



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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The Voice of the Professional Crop Consultant

June/July/August 1997

HOW TO SAVE YOURSELF TIME DURING THE BUSY SEASON

by Amery Staub, Managing Editor

As every consultant and researcher knows, with the dog days of summer comes the busy season. That period in your lives when you most likely leave home when it's still dark and don't return home until twilight arrives again. This is a period that leaves you wondering how to do things more efficiently.

One good way is to take advantage of the NAICC homepage on the Internet. This small space on the web is packed full of information to help Alliance members. Currently, members can use the web page for several tasks. One way is to use the website to access membership and certification applications. You can also review current and past issues of the newsletter directly from this site. It is also a quick and easy place to contact your fellow members. This is extremely quick and helpful when you want to see what problems other crop and research consultants are dealing with and how they are handling them.

The NAICC webpage also offers Hyperlinks to many other useful sites on the web. You can be connected here to government sites such as EPA, USDA, U.S. House of Representatives, and the U.S. Senate. These links can also connect you with sites that offer help using the Internet and e-mail.

Are you having trouble surfing with your current browser? You can be connected to such tools as Netscape or Microsoft Explorer. There are links to many agricultural organizations such as

the Soybean Board as well as universities and Extension. Several Extension newsletters are available on-line. You can even use these links to find weather information from the National Weather Service.

NAICC is in the process of implementing Phase II of its webpage design which will bring several new features to the existing page. A bulletin board is being added where members can post notices of interest. The Calendar of Events that is printed in each issue of the *NAICC News* will be listed on-line. Prospects will soon be able to print membership and certification applications from the website. Members will also soon have the opportunity to receive Annual Meeting registration from this page.

So for all of you out there who don't have enough time in the day, be sure to take advantage of these resources that are literally at your fingertips.

Certification Groups Seek Common Voice

by Allison Jones, Executive Director

Certification Board Chair **Dwayne Coulon** and Executive Director Allison Jones represented NAICC at the Certification Advisory Council (CAC) meeting, May 17, in San Diego, Calif., **Dave Harms** representing the Crop Science Society of America (CSSA), **Larry Stowell**, moderator and representing the **American Phytopathological Society** (APS), and **Dave Prochaska** representing the Weed Science Society of America (WSSA) were also at the meeting. The mission of the CAC is to enhance communication and improve standardization of the many certification programs available to professionals who practice in

agriculture and related disciplines.

Others represented were: American Registry of Professional Animal Scientists (ARPAS), **American Society of Agronomy** (ASA), American Society for Horticultural Science (ASHS), Certified Crop Advisor (CCA), Entomological Society of America (ESA), Society of Range Management (SRM), Soil Science Society of America (SSSA), and the **Soil and Water Conservation Society** (SWCS).

Roger Rayburn with NRCS-USDA outlined the requirements for Third Party Technical Assistance under the Environmental Quality Incentive Program (EQIP). Under this plan, persons who are certified under certain national programs are eligible to help growers write conservation plans. Participants voiced concerns about the current proposed plan and drafted a letter to USDA (see *Happenings on the Hill*).

It was also decided at this meeting to investigate availability of an electronic clearing house of meetings that are sponsored by various associations. Meetings will be posted in a central

(Continued on page 2)

INSIDE THE NEWS

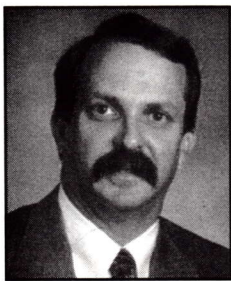
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PRESIDENT'S MESSAGE

READ THE SIGNS

by Billy McLawhorn

Has anyone besides me ever had the experience of spending what seems like hours waiting to be served, only to discover when you finally belly up to the counter that you were standing in the wrong line? "This lane is for people whose last names begin with A through K," the clerk is apt to say rudely.

"The last I heard, McLawhorn starts with an M."

The people in the right line show no mercy. I am back at the starting point, and what I am thinking about is the importance of reading the signs.

Just to show you that I can learn from my mistakes, I decided to think about the signs NAICC should be reading, and I'm glad I did. Those signs contain a lot of good news. Some of it has appeared on these pages before, but in composite it means that the Alliance has achieved many of the goals of our founders.

Those goals included attaining recognition for our profession; gaining a voice in national policy; fostering the entrance of young people into consulting and research; and keeping our membership informed. Let's take a look at some recent signs that indicate success.

- We have been invited by the Office of Pesticide Programs of EPA to advise the Agency on the impact of their decisions. "We want you to serve as our reality check," one highly-placed administrator said.
- In the past six months, the president of NAICC has written two letters to EPA urging registration or continued registration of eight crop inputs. At press time, four of those products had received positive action (see EPA Letters).
- We have been invited to sit on a panel at a meeting EPA is holding for state regulators and Extension representatives. The purpose of the meet-

ing is to raise awareness of these government officials of the types of services provided by the private sector.

- NAICC was invited by USDA to staff an ag tour for Congressional aides to educate them about the benefits of IPM. We were also invited to conduct a similar seminar for USDA staffers in Washington.
- We have joined forces with the other major certification programs to form the Certification Advisory Council. This powerful group, comprised of NAICC, Crop Science Society of America, **American Phytopathological Society**, Weed Science Society of America, American Registry of Professional Animal Scientists (ARPAS), **American Society of Agronomy (ASA)**, American Society for Horticultural Science (ASHS), Certified Crop Advisor (CCA), Entomological Society of America (ESA), Society of Range Management (SRM), Soil Science Society of America (SSSA), and **Soil and Water Conservation Society (SWCS)** is a force not to be ignored in Washington. CAC is currently advising the Natural Resource Conservation Service at USDA as they face the task of implementing EQIP.
- We were invited by *Crop Decisions*, the new publication that is replacing *AgriFinance*, to have a regular column, thereby expanding our reach to more ag professionals.
- We have been invited by the National Cotton Council to send two members to the prestigious planning meetings for the Beltwide Cotton Conferences, one of the largest and most highly regarded meetings in agriculture.
- We will have a contingent of members, armed with our display booth, at the FFA convention in Kansas City, Mo., this fall. This will be the beginning of an initiative aimed at

raising young people's awareness of the crop consulting and research professions.

- We were invited by the **Ag Retailers Association** to participate in their strategic planning process.

All of these are specific symbols that, I believe, represent a large and exciting truth: we have arrived. We are long past the days of "not getting no respect." NAICC has become a household word at USDA, EPA, and in many offices on Capitol Hill. Our existence is well-known among the leadership of commodity groups, professional societies, and other organizations that serve ag interests. We may even be making some headway with the general public.

It's been awhile since I was asked by someone, "Exactly what is a crop consultant anyway?"

What does it all mean? I'll have to save that answer for a future column.

In the heat of the growing season I'm much more focused on helping my clients produce profitable crops than on scanning the horizon to search for long-term challenges and opportunities. By the October Executive Board meeting I intend to be closer to an answer.

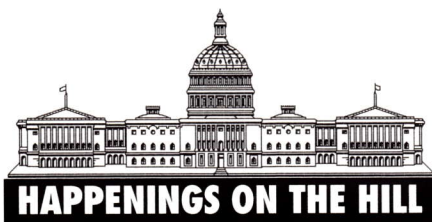
Meanwhile, I'm pretty sure that getting to the answer will entail reviewing our history, searching for strategies and tactics that were successful as well as those that didn't turn out as we would have wished. We will have to learn to pick our battles carefully, to continue the consensus building that has marked the last several NAICC administrations, and we'll need to remind ourselves to be thoughtful and large-minded with our input now that we have a seat at so many tables.

I guess what I'm saying is, we'll have to remember to always read the signs.

("Certification Group Seeks Common Voice" continued from page 1)

location on the Internet and will allow members to locate meetings of interest and know how many CEUs are available.

The next meeting of the CAC is scheduled for December in conjunction with the Entomology Society of America's annual meeting in Nashville (see *Calendar of Events*).



CERTIFICATION GROUPS EXPRESS CONCERNS

The following are excerpts from a letter sent to USDA's Natural Resource Conservation Service regarding proposed language in EQIP implementation.

Memorandum of Understanding

It is critical that national certification programs be allowed to enter one Memorandum of Understanding (MOU) at the national level that covers all of their registrants—not certification on a state-by-state basis. Within this MOU, the certification program will define the knowledge and skill areas required for certification and also define the general areas in which its registrants have expertise.

We do not see the necessity of providing NRCS each registrant's specific area(s) of expertise. Producers can clearly judge by the certification a registrant holds (crop adviser, animal scientist, erosion specialist) who can best serve their planning needs. The registries can update NRCS annually for address changes (based on their renewal cycle) and as needed for registrants who have their certification revoked.

Training Modules

NRCS must consider alternatives to requiring training modules. We are less than optimistic that mandatory modules will have a positive impact on the quality of the plans but more likely be seen by registrants as a barrier to participating as a third party vendor. The actual tracking of who has and who has not taken these modules will also be difficult for registries and NRCS.

We strongly believe the initial qualification to write plans should be based solely on being a registrant in a certification program recognized by NRCS. Each program has well defined standards that should be recognized without further training.

As an alternative to mandatory modules we urge the NRCS to cooperate with certification programs and other partners to hold a nationwide series of workshops which focus on planning.

The workshops would emphasize the elements of a good plan and have the flexibility to address state and regional needs. Also, through our existing continuing education programs, newsletters and mailings we can disseminate information and examples of a quality plan.

Plan Review Process

The key to a successful program is the plan review process. The NRCS should:

- expect that third party vendors submit plans which clearly state the planner's credentials, the objectives, implementation and benefits;
- outline specific elements of what NRCS is looking for in a plan;
- use a system that tracks the first three plans to ensure quality and not accept work that is not professionally presented;
- ensure that reviewers have similar qualifications as the plan writers;
- develop an appeal process for rejected plans.

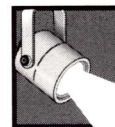
In summary, we urge the NRCS to review the standards for our certification programs. These standards have been set with great care and can serve the planning needs of producers—now. We strongly believe that all registrants should be eligible to write plans without further training but that training alternatives be readily available. And finally, NRCS and the certification programs listed below, by working together, can provide the assistance to producers that will protect and enhance our natural resources.

NAICC Appoints Task Force

President **Billy McLawhorn** recently appointed **Alan Courville**, Jensen Agricultural Consultants, Inc.; **Wayne Currey**, Weed Systems, Inc.; **Mick Qualls**, Qualls Agricultural Laboratory, Inc.; **James Steffel**, LABServices; **Bill Tarter**, Alvey Laboratories and Associates; and **Steve West** of Research Designed for Agriculture to serve on the NAICC Researcher Electronic Data Task Force.

The purpose of this group is to monitor the development of software and hardware computer equipment that is now available to research consultants to track field trials. The task force will develop NAICC's position on the newly

introduced technology used by both contract researchers and sponsor companies. Courville and Tarter have been nominated to serve on the steering committee of a software manufacturer (Astrix) and provide NAICC's input on this new system and the ongoing development process.



SPOTLIGHT ON THE STATES

This month's spotlight is on the **Iowa Independent Crop Consultants Association**. During the March 7, IICCA Business Meeting, the following officers and directors were elected: President, Chris Clark of Ida Grove; Secretary, Wayne McClintock of Charles City; Treasurer, Daniel Eklund of Huxley; and Directors, **Jay D. Johnson**, of Beaman; and Thomas Smidt of Greene. Congratulations to the new 1997 Executive Board!

Also at this meeting, Jay Johnson, NAICC Membership Services Co-chair, and **Hal Tucker**, IICCA's representative to the Alliance of Association Leaders (AAL), reported on the February meeting they attended in Moline. As a result of this meeting, IICCA is considering a state association website and several other projects with neighboring state organizations.

At the Spring Board meeting, a Precision Ag Committee was appointed in order to effectively communicate with NAICC on the goals of exchanging information on this new technology between consultants across the nation. The committee consists of **Shannon Gomes**, Dan Eklund, Kay Connelly, and Rich Pope.

In other business, Hal Tucker was asked to serve as liaison between IICCA and NAICC, and possibly submit a regular column in their newsletter on NAICC events.

If your state association has any news you'd like to report, we'd like to share it with our readers. Please send current events, new officers, facts on your organization, copies of your newsletters, or meeting schedules to NAICC. We'll pass along the information each month right here in "Spotlight", as well as post it on our website.

The following letters were sent to EPA on behalf of NAICC to address the Food Quality Protection Act

Mr. Fred Hansen, Deputy Administrator
Mr. Steve Johnson, Office of Pesticide Programs
Environmental Protection Agency
401 M Street, SW
Washington, DC 20460

Gentlemen:

As President of the National Alliance of Independent Crop Consultants I speak for our 500 members who consult on one out of every six acres of cropland in this country. Please know that our members, and the thousands of growers they serve, are extremely concerned about the impact and timely implementation of the Food Quality Protection Act (FQPA) legislation. Specifically, we understand that new registrations will take longer and be even more expensive than before. We are concerned that:

- 1) This will put American families at a significant disadvantage in world grain markets as new crop protection tools are approved abroad but not in the US.
- 2) EPA has targeted the most widely used and economical herbicide, atrazine, without providing new tools to allow for an orderly transition to new chemistries.
- 3) The increased cost of registering safe products will be passed on by the basic manufacturers, which will put increased financial pressure on the American farmer who cannot pass along the increase to their customers. I'm sure you don't have to be reminded of the precarious position many farmers are in already.

We would very much appreciate receiving from the Agency an update on the status and timing of registration for several new products awaiting registration:

- 1) Lightning herbicide from American Cyanamid
- 2) Liberty herbicide from AgrEvo
- 3) Balance herbicide from Rhone-Poulenc
- 4) Authority herbicide from FMC

In addition to the status and timing of registration, we would like to know about the impact of FQPA on new registrations (additional time required for risk analysis, new study requirements, etc., due to FQPA) so that we can communicate the true impact of this legislation to our members and they, in turn, can inform their clients.

Please understand that our concerns are not limited to the list of products listed in this letter. We are equally alarmed about the future. Our members work on a number of crops grown on limited acreage. Since companies already find it difficult to justify investment in "limited use" materials, we have a fear that if the process is made even more difficult, some excellent chemistry will be precluded from entering the marketplace.

Other concerns have to do with the timely issuance of Section 18 and "conditional registrations" that have played a large role in our growers' ability to compete effectively in the world marketplace. It is imperative to our interests, and those of our clients that we continue to have access to the same safe and effective materials that are available to growers in other countries. Expedient issuance of Section 18's and the allowance of "conditional registrations" in the past have been key elements in our growers' ability to compete in the world market place.

We very much appreciate the rapport that has developed between the Agency and NAICC in recent years and urge you to continue the excellent communications we have enjoyed in the past. We have been very impressed with the willingness of those on your staff to listen carefully to our concerns and to do what they could to address those concerns.

We also admire the Agency's record in protecting the public's interest. We do urge you to give equal priority in your heavy workload to the interests of America's farmers.

Thank you very much for your attention.

Sincerely,
Donald L. Jameson, CPCC-1
President

Mr. Fred Hansen, Deputy Administrator
Mr. Steve Johnson, Office of Pesticide Programs
Environmental Protection Agency
401 M Street, SW
Washington, DC 20460

Gentlemen:

This letter is intended to follow up on an earlier correspondence (enclosed for your reference) from my predecessor, Mr. Don Jameson; to thank you for your response to that letter and to commend EPA on progress since that time; and to express appreciation for an opportunity extended to NAICC by EPA.

During a recent visit to Washington by our organization's executive board, we were invited to meet with a group of staffers from the Office of Pesticide Programs of EPA to explore ways that our members can provide information to assist them in fulfilling their mission. They described their responsibility as "serving as a reality check" for EPA. We appreciate the Agency's concern about the impact on farmers of its actions, and we are delighted to be asked to participate. Acting as an information conduit between grower clients and policy makers and others is a major role for most of our members.

In our earlier letter we requested information about the registration status of several products. You replied that the Agency intended to make registration decisions on Liberty herbicide and Authority herbicide by February of this year and Lightning herbicide by July. It is our understanding that all three of those registrations have now been issued, and we commend you on those actions. We are writing now to appeal to you on behalf of cotton growers concerning four materials critical to their success:

- Buctril herbicide from Rhone-Poulenc
- Furadan insecticide from FMC
- Pirate insecticide from American Cyanamid
- Rovral fungicide from Rhone-Poulenc

The circumstances surrounding the registration status of each of these materials is different, as is the case to be made in support of registration. Others will construct those cases. It is our purpose to remind you that:

- Many cotton producers are already in a precarious economic position due to increased pest pressures in some parts of the CottonBelt. Our members have worked with their clients to develop management strategies that are economically and environmentally sustainable. Many of those strategies are dependent on one or more of the above products.
- This has been a difficult planting season for growers in many parts of the country, including most of the Cotton Belt. It is extremely discouraging that in addition to the vagaries of nature they are also faced with unknowns about which products they are allowed to use.

The resulting uncertainty is paralyzing decision making on many farms and we are gravely concerned that under these conditions some growers will desert IPM principles and return to the less risk-intensive, more pesticide-intensive programs of the past. We urge you to move quickly to avert this unfortunate possibility.

I will be delighted to discuss this with you or a member of your staff if you would like additional information.

Sincerely,
William M. McLawhorn, Jr.
President

cc: Public Response and Program Resources Branch
Field Operations Division (7506C)
Office of Pesticide Programs
Environmental Protection Agency
401 M St., SW.
1921 Jefferson Davis Highway
Arlington, VA 22202

Running With the Big Dogs

NAICC was recently asked to pick representatives to attend two important meetings. Crops 99 and the Beltwide Production Conference planning meeting.

Crops 99 asked the Alliance to designate a contact person to become a member of the Crops 99 Support committee. President **Billy McLawhorn** asked past-president **Maggie Alms** to serve on this committee. Alms will review the actions of the Executive Planning Committee, recommend participants to the Crops 99 Symposium, recommend appointments to the Consensus and Writing committees, and assist in obtaining financial support for Crops 99.

The mission of the Coalition for Research on Plant Systems (Crops) is to "address, communicate, and influence the establishment of research needs and priorities, and related Extension and education issues, of the agricultural industry" Participants in the Crops 99 Symposium include representatives from interest groups throughout agriculture. JoAnn Smith, former USDA Assistant Secretary for Marketing and Inspection, has agreed to chair the meeting.

NAICC also sent two representatives to the Beltwide Production Conference Planning Meeting. This is the first year that the Alliance was asked to help in planning the Beltwide. The mission given to this committee will be to "provide guidance to staff on the Beltwide Production Conference's structure and program content."

The rest of the committee is made up of 18 producers (one of which will chair the committee), chairman of the Producer Steering Committee, president of the National Cotton Ginners Association, president of The Cotton Foundation, president of the National Cotton Ginners Association, and four state Extension Cotton specialists.

Roger Carter of Louisiana and **Danny Bennett** of Georgia represented NAICC at the meeting in Dallas.

Contract Research 101

What is contract research? According to **Justin McGee**, what you need to know is how to get involved with it.

"Getting involved with contract research will give you the experience that will set you apart from your competitors," McGee said in his presentation to students at the 1996 NAICC Annual Meeting.

Justin McGee who is with Crop Management Strategies in Hereford Penn., offered concise explanations of what contract research is and how it affects consultants.

McGee began with the two types of research testing, efficacy and regulatory. Efficacy testing is the evaluation of product performance in comparison to competitors to evaluate potential profitability. In other words, a pesticide would be compared with a similar competitive product to see if it had any characteristic that would set it apart from the competition.

Regulatory testing, explained McGee, is the evaluation of a product for consumer, environmental, and worker safety. This type of testing is also known as GLP ("Good Laboratory Practices"); GLP is a set of government mandated testing standards. Regulatory testing is used a great deal by governmental agencies such as the Federal Food and Drug Administration (FDA) on a new drug for consumers.

Efficacy testing tests products in different scenarios to determine optimum performance. According to McGee, the number one question to be answered is, "Does this product work?" In addition to test results, other factors may influence a product's profitability, including cost, environmental, and safety issues. Another important factor is if the product is available in a formulation that a grower can readily use.

Regulatory or GLP testing, said McGee, involves applying experimental products at the highest use rate and maximum number of applications to evaluate potential consumer and environmental exposure. There are three basic types of regulatory studies. First, there is direct consumer contact; examples of this are raw agricultural commodity (RAC) processing which involves another commodity and crop rotation. These types of studies, McGee explained, evaluate the quantity of pesticide residue ingested by the consumer.

The second type of study is worker exposure. Examples of this are Dislodgeable Foliar Residue (DFR) and Re-Entry. McGee said, "This type of

study evaluates the amount of pesticide residue a field worker comes in contact with."

The third type of survey is environmental safety. Examples of this are soil dissipation, wildlife toxicology, groundwater contamination, and many others. This type of study evaluates the environmental impact of a pesticide."

McGee emphasized that because these studies are so different, their documentation is also. Efficacy studies require science-driven, brief, analyzed data. In other words, "Did this product work and at what levels?" Regulatory studies require EPA and sponsor-driven, lengthy, reconstructible data; "Can you prove this really happened?"

What does it take to get a research position in today's work force? According to McGee it takes a balance of education and experience. "In today's market a Bachelors degree in a related field should be considered a minimum requirement. Computer science, math, chemistry, and written communication skills are essential. However, experience is what will set you apart from your competitors," states McGee. He also suggests that a good way to gain this experience is through summer internships.

Why should soon-to-be-members of the profession get involved with NAICC? McGee states two reasons: "To remain familiar with the terminology and techniques of an ever changing profession;" and "To maintain contact with your clients in a professional and social setting."

McGee left his audience with a quote from St. Bernard (1091-1153) "You will find something more in woods than in books. Trees and stones will teach you that which you can never learn from masters."

PUBLICATION

Dr. Benjamin Wolf, a consultant since 1949, is publishing a book entitled "Diagnostic Techniques For Improving Crop Production." The work presents and discusses diagnostic procedures that its readers can use to optimize conditions for growing crops and improving their maximum economic yields. The publication sells for \$39.95. For more information or to order contact Food Products Press at 800/342-9678.

HOMEPAGE

- Check out the NAICC Bulletin Board and see what young farmers are saying about the future of farming.
- Need information from a specific pesticide label? Check out Pesticide Labels and MSDS under Information Resources.
- Results of our first year in Cyberspace coming in the September issue of *NAICC News*.
- **COMING SOON:** Available in the next several weeks, visitors to the NAICC website may print membership and certification applications for their use or to distribute to fellow consultants. The Annual Meeting registration information will also be available to print in early Fall.



MEMBERS IN THE NEWS

NAICC voting member **Roger Carter** is featured in a story on 1996's BT cotton crop entitled "Notes From The Field" in *Cotton Grower* magazine. He is also featured in a story entitled "No FAIR!" in *CF Management*. This feature deals with the Federal Agricultural Improvement and Reform Act (FAIR ACT) of 1996.

Note: *If you have written an article or are mentioned in a publication, please send a copy to the NAICC Headquarters, so we can feature you in the NAICC News.*

BE A BUDDY

Volunteers are needed for the New Member Buddy System. The purpose of this great program is to pair up new members with NAICC buddies who will contact them three to four times a year to help orient them to the Alliance and encourage them to get involved. Our membership is growing by leaps and bounds monthly, and we need buddies! It's a great opportunity to contribute to NAICC. Thanks to those who are already participating. Please encourage others to do the same. If you would like to be a buddy, call or e-mail Allison Jones at 901/861-0511 or JonesNAICC@aol.com.

NEW MEMBERS

VOTING:

W.H. Palmer, B.S. (Pomology) **NYSHS**

A.C.D.S. Research, Inc.
4729-A Preemption Road
Lyons, NY 14489
Office: 315/589-8531
Home: 315/589-8531
Fax: 315/589-4096
Mobile: 315/945-0945

John E. Smith, B.S. (Ag. Business Mgmt.)

Delta Farm Service
485-2 Wetmore
Manteca, CA 95337
Office: 209/239-4158
Home: 209/599-7282
Fax: 209/239-4159
Mobile: 209/606-0303

S. Michael Striebel, B.A. (Biology) **SWSS, WSSA**

American Agricultural Services, Inc.
7174 Gourd Branch Road
Lucama, NC 27851
Office: (919) 239-0866
Home: (919) 557-7622
Fax: (919) 239-0538
Services: GLP: metabolism, residue, e-fate. Non-GLP: efficacy, weed science, disease, insects.

CALENDAR OF EVENTS

JULY 13-16, 1997

United States Feed Grains Council, Philadelphia, Penn. For more information contact 202/789-0789.

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.

AUGUST 11-14, 1997

GIS Technology and Modeling in Land Management, the Metropolitan State College of Denver, Denver, Colo., For more information contact lead instructor, Joseph K. Berry, 970/490-2155 or joeb@cnr.colostate.edu. CPCC CEUs will be available and announced at a later date.

SEPTEMBER 9-11, 1997

Applied Agricultural Technology Conference and Exhibition, Memphis, Tenn. For more information contact Kinsey Coleman at 901/757-7754.

OCTOBER 3-9, 1997

American Society for Horticultural Science Annual Meeting, St. Louis, Mo. For more information contact 703/836-4606.

OCTOBER 21-24, 1997

Society of Quality Assurance (SQA) Annual Meeting, Westin Hotel, Seattle Wash. For more information contact Robin Smith at 703/684-4050.

OCTOBER 26-31, 1997

ASA, CSSA, and SSSA Annual Meetings, Anaheim, Cal. Hotel to be announced.

NOVEMBER 9-11, 1997

CROPS 99 Symposium, Marriott Downtown, St. Louis, Mo.

NOVEMBER 19-21, 1997

International Society of Quality Assurance Annual Meeting, Mainz, Germany. For more information contact Louise Morris at 919/319-1155.

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.

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.

CORRECTION:

The date for this meeting was listed incorrectly in the May edition of the NAICC News. The correct information is as follows:

MARCH 5-6, 1998

South Dakota Independent Crop Consultants Association Annual Meeting, Ramada Inn located on Russell St. in Sioux Falls, SD. For more information contact Rod May SDICCA Sec/Treas at centrol@brookings.net.

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

ANNUAL MEETING

Don't forget to mark your calendars to attend the 1998 Annual Meeting in Washington D.C. This year's invited keynote speaker is Senate Majority Leader Trent Lott (R-MS). Also we've expanded the exhibit hall and even including a raffle!