



# NAIACC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

Volume 11, Number 7

The Voice of the Professional Crop Consultant

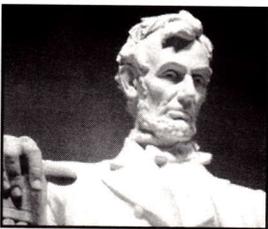
October 1997

## IT'S HAPPENIN'

NAIACC members and friends will have a chance to be part of what's "happening on the hill" during the 1998 Annual Meeting, January 21-24, in Washington, D.C. Four days of educational sessions, legislative updates, committee meetings, political spoofs, tours, and just plain fun will be happening during this week.

By attending the meeting, you will be privy to the scoop from inside the beltway. Invited Keynote Speaker, Trent Lott, will give us an overview of what Congress will tackle in 1998. Key commodity group representatives or "lobbyists" will give you their predictions for the future of corn, cotton, soybeans, and wheat.

The meeting will be held at the Washington Court Hotel, right on Capitol Hill. Just blocks from the U.S. Capitol and Senate and House office buildings, you will be where history was and is being made. Union Station, a turn-of-the-century historical landmark, houses more than 125 unique shops and restaurants, including a food court. This restored train station is the official Amtrak station, as well as a main stop on the Metro, DC's subway service, and is just steps away from the hotel.



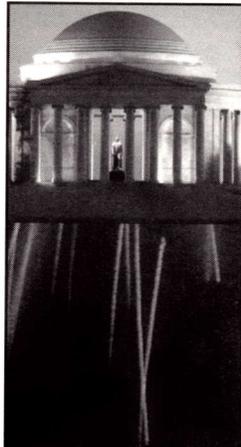
You can enjoy the sights of Washington on your own, or join fellow attendees on

three great group tours. Tours include Smithsonian Museum favorites, a famous landmark riding tour, or a visit to Old Town in Alexandria, VA.

Spouse tours will depart on Thursday

Photos courtesy of Washington D.C. Convention and Visitors Association

and Friday and promise to be something that will be treasured for years. Spouses and guests will be treated to an "insider" guided tour of the U.S. Capitol, the Library of Congress, the Supreme Court, and the National Archives. The Special Treasures tour begins at the State Department Diplomatic Reception Room.



Following a full tour of the State Department, we will venture to the National Cathedral, Embassy Row, and, of course, conclude with a bit of shopping.

New this year will be an optional evening tour featuring "Washington Favorites," such as monuments, government buildings, and the Kennedy Center. All this is accompanied with wine and cheese served by a waiter who will meet your every need.

Of course, the Annual Meeting is the time for NAIACC to conduct business for the year. Committees will meet on Wednesday afternoon beginning at 1:00 p.m., and the NAIACC Business Meeting will be held on Thursday morning.

One of the highlights of attending the Annual Meeting each year is the chance to network with your peers. This year we promise you will have ample time to do just that. You can catch up on what's happening in other parts of the country during two continental breakfasts in the exhibit hall and again during a sit-down breakfast on Saturday morning, after which you will hear from your peers on business matters.

Other highlights of the Annual Meeting include a Political SpooF Dinner and Entertainment on Friday night, a raffle held during the Exhibit Hall Extravaganza, and the favorite networking lunches. (See related story)

You will surely know what is happening on the hill once you attend the 1998 Annual Meeting in January. Program, committee, tour, hotel, and registration information are enclosed with this newsletter.

## NAIACC SUSTAINING MEMBERSHIP GETS NEW LOOK

by John Cantwell, Ph.D.  
Chair, Allied Industry Committee

NAIACC Sustaining Members aren't changing, but the options they have are. Starting in 1998, Sustaining Members will have a choice of benefits they receive from membership in NAIACC and at what level they wish to participate.

(Continued on pg. 2)

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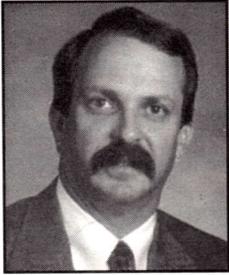
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**PRESIDENT'S MESSAGE**

**CONVENTIONAL WISDOM?**

by Billy McLawhorn

Isn't it funny how your parents learning progression so closely parallels the "J Curve" we all learned about in math and statistics?

When you're very young, at least for your first ten years or so, they are so smart, but by the time you're fifteen, they don't seem to know much about anything. Most parents "bottom out" some time during our mid-teens, and don't really start climbing the steep part of the J until we are in our 20's. Then they get smarter and smarter as the years go by.

Webster defines maturity as "being thoroughly developed in intellect, outlook, etc.," but maybe a better definition should be that maturity is about learning that you don't know as much as you thought you did. Bob Dylan really captured that thought in one incredible line in the song "Younger Than Yesterday", "Ah, but I was so much older then, I'm younger than that now."

Thinking in these pleasantly paradoxical terms leads me to see the world in a most refreshing way. As I become "younger" I become naive again, and start questioning more. "Conventional wisdom" becomes an oxymoron. How is it wise to think conventionally when everything is constantly changing?

In a way, this is a scary state of mind because it takes away certainty. In another way it's invigorating and it has led me to look for wisdom in some unexpected places.

One of those unexpected places is among the Generation Xers of my acquaintance. In the last column of *NAICC News*, I talked about "Generation X", and the special challenge they face in becoming entrepreneurs in the research and crop consultant fields. They have grown up in a world where we all seek instant gratification as a way of life, in almost everything we do. I still think we must teach the young that there are no shortcuts and it's not easy becoming successful. It will take time. This is probably the case in any-

thing that is worthwhile.

The flip side is that there is much we can learn from the young as well. In fact, perhaps we should open our hearts and minds to the idea that there are lessons to be learned all around us.

The best friend I ever had was very different from me in a number of ways. Babe was a black tenant farmer, who had lived on our farm since my grandfather purchased it in the 30's. He grew up there and lived almost his entire life there. He was my trusted friend who taught me more about people and life than anyone I have ever known outside of my immediate family. I have spent a lot of time thinking about our relationship since he passed away four years ago, and wondering why and how we were so close.

I don't have the answer yet. I'm not even sure I have asked the right questions. Maybe I'm still trying to identify the pieces of the puzzle.

I am sure about one thing, though. There are valuable lessons to be learned in unexpected places, and respect and consideration (listening) are not expensive gifts to give. Especially when the payback is frequently so valuable.

("NAICC Sustaining Membership...", cont. from pg. 1)

A tier system, designed by several Sustaining Members, is outlined below.

All companies will pay the minimum dues fee of \$600 or \$2,000, depending on the number of employees. Then, if they exhibit at the 1999 Annual Meeting, they've already maintained their current level of membership. From here companies can choose to move to the Gold or Platinum level by participating in the many other available opportunities.

Something new is the opportunity for additional employees to have their own individual memberships. This is to encourage involvement with all departments of large companies, especially those involved in contract research. By having an individual membership, too, members do not have to rely on one person in a totally different part of the country to relay information or copies of the newsletter.

These exciting changes in the structuring of Sustaining Memberships and exhibition opportunities are a result of dedicated team work between the Allied Industry Committee and NAICC staff. These changes are welcomed by the committee and our gratitude is extended to all those within the NAICC team who helped construct the new plan.

NAICC is a fast growing organization and these changes will help us nurture relationships and expedite the transfer of information between the consultants, contract researchers, and Sustaining Members.

The Allied Industry Committee will meet on Thursday, January 22, at 1:00 p.m., during the 1998 Annual Meeting in Washington, D.C., and will review this new plan and future improvements.

		<b>Minimum Investment for 1998</b>
Level I	Platinum	\$10,000 and up
Level II	Gold	\$ 5,000
Level III	Silver	\$ 2,500
Level IV	Bronze	\$ 1,000
<b>ACTIVITIES</b>		<b>VALUE</b>
<b>A. NAICC Membership</b> (number of memberships X \$2,000 or \$600). Companies with 99 or fewer employees pay \$600. Companies with 100 or more pay \$2,000.		
<b>B. Additional Individual Membership</b> (number of memberships x \$200)		
<b>C. Exhibit Booth at the 1999 NAICC Annual Meeting</b> (number of spaces x \$500). Includes one exhibit pass and meals. (Exhibit booth for non-Sustaining Member is \$750)		
<b>D. Event Sponsor at the 1998 NAICC Annual Meeting</b>		
<b>E. Hot Link</b> to the Member's www page from NAICC Electronic Directory		<b>\$1,000</b>
<b>F. Poster Session at the 1999 Annual Meeting</b> (number x \$250)		
<b>G. Company Logo</b> printed in hard-copy of Directory		<b>\$ 500</b>
<b>H. FEAE Sponsored Activities</b>		
<b>I. General Contribution or Other Customized Activities</b>		

### **Bronze Members Receive:**

- Newsletter
- NAICC Membership Directory
- Listing in NAICC Membership Directory
- Invitation to the Sustaining Members' Dinner
- Membership Plaque
- Listing by Tier in *NAICC News* and Annual Meeting Program
- Opportunity to Present Paper at the New Technology Session
- Membership on the Allied Industry Committee

### **In addition to the above, Silver Members Receive:**

- One Complimentary Registration at the NAICC Annual Meeting

### **In addition to the above, Gold Members Receive:**

- An Article in the NAICC News Each Time Membership Is Renewed
- Free Unlimited Access to Member and Prospect Listings
- One Complimentary Registration at the NAICC Annual Meeting (Total of 2)

### **In addition to the above, Platinum Members Receive:**

- Free Placement of Company Logo in Membership Directory
- Lunch or Meeting with Executive Board upon Arrangement
- One Complimentary Registration at the NAICC Annual Meeting (Total of 3)

## **Not New But Improved: Networking Lunches**

Last year, we introduced the concept of Networking Lunches at the Annual Meeting, an idea that was very well received. With more advance publicity, we're expecting much broader participation in Washington. At these "informal lunches", you can visit with friends, new acquaintances, or clients on any topic you choose.

If you have a topic, issue, or new idea and want to hear what others have to say, there is no better way than to orchestrate a Networking Lunch. Two hours have been set aside on Thursday, January 22, for these opportunities. NAICC and hotel staff can help you coordinate where to meet and eat.

### **Here's how it works:**

1. Complete the following form and fax it to Allison Jones at NAICC headquarters. Or you can call or email the information.
2. Each month up until the Annual Meeting, we'll publish updates on topics and coordinators' names in this newsletter and on the NAICC homepage under "Miscellaneous Discussions".
3. If you do not wish to "head-up" a lunch, but see a topic listed in the newsletter or on the website that interests you, just contact Allison and you'll be added to that list.
4. We'll also post the topics, participants, and where to meet on a poster board at the registration desk at the Annual Meeting so others can sign up upon arrival. A restaurant list will be included in your registration packet or the hotel concierge can assist you in deciding where to eat.

### **Networking Lunch Sign-Up Form**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

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



## **SPOTLIGHT ON THE STATES**

*by Allison Jones, Executive Director*

Did you know that the **Wisconsin Association of Professional Ag Consultants (WAPAC)** is one of four state consulting associations that retain an executive staff to oversee their day-to-day operations. The Mississippi, Nebraska, and Texas state organizations also retain executive staff.

Judy Brannstrom has served as Executive Secretary for WAPAC for nearly four years and has watched the Association grow from a membership of less than eighty to its current 110 members. Judy says, "WAPAC members are enthusiastic about working together. Although many of our members are crop consultants, we also have members who are farm management consultants and members who represent the livestock

side of agriculture, including many nutritionists. We have a good core of academic members, industry representatives, and ten supportive sustaining members as well. This diversity gives us strength in that our members can share information from their various specialties and help each other to solve problems for the producers they serve."

WAPAC publishes a quarterly newsletter and sponsors two annual educational seminars. The Spring Seminar and Annual Meeting is held in March. Students from the University of Wisconsin-Madison College of Agricultural and Life Sciences will again be invited to staff a poster session during the seminar so that current research in both plant and animal sciences can be shared with WAPAC members. The New Horizons Seminar is WAPAC's winter meeting and will be held on December 3-4 this year in Madison, Wisconsin. The event begins with an evening "Industry Update Session" at which WAPAC's sustaining members present information on new products and programs. The following day includes educational presentations on a variety of topics, including an update on corn silage, the mad cow / bone meal / meat issue, results of the WAPAC field trials on BT corn yields, and a review of GPS use in Wisconsin.

WAPAC begins a new project this fall. Nine of WAPAC's members who are independent crop consultants will provide weekly information for a statewide newspaper column covering field observations and timely IPM recommendations for the nine regions of Wisconsin. After a winter break, the weekly columns will resume in March for the next growing season.

### **CURRENT WAPAC EXECUTIVE COUNCIL MEMBERS**

**Dave Cole**, President

**Randy Rabata**, President-Elect

**Jeff Polenske**, Secretary

Herb Damsteegt, Treasurer

**Randy Van Haren**, Past President

### **DIRECTORS:**

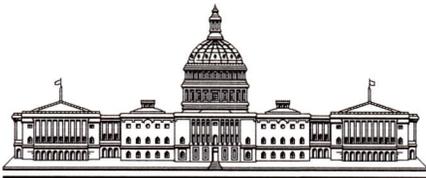
Bob Harrison

W. Terry Howard

Bryan Jensen

Robert Johnson

John Wedberg, Adviser



## HAPPENINGS ON THE HILL

### USDA and EPA Announce New Offices for Pest Issues

USDA recently created the Office of Pest Management, with the intention of integrating and coordinating pesticide issues within USDA. According to Deputy Secretary Richard Rominger, the development of this office will allow USDA to be more responsive to the agricultural community in developing alternative pest management practices. In addition, the office will be able to meet critical needs that may develop as a result of the regulatory process. Allen Jennings will head up the Office of Pest Management. Jennings was formerly Director of Biological and Economic Analysis Division, Office of Pesticide Programs (BEAD-OPP) at EPA.

EPA's Assistant Administrator for Prevention, Pesticides, and Toxic Substances Lynn Goldman announced the creation of EPA's Minor Use Program Team during the joint press conference with USDA. This team will work closely with grower organizations, USDA, registrants, and other stakeholders to obtain and use the best available data; to facilitate an open dialogue with the minor use community; and to promote the development of safer pesticides for minor use.

The Food Quality Protection Act of 1996 (FQPA) requires that USDA and EPA build on their cooperative relationship to ensure that the best possible data are available to make regulatory decisions.

EPA and USDA have also been working together in recent months to secure funding for the collection of residue information through the Pesticide Data Program. These efforts are in compliance with FQPA that requires minor use issues be handled more efficiently in a coordinated, cross-agency effort.

### Barolo Leaves EPA

Dan Barolo, Director, Office of Pesticide Programs announced recently that he will be leaving EPA this month. Where he is headed is unclear at press

time, but Steve Johnson, Director of the Regulatory Division in OPP, will stand in until a permanent replacement is found. NAICC worked closely with Barolo and his staff on various issues affecting our members.

## NAICC Takes Part in Common-Sense Conservation

by Courtney Touchton

Through the Natural Resource Conservation Services at USDA, NAICC has joined 90 other agencies, associations and businesses as part of the National Conservation Buffer Initiative (NCBI).

This initiative is not a program but rather a multiyear outreach effort to encourage agricultural producers and others to use conservation buffers as components of comprehensive conservation systems. Its purpose is to procure environmental benefits for the public, such as drinking water protection, soil erosion control, fish and wildlife habitat enhancement, conservation of biodiversity, and more scenic landscapes. This would thereby ensure a measure of environmental quality and the continued productivity of America's farms, ranches, and small woodlots.

Secretary of Agriculture Dan Glickman has established a goal for the initiative of installing 2 million miles of conservation buffers (as many as 7 million acres) by the year 2002. This goal will be accomplished using the continuous Conservation Reserve Program (CRP) sign-up, the Environmental Quality Incentives Program (EQIP), the Wetlands Reserve Program (WRP), the Emergency Watershed Program (EWP), the Stewardship Incentive Program (SIP), and other federal, state, and local programs, both public and private.

Buffer strips are areas or strips of land maintained in permanent vegetation to help control pollutants and manage other environmental problems. Conservation buffers allow farmers and ranchers to express their commitment to conservation—their willingness to share responsibility for environmental improvement across our country.

Why is this initiative being started

now? Although conservation buffers have been around for a long time, the conservation programs in the 1996 Farm Bill make them particularly timely. Producers don't have to make an all-or-nothing choice on bringing land out of CRP- they can crop the best and make buffer strips of the rest. Buffer strips can be used along streams, on field edges, or within the field. An important consideration in using buffers as part of the conservation system is their ability to be adjusted to improve or meet specific wildlife habitat needs.

Contact your local USDA Service Center for information on what technical and financial help is available for your producers.

## FQPA - EPA and Industry Challenge

by Mark Jensen

It has been over one year (August 3, 1996) since the passage of the Food Quality Protection Act (FQPA) of 1996. The Environmental Protection Agency (EPA) and industry have struggled with the new law but now appear to be moving forward with its implementation. However, the challenges still remain great for everyone as we approach the turn of the century.

The new law significantly amended the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA) and the Federal Food, Drug, and Cosmetic Act (FFDCA) and requires a review of all of the approximately 9,000 existing tolerances within ten years. Key changes of the law are applicable for all registrants, applicants, or future tolerance or tolerance exemptions concerning synthetic chemicals, antimicrobials, biochemical, and microbial pesticides.

The new standard replaces the Delaney clause and its "zero" tolerance for processed food with the establishment of a single, health-based standard for all pesticide residues in new or processed foods. The law says EPA can approve a new tolerance for a pesticide registered on a food (or retain an existing tolerance) only if it finds that there is "a reasonable certainty of no harm" resulting from a total aggregate exposure or what is commonly referred to as the "risk cup." Pesticide Registration (PR)

Notice 97-1 defines this as EPA's interim decision logic based on the concept that the total level of acceptable risk to a pesticide is represented by the pesticide's reference dose. This is the level of exposure to a specific pesticide that a person could receive every day over a seventy year period without significant risk of a long-term or chronic non-cancer health effect. The analogy of the "risk cup" is being used to describe aggregate exposure estimates with a full cup representing the total reference dose. Therefore, FQPA requirement considerations in determining whether a pesticide tolerance is "safe" (i.e., meets the standard) must include not only dietary risk exposures but also exposures from water (drinking, swimming, etc.) as well as residential activities (recreational areas, lawns, gardens, indoor use, etc.)

EPA has to make sound, timely, and cost-effective decisions regarding pesticides with many uses concerning non-occupational exposures. If the aggregate risk/exposure from a pesticide with many uses does not meet the safety standard, the EPA will need a process to assess the risks and benefits for each use and cancel or modify those uses which do not meet the standard. EPA also has responsibility under FIFRA to conduct occupational exposure and risk assessments. However, FQPA does not include occupational exposure as part of aggregate exposure for purposes of determining whether a tolerance is safe. The risk to farmers, workers, and consultants has been regularly assessed under the requirements of FIFRA prior to FQPA and will continue to be assessed in the future.

Several other specific FQPA requirements besides the relevant aggregate exposure assessment present unique implementation considerations. When examining new or reassessing existing tolerance or tolerance exemptions, EPA must now focus on the exposures to more sensitive populations such as children and infants. This requirement considers the often unique exposure patterns to these age groups. It also includes an additional safety factor of up to ten-fold to account for uncertainty relative to the database currently established for children unless enough scientific evidence can be demonstrated to require a different factor. EPA must consider all avail-

able data and information and at present the toxicity database is generally very good. However, the agency has less information on the consequences of exposure in utero or during infancy. In addition, major consideration has to be given in the area of endocrine disruption. The science in this area is still emerging and there is little consensus at present. Concerns have also been raised about pesticides associated with the reproductive and thyroid abnormalities in wildlife.

Another statutory standout measure is that FQPA requires that a "common mode of toxicity" be considered in determining the cumulative effects from exposure to multiple pesticides. Risk assessments need to determine which pesticide/pest/commodity combinations have the most critical and beneficial needs. EPA has taken a conservative approach because at present there is virtually no data on whether different pesticides have a common mechanism of toxicity. If a pesticide shares a common toxicological endpoint and structural similarity with other substances, then some presumption of common mechanism may exist. The residue crop database has significantly increased over the past several years but there is a lack of information concerning the percentage of various crops treated with particular pesticides and with the consumption of various foods by population subgroups. In addition, there is only limited organized information concerning exposure of the level and distribution of all the various pesticide combinations currently in practice. Decisions by the Agency will no doubt be limited or conditional until a larger database and more comprehensive understanding of the common mode of toxicity issue allow for a better evaluation of the risk assessment methodologies.

Progress to date concerning FQPA and its implementation has been slow but is gaining momentum. EPA has had several factors to contend with over the past couple of years, mainly the budgetary collapse in January and March of 1996 that temporarily shut down the federal government. A number of veteran Agency staffers left due to this as well as the Clinton administration's restructuring initiative as the government was in the mode of "reinventing itself." The

Agency, as of April 1997, has realigned its branch organizational chart, having one less level, a more flattened structure and more direct reporting hierarchy. The Agency also acquired a \$16 million budget increase to the Office of Pesticide Programs (OPP) and initiated a hiring increase of 120 - 140 new positions. However, the time lag and training of new staff has delayed some new registrations and re-registrations while the Agency concentrates on issuing tolerances or exemptions for all of food use emergency exemptions pending or granted. Review of tolerances for Section 18s takes considerable time and resources in addition to the assessment of new and existing tolerances.

Industry has also had to deal with interpretation and implementation issues associated with FQPA. The 1997 Spring Conference of the **American Crop Protection Association (ACPA)** in Washington, D.C., this past May was appropriately entitled "Facing Challenges - and Doing the Right Thing." Numerous registrants, growers, activist groups, as well as EPA and USDA officials were present to exchange and disseminate information concerning FQPA. The mood of commitment to turn the challenges into opportunities was genuine with the goal of establishing and promoting an efficient and science-based regulatory process. Speakers from a range of established interdisciplinary working groups and scientific advisory panels discussed FQPA and pre-and post-FQPA issues. Emphasis was on the legal and policy issues concerning Section 18s, especially the international trade scenarios associated with NAFTA. U.S. grower organizations were vocal about the potential abroad, particularly in Mexico. EPA officials stated that 10 percent of the science review deals with Section 18s and that the Agency is trying to manage an approach dealing with the international issue.

Much discussion also involved FQPA's effect on pesticides for minor-use crops which could cause registrants to consider dropping minor use crop products because they produce relatively little revenue considering the cost of maintaining the registrations. Registration associated with minor use crops often lags several years behind major crops

but is of major significance in the agricultural production of fruits, vegetables, and ornamentals. The share of risk resulting from use on vegetables or fruit usually is high compared to the share from use on grains, and necessary trade-off for some pesticides between minor uses and children's dietary risk assessments may present registrants and growers with fewer options. EPA stated that it currently has a full time staff working on minor use registrations and tolerance exemptions. It is also working closely with USDA IR-4 officials to acquire additional residue data. However, officials stated that industry should work more closely with growers to produce the latest use information (actual rates, PHIs, methods, etc. - not just what's on the label) so that the Agency can make more effective risk reduction decisions. It was emphasized that industry needs to anticipate rather than react in this regard, to apply for registrations/exemptions earlier in the process and to talk with growers.

The conference provided updates on a number of research and registration issues. It was reported that 37 of the 38 reports generated by the Spray Drift Task Force (involving 38 member companies and over 2,000 products) have been submitted to the EPA and are currently under review. Integrated Pest Management (IPM) issues were discussed since IPM is specifically mentioned three times in FQPA. Details of the voluntary Pesticide Environmental Stewardship Program (PESP) were provided describing the benefits and mentioning a number of NAICC members. Presentation updates were also given on the FIFRA Endangered Species Task Force and task force progress concerning the outdoor residential exposure and agricultural re-entry exposure requirements. Other updates included the Clean Water Act, precision agricultural research, internationally based risk reduction, and state issues.

The EPA has the immediate FQPA implementation challenge of ascertaining the carcinogenicity of all the organophosphates, carbamates, and other compounds deemed to have a high potential risk, between now and the year 2000. Meanwhile, farmers, grower organizations, environmental groups, and the public will be affected by the far

reaching impact of FQPA. As for the crop protection industry, registrants and companies must continue to interpret and implement the FQPA challenges by re-examining their product development and product defense strategies while generating sound, scientifically defensible data. Additional information on FQPA can be obtained from the ACPA website @ <http://www.acpa.org>.

*Mark Jensen of Jenerations Consulting, Inc., in Washington, La., is a voting member of NAICC.*

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## Challenges Facing Our Profession

*by Larry Sax*

In February, I attended the Alliance of Association Leaders (AAL) meeting in Moline, Illinois, with individuals from many of the other state consulting associations. The purpose of the meeting was to see what other states were doing and how NAICC could work more closely with the state associations.

One thing that was mentioned frequently was the fact that overlap between state and NAICC membership was not very high. The question was, why? If you are a member of the **Minnesota Independent Crop Consultants Association (MNICCA)**, why not be a member of NAICC, or vice versa? If your answer to either question is, "They are not doing anything for me," then you just gave yourself the reason to be involved.

The group doesn't know how they can meet your needs unless you tell them. By becoming a member you can tell these groups what your needs are and help them to do the work to meet those needs as well. You not only will be helping yourself, but other consultants who have the same needs.

One thing that the AAL group agreed upon was that the benefit of being a member of a professional organization like MNICCA or NAICC is two-fold: 1) education and networking, and 2) advancing our profession.

A challenge faces our profession. Individually we have limited resources with which to meet our needs and advance our profession. Are we willing to combine resources with other consultants (becoming an active member of MNICCA or NAICC) to attempt to meet

these needs and advance our profession?

I challenge each NAICC member to recruit one of your peers as a member of NAICC. The first place to look is within your state organization. Take a minute to call one person you know who would benefit from being an NAICC member, and, more importantly, who would be an asset to NAICC.

*Larry Sax, of Centrol, Inc., Morris, Minn., is a Voting member of NAICC and currently is President-Elect of the Minnesota Independent Crops Consultants Association.*

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## WELCOME BACK

NAICC is pleased to welcome back U.S. Borax as a sustaining member.

U.S. Borax Inc., with its mining and manufacturing operations in California, provides more than half of the world's supply of borates. The *20 Mule Team* icon, first registered in 1894, lives on around the world as a symbol of Borax quality products.

Boron is an essential nutrient for plant growth. U.S. Borax Inc., provides the plant food industry with three high quality products including Granubor® (for bulk blending), Solubor® (foliar application), and Fertibor® (for the manufacturing of ammoniated, liquid, and suspension fertilizers).

"U.S. Borax Inc., is proud of its strong tradition of sound agronomy and applied research," states Mike Sevey, ag products market development manager for Borax in Chicago, Ill. "Our very successful research program includes 12 projects at 17 Universities. Significant progress has recently been made in understanding the physiological role of boron in plants. This has led to much greater precision in defining the rate and timing of boron applications," said Sevey. "U.S. Borax attributes the success of this program to the excellent team of researchers; and to the Foundation for Agronomic Research (FAR) whose management and publishing skills provide a synergy that multiplies the impact of its project," adds Sevey.

In addition to its research program, Borax is adding four regional agronomists, dedicated to developing and disseminating sound agronomic information on the use of their products.

## Recordkeeping Requirements

by William L. Sachs, CPA

I'm sure you've often wondered how long you should keep various financial and tax records. Following are a few suggestions:

You should normally keep tax returns and supporting records three years from the due date of the return or the date the tax is paid, whichever is later. However, if income is understated by more than 25 percent, the requirement is six years. If fraud, etc., is involved, the requirement is indefinite.

For assets such as business property, stocks, bonds, etc., you should keep supporting documents for as long as you own the asset, plus the requirement indicated above for the tax return that includes the sale.

For your principal residence, new tax legislation allows you to exclude up to a \$500,000 gain (\$250,000 for single taxpayers). This change is retroactive to May 7, 1997. Therefore it is probably no longer necessary to retain documentation for permanent additions. However, I feel it is still a good idea to continue to do this. For example, if you should ever have qualified home office expenses, documentation could be needed.

For non-deductible IRA's, you should keep the first page of your return and Forms 5498 and 8606 until all of your IRA's have been withdrawn.

These suggestions only represent highlights of various tax laws. You should consult your individual tax advisor for specific questions.

*Bill Sachs maintains the accounting records for NAICC and prepares its IRS returns.*

*"Our future is going to be much more dependent upon transfer of information and the best source will be through websites. The person who does not stay informed will be left behind. I appreciate what NAICC is doing for consultants with their website."*

*This is a quote by Eddie Dunigan of Dunigan Brothers, Inc., Black Oak, Ark. Eddie is a Voting member of NAICC.*

### CERTIFICATION SURVEY RESULTS

#### Top Three Reasons to Seek Certification:

- Demonstrate professional competence
- Differentiate qualifications from others
- Attain eligibility under state and federal programs

#### Reasons to Seek Additional Certifications:

- Change in state or federal law or regulation
- Interest on the part of clients or prospective clients
- Greater professional recognition

#### Major Reason Not To Become Certified:

- Clients don't care

## New Source For Environmental Regulations

Growers, crop consultants, and other parties interested in state and federal environmental regulations will soon have easy access to this data. The National Association of State Departments of Agriculture (NASDA) in conjunction with the National Center for Agricultural Law and Research Information at the University of Arkansas, is compiling this data for a new website on the Internet.

Mark C. Nestlen, director of legislative and regulatory affairs for NASDA, said the idea was born from suggestions of secretaries, commissioners, and directors of state departments of agriculture who were trying to find ways to increase availability of small conservation and water quality protection programs administered by the U.S. Department of Agriculture to the general public.

Access to the site is available at <http://www.nasda-hq.org/>.

## CERTIFICATION

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## AMCY DEADLINE NEARS

The deadline for nominations for American Cyanamid's 1998 Consultant of the Year Award is October 20.

Last year, NAICC Members **Orvin Bontrager, Phil Cochran, Billy McLawhorn, and John Gruber** were selected. Each received a cash award of \$2,000 to be given in his name to the consulting organization(s) of his choice. Bontrager, McLawhorn, and Cochran designated their awards to NAICC.

This year's winners will have \$2,000 worth of American Cyanamid products donated in his/her name to be auctioned off at the next Foundation for Environmental Agriculture Education (FEAE) auction in conjunction with the NAICC Annual Meeting.

## National Pesticide Telecommunications Network (NPTN) – A Toll-Free Information Service

Have you ever wanted a source of objective pesticide information or a place to refer your clients? Have you ever wondered or been asked the following questions: Is it dangerous to use pesticides for insect control if I am pregnant or have small children? What is the persistence of the chemicals used on my lawn for weed control? Will they contaminate my well? Could this old bottle of liquid I found in my garage be a pesticide? If you have had these questions and wished for a place to call, the National Pesticide Telecommunications Network (NPTN) may be a useful resource to you.

NPTN is a toll-free information service sponsored cooperatively by Oregon State University and the U.S.

Environmental Protection Agency. NPTN provides objective, science-based information about a wide variety of pesticide-related subjects including: pesticide products, pesticide poisonings, toxicology, and environmental chemistry.

NPTN is open to questions from the public and professionals. It is staffed by highly qualified and trained pesticide specialists who have the toxicology and environmental chemistry information about pesticides.

NPTN receives more than 2,000 calls per month. Most callers are homeowners concerned about their family's health when pesticides are being used in and around their home (e.g. for control of ants, termites, fleas, or garden and lawn pests). NPTN can provide information on the pesticides used in these situations and methods to reduce exposure. While NPTN does not make recommendations about which pesticides to use for control of pests, NPTN can direct callers to local resources for products available in their area.

If people call with pesticide emergencies, NPTN can connect them directly with the Oregon Poison Control Center or the National Animal Poison Control Center. NPTN can also direct callers for pesticide incident investigations, safety practices, clean-up and disposal, and laboratory analyses.

NPTN uses a variety of information sources such as EPA documents, USDA Cooperative Extension publications, the scientific literature, and a pesticide product database. Information is available at no cost over the phone and non-copyrighted materials can be mailed or faxed for a nominal fee. Information is also available through the NPTN World Wide Web site at:

<http://ace.orst.edu/info/nptn/>

NPTN can be reached 6:30 a.m. to 4:30 p.m. Pacific Time, Monday through Friday, excluding holidays. Saturday and Sunday service is also available. Telephone: 800/858-7378 Fax: 541/737-0761. E-mail: [nptn@ace.orst.edu](mailto:nptn@ace.orst.edu).

## CALENDAR OF EVENTS

### OCTOBER 19-21, 1997

The California Agricultural Production Consultants Association (CAPCA)'s 23rd Annual Conference and Ag Expo, John Ascuaga's Nugget Hotel, Sparks, Nev.

### OCTOBER 21-24, 1997

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

### OCTOBER 26-31, 1997

American Society of Agronomy, Crop Science Society of America, and Soil Science Society of America Annual Meetings, Anaheim, Calif. For more information contact 608/273-8080.

### OCTOBER 28-31, 1997

Rodale Institute's Natural Resource Management Professional Training Series-Regenerative Agriculture for the 21st Century. The focus of the seminar will be on the use of regenerative technologies for enhancing soil fertility and managing natural resources, as well as on the relationship between soil health and human health. For more information call John Sabella at 919/795-5243 or e-mail [Jsabella@Coastalnet.com](mailto:Jsabella@Coastalnet.com).

### OCTOBER 30-NOVEMBER 3, 1997

American Society of Agricultural Consultants (ASAC)/American Society of Farm Managers and Rural Appraisers (ASFMRA) Annual Meeting, Orlando, Fla. For more information contact 303/758-3513.

### NOVEMBER 2-4, 1997

The 18th Annual Irrigation Association International (IAI) Exposition and Technical Conference, Opryland Hotel Convention Center, Nashville, Tenn. For more information contact The Irrigation Association, 703/573-3551.

### NOVEMBER 9-11, 1997

CROPS 99 Symposium, Marriott Downtown, St. Louis, Mo. For more information contact Keith Menchey, 202/675-4511.

### NOVEMBER 19-21, 1997

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

### DECEMBER 14-18, 1997

Entomology Society of America (ESA) Annual Meeting, Opryland Hotel, Nashville, Tenn.. 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 11-13, 1998

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

### 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 (WSSA) Annual Meeting, Hilton Hotel, Chicago, Ill. For more information contact 217/352-4212.

### MARCH 5-6, 1998

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

## NAICC

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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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