
- Analyze your professional needs. Be on the lookout for ideas. Be prepared to make notes during all of the informative sessions of ideas that you can follow up on, research, or implement in your own business. The New Technology Session and the poster presentations are excellent sources of information!
- Ask lots of questions. This brings added value to your convention attendance. You might even want to make notes of questions you might like to ask the speaker before attending an event. If those issues are not addressed by the speaker or anyone else, address them yourself.
- Get involved by attending committee



meetings. All 1996 and 1997 committee members will meet on Wednesday afternoon, January 22, to set goals for 1997. If you are not on a committee, you are certainly welcome to listen in and offer your ideas. Also, attend the Business Session and be a part of NAICC's future plans.

- Walk through the exhibit hall at least twice. The first time, casually note products and services offered, pick up literature, and ask a few questions. After leaving, study the literature and write down any more detailed questions you'd like answered. In return visits, allow time to discuss these important points with the company experts.
 - Network, network, network. The Annual Meeting is the best place to network with your peers. Pass your nuggets of wisdom on to the student attendees. Take part in the networking lunches (see "Find Food for Thought..." story). Wear your name tag. You'll be approached more often, offering more opportunities to meet new colleagues.
 - Most of all, plan to enjoy yourself. There is usually time built into the convention schedule to allow for a little sightseeing. San Antonio is a fascinating city—have some fun while you're there. (For some suggestions, see the October News).
- Finally, remember to share insights you've gained with colleagues upon arriving home. Not only will they gain from your new knowledge, but you will reinforce that knowledge in your own mind.



Seize the day! At least seize the five days of the convention, Jan. 22-26, 1997. You'll be glad you did.

SNEAK PREVIEW

Guess how many independent crop consultants there are in the U.S.

- Of these, how many firms are represented?
- Where are most of these consultants located?
- What crops do they consult on?

Look for the answers to these questions and others in the January issue of the NAICC News when the results of a survey conducted by **John Deere Agricultural Services** are announced!

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Daney D. Kepple, Executive Vice President • Allison Jones, Executive Director • Lorie Heath Adams, Managing Editor
1055 Petersburg Cove, Collierville, TN 38017 • Phone: (901) 861-0511 • Fax: (901) 861-0512 • E-mail: JonesNAICC@aol.com.

Don Jameson, President • Agrimanagement, Inc.
P.O. Box 583, Yakima, WA 98907 • Phone: (509) 453-4851 • Fax: (509) 452-6760



PRESIDENT'S MESSAGE

FIELD TESTING AND TRUTH REVELATION

by *Don Jameson*

Recently, while examining my mail, I noticed a bank financial statement labeled, "Truth of Financial Disclosure." Elsewhere, we receive information regarding truth in lending, truth in advertising, truth in packaging, and so on it goes. It almost seems that we are in a situation where we are called upon to alert our audience that this information stands apart from all the rest because it contains truth.

Ironically, we live and function in a world that collectively questions the idea of there being any absolute truth and gives lip service to the philosophy of relativism. None the less, we still find that people are desirous of the truth, disdainful of deception and contemptuous of fraud.

Now where does this line of thought and discussion fit with what your president could write upon regarding the practice of crop consulting and contract research? I have observed, as you have, that in all of our efforts to explain the behavior of a crop or the outcome of an experimental trial, we proceed with a certain expectation that events are predictable, that the order of the biological world follows a system of predictability, amid known sequences of growth or development. We realize that while there are perhaps multiple factors to explain a field phenomenon, there are reasons that can be regarded as the truth of the field. We perform our consulting jobs with an underlying premise or expectation that the biological systems are not operating in random chaos but are functioning from an observable pattern of logos.

Our role to farmer clients has traditionally and continues yet to be one of discerning the knowledge or the truth of the situation that we might interpret it, and predict or influence other desired outcomes later on. Our job is one of using knowledge that has been "truth

tested" and will stand up to repeatability or replication. We gather data, bits and pieces of facts through sampling in a particular field by scouting the crop or by monitoring the variables of an experimental trial in order to reveal the true reality and characterization of the field, the crop, or the new product.

I would contend that we put truth to the test when we combine knowledge, experience, and other data to yield information and suitable or reliable recommendations for the grower/client to use. In this chain of activities we use knowledge plus data to produce relevant useful information by which recommendations or management decisions can be made. This is a biological system where the outcomes of yield, quality or least cost per input unit become our jury and judge. As it is said, the truth does come to light. Grower clients desire this detail and reliability - it is the impetus that draws them back to our business.

With the use of GPS/GIS we are now preparing for even a higher order of technological tools which will test the veracity, judgment, and competency of researchers and consultants. The detail now available from yield monitors and grid soil sampling will test us in several dimensions. Very clearly the results of such data acquisition will determine if our judgment is correct. Which factor or input really was limiting yields on those fields? Did more fertilizer actually improve the yields on that "funny soil" area of the southeast corner? Or will we discover that indeed it's not related to fertility at all, but other biological, pathological, or physical conditions of the field? We will be challenged and held accountable for our interpretations.

In a final thought, how do you represent to your professional peers, clients, and other industry colleagues that you are keeping up your knowledge base?

I expect that most of you hold some type of association membership or registry. But consider a further step; that in 1996-97 to be one of our members who



will seek to distinguish yourself by going a step further beyond NAICC membership. That you might seek to establish your credentials for being CPCC-I certified. I encourage you to make

that a winter project. Send today for your application.

We will see you in San Antonio where big things can be expected to happen.

NAICC Launches Two New Programs

Thanks to two Sustaining Members, NAICC will launch two new programs in 1997.

DuPont Agricultural Products will sponsor the Strategic Planning process beginning in January 1997. On Monday and Tuesday prior to the Annual Meeting in San Antonio, committee members will convene to begin one of two sessions to chart the best course for the future of our organization as well as the best path to reach this destination. The second meeting will be held in March 1997. Committee members were elected or appointed at the 1996 Annual Meeting in Orlando and include: **Don Jameson, Billy McLawhorn, Lee West, Dave Harms, Earle Raun, Dave Scheiderer, Bracken Finney, Dennis Berglund, Steve Wagner, Bill Peele, Lynn Henderson,** and Executive Director Allison Jones.

The Alliance of Association Leaders (AAL) will be possible in 1997 through a donation by **John Deere Agricultural Services**. All state associations will be represented on AAL and will work to foster a closer relationship between NAICC and individual state organizations, and foster development of the independent crop consulting/contract research professions.

The President Elect of the various state organizations, or other representatives designated by individual state associations, will convene in February or March of 1997 for a meeting in Moline, Illinois.

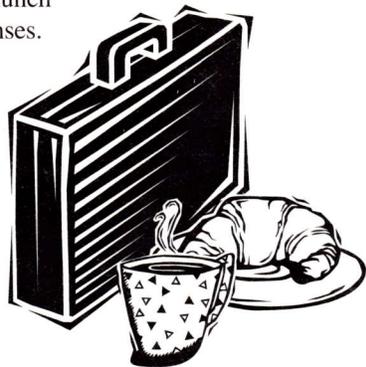
Find Food for Thought at Networking Lunches

Capitalize on those flashes of brilliance that occur so often at the NAICC Annual Meeting by joining groups of your peers to discuss your ideas during a "networking lunch" Everyone who has been to our annual meeting knows that many of the most interesting and informative conversations actually take place in the hallways between functions. It makes sense—so many ideas are generated during workshops, breakout sessions, and other events, that we are still talking about them when the event is over.

This year during convention registration, attendees will have the opportunity to choose a topic of interest and sign up to participate in a lunch group that will discuss that topic. Past Presidents will be asked to lead discussions, but groups may appoint their own discussion leaders if so desired. Also, if you have a topic you're interested in discussing, please call (901/861-0511) or fax (901/861-0512) your ideas to Allison Jones.

The idea behind the networking lunches is the sharing of knowledge, experience, and perspectives among fellow consultants and contract researchers on a subject of mutual interest to the entire group. Whether you know everyone in your group or have never laid eyes on any of them, you will certainly gain something from spending this time with a small group of your peers from various regions of the country. Each meal is sure to be an exciting and lively exchange.

Since this is not a sponsored event, participants will be responsible for their own lunch expenses.



TASK FORCE UPDATE

Ray Young, chairman of NAICC's task force on Bt resistance management, submitted the following update on the group's activity:

- USDA sponsored a national conference on Bt resistance management earlier in the year.
- Research on moth movements is ongoing, and interesting data is being compiled.
- EPA is interested in resistance management.
- The Insect Resistance Action Committee expressed concerns that management plans need to be developed and implemented locally because of differences in crops and pests throughout the country.
- Monsanto reported a "No Change" policy on the four percent refugia option.
- Until more research is done, a conservative approach should be taken, Young said.
- Young thinks that 80 percent (at the most) Bt should be planted.
- Is four percent refugia enough? Forward comments/concerns to Ray Young by phone at 318/724-6287 or by fax at 318/724-6347.

CONTRACT RESEARCH ROUNDTABLE

Explaining the Unexpected in Research Studies

by Tim Case

Researchers everywhere can attest to the fact that the best made plans can become a schoolboy's scribbles overnight. Mother Nature has a way of reminding us who really sets an application and sampling schedule.

Whenever an unpredictable event occurs, there are certain types of information that study coordinators are likely to request.

Prompt notification of a deviation or potential deviation is the first action that should be taken. Several study coordinators indicated that if there was a

forecast of inclement weather on the application or sampling date, they would like to be notified in advance so that, if possible, an adjustment to the date could be made. A good example of this advance notification was the hurricane this summer on the east coast. Many studies had accelerated application dates to beat the landfall of the storm.

Another request was an explanation of the events that caused the deviation to occur. This could be as simple as saying it was raining or explaining that the wind picked up during the application to an unacceptable speed. Whatever the reason, a description of conditions is what they request.

Another major event this last growing season was a severe drought in the southern United States. Due to the drought, there were many trials that suffered reduced yields.

When sampling a plot with an obvious reduction in yield, it is better to obtain duplicate samples that are of insufficient weight than to take a single sample of adequate weight. The duplicate samples are more likely to be accepted by the EPA. Also, if the plots have multiple harvest dates, it is better to take a small sample from all the dates than to take larger samples early and miss the later sampling times.

It was also noted that in the event of predicted inclement conditions for a sampling date, a shorter pre-harvest interval (PHI) is preferable to a longer PHI. Most study coordinators would request that the sampling be performed one or two days before the anticipated harvest date if notified that conditions may delay the sampling by waiting until the proposed sampling date.

Finally, documentation to verify the occurrence of the deviation is necessary. Study coordinators prefer to have material to reference when documenting the deviation in their report.

The most important thing to remember when a deviation occurs is that prompt notification is essential. Good communication with the study coordinator will allow problems to be properly documented and may even allow some problems to be averted.

Tim Case of Groom Tex., is a voting member of NAICC and serves on the Research Education Committee.



HAPPENINGS ON THE HILL

The following letter concerning EQIP was written on November 25 by Executive Director Allison Jones to Lloyd E. Wright of the Natural Resources Conservation Service.

Dear Mr. Wright:

This letter is in response to the request for comments on the proposed rule published in the Federal Register on October 11, 1996, with regard to the Environmental Quality Incentives Program (EQIP). We appreciate the opportunity to submit comments as this program is of interest to our members.

The National Alliance of Independent Crop Consultants (NAICC) is a national organization representing over 450 crop consultants and contract researchers across the country. Our members are experts in crop care, integrated pest management, integrated crop management, and contract research as well as applications in biotechnology and sustainable agriculture. They are qualified by both education (minimum requirement for membership is the Bachelors degree) and experience (minimum requirement is four years) to advise grower clients on how to substitute biological, cultural, and other alternative practices for the use of synthetic pesticides. Contract researchers operate under strict guidelines established by EPA for conducting field and laboratory tests (SOP/GLP) to determine product or material efficacy, crop tolerance, and environmental impact. In addition, an independent crop consultant/contract researcher provides recommendations and/or technical data for a fee that is itemized and billed to clients, and receives no compensation from a client's purchase of products.

We support the concept of voluntary participation in the EQIP program, the flexibility of the program, the role of the state conservationists in designating priority areas, and the latitude given to the participants to select the service provider to write the plans. Since our

members provide information and services that allow producers to utilize state-of-the-art integrated crop and farm management services, they play a key role in the implementation of the EQIP program.

Our members can be instrumental in two ways:

1. They can assist the farmer. Under Section 1466.3 the definition of private agribusiness sector includes our members who are certified under the Certified Professional Crop Consultant program or CPCC. The majority of those certified under this national program have gone beyond the minimum standards and have become designated as Certified Professional Crop Consultant - Independent or CPCC-I. This designation indicates that they have no ties to product sales. The minimum requirements for CPCC are on the attached page.
2. They can assist NRCS. As stated in the proposed rule, NRCS may utilize the services of qualified personnel in performing its responsibilities for technical assistance. As stated above, our members are qualified to assist NRCS because of our certification and training. To aid NRCS in its selection, a copy of the 1996 NAICC Membership Directory is included. We encourage NRCS to utilize the professional services of our members in conjunction with the services of Federal, State, or local agency personnel.

The rule specifically states that local work groups serve a valuable function to the overall ability of EQIP to successfully resolve significant resource concerns. We recommend these local work groups actively solicit help and information from the private sector, namely consultants. Like the Extension Service or other local government officials, consultants have hands-on knowledge of the land and can provide insight into natural resource concerns.

Also, it is unclear in the rule whether a participant will receive incentive payments at the time a conservation practice is contracted. This will help smaller farmers' ability to participate if the payments are received then.

It is our understanding that irrigation

practices are included as conservation practices under Section 1466.7 (a)(1). This should be clearly indicated in the document.

We appreciate the opportunity to submit comments on the EQIP program and are available if you have any questions.

Allison Jones
Executive Director

NAICC Welcomes New Sustaining Members

We are pleased to announce that two agricultural publications, *Modern Agriculture* and *Progressive Farmer*, have joined the ranks of NAICC supporters.

Colorado-based *Modern Agriculture* magazine describes itself as a "journal for site-specific crop management," and its mission is to promote the uses and benefits of site-specific management tools through publishing industry news and feature articles that advance the integration, seamless application, and cost-effective uses of all contributing technologies.

The magazine intends to focus on articles which educate readers on issues related to data access and control, technology integration, cost savings, environmental compliance issues, technology advancements, regulatory controls, and application technology transference.

Progressive Farmer is the South's oldest farm magazine. It began as a newspaper in 1886 published by Colonel Leonidas Polk in Anson County, N.C. Its continuing mission is to "show farmers newer and better ways to make money, save money, and enjoy their lifestyle more." The magazine is published in specialized editions for readers in the Midwest and South and an edition can be found on the Internet at <http://pathfinder.com.PF>.

Every month, *Progressive Farmer* reports on technology, products, commodities, business, weather, markets, and government regulations. The magazine sponsors nationwide Farm Safety Day Camps for farm children and their parents, as well as Wildlife Stewardship Awards that recognize farmers who take good care of their land. Its pub-

AUCTION ITEMS SOUGHT

Bring your home state with you to the NAICC annual meeting in San Antonio, Jan. 22-26. NAICC is looking for fun items for the Foundation for Environmental Agriculture Education auction, to be held on Saturday, Jan. 25. The auction is a biennial convention event that has been quite popular in past years, as well as an excellent fundraiser for the Foundation.

Any items are welcome, but handmade articles and those that are indigenous to a particular state or region of the country are usually favorites. Trips are also popular. If you have such an item that you would like to contribute, please contact Allison Jones at NAICC headquarters.

Items should either be brought with you to the convention or shipped to the hotel NO EARLIER THAN three days prior to the start date of the convention. The address of the hotel is: St. Anthony Hotel, 300 East Travis, San Antonio, Tex., 78205.

1997 FEAE Auction Donation Form

Name: _____

Company: _____

Item Donated with Brief Description: _____

_____ Value of Item: _____

Please fax to 901-861-0512.

lisher, Southern Progress Corporation, which also publishes *Southern Living*, *Cooking Light*, *Southern Accents*, *Weight Watchers*, *Coastal Living*, and Oxmoor House books, was purchased by Time Warner, Inc., in 1985.

PROFILE: Meet Three New Members

David Prochaska
CEO, R&D Sprayers, Inc.
Opelousas, La.

David, a crop consultant for 25 years, was raised on a farm and chose his career because he had seen first-hand the need for insect and weed knowledge. He practices insect, weed, and disease control on cotton, corn, soybeans, and rice.

David has a B.S. in entomology from Texas A&M University and has held various offices in ESA, WSSA, NCWSS, SWSS, ASA, and CPWS. He is a recipient of the Southern Weed Science Society Distinguished Service Award in Industry.

David lists favorite hobbies as fishing, hunting, and working. His career goal is to leave a well-established business to his children, Alex, Nelson, and Lee. He lives with his children and wife, Paula, in Opelousas, La.

Paul H. Brown
President/Owner
Southern Ag Services, Inc.
Kathleen, Ga.

Paul has been a practicing crop consultant for six years, and has owned his own business for two years. He has a B.S. in biology and chemistry from Delta State University, and chose his occupation after working in research for Ciba-Geigy as an undergraduate student. He enjoyed field work related to entomology, and returned to school on a scholarship at Mississippi State University to complete an M.S. in entomology.

Paul is a member of the **Georgia Association of Professional Agricultural Consultants**, and joined NAICC because he believes the organization is considered an elite association and represents the crop consulting and contract

research professions well.

Paul's hobbies are hunting, fishing, and spending time with his family, wife Brooke and children Cally, four, and Garrett, 18 months.

George R. Post
President/Pomologist
Agricultural Advisors, Inc.
Live Oak, Calif.

A veteran crop consultant specializing in tree crops, George received his Bachelor of Science degree from the University of California at Davis in 1952. He spent 12 years as a University of California Cooperative Extension agent, and has been in business for himself as a private consultant since.

George was raised on an olive ranch, and was always interested in horticulture, as well as biological sciences and crop production. He chose to join NAICC because it "appeared to be a very high class organization, benefiting the consulting field, and obviously included leaders in agricultural consulting."

George is also a member of AAIE, ASHS, the University of California Pomology Advisory Committee, is a CAPCA Officer, and was named to the *Crop Consultant Magazine* Hall of Fame in 1995.

George's wife, Dottie, is a retired teacher and school administrator. The couple have three sons, Douglas, a physical therapist, Bradley, an attorney, and John, who is also a pomologist and a partner in Agricultural Advisors, Inc.

In his spare time, George indulges in fly fishing, athletics, and gardening. His future goals are to continue to do practical applied field research and consulting to help his clients to be as efficient and successful as possible, and to be sure his son, John, successfully continues the family business.

George shared the following comments about the state of the crop consulting profession: "It is obvious that a great many changes have occurred since I began my career in agriculture with UC Ag. Extension in 1956 and then, together with Bob Hanke, founded one of the early private consulting companies—Agricultural Advisors, Inc., approximately 30 years ago. The words, "Integrated Pest Management," were not even coined, so with the

advent of IPM in recent years, it is easy to see how far agriculture has come in managing pests and diseases. Many other rapid changes in California agriculture have occurred, such as increased urbanization with its obvious effect on water needs, and the changes in use of the better soils from agriculture to urban environments with the resulting necessity to move crops away from these better soils up onto poor terrace soils. Agricultural consulting will continue to be important in helping producers to utilize these poor soils successfully for crop production.

"With the great increase in government regulations on agriculture of all kinds, especially relative to pest and disease control methods, consulting has become much more important and appears to have grown almost exponentially over the last few years and the rate of increased need of consulting continues to grow. Growers simply cannot keep up with the various problems they face in pest and disease control, soil and water management, labor problems, etc., and the consulting field has become an important part of successful agricultural operations.

"It has been a pleasure to be a small part of this consulting revolution, and I only hope our company can continue to contribute to some extent to our clients and to California agriculture in general. I've been blessed greatly by having the opportunity to work with my longtime friend and partner, Bob Hanke, and now with my son, John, who appears to be anxious to carry on our original and continued philosophy in consulting, including use of pesticides only when needed, increasing the efficiency of producers, protecting the environment, and contributing to the quality of life as much as possible."

Precision Farming Class Preview at NAICC Annual Meeting

On Wednesday morning, January 22, **Maggie Alms** and **Bruce Nowlin** will present a preview of their farmer-level precision farming class, "More Information: More Control." This class is copyrighted by John Deere Company,

and will be available for consultants to offer in their trade areas. This preview will be an opportunity for consultants to educate themselves about yield map interpretation and geo-referenced record-keeping, as well as determine the relevance of the course for farmers in their region. Bruce and Maggie will present this demo from 8:30 a.m. until noon at the St. Anthony Hotel. There will be no charge. Everyone is invited.

What Makes a Successful Entrepreneur?

by Lorie Adams, Managing Editor

Webster's dictionary defines the word "entrepreneur" as "one who undertakes an enterprise." I think you'll agree that this is a pretty simplistic definition, and that there is much more than "undertaking an enterprise" to entrepreneurship. Some say it's a way of life. At its heart is creation—bringing about a thing which has never been before, whether it's a company or a new way of doing an existing job. As independent crop consultants and contract researchers, you are entrepreneurs. And in the excitement brought about by the wave of new technology, new ideas, and new recognition that is sweeping the professions, you are "blazing trails."

It's been said that "if you do what you love, the money will come." This is the motto of many an entrepreneur. They don't mind risk; they seize opportunity, and delight in taking action on it.

Despite what many people believe, family history and psychological traits do not determine future success or inclination toward entrepreneurship. So what does? Mostly attitude, believe it or not. Determination, tenacity, self-confidence and belief, imagination, and the ability to see failures and mistakes as learning experiences.

Has anyone ever asked you, "if you work for yourself, how do you make yourself get up every morning?" Entrepreneurs must have the ability to maintain focus without being managed by other people.

What makes entrepreneurship so attractive? There may be many reasons

behind being compelled to start one's own business—who wouldn't be engaged by the idea of being the master of one's own destiny? For many, the entrepreneurial spirit and lifestyle seems to be "in the blood." A true entrepreneur who has failed at one venture will inevitably end up involved in another before too much time has passed. Other driving forces are creativity, flexibility, challenge, and satisfaction. Whatever the reason, the end goal is usually the same: profitability.

Entrepreneurship stimulates the economy. In a capitalistic, free-enterprise-based society such as ours, entrepreneurship is the heartbeat, because it emphasizes productivity. Entrepreneurship isn't for everyone, however.

Although research indicates that workers of all kinds report that work is among the most fulfilling activity, when working most people would rather be doing something else. Why? Perhaps they have fallen prey to the cultural system that dictates that not only must we work to live, but we must also prefer leisure to work. Entrepreneurs take a somewhat different tack. Even though at one point or another, most people do entertain the idea of becoming their own boss, those who actually take that plunge after counting the costs and assessing the risks are very few in number. Not only is the risk overwhelming, but consider all the legal and technical issues that must be addressed—zoning regulations, permits, licenses, business name and logo, tax identification number, insurance, finance, the business plan, buying equipment, advertising... It's much too much for some.

To say that successful entrepreneurship requires many skills is an understatement. But to say what skills are needed is not easy. Obviously, the basic skills of running a business, such as accounting, managing personnel, marketing, and operations are important, but so are more elusive skills like interpersonal communication, team building, motivation, decision-making, and strategizing, not to mention knowledge of the particular endeavor a business serves. The trend toward entrepreneurship in this country has grown so in recent years that many colleges and universities, such as Arizona State University

and Cornell University, have developed specialized curricula and even degree programs.

In addition, organizations offering help to business owners are springing up across the country. One such organization is The Entrepreneurship Institute (TEI), which provides education programs and networking opportunities for business owners. TEI is based in Columbus, Ohio.

What's the bottom line? What determines success for the entrepreneur? It's true that success depends upon creating products and/or services that serve the needs of one's fellow citizens, while fulfilling one's own personal needs. But consider this: a basketball player may improve his game by practice, but something is missing if he never plays in a game and keeps score. The same is true for entrepreneurs. Score-keeping and self-measurement is vital. The successful entrepreneur is constantly evaluating and improving with new ideas in order to stay on the cutting edge.

Beginning Jan. 1, 1997, NAICC members will have an opportunity to receive **Gempler's, Inc.'s Alert** newsletter at a discount of 50 percent. *Alert* is targeted to agricultural and horticultural growers, and serves two functions: avoiding fines and

accidents through the understanding of safety and employment laws, and demonstrating how to improve employee safety habits

and productivity through training and motivational programs.

Subscriptions will be available at the NAICC annual meeting Jan. 22-26, 1997, in San Antonio, Tex. For additional information or advance orders, please contact NAICC headquarters.



MEMBERS IN THE NEWS

An article by **Dan Bradshaw** appeared in the August 23 issue of *Delta Farm Press*. Bradshaw wrote about identifying the source of stunted corn.

An article on mapping by **Bruce Niederhauser** appeared in the Oct. 17 issue of *Southwest Farm Press*.

Phil Cochran's article on GIS appeared in the November issue of *Agri-Finance*.

Ray Young was recently featured in an August *Cotton Grower* article about the issues involved in managing insect resistant cotton. Ray and **Grady Coburn** are also featured in a Cotton Foundation video produced for the Careful By Nature program underwritten by **Ciba Crop Protection**. The video will be used by the Louisiana Department of Agriculture and Forestry and the Extension Service to remind growers of the importance of appropriate pesticide use.

Charles Mellinger was mentioned and quoted in an August *Small Farm Today* article about farmers who are conducting research under Producer Grants from the USDA. Mellinger serves as consultant to one of the farmers involved, Ted Winsberg.



NEW MEMBERS

COOPERATIVE

American Crop Protection Association

Jay J. Vroom, President

1156 Fifteenth Street, NW
Suite 400

Washington, DC 20005

Office: 202/296-1585

Fax: 202/463-0474

Email: walli@acpa.org

Homepage: www:http://www.acpa.org

STUDENT

Chad Moe

1680 Williams Drive

Stoughton, WI 53589

Office: 608/873-7170

Home: 608/873-7170

Email: cmoe@student.wisc.edu

Drew Stallings

Route 3, Box 185

Tarboro, NC 27886

Home: 919/641-0742

VOTING

Brent Werven, B.S. (Soil Science)

MNICCA

Centrol Crop Consulting

Route 1, Box 89

Villard, MN 56385

Office: 800/620-9088

Home: 320/554-3845

Fax: 320/554-3845

Mobile: 800/620-9088

Crops: Potato, edible beans, corn, soybeans, small grains, alfalfa.

Services: Irrigation monitoring, crop monitoring for insects, weeds, and diseases.

Steven Hoak B.S. (Agri Business)

Glades Crop Care, Inc.

119 West Evans, Apartment A

Bainbridge, GA 31717

Office: 407/746-3740

Home: 912/248-0593

Fax: 912/243-7104

Mobile: 904/570-3427

Crops: Sugarcane, soybeans, field corn, sweet corn, tomato, peppers, and most cucurbits.

Services: Collecting soil samples, preparing spray records, and assisting in screening sugarcane and RSD bacteria.

Help Wanted

Food & Fiber Technologies, Inc., an Internet Web Design Company for agricultural industries, is seeking crop consultants interested in volunteering 2-3 hours of time this winter to critique forthcoming Web sites for Bt crops and/or genetically-engineered, value-enhanced corn and soybeans. Volunteers will be given passwords to critique Web sites under construction to ensure the information content meets crop consultants' needs. If interested, contact Frank Moore, President, via e-mail at info@agbiotech.com, or phone 800/203-1330. This new company is also involved in putting pesticide applicator continuing education training on the Internet in several states. Their Internet address is <http://www.agbiotech.com>.

CALENDAR OF EVENTS

JANUARY 6-10, 1997

National Cotton Council Beltwide Cotton Conference, Sheraton Hotel, New Orleans, La. For more information call 901/274-9030.

JANUARY 9, 1997

Ohio Association of Independent Crop Consultants Annual Meeting, Holiday Inn on the Lane, Columbus, Ohio.

JANUARY 22-26, 1997

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

JANUARY 27-28, 1997

Biopesticides and Transgenic Plants: New Technologies to Improve Efficacy, Safety, and Profitability Conference, Renaissance Washington Hotel, Washington, D.C. To register or for more information, call 508/481-6400.

FEBRUARY 10-12, 1997

Louisiana Agricultural Consultants Association Annual Meeting and 1997 Pest Management Consultants' Workshop, Holiday Inn, Alexandria, La. For more information call 504/447-3393.

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.

REMEMBER: The NAICC membership booth is available for your state or professional meetings. To reserve the booth for your function, contact NAICC headquarters.

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