



NAICCC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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The Voice of the Professional Crop Consultant

December 1998

NAICCC Gains Stature With MOU

A historic Memorandum of Understanding (MOU) has been signed between NAICCC and the Natural Resource Conservation Service (US Department of Agriculture) for Third Party Conversation Assistance. This is the first national MOU to be signed that grants authority to third party vendors to provide both conservation planning assistance as well as conservation technical assistance.

Consultants certified under NAICCC's Certified Professional Crop Consultant (CPCC and CPCC-I) program are eligible to become "third party vendors". Third party vendors, authorized in the 1996 Farm Bill, are certified by the Secretary of Agriculture as approved sources of conservation assistance to help nation's farmers and ranchers implement their conservation plans.

Signing of the MOU will create significant advantages for NAICCC and its members. In addition to the added prestige it will bring to direct participants, the stature of the consulting profession and NAICCC is greatly enhanced. This program allows participants to render new services to existing clients or to expand their client base by offering conservation assistance to growers not currently served.

To become certified as a third party vendor, an individual must meet USDA and NRCS standards for providing specific types of conservation assistance. Their certifying organization or agency develops the names of those who meet these standards.

Once CPCC participants sign up through NAICCC to become third party vendors, their names will be placed on a national registry that will be available in all national, state, and local NRCS offices, and will be provided to farmers and ranchers seeking conservation assistance. The registry will identify educational designations, areas of expertise, qualifications, and the geographic area in which the registrant can provide assistance. As an official provider of conservation assistance and technical assistance,

According to David Harms, Certification Board chair, "This can be seen as a major increase in the stature of our profession, and could represent many new opportunities for members of NAICCC."

participants will receive program and technical training provided by NRCS and also by NAICCC. Plans for continuing education for third party vendor includes periodic workshops in conjunction with the NAICCC Annual Meeting that will specifically address conservation assistance. Also, NAICCC plans to partner with other organizations to offer continuing education in these areas.



This year has been a fruitful and challenging one for our industry. We've seen a lot of activity, including:

- NAICCC signed a Memorandum of Understanding with the USDA for Third Party Technical Assistance. This MOU allows qualified third party vendors, other than employees of NRCS, in both private and public sectors to provide conservation assistance to the nation's farmers and ranchers. (see related story)

- The development of new curricula at Penn State and University of Florida that represents a major step toward achieving the Alliance's "Doctor of Plant Health dream".
- Preliminary risk assessments of organophosphates began in August and continued through fall in response to an impasse in discussions by the Tolerance Reassessment Advisory Committee on a general policy for public discourse of pesticide risk assessment.
- With the increase in regulations over organic production, consultants will be relied on more heavily to manage these operations.
- The first major overhaul of agricultural research programs in 20 years.
- EPA's increasing desire to increase regulations on large livestock and poultry operations to reduce animal waste run-off.

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President's Message

THE MATURATION OF AN INDUSTRY—PART 1

by Lee West

Over the past few years, I have been trying to make myself a better manager, managing a "better" company. I have spent time going through some of the multitude of management books and looked at the different philosophies popular today. I have attended some very expensive seminars, some that tell me how bad I am, others that try to build me up, but most are full of good ideas. Through all of these meetings and theories there is one theme I have heard that strikes an innate harmony with me. It states that organizations (and industries) go through growth stages, just like plants or people. Biological science basis for business management!

Just as people go through stages of growth from infancy to elderly, so do businesses. The different stages are identifiable by the attributes and problems they exhibit, so just as the child will go through her terrible twos, so will industries have similar phases that we can recognize. While there have been folks who have been contracting to do agrochemical and other crop research trials for decades, the contract research profession, as an industry is actually quite young.

The trend of the agrochemical industry toward using independent, non-university contractors really started to pick up speed in the mid-eighties and was probably in direct relation to the budget cuts that the universities were experiencing at the time, in combination with the start of the downsizing trend within the agrochemical industry. As more and more agrochemical company reps started using crop consultants to perform field trials, they found that these consultants had some advantages over their university counterparts. The pressure to publish was gone, and this allowed the contracting out of much of the highly confidential work that was previously

confined to in-house status. The manufacturer reps found that they had greater control over the details of the work, and the business relationship provided for

better accountability. But perhaps the most important factor in the birth of this new industry was EPA's data call-in for the re-registration of all currently registered pesticides. The magnitude of work to be done mushroomed, as did the numbers of crop consultants offering these services along with research consultants hanging out their shingles or splitting off from crop consulting organizations. The seedling was at 4 leaf; the baby starting to crawl.

As the industry took shape, it had its share of hurdles to overcome. Work was plentiful, but as any entrepreneur can tell you, growing pains can be tough. The Good Laboratory Practice Standards which had been written for "rat labs" were now applicable to crop research conducted in the field and their interpretation was wide open. It has taken years of trial and error for most research consultants to feel secure about their compliance status, and the cost of continuing education is still very high for firms to keep their staffs trained.

Of course GLPs are not the only regulations researchers have to worry about. There are DOT regulations for the shipping of the test chemicals, OSHA regulations for the workplace (when you mix the chemical, is it an ag use or an industrial use?), and WPS regulations for the field posting and safety. There are concerns about hazardous waste stream, fire regulations, community right to know, and more. The days of working out of the garage are fast coming to an end.

The volume of work, combined with a need for flexibility fueled the growth of not only the numbers of research firms, but their size as well. The corn is now waist high and really growing; the child in its early teens. In order to keep up with the demand for services, many research consultants made sizable investments in facilities, equipment, and staff. This allowed for a depth within their

firms that ensured that a diverse project load could be completed on schedule, regardless of distance or equipment logistics. There were other advantages to being larger too. The significant expense of regulatory compliance could be spread over the larger trial load, and things like DOT training and safety programs, or stainless steel weight sets and new tractors became a possibility.

A one-person operation can maintain incredibly consistent quality, but if that one person encounters accident or illness, there is no safety net to ensure the completion of the season's work. Additionally, for one person to "do it all", he or she must eat, live, and breathe the business. In the 90's, that is asking a lot. There are fewer and fewer people willing to sacrifice their families and other life priorities for work. One person shops don't take the kids to the mountains or the beach for a couple of weeks of summer vacation.

As the momentum of the downsizing trend among the agrochemical companies picked up speed, so did the trend for consolidation of the major players in the agrochemical game. Back in the eighties, the joke was that if these companies keep buying each other up, we'd only have a handful of clients left! Ten years later this is much closer to a reality.

This "new world order", along with the financial climate of today, has led to an inevitable change in the working atmosphere of the industry. The early days were easy going, much like the difference in dynamics between a small company and a large one. It was fun to work with the field reps. They might have a need for multiple trial sites and might conduct one site themselves and contract out the other. They took care of us and cultivated the relationship; we were their extra hands. They recognized how hard it is in the field and how much always goes wrong. They stood by in hard times and always gave at least a little work to keep us in business. They understood what was going on in the field and in the local area, and they defended us to their managers at "headquarters" when difficulties occurred.

Today, while those close relationships still exist with some companies, the small, "family and friends" feeling of the industry has largely become a thing

of the past. Non-agriculturists are now supervising much of our work, with expectations of perfection as a base standard. Contracts and competition have turned the business into a tighter run industry. The research being conducted today is better than ever, and the pressure to perform, cheaply, is tremendous. The corn is now in hard dough; the child a young adult finishing college.

Next Issue: The Future of the Contract Research Industry—Challenges and Opportunities Ahead.

("Year in Review" continued from page 1)

- A draft plan of the clean water action plan was introduced by the USDA and EPA.
- Lynn Goldman has resigned her position as assistant administrator of EPA.
- Estimated costs of endocrine studies \$400,000 - \$700,000 for first tier studies and \$2.1 million for second tier testing per chemical.
- The consumer-right-to-know brochure, to be released by EPA, was delayed indefinitely.

Now we're on to 1999, and as professionals in a rapidly changing industry we will continue to have much to learn. By looking back to this year's and other years' activities, we can better understand where our focus and growth need to be. Next year promises to be one full of challenge and reward!

CALLING FUTURE CONSULTANTS

Recognizing the importance of building interest in the crop consulting and research professions for now and for years to come, NAICC is again inviting students interested in our profession to the 20th Anniversary Annual Meeting in January.

By attending the meeting, the students will have the opportunity to meet professionals within the organization, listen to a wide range of national speaking talent, and gain insight for career direction. A special student session will take place on Friday, January 22, from 2:30 p.m. to 4:00 p.m., and during the Saturday morning breakfasts, the students will tell attendees why they are present and relate their interest in the professions. They will also participate in the entertainment

portions of the meeting and assist the NAICC staff with administrative duties during the convention.

To learn more about student attendance and scholarship opportunities for the meeting, contact the NAICC headquarters.

New Pathways Update

NAICC members **Dan Bradshaw, Earle Raun** and **Larry Stowell** participated in a discussion session "Educating and Training Doctors of Plant Health/Medicine for Professional Certification as Plant Health Practitioners" during the joint annual meetings of the **American Phytopathological Society** and the Entomological Society of America on November 11. Dan Bradshaw gave a presentation on the proposed "New Pathways" education concept advocated by the Foundation for Environmental Agriculture Education. New Pathways promotes problem based learning to train multidisciplinary practitioners in both the scientific disciplines and the practical applied knowledge. The applied side would be taught by experienced practitioners (crop consultants) working as adjunct professors as part of a teaching team.

In other related happenings in the way of education, the University of Florida is instituting a Doctor of Plant Medicine and is in the process of making potential students aware of the program. This is a cooperative effort of several departments at the university, including plant pathology, entomology, and agronomy. Dr. George Agrios, head of the Plant Pathology department head has long been a proponent of an advanced, multidisciplinary, applied degree. While the program may not include all that crop consultants might desire, it does take the critical first step.

For more information on the New Pathways program, contact Dan Bradshaw at (409) 543-7824 or ricepro@wcnnet.net.

Membership Committee Striving for Goal

This year the NAICC membership committee has been very aggressive in its goals to attract new members and

retain existing ones. The membership goal for 1998 was to have 550 members, an increase of 63 members over 1997's 487 members. The rate of retention for existing members last year was high at 95 percent. 1999 membership goals will be set in January during the committee meeting, Wednesday, January 20, in conjunction with the NAICC Annual Meeting.

To help foster new membership, all new members attending the 1999 annual meeting will receive a \$45 discount. As well, a multi-member discount has been established for companies with more than one member. This program allows a \$50 discount off of membership dues beginning with a second company member.

IMPROVING THE HOMEPAGE

Like most businesses, NAICC continues to grow and improve its website to provide information for its members and others seeking to learn more about crop consulting and research. In 1999 NAICC plans to increase the value it offers to members and others.

Al Averitt, NAICC member, and 1998 Membership Services Committee co-chair, said he has been pleased with the growth and development that took place in 1998, and he would like to see it continue to grow in value and use in 1999. Averitt will serve as liaison to the committee in 1999 through his role on the Executive Board, and he said he looks forward to continued involvement in NAICC's website development.

In 1998 the homepage has seen steady growth in usage, with more than 300 visitors to the site between October 16 and 31 alone! Those visitors viewed over 4,000 pages, with the member pages gaining the most activity. Discussion group interest followed, then links to other sites, information about joining, and the precision agriculture page. The most popular discussion group has been the Precision Ag discussion site.

To encourage even greater website use, NAICC would like your feedback. Please return the survey on page 4 to the NAICC headquarters.

- How frequently do you use the worldwide web? never rarely monthly weekly daily more than twice a day
- How often do you visit the NAICC home page? never rarely monthly weekly daily more than twice a day
- How do you use the site? for calendar information to learn about other research and consulting efforts nationwide
- to research client concerns/questions

What would make you want to visit the site more frequently in the future? _____

Are there aspects of the site you do not find valuable? If so, what? _____

Please return to: NAICC, 1055 Petersburg Cove, Collierville, TN 38017 • Fax: (901) 861-0512

Needed: Your Input

Reminder: your help is needed in making the GLP Recommendations session a valuable one at the NAICC Annual Meeting, Friday, January 22. Your feedback is needed regarding any recommendations for change of procedures or documentation processes that you feel may be unnecessary under the GLPs. The recommendations can be made by EPA, QA, study directors, or anyone else, but for confidentiality reasons, please do not indicate what group made the recommendation. Questions or comments that have been submitted so far include:

What about a process where the inspection reports are handled electronically?

What is the EPA standing regarding photos?

What about computer validation of weather data?

What part(s) of the weather system has to be validated? Software? Hardware? Both? How often?

Is there a SOP for GPS system on an airplane that we do not own?

Are all communications between the Study Director and the field researcher, including e-mail, to be considered part of the trial record and submitted with the trial notebook?

Do all cleaning supplies, detergents, anti-foaming adjuvants have to have an expiration date on them if they are in the pesticide mix area?

What is the appropriate response when there are conflicting recommendations among QA auditors? One's own interpretation, the company with whom you most care to work with, or recommendations of a GLP trainer.

You may use the form below or a separate sheet to submit your comments to:

**NAICC • 1055 Petersburg Cove
Collierville, TN 38017
Fax: (901) 861-0512
JonesNAICC@aol.com
www.naicc.org**

GLP RECOMMENDATIONS: REAL OR IMAGINED

Name (optional): _____ Work Number (optional): () _____

Question/Comments: _____

ANNUAL MEETING

NAICC Exhibit Hall - Don't Miss It!

Join over 50 exhibitors and friends at the NAICC Trade Show that begins on Thursday morning, January 21, with a continental breakfast. On Thursday evening, everyone will enjoy the Exhibit Hall Extravaganza where our exhibitors will showcase the items they have donated to be raffled. You won't want to miss this fun event, because you have to be present to win.

NAICC would like to thank the following companies for their support by exhibiting at the 1999 NAICC Annual Meeting:

Abbott Laboratories
ABC Laboratories
A.C.D.S. Research, Inc.
Agdia, Inc.
AgrEvo USA Company
AGVISE Laboratories
American Cyanamid
American Society of Agronomy
Astrix Software Technology, Inc.
BASF
Bayer, Inc.
Crop Data Management
Systems (CDMS)
Concord Environmental Equipment
Crop Decisions Magazine
Delta Pine & Seed Company
Dow AgroSciences
Farm Press, PRIMEDIA
Farmers Software Association
FMC Corporation
Gempler's Inc.
Gustafson
Gylling Data Management
Heartland Technologies
Hydro Agri North America, Inc.
ICMS, Inc.
IMC Kalium
John Deere Precision Farming
LABServices
Monsanto Company
mPower³, Inc.
Novartis Crop Protection
Novartis Seeds, Inc.
Paymaster Cottonseed
Pioneer Hi-Bred International, Inc.

Plant Sciences
Progressive Farmer
Rhone-Poulenc Ag Company
Rohm and Haas Company
Servi-Tech Laboratories
SST Development Group, Inc.
Stoneville Pedigreed Seed Company
Trace Chemical, Inc.
U.S. Borax, Inc.
USDA-AMS/S&T/Pesticide Records
Branch
USDA-NRCS
Valent USA Corporation
Veris Technologies
Zeneca Ag Products

Use Your Time Wisely

In the consulting business our colleagues are spread across the nation. We don't often have the opportunity to sit down face to face with them and share ideas and concerns. The annual meeting offers the perfect setting for just such interaction. In particular, the lunches during the meeting offer an opportunity to network. Don't miss them! You may make new contacts or become re-acquainted with old friends.

Attend the Auction to Support the FEAE

All Annual meeting participants will have the opportunity to attend a unique event on Friday, January 22. NAICC's biennial auction in support of the Foundation for Environmental Agriculture Education is sure to be an exciting, rousing, and profitable affair judging from auctions of past years.

Hand-made items or items indigenous to a particular state or region of the country are very popular (for example cotton hammocks from N.C.) If you have an item you would like to contribute or would like further information, please contact the NAICC office. The auction is open to all participants. Tickets are required only for the Memphis Style Barbecue just prior to the auction.

1999 FEAE Auction Item

ITEM DONATED: _____

DONATED BY: _____

VALUE: \$ _____

Mail to: NAICC
1055 Petersburg Cove
Collierville, TN 38017
Fax: (901) 861-0512

Items submitted to date: crop protection products, fruit, honey, hop cane wreath, Minnesota wine, Minnesota maple syrup, various books on crop production management ranging from 1967-1995.

Sign-up Now for Internet Workshop

Attend the NAICC Annual Meeting and learn from several of your peers how the Internet can help your business. On Friday, January 22, from 4:15 p.m. - 5:30 p.m., all attendees can participate in a session entitled Internet: Information, Education, and Communication. Following the interactive session, computers will be available for attendees to surf the net or learn about various software packages available to enhance their business. On Saturday from 1:00 p.m. - 5:00 p.m., a computer room will be open to all attendees to gain more experience with the applications shown on Friday. In order to help us plan better, please indicate your interest in attending the hands on portion of these sessions on Friday and Saturday.

FRIDAY, JANUARY 22
5:30 HANDS-ON INTERNET SESSION:

NAME: _____

COMPANY: _____

SATURDAY, JANUARY 23
1:00 P.M. - 5:00 P.M. (COME AND GO)
HANDS-ON INTERNET SESSION

NAME: _____

COMPANY: _____

Meet the Alliance's '99 Leaders

NAICC is proud to announce its new leadership for 1999. More than professionals and more than officers, they are true leaders.

Dennis Berglund, 1999 President-Elect is general manager of CENTROL of Twin Valley, Minn. A graduate of North Dakota State University, Berglund has been an NAICC member for 11 years, and he's a member of the **Minnesota Independent Crop Consultants Association and the Agricultural Consultants Association of North Dakota**. Berglund has been an independent crop consultant for 18 years, and he's been a Certified Professional Agronomist since 1987. He has been NAICC certified under REAP (now CPCC-I) since 1992 and was named Cyanamid Consultant of the Year in 1995. Berglund has served on several committees, including Ethics, Technology, Communications, Administrative Services, Consultant Education, and the Precision Ag Task Force. He was a member of the board from 1993-95.

Phil Cochran is serving a second term as NAICC Secretary and is a consulting agronomist with Cochran Agronomics, Paris, Ill. He is a graduate of Illinois State University and has been an NAICC member since 1990. As well, Cochran has been involved in the **American Society of Agronomy**, the **Professional Crop Consultants of Illinois**, ARCPACS, and has served on the editorial advisory board for *Ag Consultant magazine*. Cochran is a Certified Professional Agronomist, and he's also certified as an Certified Independent Crop Consultant-Independent (CPCC-I). He was selected as one of the six 1996 Cyanamid Consultants of the Year, and he was an appointee to the Illinois Sustainable Agriculture Grant Review Committee by the Illinois Department of Agriculture. As an NAICC member Cochran has been active on various committees, including the Executive Board, Membership Services, Membership Recruitment, Retention, and Rules and as a liaison to the Board.

Mark Fering, Director from a non-

voting membership category, is manager of market development and information services with **John Deere Precision Farming, Information Services**, Moline, Ill. Fering has an MBA from the University of Iowa, and has held a wide range of marketing and market development positions during the past 23 years. As a sustaining member of NAICC for three years, Fering has hosted the Alliance of Association Leaders meetings in Moline, has contributed to the NAICC White Paper on Precision Agriculture and has presented market research findings on consulting to the Executive Board and AAL.

Al Averitt is president and owner of Protech Advisory Service, Inc., in Lumber Bridge, N.C., and will serve a two year term as director. He studied field crop technologies and general agriculture at North Carolina State University. Averitt has been a member of NAICC for seven years, as well as a member of **North Carolina Agricultural Consultants Association** for 11 years, serving as both president and vice president. He's also been involved with Alliance of Association Leaders, the Pesticide Association of North Carolina, the Turfgrass Council of North Carolina and the Weed Science Society of North Carolina. Averitt is a Certified Professional Crop Consultant-Independent (CPCC-I). He's been owner of Averitt Farms Partnership for seven years. Within NAICC Averitt has served on the Legislative Advisory and the Membership Services Committees.

Kirk Wesley, a graduate of Southern Illinois University in Carbondale, is an Agronomist at Key Agricultural Services, Inc., Macomb, Ill., and will serve as a director on the Executive Board. He's been a member of NAICC for eight years, is a Certified Professional Crop Consultant-Independent (CPCC-I) and is a member of the **Professional Crop Consultants of Illinois**, **American Society of Agronomy**-ARCPACS Certified Professional Agronomist; and the Illinois Soil Testing Association. Wesley has served on the board of directors of the Professional Crop Consultants of Illinois and is a past Board member and treasurer of the Illinois Soil Testing Association. He is currently a member of NAICC's

Certification Board and a member of the Precision Agriculture Task Force.

Also, returning to the 1999 Executive Board are: **Lee West**, Past President; **Roger Carter**, President; **Charlie Mellinger**, Treasurer; and **Grady Coburn** and **Bill Cox**, directors.



HAPPENINGS ON THE HILL

Now that the elections are over, Congress is busy making sure sound leadership is in place for the 106th Congress. Here are the preliminary stats stack up:

The Senate will have 55 Republican Senators and 45 Democratic Senators. There were eight newly elected Senators.

The House will have 223 Republicans, 211 Democrats, and 1 Independent. There are 40 freshmen Representatives.

At press time, the Republicans had not selected a new Speaker of the House for the 106th Congress to replace Newt Gingrich and Bob Livingston who resigned earlier this year. Congressman Dick Armey will continue as Majority Leader, Congressman Tom DeLay will continue as House Majority Whip, and Congressman J.C. Watts will serve as Republican Conference Chairman.

For the 106th Congressional Democrats will again be led by Minority Leader Richard Gephardt (MO), and Minority Whip David Bonior (MI). Martin Frost (TX) has been elected Chairman of the Democratic Caucus and Robert Menendez (NJ), has been elected Vice-Chair of the Democratic Caucus.

The Membership Services Committee and C&P Press are once again offering NAICC members one-half off the suggested list price off the Crop Protection Reference, MSDS and Turf & Ornamentals manuals. Manuals will be available in hard cover or electronic versions and can be ordered by mail, fax, or phone. Order forms and member identification information will be available in the January newsletter.



Harold Lambert of Innis, Louisiana was featured on the cover and in the feature article of *Ag Consultant* magazine for his selection into the 1999 Crop Consultant Hall of Fame. In that same issue, **Billy McLawhorn**, Cove City, N.C., **Dennis Berglund**, Twin Valley, Minn., and **John Kimbrough**, Lexington, Miss., were sought for their counsel on year-end reviews and accessing the season.

In the November issue of *Crop Decisions* magazine, **Bill Cox** of Las Cruces, N.Mex., was featured in the crop consultant profile. A large number of NAICC members made the "Top 50" list compiled by *Crop Decisions* magazine. *Crop Decisions* conducts an annual survey of independent crop consulting firms and reports that during the 1998 crop year, these 50 firms combined provide services to 23,000 farmers on 8,778,000 acres of cropland.

Earle Raun of Lincoln, Neb., contributed his expertise to *Crop Protection Manager* magazine in their November issue with an article on the importance of recordkeeping when dealing with the biotech seed market.

Clark Poppert and **John Flynn** were named 1998 Employees of the Year at Servi-Tech, Inc., Geneva, Neb.

NEW MEMBERS

STUDENT

Robert E. Etheridge, M.S. (Agronomy)

University of Tennessee
369 Ellington; 2431 Center Drive
Knoxville, TN 37996

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Crops: Cotton, corn, soybeans, tobacco.

Services: Soil and crop fertility, crop protection, and harvest aid management.

Michael Frank

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Home: (413) 256-5936

E-mail: M1CHA31@prodigy.net

PROVISIONAL

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949 Turner Quay

Jupiter, FL 33458

Office: (561) 746-3740

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320 North Street

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Tom Mueller, Ph.D. (Crop Science)

University of Tennessee

P.O. Box 1071, Department of Plant and

Soil Sciences

Knoxville, TN 37901

Office: (423) 974-8805

Home: (423) 539-2232

Fax: (423) 974-7997

E-mail: tmueller@utk.edu

Crops: Corn, soybeans, tobacco, cotton.

Services: Associate Professor of weed science. Environmental fate research.

ASSOCIATE

Mark E. Meyer, B.S. (Agribusiness) CCA

6750 N. Big Bow Grade

Johnson, KS 67855

Office: (316) 495-3410

Home: (316) 495-2050

Mobile: (316) 353-4092

E-mail: dirtfarm@pld.com

Services: Soil fertility, weed control, and insect recommendations; cash flow advice.

Donna Daly

Regulatory Compliance Consultants, Inc.

3000 Ridley Wood

Columbia, MO 65203

Office: (573) 446-9200

Fax: (573) 446-9200

Home: (573) 445-9914

E-mail: Donna-Daly@msn.com

Mary Moore

Novartis Crop Protection

P.O. Box 18300

Greensboro, NC 27419

Office: (336) 632-2525

Fax: (336) 632-1574

Home: (336) 292-5424

Mobile: (336) 580-8574

E-mail:

Mary.Moore@cp.exe.novartis.com

SUSTAINING

ABC Laboratories

Contact: Gaylen L. Jones

7200 East ABC Lane

Columbia, MO 65202

Office: (573) 443-9039

Fax: (573) 443-9033

Services: ABC Laboratories provides comprehensive, independent contract research services. Registration testing services for crop protection and pharmaceuticals are provided at our three ABC sites, Missouri, California, and Northern Ireland.

Gylling Data Management

Contact: Steven R. Gylling

405 Martin Blvd.

Brookings, SD 57006-4605

Office: (605) 693-4150

Fax: (605) 693-4180

E-mail: sgylling@itctel.com

Services: The Agriculture Research Manager (ARM), previously called the Pesticide Research Manager, is computer software used for establishing, managing, analyzing, and reporting of crop protection chemical research and residue trials. Data collection software running on small hand-held computers and the Summary Across Table (ARM ST) multi-trial summarization software is also available.

NETWORKING LUNCH SIGN-UP FORM

NAME: _____

COMPANY: _____

PHONE: () _____

TOPIC: _____

Topics submitted to date:

- New EPA Soil Dissipation Trial Guidelines
- Soil Dissipation Sampling Equipment
- Pricing Tree Fruit
- GLP Trials
- Coping with Corn Stalk Rot
- Field and Greenhouse Research
- FieldNotes/QA Issues
- Y2K Compliance

CALENDAR OF EVENTS

January 19-21, 1999

The State of North America's Private Land: A National Conference, Holiday Inn O'Hare, Chicago, Ill. For more information call (515) 289-2331.

January 20-23, 1999

NAICC Annual Meeting, Peabody Hotel, Memphis, Tenn. For more information contact Allison Jones at (901) 861-05121, (901) 861-0512 (fax) or JonesNAICC@aol.com.

January 31 - February 2, 1999

33rd Annual Conference of the Association of Applied Insect Ecologists (AAIE), Fess Parker's DoubleTree Resort, Santa Barbara, Calif. For more information call (805) 792-3151.

February 1-4, 1999

Mississippi Agricultural Consultants Association Annual Meeting, Bost Extension Building, Mississippi State University campus, Starkville, Miss. For more information contact Marianna K. Hayes at (601) 834-4099.

February 4-5, 1999

The Minnesota Independent Crop Consultants Association Annual Meeting, Sheraton Metro, Minneapolis, Minn. For more information contact Steve Howey at (507) 423-5423.

February 4-5, 1999

Kansas Association of Independent Crop Consultants Annual Meeting, Amarillo, Tex. For more information contact Kenny Fobes, (316) 672-3781.

February 9-10, 1999

Arkansas Agricultural Consulting Association Annual Meeting, Riverfront Hilton, North Little Rock, Ark. For more information contact Danny Moore at (870) 739-1645.

February 22-24, 1999

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

February 25-27, 1999

Alabama-Georgia Crop Consultants Meeting, Callaway Gardens, Pine Mountain, Ga., For more information contact Danny Bennett at (912) 934-4797.

May 23-28, 1999

10th Annual Soil Conservation Organization Conference, Purdue University, West Lafayette, Ind.

June 9-12, 1999

National Workshop on Constructed Wetlands/BMPs for Nutrient Reduction and Coastal Water Protection, Radisson Hotel - Canal Street, New Orleans, La. For more information contact Dr. Frank Humenik, NC State University, (919) 515-6767 (phone), (919) 513-1023 (fax), or FRANK_HUMENIK@NCSU.edu.

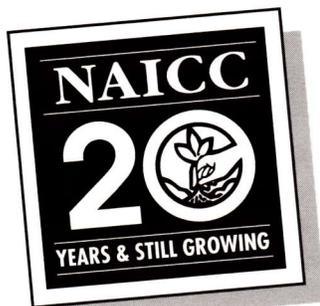
August 8-11, 1999

"Walk on the Wild Side", Soil and Water Conservation Society Annual Conference, Grand Casino, Biloxi, Miss. For more information contact SWCS headquarters at (515) 289-2331 or visit <http://www.swcs.org>.

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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