



# NAICC NEWS

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## Annual Meeting Highlights

### Exhibit Hall Extravaganza

Plan now and "be present to win" one of many items raffled during the First Annual Exhibit Hall Extravaganza. On Thursday, January 22, Annual Meeting attendees will have the opportunity to interact with over 35 exhibitors at the 1998 NAICC Trade show and preview the items available for the drawing. The raffle will be held at the conclusion of the Extravaganza. However, the fun won't stop here. Winners can show off their prizes as we go straight into the Outgoing President's reception. All receptions are complimentary this year, so make plans now to attend.

### Networking Lunches

Capitalize on those flashes of brilliance that occur so often at the NAICC Annual Meeting by joining your peers to discuss your ideas during a "networking lunch." The purpose of the networking lunches is to provide an additional opportunity to share knowledge, experience, and perspectives among fellow

crop and research consultants 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 all over the country.

Attendees will have the opportunity to choose topics of interest and sign up to participate in a lunch group that will discuss that topic. You may sign up in advance through NAICC headquarters, or at registration in Washington. You may join one of the topics already identified or come up with one of your own.

### Current Topics to Choose From:

*Electronic Data* - Kevin Kiser, organizer  
*Dislodgable Foliar Residue* - Bill Tarter, organizer

Since this is not a sponsored event, lunch expenses will be "Dutch treat." The hotel staff can assist you in deciding which of the many restaurants in the area would be the best for your group and your budgets.

Dodge trucks and Stetson hats.

Yella Reddy, NAICC board member,



Students identifying weeds at NAICC booth.

and **Randy Darr**, president of the **Professional Crop Consultants of Illinois**, attended the event and staffed the booth. "I guess that I have made the full circle by attending the convention twice as a student, once while in college, and now as an exhibitor. I have seen this program from all the angles and I still believe this is the greatest youth organization in the world," said Darr.

Over 45,000 students, faculty, and chaperones walked through the exhibit

(Continued on pg. 2 & 3)

## NAICC Takes On The FFA

"It was an experience that I feel was necessary and fruitful for NAICC." That was one comment made by **Yella Reddy** concerning the positives of NAICC attending the 70th annual National FFA convention in Kansas City, Missouri on November 12-14, 1997.

The NAICC exhibit was erected at the FFA's Career Show that has been a mainstay of one of the largest youth organization's annual convention. The exhibit floor, which is the size of ten football fields, was full of exhibitors from across the nation ranging from government agencies and colleges to

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### NETWORKING LUNCH SIGN-UP FORM

Name \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

Topic: \_\_\_\_\_

Fax, call or mail to:

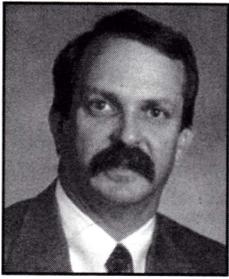
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## PRESIDENT'S MESSAGE

by Billy McLawhorn

I want to begin this column by asking you to please take what I am saying at face value and not read more into it. It is easy for the Board of an organization to get deep into an issue before the membership knows about it, and I wanted you to be fully aware of the status of this from the beginning.

One of the realities that quickly surfaced in our Strategic Planning sessions earlier this year was the fact that there are not, and never have been, the thousands and thousands of independent crop consultants that we used to hear about. Surveys performed independently by Doane Agricultural Services and John Deere confirmed that although we manage the inputs on about 1/6 of all of the cropland in the US, and influence twice that much, there are probably fewer than 2,000 of us doing it. So the voting membership of NAICC may reach 1,000 in a few years but probably won't number in the multiple thousands anytime soon. This reality, and the need for a critical mass to help us accomplish our goals has increased our need to partner with other groups when our interests coincide.

The Strategic Planning Committee speculated that within 5-10 years NAICC will still maintain its autonomy, but will likely be part of an organization under a much larger umbrella. The Committee acknowledged that the increasing educational needs of our members were not likely to be met by any existing organization. That, plus our continual need for a stronger presence in Washington, requires economies of scale and deeper pockets than we are likely to have. Some of these needs will only be met through "outsourcing" and partnering with other organizations.

Just as our thinking reached that point, we received some materials from the American Society of Farm Managers and Rural Appraisers (ASFMRA) and the American Society of Agricultural Consultants (ASAC) about the

possibility of working together on some level at some point in the future. Those two organizations have had the same Executive Vice President, John Ross, for the past

couple of years and have had a couple of annual meetings together. Recently they joined forces to form a management cooperative, Association Management Services, Inc. (AMS), which formalizes some aspects of their new relationship.

The NAICC Board was first introduced to the concept at our October meeting when we went through some overheads outlining the background and organizational structure of AMS. Then Allison Jones and I attended the joint annual meeting of ASFMRA and ASAC in late October, where the two organizations met to formalize their relationship. The membership of each organization voted overwhelmingly in favor of the new structure, which will be called AMS, Inc. Under AMS, each of the member organizations will maintain its autonomy, but will share administrative staff and work together when it makes sense.

As you may know, ASFMRA is an organization that includes state and regional chapters and has about 3,000 members. Their main focus is on maintaining a professionally trained group of Accredited Agricultural Consultants, Farm Managers, Rural Appraisers, and Real Property Review Appraisers. Their educational program is probably without peer.

The ASAC group has about 150 members who have a pretty wide range of specialties with a number of them involved in animal agriculture and finance, as well as crop production. They also have a Certified Agricultural Consultant designation.

A few highlights of AMS, Inc. are as follows:

- 1) Its legal structure will be that of a cooperative owned and governed by the member organizations.
- 2) The two consulting designations will be combined into one program, administered by ASAC.
- 3) The co-op will not have public policy positions; that will be left up to the member organizations.

4) Members of ASAC will be required to join local chapters of ASFMRA.

5) The co-op will contract with other organizations, such as NAICC, to provide specific services.

At this point, it is much too early for us even to speculate on joining as a member of the cooperative within the next three or four years. For one thing, the Executive Vice President, John Ross, with whom NAICC has had a close relationship for several years, is leaving for another position. Too, it will take some time for the current participants to know how the new organization is working. But what may be feasible is to explore the possibility of having joint educational activities or possibly even a joint annual meeting in two or three years. It could be done with separate business and committee meetings and joint programs similar to our meeting with TAAC last year, but on a much larger scale.

Regardless of what the future holds, I think we need to stay open-minded and in touch with other groups that have high standards and similar interests. Our Education Committee, as well as our Certification Board, should take note of the educational program involved. CPCC is already the premier certification program available for consultants. If it were enhanced with some of the course work involved in CAC, it could continue to set our members apart for years to come.

In closing, let me reiterate that no one on the Board or the staff has any plans for our involvement in AMS, Inc. at this point. The only plans in the works are that I intend to appoint an ad hoc committee to watch the progress of this organization and advise the Board on any possible involvement we may want to have in the future.

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*("NAICC Takes On The FFA..."cont. from pg. 1)*

areas. One exhibitor said that there had to be more than that because they gave away over 100,000 posters.

Many people approached the NAICC booth with curiosity. "After explaining why we were there, they were very happy to listen to us and give us a chance to explain who we are," said Reddy. "Anytime we mentioned the blessed word 'independent' they became even more interested," said Darr. As an

ice breaker, visitors to the booth were asked to identify five weeds and five insects, which worked masterfully. Everyone who tried received a prize of a foam football with the NAICC logo printed on it. The students were especially interested in the prize. "It was an attention getter and something to make them slow down for a second, so we could say something to get them to stop," said Reddy. (A special thanks needs to be given to Scott Stein of Alvey Ag Research of Carlyle, Ill., for supplying the weed specimens).

"Having the word 'independent' in our name and on our banner became very important to the adults that stopped by, said Darr. "College and high school faculty made numerous comments that they were glad to see us at the show. They appreciated the fact that we didn't have any particular axe to grind or product to sell. Many contacts were made with exhibitors themselves and interest stirred that way. Some of our own contributors were there and showed appreciation for us. We even met members of a company that markets the produce for one of **Charlie and Madeline Mellinger's** clients. They are now interested in becoming supportive members of the NAICC."

It must be said that NAICC attending the FFA Convention was nothing short of a success. "Our focus became wider the longer we were there. We went to provide an educational experience for agrarian youth, and that turned into an opportunity to educate youth, adults, and companies themselves," concluded Reddy. "We must go back."



## HAPPENINGS ON THE HILL

by Allison Jones & Robin Spitko

I'm sure the majority of you have had conversations with your growers on the impact of the Food Quality Protection Act (FQPA). But, did you know that one of the best discussions taking place is within your own organization?

**Robin Spitko**, chair of the Legislative Advisory Committee, posted a message

on the NAICC Misc. discussion group on FQPA and the status of some of the products undergoing registration or re-registration. Robin graciously agreed to let me use her information for the basis of my article.

By the time I was able to put pen to paper (or more accurately, fingertips to keyboard), a good number of you responded to Robin's message. The following are excerpts from the comments received. I use this format to show those who have yet to venture to the NAICC website and participate in the discussion groups what a great tool this site is and what you are missing.

**Robin:** *Some of you already know this but just thought I would give a brief summary to anyone who is interested.... things in Washington at EPA are NOT going well for agriculture. EPA has done a preliminary screening of 5 organophosphate insecticides and the risk cup specified by FQPA is already full. This does not include meat, dairy and structural exposures nor the 10x safety factor for children. Late breaking news last week is that carbamates may be grouped with OPs as both are acetylcholinesterase inhibitors. Preliminary findings are that ALL OPs and carbamates may be canceled. Although this hardly seems possible there is REAL concern in fruit/vegetable industries that a crisis will be coming.*

*Well...would love to hear some of your comments. How can NAICC help counter this current direction in registration?*

**Toni Wade:** *I'm deeply concerned about the potential loss of the OP's and the carbamates. On cotton, we routinely use Temik, a systemic insecticide and a carbamate to control thrips. If that fails, we use Orthene, an organophosphate. We can't stand the thrips and I know of no other controls. What can we do?*

**Roger Carter:** *We should probably forward your e-mail to each of our folks in Congress. We can attack in force while in Washington if we let everyone know prior to the meeting how important it is that they each visit not only their own Congresspersons but also one that their Congresspersons recommend seeing. In other words ask our representation in Washington who else we should talk with besides themselves,*

*whether it be other Congress people or agency people.*

*Additionally, what about a position paper?*

*EPA should be required to file an environmental impact statement prior to canceling pesticides or whole classes of pesticides. Wasn't one of the committees or task forces we were on supposed to ask the "What If?" questions before canceling or before refusing to label certain pesticides?*

**Robin Spitko:** *Roger, Interesting you bought up the legislators...Jim Cranney of US Apple Assoc. believes that a genuine crisis in the fruit industry will result from outcome of FQPA legislation and that a logical progression would be: cancellations due to FQPA legislation>>farm crisis and grassroots protest>>congressional involvement>>congressional inquiry into what is going on>>eventual modification of the law. What state agriculture will be in by then*

(Continued on pg. 4)

## NAICC President's Article Receives Praise

Below is a letter received by NAICC president **Billy McLawhorn** concerning a recent article in *Ag Consultant* magazine:

November 14, 1997

Mr. McLawhorn  
McLawhorn Crop Services, Inc.  
Cove City, North Carolina

Dear Sir:

In the Spring of 1998, I will be 'teaching' a graduate level course in plant pathology. Actually, the students will be doing a great deal of reading, discussing, and writing and I'll be listening. I would very much appreciate your permission to copy and distribute to the students your NAICC Report (entitled No One Said It Would Be Easy) published in *Ag Consultant*, September 1997. There are some great lessons and points to ponder in your excellent article.

Please let me know if I can copy it.

Sincerely,

Gary W. Moorman  
Professor of Plant Pathology  
Penn State University

*("Happenings On The Hill" cont. from pg. 3) is a good guess. Learned today that apples are actually only a small percentage of total OP use: therefore other crops will be impacted in a major way as well...indications are that EPA remains inflexible and intentions are to cancel most OP uses.*

**Allison:** *I tend to agree with your friend Jim. Congressional involvement is sometimes what has to happen to get back on the right track. If you remember, Congress got involved with WPS by delaying implementation.*

*Roger, you're also correct. Our members can talk with their representatives before the DC meeting and while we are there. The final version of the letter will be posted on this discussion group once it is sent to EPA.*

**Don Jameson:** *Dr. Alan Schriber of WSU Environmental Quality Lab, spoke on this yesterday. He says much loss will soon happen even before Congress could reverse itself. Further, he thinks Congress will be loath to recognizing or admitting they failed to study the consequence of this legislation. Further, to propose revoking will scare them as political foes make noise about abandoning a commitment to insure "safe food."*

*Nonetheless, I think we do need to take the education back to Congress. I really commend Robin for the excellent work she is doing.*

*Incidentally, Dr. Schriber showed that the majority of FQPA loss will come to minor crop states as Washington, Oregon, California, and Florida!*

**Robin:** *Great comments, Don. Yes, it appears it will be the two coasts and Florida that will be hardest hit by FQPA changes. In Massachusetts, ALL our crops are minor use crops! Will continue to use this space for updates as events transpire.*

**Tim White:** *Robin, let me know if there is any fruit info you might need from PA re OP's. Also, would it be possible between now and the meeting in Jan. to get something organized for members to spend some time in Congressional offices. I saw the earlier suggestion but rather than a scattered effort, maybe we could get a group together. Strength in numbers.*

**Robin:** *Hi Tim, It seems that something is brewing with NAICC members...there is consensus that some Washington visits are in order.*

*FQPA is the most far reaching legisla-*

*tion to affect crop production chemical registration since its passage. We owe it to ourselves, our clients, and US agriculture in general to understand the far reaching implications of this legislation on our own particular crops.*

*NAICC needs to bring to the attention of EPA examples of how FQPA will affect production, including the potential for crop loss. The nation's crop consultants are a rich source of data which EPA needs to be made aware of. Check in on the Miscellaneous Discussion site on the NAICC home page. We need your input and examples to bring to Washington.*

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## CROPS 99 Symposium

*by Phil Cochran*

The CROPS '99, (Coalition for Research On Plant Systems) symposium was held November 9-11, 1997 in St. Louis. NAICC had three members attending as invited delegates. Dean Wesley and I represented NAICC, while Larry Stowell represented the American Phytopathological Society. The primary objective of this carefully choreographed group was "to create dialogue among farm and commodity associations, the professional and scientific communities, and other related interests to identify future priority research needs for all plant enterprises in agriculture."

All delegates were assigned a specific breakout group that was retained during the entire session, from Sunday until Tuesday. The topic for each breakout session was set during a general session with three to four speakers each. There were 19 individual breakout tables consisting of twelve delegates each (approximately 228 delegates) all discussing the same pre-assigned questions. The individual groups worked together essentially non-stop (6:30 a.m. - 9:00 p.m.) both days.

The individual delegates consisted of an astonishing cross section of agricultural interests. Although the official attendance list has yet to be published some of the attendees were department heads from several land grant universities, corporate research personnel, a generous portion of personnel from all factions of USDA, American Farm Bureau, American Phytopathological Society, American Society of Agronomy (Tri-Societies), American Soybean

Association, National Association of Wheat Growers, National Corn Growers, National Cotton Council, and USA Rice Federation just to name a few.

Each of the many questions the breakout groups had to discuss probably could have individually taken the entire session. However, with each breakout session lasting only a couple of hours, detailed discussion was not possible. The organizers advised us the purpose of these questions was to assure some common input towards some of the current issues and not to influence the outcome of the symposium.

I have listed one question from each of the four breakout sessions for your review. When reading the questions, please keep in mind the wide cross section of disciplines at each breakout station. All delegates were charged with the task of representing and expressing the concerns of our respective sectors of plant agriculture while remaining cognizant of the needs of crops research in the broad spectrum. In other words: Check your ego at the door!

- 1) What are the potential problem areas needing attention to retain balance between productivity, profitability, consumer acceptance, and natural resource protection?
  - List the priority areas of research, education, and management needed to address such a balance.
- 2) What research is needed to develop improved methods and systems for processing, handling, and storage based on biological, environmental, and consumer needs and choices?
- 3) What are the potential environmental impacts attributable to plant agriculture production?
  - List and prioritize these impacts in terms of the need for additional research.
- 4) What are the primary limitations to increasing the U.S. capability to compete in the future international plant community and products market?
  - What effects will NAFTA and similar agreements have on the global market?

Each breakout group was assigned a rapporteur (reporter) and a recorder. The job of these two individuals was to record and report the dialog and recommendations of the groups to all delegates in the general session and to the organizers for inclusion into a proceedings document due out later this winter.

All breakout group recommendations will be collated and refined into a few primary research areas most often prioritized by the individual groups.

Our colleague Larry Stowell aptly described the symposium as "an interesting and strange process." That describes our two days in St. Louis perfectly. We will not know the outcome of our work until the final report is printed and distributed to the attendees. It should be fascinating reading at the very least. It is my opinion the we (NAICC) should be honored to have been on the invitation list of such an esteemed group. The opportunity to network with "all" of agriculture in one large group was indeed a unique, once in a lifetime situation. Rest assured, when the formal proceedings are published, you will be the first to read about it in the NAICC News and/or the NAICC web site.

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## ELECTRONIC DATA COLLECTION IS HOT TOPIC

One of the most prominent new electronic data collection technologies that will impact the way our research consultant members conduct their studies is the FieldNotes™ software, developed by Astrix Software Technology, Edison, N.J.

President **Billy McLawhorn** recently appointed six NAICC research members to the Research Electronic Data Task Force after one large sponsor company mandated the use of FieldNotes for all 1998 research trials. Members of the task force include: **Alan Courville** of Jensen Agricultural Consultants, Inc., Washington, La., **Wayne Currey** of Weed Systems, Inc., Melrose, Fla., **Mick Qualls** of Qualls Agricultural Laboratory, Inc., Ephrata, Wash., **Jim Steffell, Jr.**, of LABServices, Hamburg, Pa., **Bill Tarter, Jr.**, of Alvey Ag Research, Carlyle, Ill., and **Steve West** of Research Designed for Agriculture, Yuma, Ariz.

The use of electronic data collection will be the main topic for researchers at the 1998 Annual Meeting in Washington, D.C. On Thursday, January 22 at 2:00 p.m., during the Researcher New Technology Session, panelists from Astrix, four sponsor companies, and NAICC members will discuss the use of this new technology. Also on Saturday,

January 24 at 9:00 a.m., a lively open forum entitled, "Field Notes Discussion: Concerns and Controversy, Fact or Perception" will take place. Research Education Committee Chair and member of the ASTRIX FieldNotes Steering Committee, Bill Tarter stated, "The Annual Meeting is an excellent time for NAICC research members and the entire research community to get together and discuss all aspects of this new technology. We plan to have an open discussion and hope that all interested parties will take part in this very important information exchange."

Tarter and Alan Courville are the NAICC representatives to the Astrix steering committee and attended a meeting in August to discuss the problems and perceptions that NAICC members have with this system. They reported to the steering committee that researchers support the development of software technology that will improve and increase productivity. However, there was concern that the end users were not considered in the initial stages of development of this technology. Tarter and Courville stated in a report to the NAICC Executive Board that the Astrix steering committee was "very receptive to NAICC's concerns." They noted that FieldNotes Version 3.0 will be released in late January 1998. "This version is significantly better than version 1.0, but there is still room for improvement."

Currently 118 NAICC members conduct contract research, and all are invited to participate in the 1998 Annual Meeting and discussions about electronic data collection.

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## The Color of Ethics: Black, White, Gray or Green?

*By Dan E. Bradshaw*

Ethics, this six letter word, has been getting a lot of attention lately. In NAICC, it plays a significant part in our profession with the Code of Ethics by which we all agree to abide. But the starting point for ethics comes from inside. For try as we might, not everything can be spelled out in a Code of Ethics. The code embodies a set of general principles which then must be interpreted and related to individual situa-

tions. Problems arise when as individuals we try to resolve issues on our own without a common point of reference, not unlike the blind men trying to describe the elephant, where each relates only to a small part of a larger whole. All benefit by working collectively on ethical issues larger than those confronting us individually.

"Why, ethics are so dull. I'd rather go to the dentist than attend an ethics presentation". We've all heard similar comments in the past - probably even said them ourselves. But several years ago at the Kansas City meeting, we decided the time had come for an ethics session establishing a common starting point for all of us. Following a general session on ethics, members in small groups discussed hypothetical situations containing one or more ethical dilemmas. This session was a high point of the meeting and one which provided members with something tangible to take home and think about in helping guide them in their own business situations.

We will have an opportunity again at our annual meeting on Friday, Jan. 23 when Dr. William D. Brown, president of The Ethics Institute in Washington will conduct an ethics workshop where all will be able to participate.

In the past, the NAICC has tried to come up with elaborate ways to spell out in detail what the Code of Ethics means on specific points. At one time, we had drafted over eleven pages just trying to define the "Big I" - independent. Even with elaborate definitions and formulas, a person could (if they wanted to) find ways around independence to suit their own purposes. With a common ethical basis and a simple statement of principles, members have as sound a guideline as these formulas can provide. This ethics workshop will help give us all that common basis from where to begin, recognizing as Dr. Brown notes, "There is no right way to do the wrong thing."

The NAICC Code of Ethics was originally developed looking at codes of many similar organizations. In order to become an affiliated organization of ARCPACS, NAICC adopted much of the ARCPACS code. A significant addition was made with the addition of Article III (9) dealing with independence and conflict of interests.

Since the adoption of the Code of

Ethics, significant changes have taken place in technology and in the makeup of the NAICC. The Ethics and Grievance Committee is currently reviewing the Code of Ethics to see if the wording is sufficient and still broadly, but adequately able to cover the potential ethical issues and dilemmas which we are likely to confront in our day-to-day professional lives.

Many business issues cannot be broken down into simple categories of black or white. Ethical absolutes are seldom encountered. But what we do know is that ethical decisions tend to be "win-win" situations, paying off handsomely over the long haul for all concerned. Isn't it time to reconsider viewing ethics as black, white, or gray issues? Why not think of ethics as a rich, bold green, a color that is vibrant, inviting, and one that represents all things made new with a positive "win" for all involved.

Who is better positioned to appreciate this illustration than NAICC members who witness the miracles of all things new each Spring in the lush green color transforming the earth? There is a lesson here for you and me, don't you think? See you in Washington at breakfast on Friday, January 23. Be there!

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## External Lab Experience - Agronomy

by Rob Kahla

*Editors Note: The following piece is a report submitted by a York High School student after performing a two week internship with **Bill Dunavan**.*

**Purpose:** The purpose of this lab experience was to get me out into the real world to see some of the daily applications of chemistry at work. It also serves as a guide for what I might want to do after I graduate from high school and college, by giving me hands-on experience with a lot of independent ways of using chemistry as a job in the 90's.

**Procedure:** The basic procedure was to meet at a certain field, and for Bill to tell me in what field I would be working. After Bill gave me a brief description of the field and its different types of soils, I was in charge of coming up with a simple yet efficient way of gathering a wide scope of soils in a completely random way. This was accomplished by

making a diamond pattern or a "v" pattern across the field. We had to come up with a way of starting my pattern at a certain spot where he could finish. I would end up at the same spot he started and he would end at the point I started. That way I would be able to drive the truck back and pick him up.

Once I got into the field I had to walk a pattern, but at the same time zigzag back and forth on that part of the pattern. You cannot just walk a straight diamond or "v", or you will not get a varied enough soil collection. Once I started to walk a field, I first had to kneel down and "wash" my bucket that I used for the soil samples with a little bit of dirt and some corn husks. Then I took my soil probe and pushed it into the ground approximately eight inches and pulled it back out. I then threw my soil away. This is used as a blank test, to make sure that I was getting any unwanted chemicals or particles off of my probe.

If I ate, I had to wash my hands with dirt, to remove any salt left from lunch. I then started walking the designated pattern that we discussed in the truck. Once I got through with a field, approximately twenty soil samples per pattern, I took the dirt and crumbled it together with my hands. I then took the dirt that had been mixed together and poured it into a bag that had been carefully labeled to tell me what part of which field this soil came out of. I then took a corn husk and scraped any of the dirt out of the bucket that was left. I then started the whole process over again on a different field.

**Data:** The data collected in this lab will be used by Bill Dunavan during the winter and at the beginning of the spring season to inform his farmers what they need to do with each field. He can tell by the data sent back to him that a field has high or low acidity, whether or not he used too much of a certain chemical or not enough to produce the maximum yield.

**Observation:** My first thought when I started this job was that it was probably going to get pretty boring out in a corn field by myself. To my disbelief the time I spent in the field went fairly fast. There was always something new and unique about every field that separated it from the rest. About half of the fields were bean, and the other half corn. The

bean fields that I sampled seemed to have a much smoother, lighter packed soil than the corn fields. I never had a problem getting my soil probe in the full eight inches in a bean field. When you pulled the probe out, the soil was on average a lot darker color and a lot finer. It crumbled with ease and was very good ground. The bean fields were a lot easier to do than the corn fields. I did not have to step over any corn stalks and I ended up spending less time falling on my face. The bean fields were also easier to do because the farmers do not plant the bean so far up on little hills as they do with corn fields. The field is relatively flat and fairly easy to walk. There is a little bean stalk that sticks out of the ground about three inches, and the rows are about fourteen inches apart. That made for pretty cramped walking with someone who has feet as big as mine, but I made it OK. I think the thing that surprised me the most was the different types of soil that I encountered during these two weeks. You could do one field in a half hour, the soil would be really soft and nice to work with. Then, the next field could take me as much as an hour to do, the ground would be harder than a rock. I would stick the soil probe in and it would go about two inches and stop. I am not a small person, but even if I put everything I had into pushing that probe it would not budge. Those fields were miserable to do. Then, if by some miracle I did get the probe into the ground, it was nearly impossible to get it back out again. Some fields were very unique in the way that they were planted directly beside or on top of a little patch of trees. In those trees, I found all kinds of interesting things. I saw rusted parts of old cars, hub caps, shotgun shells, thick rope, and some strange insect nests. I never saw any wildlife on the ground, but there were always geese and other birds that were flying over my head.

The other thing that will stick with me about this lab was the weather. I never really encountered a warm day, but some of the days I did not wear a coat. However, most of the days were freezing cold. I could barely get enough clothes on to keep myself warm. Bill and I worked through a couple of days of rain, snow, and one day of a little of each. The snow was the worst. It soaked all of

my clothes clear through to your skin, and it was so cold out that it almost instantly froze your hands and ears. The last two days of my lab experience were probably the worst. We weren't out in the field, we were working at Bill's house. A layer of ice about two inches thick covered everything in town. Bill lives out in the country, and I did not know if I was going to make it out there. Once I got to his house, he has a pretty steep driveway and my wheels started spinning. I could not get anywhere. I ended up just gunning the engine and spinning my way up the hill. I didn't dare let the van slide down the driveway, because there was a garden behind me that I didn't know if I could miss. Getting home from his house was not the most fun I've ever had in my life either.

Conclusion: It was pretty amazing to me that a little bit of one kind of chemical or that just a little change in the pH of the soil is enough to change the amount of product that can grow there productively. I also found that this lab was a good way of showing the relationship between chemistry and biology. It shows how closely these two sciences are related. When some chemicals can drastically change the way that corn, beans, or whatever the product trying to be grown, it shows you how the classes I am taking affect real people in their jobs. Bill actually uses a lot of science while talking to his clients. He uses the chemical analysis that he gets back from the lab in Kearney. He then uses different books on insects and just his experience in farming to tell the farmers what chemicals will work best for them. I

can say without a doubt that I have a better understanding of how chemistry is used in the real world, specifically here in the Midwest after doing this lab with Bill.

## Members Get NAICC Message Out To Students

NAICC members **Phil Cochran** and **Dave Mowers**, representing the Professional Crop Consultants of Illinois, recently used the NAICC display booth at an Agricultural Career Day at Illinois State University in Normal Illinois, on October 8, 1997. Dave and Phil talked to many interested students about the possibilities of selecting crop consulting as a career. Both were pleased at the amount of interest they received.



## MEMBERS IN THE NEWS

### NAICC Members Receive Recognition

Several NAICC members received special recognition at the 45th Annual International Consultants Conference.

The Brookside Jamboree, was held by **Brookside Laboratories, Inc.**, in Lexington, Kentucky. **Roger Dennings** was chosen as Associate of the Year. **Roger Butts** received honorable mention for the Ag Merit Award. Members receiving awards for "Consultants Reaching Qualified Status" included **Don Brucker, Jr.**, **Raul Turati**, and **Dianne Jenkins**.

NAICC congratulates these members on their achievements.



(L. to R.) Janet Dennings, Roger Dennings – Associate of the Year, Peter Conidaris – Hall of Fame Inductee, Cheryl Conidaris.



Completion Of Brookside Training Program  
Front Row (L. to R.) Barbara Dolan, Ben Stagg, Jared Anez, Philip Barlow. Back Row (L. to R.) Rusty Oetker, William Bauer, Todd Creighton, David Able.



Ag Merit Award – "Bent Probe"  
(L. to R.) Roger Butts – Honorable Mention, Charlie Thornton – Award Winner, Rex King – Honorable Mention.



Consultants Reaching Qualified Status:  
(L. to R.) Don Brucker, Jr., Raul Turati, Peter Maybach, David Smith, Ben Stagg, Dianne Jenkins, Craig Paskvan.

## NEW MEMBERS

### Debi Garvin, M.S. (Animal Science/Genetics) SQA Pacific Rim Consulting, Inc.

4730 London Drive  
Mt. Hood, OR 97041  
Office: (541) 352-7120  
Home: (541) 352-7227  
Fax: (541) 352-7121  
Mobile: (541) 490-1639

Services: *Quality assurance for contract research.*

### Blake Johnson, B.S. (Ag. Economics) NICCA

Midwest Crop Consulting  
1210 Hancock Street  
Holdrege, NE 68949  
Home: (308) 991-0856  
Fax: (308) 995-4168  
Mobile: (308) 991-0856

Services: *Pest management, fertility, irrigation scheduling.*

### Ed Lloyd, Ph.D. (Plant Pathology) SCS, APS, NDAA AGVISE Research Inc.

Box A  
Northwood, ND 58267  
Office: (701) 587-5343  
Home: (701) 587-5080  
Fax: (701) 587-5345  
Mobile: (701) 739-3820

Services: *Contract research.*

## CALENDAR OF EVENTS

### DECEMBER 14-18, 1997

Entomology Society of America Annual Meeting, Nashville, Tenn., at the Opryland Hotel. For more information, contact Judy Miller at 301/731-4535.

### DECEMBER 28-JANUARY 6, 1998

Nematode Identification Course For Professional Consultants, Clemson University, Clemson, S.C. For more information contact 864/656-3450.

### JANUARY 5-9, 1998

Beltwide Cotton Conferences, Marriott Hotel, San Diego, Calif. For more information contact Debbie Richter at 901/274-9030.

### JANUARY 11-13, 1998

American Farm Bureau Federation 79th Annual Convention, Charlotte Convention Center, Charlotte, N.C. For more information contact 847/685-8764.

### JANUARY 14-15, 1998

Professional Crop Consultants of Illinois Annual Meeting, Crown Plaza Hotel, Springfield, Ill. For more information contact Dave Harms at 309/828-2767.

### JANUARY 18-20, 1998

32nd Annual Conference of the Association of Applied Insect Ecologists (AAIE), Asilomar Conference Center, Pacific Grove, Calif. For more information contact John Plain at 916/441-5224.

### JANUARY 18-20, 1998

Texas Association of Agricultural Consultants (TAAC) Annual Meeting, Hilton Hotel, Austin, Tex. For more information contact Norma Wood, at 512/454-3036.

### JANUARY 20-25, 1998

1998 NAICC Annual Meeting, Washington Court Hotel, Washington, D.C. For more information contact Allison Jones at 901/861-0511.

### FEBRUARY 9-12, 1998

Weed Science Society of America Annual Meeting, Hilton Hotel, Chicago, Ill. For more information contact 217/352-4212.

### FEBRUARY 10-11, 1998

Arkansas Agricultural Consulting Association (ACA) Annual Meeting, Riverfront Hilton, North Little Rock, Ark. For more information contact Chuck Farr at 870/823-4432.

### FEBRUARY 16-18, 1998

Louisiana Agricultural Consultants Association Spring Meeting, Louisiana Convention Center, Alexandria, La. For more information contact Cecil Parker at 318/336-9249.

### MARCH 2-3, 1998

Nebraska Independent Crop Consultants Association (NICCA) Spring Workshop, Holiday Inn, Hastings, Nebr. For more information contact Greg Schneider at 402/463-7182.

### MARCH 3-5, 1998

Iowa Independent Crop Consultants Association Annual Meeting, Gateway Center Holiday Inn, Ames, Iowa. For more information contact Richard Drilling at 515/394-4525.

### MARCH 5-6, 1998

South Dakota Independent Crop Consultants Association Annual Meeting, Ramada Inn, Russell Street, Sioux Falls, S.D. For more information contact Rod May at [control@brookings.net](mailto:control@brookings.net).

### July 5-9, 1998

Soil and Water Conservation Society Annual Conference, San Diego, Calif. For more information contact Sue Ballantine at 515/289-2331 or [sueb@swcs.org/](mailto:sueb@swcs.org/).

### AUGUST 17-21, 1998

Fifth International Symposium on Adjuvants for Agrochemicals (ISAA '98), The Peabody, Memphis, Tenn. For more information contact Allen Underwood at 901/537-7260.

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

## AIRLINE TICKET DRAWING

**CPM Magazine (Crop Protection Manager)** will hold a drawing for two airline tickets to encourage visitors to its website ([www.crop-net.com](http://www.crop-net.com)). The January 31 drawing is restricted to professional crop consultants only, and can be entered only at crop-net's "Crop Consultants Only" page. The round-trip tickets are good for travel anywhere in the continental United States. A short on-line questionnaire must be filled out to enter. This information is to ascertain that contest applicants are actual crop consultants and to help select information for the site. It will not be sold or transferred to any other party.

Based upon the on-line questionnaire, special links will be written to serve consultants' needs. Given the relatively small number of consultants on-line, the odds of winning the drawing are quite good by most standards.

## NAICC

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