



# NAIACC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

Volume 12, Number 1

The Voice of the Professional Crop Consultant

January 1998

## HAVE A CAPITAL TIME IN THE NATION'S CAPITOL

by Courtney Touchton

Does traveling to Washington, D.C., take you back to your fifth-grade safety patrol trip? If that is not a good memory for you, then you might need to take a new look at the Capitol City. True, it is full of monuments to our nation's history, but there are other sides to the city that beckon your attention.

You might choose to visit the traditional sites, like the Washington Monument and the Lincoln Memorial. The Monument is located on the Mall at 15th Street NW. It is open daily from 9:00 a.m. - 5:00 p.m. this time of the

year. You can tour the Monument with a Park Ranger at 10:00 a.m. and at 2:00 p.m. To reach the Lincoln Memorial, travel down the Mall to 23rd Street, N.W. This monument is always open and is particularly beautiful at night.

Should you want to stay on the Mall, there are many other places to visit. The Mall is home to some of Washington's finest museums. It is but a short walk from the Washington Monument to the National Museum of American History, where you can see fun artifacts such as rocks from the first visit to the moon. From there you can travel to the National Gallery of Art, which houses paintings of virtually every kind and type. If the weather permits, you should visit the Hirshhorn Museum and Sculpture Garden, where you can treat yourself to beautiful art both indoors and out. This is a great place to enjoy that hot dog you bought on the Mall.

The rest of the Smithsonian complex is an excursion in itself. There, you can enjoy paintings, sculpture, and other kinds of artwork. The Freer Gallery, the Sackler Gallery, and the African Art Museum are all a stone's throw away. For more information on the Smithsonian, please call 202-357-1300.

If you want to get off the beaten path a bit, there are more great sites awaiting. One of the most spectacular places in D.C. is the Washington Cathedral. The Cathedral is located at Massachusetts and Wisconsin Avenues, N.W. It is open daily from 10:00 a.m. to 4:30 p.m. Guided tours are available every 20 minutes. This is a perfect place to go and relax and enjoy some solitude.

Another fantastic museum is the Corcoran Gallery of Art. This museum holds a wonderful collection of Impressionist paintings. It also has a

great gift shop. In addition, there is a children's gallery for 4th to 7th graders. The museum is located at 17th Street and New York Avenue, N.W. Its hours are from 10:00 a.m. to 5:00 p.m., Tuesday through Sunday and 10:00 a.m. to 9:00 p.m., on Thursdays. It is closed on Mondays. For more information, call 202-638-3211.

If you want to travel out of the city a bit, Mount Vernon is well worth the effort. It is located sixteen miles south of Washington on the Potomac River. George Washington's home has beautiful grounds and a very knowledgeable staff. A visit here would be a great trip with children. After visiting Mount Vernon you will have a sense of what life was like during Washington's time. The house is open daily from 9:00 a.m. to 4:00 p.m., during the winter months. For more information, call 703-780-2000.

Also, just across the Potomac River is Old Town in Alexandria, Va. Alexandria

(Continued on pg. 3)

### NETWORKING LUNCHES

Don't forget to sign up for a networking lunch!! You may sign up in advance through NAIACC headquarters using the form below, or at registration in Washington. You may join one of the topics already identified or come up with one of your own.

Current Topics to Choose From:

Electronic Data - Kevin Kiser, organizer

Dislodgeable Foliar Residue - Bill Tarter, organizer

New! -> Charging Hourly and/or Custom Rates - Dennis Berglund, organizer

### NETWORKING LUNCH SIGN-UP FORM

Name

Company

Phone

Topic:

Fax, call or mail to:

Allison Jones, 1055 Petersburg Cv., Collierville, TN 38017.

Phone: 901-861-0511, Fax: 901-861-0512

### INSIDE THE NEWS

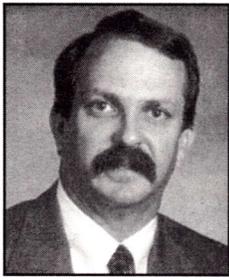
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## PRESIDENT'S MESSAGE

### Even Crop Consultants Get The Blues

by Billy McLawhorn

Very early one morning last March, I woke up with one of those "how in the world am I going to get it all done?!" headaches. I mean my head hurt. With problems associated with FQPA, NELAP, article writing, our upcoming Washington Board meeting, and being short-handed both at the farm and in my consulting business, I felt more than a little overwhelmed.

Then, as I reached over to hit the snooze button one more time, B.B. King (not to be confused with the other famous B.B., our own Dr. Singh) came on the radio singing "Nobody loves me but my Mama...and she could be jivin', too." Man, I hear you, B.B.! Musically challenged middle-class white boys get the blues, too.

I wasn't surprised to feel overwhelmed on that particular day. But what has surprised me about this year is how rarely I felt things were out of control. That is not to say that I am completely satisfied with my tenure as your president, or that I wouldn't handle a number of things differently if I had the chance to backtrack. What I am saying is that we have a pretty incredible organization, with a staff, an Executive Board, and a huge number of members who are extremely dedicated to the NAICC—people who get things done.

Your Board of Directors and staff have risen to the challenge and developed as the year has progressed. In our first meeting I really wasn't sure how well we would pull together, but since that time we have worked through some extremely complicated and difficult issues. Webster could redefine the word "synergy" as the way the NAICC BOD typically operates—particularly in the last half of their year together. It has been said that every NAICC Board has its own personality, but they all end up working together effectively for the good of the Alliance. That has certainly been

the case with this one.

There are a few specific people I want to thank for making this past year a wonderful experience:

First of all, **Don Jameson** has been

a life saver. He has personified the ideal past president, providing a mature and unique perspective on the issues throughout the year, and consistently proving to be a valuable role model.

**Lee West**, having been both a crop consultant and a research consultant, has provided a forward-thinking perspective on issues that affect various segments of our membership. When she assumes the presidency, NAICC will gain a much more articulate spokesperson and a better-looking mug shot to illustrate this column and the ones that appear in other publications.

**Roger Carter** has focused on building some buffer \$\$ in our treasury, and has worked with Bill Sachs, our accountant, to generate financial reports that are concise, accurate, and easy to understand. Roger spends a tremendous amount of time on NAICC business, and always provides the necessary comic relief at Board meetings.

**Roger Irwin** has done an excellent job of handling the Board's secretarial duties. In addition, he brings a research consultant's perspective to the deliberations, always tempered with thoughtful understanding.

**Phil Cochran** is another Board member who cares as much about NAICC as anyone involved. He has represented us well at a number of meetings this year. Phil is always eager to volunteer, a rare trait. And he always follows through.

**Loarn Bucl** has been an extremely thoughtful Board member who frequently asks the pertinent question that no one else thought of. Loarn's political savvy and his valuable connections in Washington continue to pay off for NAICC.

**Yella Reddy** is another member who is not afraid of work or the responsibility that goes with it. He has gotten a tremendous number of consultants involved through his outreach efforts, recently spearheaded our presence at the

FFA convention, and is always quick with a quip and a smile.

I once told the other members of the board in **Ray Young's** absence how his mere presence raised my own confidence and lifted the level of professionalism of everyone he associates with. Even when he doesn't say a word on a given issue, just knowing that Mr. Ray is listening, utilizing a wealth of knowledge, experience, and concern in evaluating the situation provides other members with added confidence.

**Pat Robinson** serves the role of Allied Industry member in admirable fashion. Pat asks thought-provoking questions and one way or another communicates things the rest of us need to hear and would never think of on our own.

Working with Allison Jones has been an absolute joy. Like the rest of us, she remains focused on constant improvement. She has developed an understanding of our membership (and to know us is to love us) that few will ever grasp. Her job is a lot like ours in that there is literally no end to what needs to be or should be done. But she handles it with a commitment and disposition that is infectious and inspiring.

**Daney Kepple** is still involved in NAICC affairs, serving as our public relations consultant. Of the 22 columns I've written this year, few have made it to Daney before the deadline was imminent. And although some have required substantial reworking, she has always cranked them out in a timely manner and hasn't scolded me once. She has generally made me look smarter, more articulate, and certainly more diplomatic than I would have alone.

By no means have substantial contributions been limited to the Board and staff. The Annual Meeting Committee, led by **John Gruber** has put together the framework for another excellent annual meeting with the support of the Education Subcommittees, chaired by **Bill Tarter, Jr.**, and **Will Connell**.

The Allied Industry committee, led by **John Cantwell** with able assistance from **Lynn Henderson**, has revamped and updated our sustaining membership classes to better reflect current reality.

**Dwayne Coulon** continues to lead the Certification Board in guiding the most outstanding certification program available to crop consultants and building

bridges with other organizations.

Fortunately **Dan Bradshaw** and his committee had no grievances to deal with this year, but on the ethics side they did a fine job of putting together a workshop for the annual meeting. We're grateful.

**Bruce Niederhauser** and the Membership Recruitment, Retention and Rules Committee continue to attract new members to NAICC. And **Tim Case** and **Jay D. Johnson** have led the Membership Services Committee in their quest to further improve the value of NAICC membership.

The Legislative Advisory Task Force has had plenty to keep up with, with all of the changes regarding FQPA. **Robin Spitko** has done a marvelous job of working with Allison to keep our efforts on track.

Many others have served on Ad Hoc Committees, written articles, given speeches, staffed meetings and given much needed guidance and inspiration to those who were leading at the moment. I am grateful to every one of you.

I will remember this year as a time when the issues continued to increase in their complexity, intensifying the need to partner with others on specific projects and issues. In the face of that, however, we also reconfirmed the mission of our founders.

Both as individuals and as an organization, we have qualities that are unique in the marketplace. That uniqueness is not going to diminish in value. Quite the opposite, in fact. Our niche will increase in value as the marketplace continues to get more crowded and confusing to the customer. We must maintain our autonomy while we partner with allies and move forward.

In closing, I want to tell you that the support on the home front has been extraordinary as well. Someone jokingly said they thought Martha was a good choice when I became President, and they were right. Her support, along with the guys at work, have been key elements in any good that's come from this office this year.

I'm happy to tell you that it's recently been confirmed that she still loves me, and my Mama says she wasn't jivin' either.

*("Have a Capital Time..." cont. from pg. 1)*

is a charming city, with beautiful old architecture, great restaurants, and lovely parks. Old Town is in the heart of the city and has fun shops, good eateries, and great stores for children.

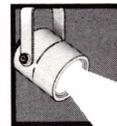
If you would prefer to see the entire city, you can do so from a bus or trolley. The Tourmobile Sightseeing company offers a variety of tours, including a Washington Tour route and an Arlington Cemetery Tour route. For more information on these tours, call 202-554-7950. Discounted rates are available for groups of 20 or more. If the weather is nice, you can tour the city by trolley. The Old Town Trolley Company travels by all the major attractions. The guides are friendly and will give you basic information about the sites. For more information, call 301-985-3020.

As a special treat for NAICC, Friday evening's entertainment will be Gross National Product, a political satire sketch troupe. They call themselves "the capital's resident satirical gang," and they promise to bring comic relief to a "world full of deep issues and shallow answers." This promises to be a refreshing comedic look at the not-so-serious world of politics.

Washington, D.C. has so much to offer. In addition to all the activities mentioned, there are plays to see and other fun places such as Georgetown to visit and explore. You won't want to miss this experience.

## NAICC MEMBERSHIP ON THE RISE

NAICC welcomes 52 new members to the roster. In December alone, 23 new members joined. Some further good news is that membership retention set another record with 95% of the membership renewing their membership. Thanks to our faithful members for recruiting these new members, and welcome to our new NAICC friends.



## SPOTLIGHT ON THE STATES

### State Associations Support Alliance

Three state crop consulting associations recently showed their support of the Alliance by making monetary donations to NAICC. The **North Carolina Agricultural Consultants Association** will sponsor three North Carolina State University students' attendance at the 1998 NAICC Annual Meeting in Washington, D.C. NCACA President **Hank Harrell** was instrumental in arranging for Dawn Capps, **Drew Stallings**, and **Mary Thurmond** to travel to the nation's Capitol for this event (see related story).

At their Fall meetings, the **Kansas Association of Independent Crop Consultants** and the **Louisiana Agricultural Consultants Association** memberships voted to donate \$300-\$500 to the NAICC general fund. This money will be used toward on-going national projects that promote the crop and research professions.

In the past, state association who were State Affiliate members of NAICC paid dues of \$500. Now this amount is optional. Each year three to four state affiliate members make monetary contributions to NAICC.

The Foundation for Environmental Agriculture Education has graciously donated \$1,000 toward scholarships for college students to attend the NAICC Annual Meeting in Washington, D.C. Currently, three students from the University of Maryland, three from North Carolina State University (see related story), and potentially two from the University of Massachusetts will attend the meeting Friday through Sunday. Students will interact with professionals from across the country during the education sessions, trade show, and entertainment portions of the meeting. They will also help the NAICC staff with administrative duties of the convention, as well as make presentations during the Saturday morning breakfasts dealing with why they are in attendance and their interest in a consulting career.

# President Speaks in Spain

NAICC president **Billy McLawhorn** recently presented a talk entitled "Overview Of Precision Agriculture In The United States (Some Practical Issues And Their Relationship To The Development Of Robotics)" at BIO-ROBOTICS '97 on September 21-24, 1997. The international workshop held in Valencia, Spain dealt with robotics and automated machinery for bio-production. The following information is a summary of the presentation.

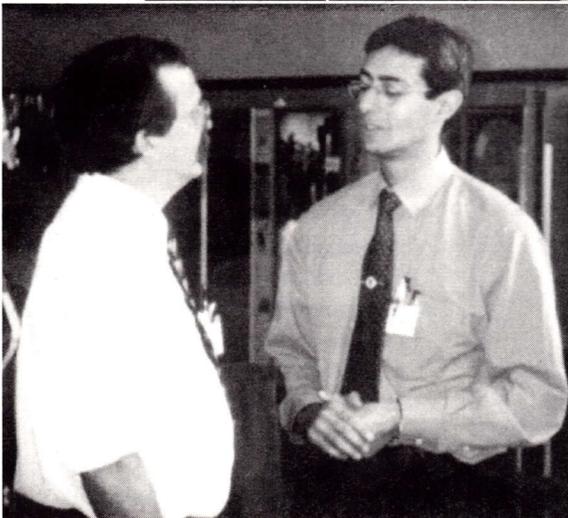
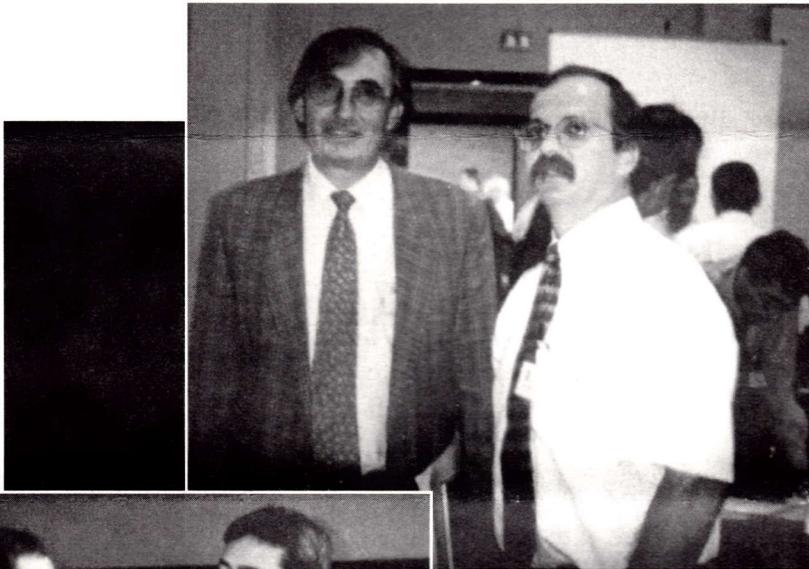
Production agriculture systems are advancing at a rate that is unprecedented in history. Recent introductions into the marketplace of bio-engineered crops and new technologies collectively known as "Precision Agriculture" will have a greater impact on the production of agricultural products in the next few years than the development of hybridization techniques had in the middle of the

Twentieth Century. Those of us involved in the production of food, fiber, and other agricultural products are literally at the threshold of the most exciting era in our history.

These new technologies, which include advances in the robotics industry, have been critical elements in the development of this technological revolution on the farm. In fact, the field of robotics has supplied essential components throughout the system. One area that is expanding rapidly in the United States, is geographic information systems (GIS), with components consisting of global positioning mapping systems (GPS), variable rate applicators, yield monitors, remote sensors, etc. In many cases, components of this technology have been developed and sold before a "needs assessment" has been done.

Many practical questions about use and integration with other components of the system remain unanswered. Farming in a "site specific" manner

implies there is variability to be dealt with, and that inherent variability presents challenges to adoption and implementation. For example - there are cases where variable rate technology is economical for the grower and cases where it is not - depending on the cropping system, crop value, cost of the inputs that vary, contribution of the input to yield, etc. Gradually the economic fit of various components of "Precision Ag" technology will be sorted out in the marketplace. In the meantime, the challenges for growers and their advisors to properly use "site specific" robotics and integrate the technology where it best fits their individual situations will remain formidable. In fact, the demand for properly integrated systems that are affordable, "user friendly," economical, and truly fit individual needs will continue to provide challenges and opportunities for those involved in the development and implementation of "Precision Ag" systems for many years to come.



## SINGH ATTENDS PERFORMANCE OBJECTIVE REVIEW WORKSHOP

Dr. B. B. Singh represented NAICC at the CCA IPM Objective Review Workshop held in Chicago. Dr. Singh gave the consultant's point of view on what competencies should be included for the IPM section in the new edition of the CCA Performance Objectives. Dr. Singh was one of fourteen experts in IPM, entomology, weed science, and plant pathology that participated in the workshop. The session was facilitated by Dr. James Vorst of Purdue University. Each year one of the four major areas—soil fertility, soil and water, IPM, or crop production of the Performance Objectives are reviewed and revised. The CCA National Performance Objectives are the basis of the national examination and the continuing education program.



## NAICC to Network with Top Corn and Soybean Growers

NAICC will be represented at the 1998 Commodity Classic<sup>SM</sup>, February 22-24 at the Long Beach Convention Center in Long Beach, Calif. The third annual combined convention and trade show of the National Corn Grower Association (NCGA) and American Soybean Association (ASA) is expected to draw the top corn and soybean producers from around the country.

Representing NAICC will be **Loarn Bucl, Don Jameson, and Lee West** who will staff the booth in the three day trade show and network with the thousands of corn and soybean growers from across the country.

ASA is a national, not-for-profit, grassroots membership organization that develops and implements policies to increase the profitability of its members and the entire soybean industry. ASA has over 31,500 members, affiliated offices in 28 states and international offices in 13 foreign countries.

The National Corn Growers Association represents the interests of producers in the nation's top crop. Membership includes over 30,000 corn growers in 48 states and 42 affiliated state corn grower organizations. The goal of the NCGA is to enhance the profitability and usage of corn.

## CAC Defines Common Issues

by Allison Jones, Executive Director

Last May, Certification Board chairman **Dwayne Coulon** and I represented NAICC in San Diego, Calif., at a meeting of several agricultural organizations that sponsor certification programs. That meeting was such a success, the group decided to make it an annual affair, maybe even meet twice a year, if necessary.

The second Certification Advisory Committee (CAC) meeting was held at the Opryland Hotel, December 13, in conjunction with the Entomological Society of America Annual Meeting. Just like the first meeting, the groups represented found many ways to work together.

Here are a few common issues the CAC will be working on in 1998:

**Third Party Technical Assistance:** After months of nail biting, it appears that USDA has favorably revised the requirements for third party vendors who provide technical assistance for conservation plans under EQIP. Details will be provided to members once USDA finalizes the program.

CAC members agreed to coordinate publicizing the signing of the Memorandum of Understandings

between USDA and the certification groups that is required under EQIP. Tentative plans could include a joint signing ceremony. The CAC will also investigate ways to educate constituents on the requirements for writing these conservation plans.

**University Curriculum:** The CAC plans to work with University personnel to have performance objectives of the various certification programs included in their curriculum. Ideas include offering certification exams upon graduation, a national exam day, and senior seminars that discuss professionalism.

**CEU Management Program/Master Calendar of Events:** Future plans include having a master certification website where participants can find what activities are available for continuing education credits.

**Education Programs:** Each certification organization is dedicated to improving the quality of information available to its participants. Ideas include encouraging each association or society to have one day at annual or regional meetings dedicated to presentations and/or posters specifically for practitioners.

**Washington Focus:** Continue to interact with each other on governmental issues.

**Certification Marketing Plan:** The CAC agreed that joint marketing projects would be beneficial. Initial plans call for

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promotion of the different certification options on organization homepages.

Other NAICC members attending the CAC meeting were **Dave Harms**, representing the ARCPACS Board; **Perry Petersen**, representing the CCA Board; **Larry Stowell**, representing the **American Phytopathological Society**.

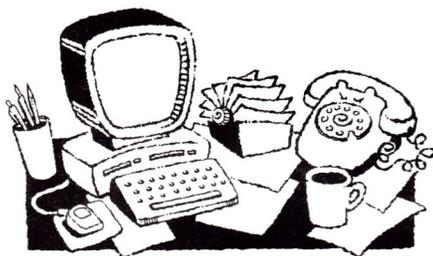
Organizations and programs represented in CAC are: American Registry of Professional Animal Scientists (ARPAS), **American Society of Agronomy (ASA)**, American Society for Horticultural Science (ASHS), Certified Crop Advisor (CCA), Entomological Society of America (ESA), Society of Range Management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

NAICC will host the 1998 meeting.

#### NAICC WEBSITE

### A LOOK BACK AT 1997

- November was the most active month on the NAICC website.
- Precision Agriculture was the hot topic among the discussion groups.
- 43 % of NAICC members (that we know of) are "on-line".



### IT'S ONLY AS GOOD AS YOU MAKE IT

by *Amery Staub, Managing Editor*

Over and over again, we hear that the best NAICC newsletters are the ones that contain articles written by consultants and researchers. This is why, for the past couple of years I have been hitting up everyone that registers at the annual meeting to write an article for the newsletter. Some I have even hounded throughout the meeting. Well, this year I have some good news and bad news. The good news is that I am not going to

## FINANCIAL REVIEW

by *Roger Carter, Treasurer*

Income on an accrual basis through November is \$ 11,800 less than last year. However, while down on the accrual basis, note below that cash is up. Cash and equivalents for this year and last year are as follows:

	1997	1996
January	187,900	200,000
February	121,000	123,600
March	109,500	114,100
April	115,600	76,100
May	127,800	73,100
June	119,100	72,700
July	118,000	63,200
August	109,800	61,600
September	121,200	71,100
October	133,000	98,700
November	185,600	147,500
December		205,000

NAICC members may receive a current standard financial report at any time by submitting a written request to NAICC headquarters. In addition, requests for annual financial statements may be submitted at the annual meeting.

be able to attend the meeting. The bad news is that I am going to have to hound you instead from the pages of the newsletter.

The success of your newsletter depends on the contributions of all members. Information sharing in these pages is a great source of new ideas for everyone. Writing is an excellent way to express your feelings on topics that are of importance to you. It is also an easy way to get your name in print and enhances your professional standing among your peers!

So sign up as soon as you arrive this year. Allison will have a list full of ideas at the registration table. Keep in mind that the story list will be the longest for those who sign up the earliest. In other words, to write on something fun, find Allison fast! Another easy way to contribute articles is to send those papers and speeches you deliver at various meetings to me. I can run these in the newsletter for all our members who didn't get to attend the meeting.

Let me end this soapbox speech by saying thank you to everyone who contributed a story to the newsletter in '97. I hope you will continue to contribute on into the new year. For everyone else that didn't have the time last year, I challenge you to make a difference for NAICC through the pages of your publication. Happy New Year everyone! Let's all make this the best year in NAICC News.

### AGRICULTURAL RESEARCH POSITION ANNOUNCEMENT

Pest Pros Inc. is an independent crop consulting and contract research firm located in the Central Sands region of Wisconsin. We are currently under contract with growers to manage approximately 30,000 acres of vegetable crops including potatoes, carrots and onions using IPM for pests and BMP for nutrient inputs. Our services include scouting, tissue and soil testing, fertility recommendations, nematode testing and plant pathogen diagnosis. Our contract research division operates under the name DATA Associates and provides efficacy and GLP residue services on a great variety of crops. We have 25 acres of land under center pivot irrigation adjacent to our facility and access to commercial acres through our consulting associations with growers. Our staff includes an entomologist, plant pathologist, agronomist and two technicians.

DATA Associates is entering a growth phase and seeks a person to manage and expand the research aspects of our business. Applicants should have at minimum a BS degree in the life sciences with two or more years agricultural research experience including a working knowledge of chemical application technology, equipment use and experimental plot design. Experience in GLP residue

trials is a plus. Primary job responsibilities include but are not limited to client contact and reporting, plot set up, crop husbandry, test material calibration and application, data collection, sampling and yield or quality assessment. Responsibilities overlapping with our consulting business include nematode

and plant pathogen diagnosis. Some exposure to field aspects of the crop consulting business is likely.

**Preferred disciplines for consideration are :**

*plant pathology, entomology, horticulture, agronomy, soil science, nematology.*

**Our Employment Package Includes:**

- *Competitive salary with rapid growth potential.*
- *Health Insurance*
- *Generous vacation and personal time*
- *Retirement plan*
- *Bonus*

Send resume by February 30 to: Randy Van Haren, P.O. Box 188, Plainfield, WI 54966

## NEW MEMBERS

### VOTING

**Susan Bellman, M.S. (Weed Science)**  
Great Lakes Ag-Research Services, Inc.  
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Delavon, WI 53115  
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Home: (608) 883-6953  
Fax: (608) 883-6997  
*Services: Contract research.*

**Paul W. Bodenshteyn, B.S. (Plant Science)**

ag.systems  
10140 Ashley Manor Lane  
Mechanicsville, VA 23116  
Office: (804) 730-0091  
Home: (804) 730-9129  
Fax: (804) 730-9696  
Mobile: (804) 314-7463  
E-mail: [ag.systems@worldnet.att.net](mailto:ag.systems@worldnet.att.net)  
*Crops: Wheat, corn, soybeans, peanuts, cotton, alfalfa.*

**Paul Clayton, B.S. (Agronomy) CCA**

Land O'Lakes, Inc.  
1025 190th Street  
Webster City, IA 50595  
Office: (515) 543-4852  
Home: (515) 332-4382  
Fax: (515) 543-8327  
E-mail: [pclay@landolakes.com](mailto:pclay@landolakes.com)  
*Services: Contract research.*

**Kim Cook, M.S. (Entomology)**

Research Designed for Agriculture  
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Austin, CO 81410  
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Fax: (970) 835-3874  
*Services: Contract research.*

**John Lightner, Ph.D. (Soil Chemistry)**  
ASA, CSSA, SSA, TAAC, ARCPACS

Agro-Synergetics, Inc.  
P.O. Box 450  
La Blanca, TX 78558  
Office: (956) 464-6248  
Home: (956) 428-4490  
Fax: (956) 464-6276  
*Services: Contract research.*

**Larry Lindberg, B.S.**

(Education/Engineering)  
Prairie Agricultural Research, Inc.  
P.O. Box 1075  
Britton, SD 57430  
Office: (605) 448-5256  
Home: (605) 448-5904  
Fax: (605) 448-2786  
Mobile: (605) 880-6398  
E-mail: [parinc@brittonsd.com](mailto:parinc@brittonsd.com)  
*Services: Contract research.*

**Steven D. Okonek, B.S. (Farm Management) CPCC-I**

Central Co-op of Menomonie  
W 15526 Kelly Road  
Taylor, WI 54659  
Office: (715) 662-3018  
Home: (715) 662-3018  
*Crops: Alfalfa, corn, soybeans.*  
*Services: Manure management, regulatory compliance.*

**Tim C. Vargas, M.S. (Entomology)**

Varco, Inc.  
180 West 100 North  
Jerome, ID 83338  
Office: (208) 324-4080  
Home: (208) 324-3068  
Fax: (208) 324-7332  
Mobile: (208) 420-4080  
E-mail: [tvargas@magiclink.com](mailto:tvargas@magiclink.com)  
*Services: Contract research.*

**Fred Vaughn, B.S. (Horticulture)**

Vaughn Agricultural Research  
Services, Ltd.  
Rural Route 2  
Branchton, Ontario N0B 1L0  
Office: (519) 740-8739  
Home: (519) 621-4579  
Fax: (519) 740-8857  
Mobile: (519) 658-3843  
E-mail: [fvaughn@varsl.com](mailto:fvaughn@varsl.com)  
*Services: Contract research.*



## MEMBERS IN THE NEWS

When the holidays hit, most people tend to slow down. The opposite seems to be true for NAICC members, however. Many members were busy becoming Hall of Fame inductees or being quoted in national magazines. In the November 1997 issue of *Ag Consultant*, **Mike Brubaker** was chosen as an Ag Consultant Hall of Fame inductee. Congratulations, Mike!

Also in the November issue, **Dave Harms** and other Ag Consultant Hall of Famers were queried on their take on the state of the crop consulting industry. A sidebar to the article listed the Crop Professionals Hall of Farm roster. Of the 68 inductees, 27 are affiliated with NAICC.

**Earle Raun, Mike Kasowski, David Scheiderer, and Billy McLawhorn** all contributed their thoughts on how to make the winter season a profitable one in the November 1997 *Ag Consultant* article, "Hibernation? Hardly."

**Earle Raun** was also featured on the cover of the December issue of *Nebraska Farmer*. In the feature article

entitled, "Give Refuge to Corn Borers," Raun offers expert advice for preventing resistance.

Daney Kepple and Dennis Berglund lent their expertise to the November 24 issue of *Newsweek*. In "O Brave New Farm, Tilled by Satellite and Robot," Daney spoke on the merits of precision farming. In *Equinox Canada's Magazine of Discovery*, **Michael Hunter** published an article entitled, "Land and Us." The article discussed some of the challenges facing agricultural technology in Canada.

NAICC member **Olaf Ribeiro** finished the year giving a total of 19 seminars to growers and/or professional groups in Idaho, Montana, Washington, Oregon, and California. He also took time to co-author a book entitled, *Phytophthora Diseases Worldwide*. The book has received very favorable reviews in several international scientific journals. He also continues for a second term on the ARCPACS Plant Pathology Certification Board.

**Danny Bennett, Phil Cochran, Maggie A. Jones, and Bruce Nowlin** were featured in the May-June issue of *PrecisionAg Illustrated* explaining why independent crop consultants are "top crop guns" for precision agriculture.

Thanks to these members for keeping NAICC in the public eye. We congratulate them on their contributions to the field of crop consulting.

## CALENDAR OF EVENTS

### FEBRUARY 9-12, 1998

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

### FEBRUARY 10-11, 1998

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

### FEBRUARY 16-18, 1998

Louisiana Agricultural Consultants Association Spring Meeting, Holiday Inn Arthur Drive, Alexandria, La. For more information contact Cecil Parker at 318/336-9249.

### MARCH 2-3, 1998

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

### MARCH 3-5, 1998

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

### MARCH 5-6, 1998

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

### JULY 5-9, 1998

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

### AUGUST 17-21, 1998

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

### MAY 23-28, 1999

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

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

## NAICC

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