



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

Volume 12, Number 4

The Voice of the Professional Crop Consultant

May 1998

NAICC BOARD TACKLES WASHINGTON

Agricultural policy makers in the Executive and Legislative branches have learned in recent years that springtime brings more than cherry blossoms to the nation's capital. It also brings the NAICC Executive Board with issues on their mind. This year it was FQPA, nutrient management, and WPS that the Executive Board discussed with Members of Congress and their staffs, USDA and EPA officials, and commodity and industry group representatives while in DC for the Spring Board Meeting.

FQPA: Board members strategized with Washington Lobbyist Macon Edwards, representatives of the American Crop Protection Association (ACPA), American Soybean Association (ASA), National Corn Growers Association (NCGA), and the National Cotton Council (NCC) on the best ways to make sure all of our concerns are heard.

Carla West with the NCC discussed with Grady Coburn, Harold Lambert, and Allison Jones the impact of the Food Chain Coalition's letter to EPA Administrator Carol Browner. In this letter, NAICC, NCC, and 130 other agriculture groups stated major concerns with the way EPA is implementing FQPA. Highlights of the letter included:

- Lack of process transparency and consistency regarding the new risk assessments required by FQPA or the new procedures EPA must institute to avoid disrupting U.S. agriculture;
- failure to approve new pesticides;
- uncertainty regarding prospects for swift EPA consideration of tolerances for emergency use exemptions (Section 18s); and
- disruption of agriculture and other uses due to lack of reliable, accurate data

and EPA's failure to adopt scientifically sound risk assessment methods.

Elin Peltz, Senior Director of Federal Legislative Affairs with ACPA told the Board, "You have a unique message to carry to policy makers. Since you do not represent "special interests," your concerns are considered less biased and taken more seriously."

ACPA is encouraging EPA to use the "data call-in authority" under FQPA rather than exaggerated default assumptions when evaluating existing tolerances or new uses. FQPA requires that all tolerances be reviewed by the year 2006. There are currently over 9000 tolerances with the first 1/3 or 3000+ scheduled for review by August 1999. There is flexibility under the law to gather actual data on the new requirements while also meeting the deadlines under the Act.

According to Neil Anderson of the EPA Biological and Economical Analysis Division (BEAD), EPA has the most extensive database of exposure data available. The Executive Board met with Anderson, Pat Cimino, and Margie Fehrenbach at EPA and discussed the necessity for more science-based data. Discussions also centered around the EPA-USDA Tolerance Reassessment Advisory Committee (TRAC), a newly formed committee that is the result of Vice President Al Gore's request that EPA and USDA work together to ensure smooth implementation of FQPA.

Robin Spitko of New England Fruit Consultants, Montague, Mass., and **Charlie Mellinger** of Glades Crop Care, Jupiter, Fla., have been asked by EPA to represent NAICC on this committee.

Al Jennings, who heads up USDA's Office of Pest Management Programs also met with the Executive Board and

reviewed the efforts he and his staff are making to collect data for FQPA implementation. One major goal is to strengthen communications with the land grant universities to obtain important data. As a result, Robin Spitko represented NAICC at a recent FQPA workshop in St. Louis where the focus was to increase mutual understanding of the needs of agriculture and to conduct an in-depth FQPA analysis.

WASHINGTON SCUTTLEBUTT

The following information was also picked up by the Board on their Washington visit. The Office of Pest Management at USDA has several programs in place to assist EPA in collecting the needed data for FQPA implementation.

- The Pipeline Database is a program under way in conjunction with the current IR4 program at Rutgers and

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President's Message

THE BIG SPIN

by Lee West

I'm on a flight home today from one of many trips I've been on lately. The man next to me turns to make idle conversation. "Are you traveling on business or pleasure?"

"Business," I say.

"What do you do?"

"Well, I say, "I'm involved in agricultural research."

"Oh? What kind of research?"

I think for a moment, then respond, "We do studies to test new products for their environmental and food safety. We also test their performance. We do the field work to assure that a product won't leach into the water table or leave residue on the crop."

"Oh, Wow!" he exclaims. "How fascinating. So is it true that our food could really be dangerous? Is organic produce really better for you?"

Now I'm off and running. I feel good explaining to this gentleman the way things are. He is now much wiser about how many studies are done and how much money is spent before hard decisions are made about whether to register a new product.

There was a day when I would have answered his question differently. I would have said, "We test pesticides to see if they work." That was before "pesticides" and "chemicals" were bad words.

We all have preconceived notions about most subjects. With what has been said in the media about pesticides, it's not surprising that many folks assume they're all bad. Just hearing the word will evoke a negative feeling in many people, and that will change the way they hear everything else you say. Once that alarm goes off in their heads, you may as well be talking to the wall.

I've watched as some of my employees have been in the same type of conversations and here how it usually goes:

Q: "What kinds of research do you do?"

A: "Oh, the chemical companies pay us

to test new pesticides."

Q: "Oh, my!" they say, "aren't you scared working with those chemicals?"

Aren't you worried that you'll get cancer?"

A: "We always wear all the safety gear, and we only handle just a little bit of the stuff anyway."

The questioner usually remains skeptical and concerned about my employee's safety and sanity.

The truth of the matter is that the most effective people are the ones who know how to play off the emotions of their audiences. It feels deceptive to me sometimes, but I find that if I play the game, and use the politically correct words, I can usually get the message through that I want to deliver. Each of us has a different methodology, I'm sure, but we are all representatives of our professions, and of agriculture as a whole. We must constantly be ready to seize any opportunities we might have to spread our message and, in doing so, change the views of the world.

("NAICC Tackles Washington" continued from pg. 1)

will accumulate alternate use information for products under going re-registration. Biological product data and their impact is also included in the pipeline. USDA is working on transition strategies that may be required to maintain crop production should key pesticide uses be canceled.

- The Food Consumption Survey monitors the eating habits of children under six years of age across the country. This data is collected to identify residue exposure.
- USDA has established a grant program called the Pest Management Alternatives program where funds are awarded to identify alternative products for uses that are at risk of losing their registration. Currently \$1.6 million have been allocated.

NUTRIENT MANAGEMENT:

Several Board members met with Andy Fish, Deputy Chief Counsel to the Senate Committee on Agriculture, Nutrition, and Forestry, and received an update on S. 1323, the Animal Agriculture Reform Act, Senator Tom Harkin's (R-IA) national approach to animal waste problems through mandated animal waste management plans that would be approved by USDA. While specific numbers were not given, Fish reported the bill does limit the amount of manure that may be applied.

While visiting with other Congressional offices, NAICC Board members did not find widespread support for this legislation.

WORKER PROTECTION STANDARD:

Just when we thought we had the WPS regulation figured out, the NAICC Executive Board finds themselves negotiating with EPA again, this time it is for research consultants. Originally agricultural research scientists were thought to have been exempted from the WPS regulations, however EPA has made it clear that this is not the case. Additionally, states have the latitude to make the EPA regulations more stringent. For example, in Iowa a certified crop consultant/advisor is required to spend a certain percent of time making direct recommendations to growers. Therefore, those who do not make recommendations to growers are not included in the exemption for crop consultants. NAICC has become a member of the Consortium of Agricultural Research Scientists, an organization of university and industry representatives that is working to find relief for research consultants under the current regulations. Currently, the group is writing a petition to EPA in order to obtain an exemption for agricultural researchers.

ELAB GLP Subcommittee Releases Final Report

The GLP Subcommittee's report to the Environmental Laboratory Accreditation Board (ELAB) was approved with only minor changes and forwarded to EPA management. The report relates "overwhelming opposition to the proposal of including the FIFRA TSCA/GLP programs in the NELAP". Key issues that have unified the Subcommittee against this include:

- The voluntary state operated/managed focus of NELAP vs. federally mandated GLP programs;
- NELAP accreditation based on ISO Guide 25 is an inadequate standard for GLP compliance monitoring;
- NELAP accreditation directed primarily toward environmental monitoring vs. FIFRA/TSCA focus on toxicology, analytical, efficacy, and field research laboratories;
- Standardized NELAP environmental monitoring programs based on a few well established analytical methods vs. FIFRA TSCA/GLP data generation programs for new product registrations based on several thousand specifically focused independent methods;
- The ELAB GLP Subcommittee sees a clear distinction between an independent 3rd party accreditation program and NELAP accreditation;
- Failure of NELAP to include the GLP regulated community in the initial Federal Advisory Committee and in drafting NELAP standards prior to 1995.

Transferring Data through the Internet and E-Mail

by Phil Cochran

Other than the telephone, the Internet and e-mail are the primary communication tools we use in our day to day business. In most cases, e-mail has even replaced our trusty old FAX machine. At Cochran Agronomics we routinely transfer data such as soil reports and other laboratory data as well as program transfers from **Servi-Tech** and **Rockwell**.

The transfer method we use primarily is e-mail. Prior to the common use of the Internet, we used electronic bulletin boards (BBS) to transfer data. A BBS generally has nothing to do with the Internet, as it is a link up of two or more computers via a direct phone line. Interestingly enough, we have recently started using a BBS system again. Whenever we need help with correcting a software or configuration problem with one of our computers, we set our computer up to receive a call from a designated person. That designated person can sign on from a remote location and fix minor internal problems within our computers via their BBS system. This process requires matching software on both ends of the phone line. The advantage of this system is that it is much quicker because it essentially allows a computer technician to fix your problem just as if he were sitting in front of your computer.

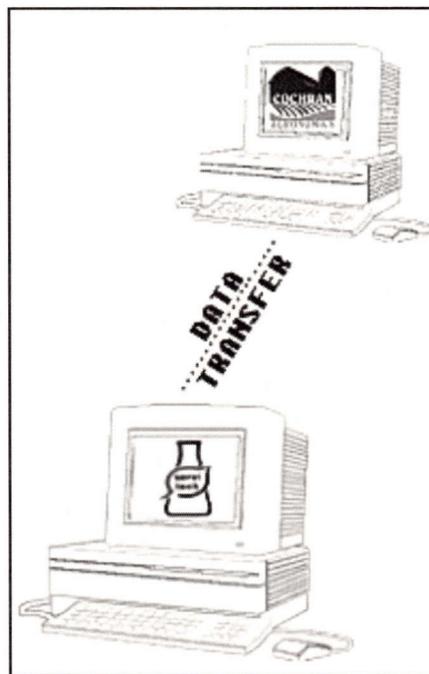
Transferring data is all about file management. Once you understand how to manage the files within your computer, data manipulation and transfer will become very easy. To be successful at transferring data over the Internet using e-mail you will need a fairly powerful computer and a good working knowledge of Windows '95. A fast modem is also important to efficient data transfer. It is important to remember, however,

the transfer speed will be ONLY as fast as the slowest modem in the Internet link-up or the weakest link in the chain. Keeping your software constantly updated is also vitally important to efficient data transfer.

There are three types of files to be transferred:

- **Program Files:** These files can be very large. This past year, we have sent and received mostly program files. In order to transfer them successfully, they usually must be compressed. The Internet service we subscribe to cannot handle a file larger than 5 megs in size. Therefore, file compression software must be utilized to make the bundle physically smaller prior to sending. Once received, the same compression software must be used to de-compress the file before it can be successfully read. There are several file compression software packages on the market. We use Win-Zip. Many people use PK Zip. You should use the program you are most comfortable with.
- **Printer Specific Report Files:** These files come into your computer requiring no other software. They can be sent directly to your printer as is.
- **Text Files:** This is the file type we use to receive our soil reports from the lab and sometimes sending and receiving data from Rockwell. This is the file type most commonly used.

Computer data management enhances business in many different ways. The primary way is for easy data access. You can locate specific files and process, send, or simply read the data without printing them unless you need a hard copy. One of the biggest advantages of electronic transfer of lab data is the reduction in paper work the lab is required to process and mail. In some cases, if electronic data transfer replaces regularly mailed paper reports, you could benefit by reducing analytical fees from your laboratory. Another huge advantage is the ability to customize the report forms we give to our clients. Working very closely with the programmers at the lab, we have developed several report forms we are extremely proud of. Our clients are apparently also impressed, as they have given us numerous compliments on them.



When transferring data there are three different software packages we use.

EUDORA: Eudora is the shareware e-mail software our Internet provider loaded when we first signed up for the service. There are several other ways to send and receive e-mail other than Eudora. We became comfortable with Eudora and have avoided switching simply due to the hassle of switching software. In retrospect, I think we should have started using Explorer because we are using MS Office '97 Professional software suite. We are not able to utilize even close to the full potential of our software investment using anything other than Explorer. Someday when we are ready to take on another hassle, we will change our e-mail and Netscape packages to Explorer!

REMOTE DATA MANAGER:

Remote Data Manager (RDM) is Servi-Tech's data transfer software. With very few exceptions, we transfer everything electronically. As you can see, the data files are transferred via e-mail. After you receive your e-mail, you simply tell the computer within which drive and folder to find the file. The computer then transfers everything automatically. Again, understanding computer data management is very important. In my situation, I have 9 drives in my computer so it is imperative to understand the workings of Win '95 and how it stores data.

Once the files are imported into RDM, you have the capabilities of editing the client, farm, and field names if needed. You can look at all data in full report form prior to printing or instead of printing if so desired. Once everything appears as it should be, the final product of the RDM is the customized report.

CROP BUDGET: Crop Budget (CB) is Servi-Tech's recommendation software that is still very much in the beta form. We loaded a basic shell program on my computer last spring. Since then, we have been constantly modifying it as we use it and come across "bugs" and/or areas that need modification. Craig Walker at Servi-Tech's Dodge City lab has been very patient and helpful in working with me while developing this recommendation software to fit my needs. This program and the accompanying data have been e-mailed between

Paris, Illinois and Dodge City, Kansas countless times since last spring. I remember several times we sent it back and forth two or three times in one day as well as spent several hours on the phone.

We are extremely proud of what Craig has developed so far. With this program you can customize your report(s) in several ways utilizing the options provided within the software. You can print recommendation forms with tenant/landowner splits, amounts of product by field farm and client, complete cost breakdown (optional) by field, farm, and client as well as a built-in word processor to include any comments you might want to make. These comments can be "canned" or spontaneous.

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"Don't Get Sucked Into The Black Hole"

Al Averitt chose to take a more scientific approach to the topic of communication during his presentation at the NAICC annual meeting in January. His presentation, "Black Holes and Their Effect on Communication," showed some of the problems with communication facing crop consultants and ways to tackle those problems.

Averitt shared a list of people that consultants communicate with, both personally and professionally. His list included farmers (and their spouses and employees), employees, specialists, researchers, fellow consultants, legislators, the public, students, spouses, children, and a higher power. He challenged the audience to contemplate their different ways of communicating with each type of person. He then emphasized that consultants should be communicatively competent. "As independent crop consultants, we assume the roles of manager, teacher, trainer, employer, community leader, and advisor. By assuming these roles, we also assume the responsibility of being able to communicate effectively," he said. Averitt defined being communicatively competent as "one who knows how to start and end a conversation, how to make him or herself understood, how to respond to the other party, how to be sensitive to the other party's concerns, and how to listen. Being persuasive is

also important."

"My objective today is to show you the field from a different perspective," he stated. The North Carolina consultant gave an example of visiting a farm for the first time. "When we first visit a farm, we get an image of it from that first angle or viewpoint until we move to other areas of the farm, where we can gain new perspectives. We can use tools such as aerial photos and soil maps to gain more knowledge." Averitt explained his purpose was to help focus on how perception plays a major role in communication pitfalls.

Averitt first showed ways that we communicate with one another; we write and talk, use nonverbal communication, visual communication (like art and the media), maps and electronic communication, such as telephones, pagers and e-mail. Despite all the ways to communicate, he pointed out, we still sometimes have trouble understanding each other. He asked, "Have you even given an employee or client a task and upon follow-up discovered that your instructions were totally misinterpreted? What happened? It seems to me," Averitt said, "that as consultants and businessmen, we ourselves often do not understand the cost and effort involved in something until we are deeply enmeshed in the project: perspective. Often, we see ourselves as the center of the universe and believe that everyone should see things as we do."

Averitt then explained his analogy. "An object approaches a black hole, which is a star so dense that its gravitational force does not even allow the light of the star to escape. It is pulled in by this force and begins to disintegrate into fragments until it is totally unrecognizable from its original state." A communications black hole, he explained, can be a result of ignorance or a lack of understanding of an issue as you understand it. The communicator may be ineffective at communicating the message, or you may not be listening.

Averitt then showed how he himself can get stuck in a "communications black hole." When he was approached by Allison Jones to speak at the conference, he was initially very apprehensive. He said, "Me talk to them with advice-my peers-this group of prestigious scien-

tists, researchers, and professionals, many of whom I esteem so highly? No way! I won't do it. I have nothin' to offer. No can do! Really though, I told Allison, 'yes, I'll try to come up with something.'" He urged his audience not to fall into the black hole and stop communication. Instead he urged, "Become active. You all have so much to share. This is a great place to be if you are a consultant. It's a place you can go each year where folks have "common ears", who have similar perspectives and can really understand each other."

He continued, "Keep sharing. Isn't our outlook always in a state of change?" He also reminded, "Use all of your senses and your knowledge when communicating, so your perceived reality is close to actual reality." He finished with a quote from Steven Covey, author of The Seven Habits of Highly Effective People, "Seek first to understand, then to be understood."

CROPS '99

Crop and Plant Research Priorities for the 21st Century

The Coalition of Research on Plant Systems (CROPS) was organized to determine societal needs and to develop a comprehensive, coherent national research strategy for meeting these needs. A national workshop, CROPS '99, was held November 9 - 11, 1997 in St. Louis, Mo. The forum was endorsed by more than 75 organizations, representing agricultural and commodity groups, scientific societies, industry, and government agencies. **Phil Cochran** of Cochran Agronomics, Inc., in Paris, Ill., and **Dean Wesley** of Key Agricultural Services, Inc., in Macomb, Ill., attended on behalf of NAICC. **Larry Stowell** of PACE Consulting was a featured speaker at this meeting.

Four major goals and three comprehensive research priorities came out of this forum, which included 220 individuals divided into 19 discussion groups.

GOAL 1

Improve crop production systems.

Improvements must come from extending crop yield potential through the power of functional genomics and

designing production systems in which crops yield to their full genetic potential. At the same time, we must balance pest management and long-term ecosystem stability with needed productivity, quality, and profitability.

GOAL 2

Improve processing, quality, and nutritional value of plants and plant products.

The design of crops to better fit the needs of the consumer, processor, and feeder of farm animals is ever more possible with information and technology gained from genetic analysis. We need new uses, processes, and crops that will add value, improve processing, and enhance diversity while ensuring food and feed safety and quality.

GOAL 3

Enhance opportunities for ensuring the protection of our natural resources.

Agriculture affects the environment in many ways, both positively and negatively. To assure natural resource protection and minimize negative environmental impacts, there must be an understanding of air, soil, water quality, and water-use issues, and a scientific basis for sustainable management of the biologically complex agro-ecosystem.

GOAL 4

Enhance economic opportunities for U.S. agriculture.

Profitability of agriculture in the United States is affected by crop yield, product marketability, government policies and regulations, international agreements and treaties, food safety and quality, and natural resource issues. Producers need science-based decision aids that incorporate all these influences.

Research Priorities

- Expand the science and application of plant genomics, which will provide the basic knowledge and technology required to increase the productivity and utility of plants.
- Develop practical, sustainable production management systems for the protection of the food and fiber supply and of the natural resource base.
- Develop mechanisms to enhance producer profitability while minimizing financial risks and ensuring food safety and security.

EQIP Third Party Vendor Certification Process

The USDA Natural Resources Conservation Service (NRCS) has developed procedures for certifying third party vendors. Third party vendors are individuals other than employees of NRCS, in both the private and public sectors, who are qualified to provide conservation assistance to the nation's farmers and ranchers.

To become certified as a third party vendor, an individual must meet minimum USDA and NRCS standards for providing specific types of conservation assistance. The names of those who meet these standards are then placed on a registry developed by their certifying organization or agency. This registry will list the type of assistance each individual can provide and the geographic area in which he or she can provide this assistance. NRCS will provide copies of all registries to USDA service centers and conservation district offices in the vendor's service area.

Private consultants, employees of agribusiness, and others who hold appropriate certifications through an approved independent certification organization or a state licensing agency can become certified third party vendors. Employees of natural resource conservation agencies, departments, or other entities organized under local, state, or federal law who have planning and technical assistance functions as part of their assigned responsibilities can also be certified.

The third party vendor certification process offers advantages to vendors, land users, and USDA. Certified third party vendors will benefit through NRCS's policy of providing their names to farmers and ranchers seeking conservation assistance. They will also benefit from ongoing program and technical training provided by NRCS and their certifying organizations or agencies. The nation's farmers and ranchers will benefit by having direct access to additional sources of conservation assistance. USDA will benefit from the assistance provided by third party vendors in conserving the country's natural resources.

The third party vendor certification process is designed to increase the amount of conservation assistance available to farmers and ranchers. It is not meant to restrict their options in seeking this type of assistance. Land users have always had the option of obtaining conservation assistance from any available source. They are not obligated to use third party vendors.

The CPCC and CPCC-I programs meet the requirements for third party vendor certification. NAICC will sign a Memorandum of Understanding with USDA to become an official approved certification program.

Watch your mail this fall for forms to complete to become a third party vendor through NAICC.

Note: You may also become approved as a third party vendor by your local NRCS office.

Additional information on the third party vendor certification process is available at USDA service centers and conservation district offices.

Cotton Industry Praises Efforts To Make FQPA Work Better For U.S. Agriculture

National Cotton Council President Jack Hamilton praised Vice President Gore's recent announcement of a new approach to implementing the Food Quality Protection Act that will make it more responsive to the concerns of the U.S. agricultural community.

Hamilton's remarks came in reaction to the Vice President's statement that the Environmental Protection Agency (EPA) and USDA will work together to help the FQPA meet its goals, using sound science and appropriate input from the public and the nation's agricultural producers.

"We would like to think that our dialogue with the Administration on this issue has paid off," said Hamilton, a Louisiana producer-ginner who attended a White House briefing on the subject. "The Vice President and the Council on Environmental Quality are saying the things agricultural producers need to hear. Recent decisions by EPA have made producers nervous they will not have access to the crop protection products they need to produce a crop. We

will withhold final judgment until we see results, but the statements are encouraging."

This new approach was announced by Katie McGinty, chairman of the White House Council on Environmental Quality (CEQ), at a White House briefing attended by representatives of various commodity organizations, including Hamilton, and Brad Campbell, CEQ Associate Director of Toxics and Environmental Protection.

The Administration indicated it has always been the government's desire to work with U.S. producers and not have agriculture burdened with excessive regulations.

Rep. Charles Stenholm (D-TX) also voiced cautious optimism. Stenholm and Rep. Marion Berry (D-AR) had met with Gore two months ago to voice concerns over the impact of the FQPA and the potential consequences for production agriculture in this country.

"If the FQPA is going to work, there has to be full and complete cooperation between the EPA and USDA," said Stenholm. "I am pleased that the Vice President recognizes this. But in order to follow the spirit and intent of the law, there must also be open communication between grower groups, registrants and consumers."

The Vice President's initiative included several principles that should be used in the implementation of FQPA:

1. Regulatory decisions should be based on the best science and data available.
2. EPA and USDA should work to ensure that the decisions and positions of the two agencies are "transparent" to those affected by the law.
3. Recognition that there should be transition to new pest management strategies for certain pesticide users; and
4. EPA and USDA should consult with user groups, pesticide manufacturers, public health and environmental organizations regarding FQPA implementation.

SPOTLIGHT ON THE STATES

The Nebraska Independent Crop Consultant Association (NICCA) was formed in 1979 and will be celebrating its 20th anniversary next year. NICCA is viewed among the nation's consultants as very progressive and forward think-

ing. They are the only state association in the nation with a certification program. Nebraska also sent both its current president and president-elect to the NAICC annual meeting this year in order to give them exposure to national issues, allow them to network with other consultants, and to help improve their leadership qualities.

NICCA holds the following meetings annually.

Spring Education Seminar – One-day in-depth session on an agronomy topic

NICCA Spring Workshop – Two-day educational workshop held the first week of March. Provides updated information relating to agronomy, business, regulatory issues, etc., and includes a NICCA business meeting and industry exhibitors.

Spring Golf Outing – A social function held the first week in April each year to promote fellowship and peer support.

Fall Roundtable – Held in mid-September each year. This one-day meeting provides an opportunity for consultants to review the past growing season and discuss hybrid, pesticide, and pest topics. An afternoon golf outing is held in conjunction with the roundtable.

NICCA Annual Meeting – Held the first week of December. A two-day meeting focused on product updates, but also includes other agronomy or industry issue related topics. Exhibitors participate at this function. NICCA Annual Business Meeting is conducted; this is the only time the NICCA Constitution can be amended.

NICCA 1998 OFFICERS:

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Larry Appel, President-Elect
Mark Wooldrik, Secretary Treasurer
Blake Johnson, Past President
Jamie Carda, Commercial Board Member

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VOTING

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Crops: *Cotton, peanuts, wheat, corn.*
Services: *All areas of production, soil fertility, insect management, irrigation scheduling, harvest scheduling.*

Mike Gomez, B.A. (Agronomy/Plant Protection/Pest Management)

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Crops: *Cotton, peanuts, pecans.*
Services: *Insect scouting, weed control, defoliation, soil sampling, harvest recommendations on peanuts, GPS soil sampling.*

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Crops: *Cotton, peanuts, corn, vegetables, soybeans, peaches, pecans.*
Services: *Contract research; crop consulting.*

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Crops: *Corn, soybeans, alfalfa, wheat.*
Services: *Soil fertility, herbicide and insecticide recommendations.*

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E-mail: aprairie@hutchtel.net
Crops: *Vegetables, corn, soybeans, alfalfa, and small grains.*
Services: *Consulting and manure management.*

Nelson Prochaska, (Accounting)

R&D Research Farm
7033 Highway 103
Washington, LA 70589
Office: (318) 585-7455 Home: (318) 585-6864
Fax: (318) 585-1006 Mobile: (318) 945-5643
E-mail: rdresearch@lstnet.com
Crops: *Soybeans, rice, corn, sugarcane, cotton, grain sorghum, pecans, peaches, peanuts, turf, vegetable crops.*
Services: *Contract research.*

G. Kelly Robertson, B.S. (Ag Education & Mechanization) PCCI, CCA

McNeil Consulting
13959 State Hwy 14E
Benton, IL 62812
Office: (618) 755-4412 Home: (618) 435-3133
Fax: (618) 435-8109 Mobile: (618) 525-9393
E-mail: krfarm@midwest.net
Crops: *Yellow, white, hi oil corn, and pop corn, soybeans, green beans, wheat, milo, alfalfa, clover, pastures, grapes.*
Services: *Soil testing and mapping, fertility recommendations, insect and weed scouting, IPM, manure management, problem solving/trouble shooting, GPS/GIS services including mapping, application maps, and yield monitoring installation and service.*

Frank V. Sances, Ph.D. (Entomology) ESA, HSA, CAPCA, PSA, ASA, PAPA

Pacific Ag Research
770 Valley Road
Arroyo Grande, CA 93420-4418
Office: (805) 481-0920 Fax: (805) 481-3165
Crops: *Vegetables, wine and table grapes, strawberries and citrus.*
Services: *Contract research and product development, pest and fertility management, forensic agronomy.*

Scott N. Stein, M.S. (Agronomy)

Alvey Laboratory, Inc.
19300 Marydale Road
Carlyle, IL 62231
Office: (618) 594-7645 Fax: (618) 594-7648
Crops: *Soybeans, corn, grain sorghum, wheat, alfalfa, horseradish, vegetable crops.*
Services: *Scouting, soil fertility recommendations.*

Mark A. Waldecker, Ph.D. (Agronomy)

AGSEARCH COMPANY
1705 Wilson Street
Conklin, MI 49403-9708
Office: (616) 899-2908 Home: (616) 899-2908
Fax: (616) 899-2957
Services: *Contract research.*

Phillip D. Winslow, M.S. (Weed Science/Agronomy)

Peele Agricultural Consulting
135 Gumberry Road, P.O. Box 310
Camden, NC 27921
Office: (919) 331-1008 Home: (919) 331-7074
Fax: (919) 331-2001
Crops: *Potatoes, soybeans, wheat, cotton.*
Services: *Scouting for pests and weeds, soil sampling, GPS yield monitoring.*

Douglas Zarek, B.S. (Ag Economics)

Servi-Tech
112 Centennial Drive
Grand Island, NE 68801
Office: (308) 380-4450 Home: (308) 382-8515
Mobile: (308) 380-4450
Crops: *Seed corn, pop corn, commercial corn, soybeans, alfalfa.*
Services: *Consulting services with specialty of corn/soybean production on sand.*

PROVISIONAL

Matthew B. Danuser, B.S. (Crop & Weed Science) CCA

Centrol Inc. of Twin Valley
P.O. Box 701
Mooreton, ND 58061
Office: (701) 274-8203 Home: (701) 274-8923
Fax: (701) 274-8254 Mobile: (701) 640-2299
E-mail: danuserm@polaristel.net
Crops: *Corn, soybeans, small grains, sugar beets, dry beans, sunflowers, alfalfa.*
Services: *Soil testing, fertility management.*

STUDENT

Lane Selman, B.S. (Entomology)

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2337 SW Archer Road, Apt. #2008
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E-mail: methurma@unity.ncsu.edu

("Transferring Data..."cont. from pg. 4)

Once all the information is loaded, which usually takes about 5 to 15 minutes per field depending on detail, several optional printouts are available to meet the needs of each individual client.

Once again I want to emphasize that *patience* is an essential element when working with computers, e-mail, and data transfer. If you have no tolerance for dealing with frustrating computer problems, you should probably consider using FedEx or Snail Mail for your data transfer. Last, but certainly not least, you must have good tech support people on the other end willing to work with you. If you can't communicate with them, you are probably in trouble before you start.

If you would like a closer look at the software I have talked about here, please contact either Dave Little or me. We will be glad to show you how it works in detail.

CALENDAR OF EVENTS

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/.

AUGUST 14, 1998

The Minnesota Independent Crop Consultants Association summer meeting, Holiday Inn, Willmar, MN. For more information contact Steve Howey at 507/423-5423.

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.

OCTOBER 20-23, 1998

Society of Quality Assurance (SQA) Annual Meeting, Adams Mark Hotel, Denver, Colo. For more information contact 703/684-4050.

FEBRUARY 4-5, 1999

The Minnesota Independent Crop Consultants Association annual meeting, Sheraton Metro, Minneapolis, MN. For more information contact Steve Howey at 507/423-5423.

MAY 23-28, 1999

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

GET THE WORD OUT!

NAICC's Alliance of Association Leaders (AAL) is spearheading an effort to produce a public relations tool for use by NAICC and state consulting association members. The final product will be a presentation package that will assist members in promoting the crop and research consulting professions, the state organizations, and the Alliance.

The presentation will be available in several formats, including overhead, slide, and computer driven presentations. NAICC and the AAL are asking you to supply copies of presentations, videos, slides, overheads, pictures, etc., you have used in promoting the profession or your business.

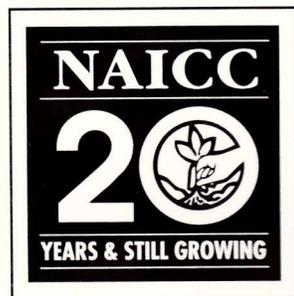
Please send items to Allison Jones at NAICC Headquarters, 1055 Petersburg Cove, Collierville, TN 38017.

RESISTANCE MANAGEMENT EDUCATIONAL KIT – An educational kit designed for use as a one-hour short course on strategies and tactics to minimize resistance to insecticides is available from the Insecticide Resistance Action Committee (IRAC). The kit consists of a video, a slide set and script, a source of references, and a fun quiz. The target audience is Extension agents, agricultural specialists and consultants who routinely train others on crop protection issues. Supplies are limited, so please request for teaching purposes only. A \$10 shipping-and -handling fee should be sent to: IRAC EDUCATIONAL KIT, P.O. BOX 413708, KANSAS CITY, MO 64179-0424.

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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.*