Sponsors Support NAICC

When NAICC members gather in Memphis, Tenn., to celebrate NAICC's 20th Anniversary during the 1999 Annual Meeting, they will once again find a thought-provoking program and varied social occasions that offer opportunities to interact with peers from around the country. This is due in no small part to the Annual Meeting sponsors. This dedicated group make possible many of the meeting functions and keep the registrants' fee from rising to reflect steadily increased costs.

Each morning the convention will be kicked off with a continental breakfast for all attendees in the Exhibit Hall. This year the Thursday continental breakfast is sponsored by Monsanto. On Saturday morning, attendees will enjoy a "sit-down" breakfast during the breakfast breakout sessions. The researchers' breakfast is sponsored by Agri Business Group, Inc., and the crop consultants' breakfast is sponsored by AgrEvo USA Company. These sessions feature presentations from NAICC members on various areas of consulting and contract research.

The Outgoing President's Reception, sponsored by DuPont, will offer attendees a chance to say thanks to outgoing President Lee West. This reception has been combined with the popular Exhibit Hall Extravaganza where exhibitors will be raffling various items for attendees. NAICC's 1999 President, Roger Carter, will take office at the President's Luncheon/Awards Banquet on Friday, January 22. During lunch, co-sponsored by Bayer, Inc., and Delta and Pine Land Company, Carter will present his plans for the upcoming year. Also during this event the industry's most prestigious awards will be announced.

Coffee breaks between sessions will be sponsored by Helena Chemical Company, Rohm & Haas, and John Deere Precision Farming on Thursday and Friday. This is an excellent time to meet with both current and potential NAICC members. Also on Friday, John Deere Precision Farming will sponsor the student session entitled, "Everything You'll Ever Need to Know About NAICC and the Consulting Professions." Friday evening offers an opportunity for new members to mix and mingle with the NAICC Executive Board and Past Presidents at the New Members and First Timers' Reception, sponsored by American Cyanamid Company.

Also on Friday evening, Abbott Laboratories will honor Incoming President Carter at a reception prior to the evening's banquet. Attendees will have a great time bidding on one-of-a-kind items during the reception and auction benefiting the Foundation for Environmental Agriculture Education. The auction and preceding Memphis-style barbecue are sponsored by FMC Corporation.

Other sponsors include Rhone-Poulenc Ag Company and Dow Agro Sciences who are responsible for the 20th Anniversary caps, and the annual meeting T-shirts. Novartis Crop Protection is sponsoring the registration badges, while Zeneca Agricultural Products is contributing the cost of the Annual Meeting program and the Ambassador Program again this year. Stoneville Pedigreed Seed Company is the sponsor of the Mid-South Farm tour on Saturday afternoon, while Valanti USA is providing audio visual support.

A hearty thank-you goes out to this year's convention sponsors. The support of these companies is sure to make the 20th Anniversary convention yet another success.

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The life blood of NAICC is its members. From far and wide – Florida to Washington state, Canada to Argentina – the membership is linked by a common thread. The group shares not only a bond with agriculture, but also the spirit of independence in business.

In our industry people need to network and seek out information – information on regulatory reform, market changes, business practices, technological progress and more. The Alliance was formed to help facilitate this process, and has been successful at drawing people together as the membership grows every year.

If the members are NAICC’s lifeblood, then the committees are the heart. Each year a handful of members dedicate extra time and energy to our profession by serving on a committee or task force. This is where the real work happens. From influencing regulatory reform to designing the annual meeting program, these teams keep the Alliance on the cutting edge. Behind the scenes, amid faxes, e-mails and conference calls, these dedicated members are responsible for the following:

Legislative Advisory Committee:
Under Robin Spitko’s leadership, this task force has obtained influential seats on a number of EPA and USDA committees and working groups, most notably the Tolerance Reassessment Advisory Committee (TRAC) for the Food Quality Protection Act. Additionally, we may soon be in a position to help collect actual pesticide use data for future risk assessment.

Membership Services Committee:
This committee is split into consultant and research segments, chaired by Al Averett and Justin McGee, respectively. The promotion and creative use of the NAICC webpage was a priority for this committee in 1998. Another major and ongoing objective of this committee has been to find a carrier for errors and omissions insurance for crop consultants, which, at last report, was encouraging. In upcoming seasons, among possible projects is development of a database of members into an on-line referral system for potential clients. The possibilities for more membership services are as open and creative as our collective imaginations.

Certification Board: The five member board has had an active year under Dave Harms’ chairmanship. A Memorandum of Understanding (MOU) has been drafted between NAICC and USDA, which will make the CPCC an approved certification for consultants wishing to serve as third party vendors for conservation planning programs. The MOU is currently under review at USDA, with hopes that it will be signed by the time you read this. The Board is also considering development of a multiple choice exam to supplement the current exam requirement.

Allied Industry Committee:
Comprised mostly of Sustaining Members, the committee is chaired by Jim Hanshaw of Novartis Seeds. One of the responsibilities of this group is to set criteria for and evaluate the eligibility of papers submitted for presentation in the Emerging Technologies Update session at the annual meeting. This year the group overhauled the papers’ standards and has given the session a facelift and a new name. Most notably, the committee will soon grow to have two sections: one for consulting interests and one for research interests. The newly formed segment of this committee will be composed of research and development representatives from our Sustaining Member companies. They will be developing a special session for the annual meeting as well. This session will allow our sustaining members to submit papers of special interest to research consultants. In addition, the group may become an excellent forum through which the research consultants of the NAICC can interface with their “sponsor companies” on important industry issues.

Research Electronic Data Task Force:
This task force was formed to create a forum through which the research consultant membership could come together on the dynamic issues surrounding data recording and reporting technologies and is chaired by Bill Tarter. Currently, Task Force Members are working on a white paper that will discuss the use of electronic data management within the industry today and what the future may bring. The task force has not limited itself to GLP data, and will look at efficacy data collection and reporting as well. It is hoped that through this task force, the research consulting membership may help to influence the progression of these technologies.

Nominating Committee: With the experienced leadership of Billy McLawhorn this committee was responsible for the excellent slate of nominees that was presented to the membership to vote upon for the opening positions on the Executive Board for 1999. Regardless of the outcomes, the Alliance had nothing to lose with this impressive line up!

Membership Recruitment, Retention and Rules: Bruce Niederhauser chairs this large, hard working committee. Its members must review and advise on the acceptability of all membership applicants, as well as devise and implement strategies to build and maintain the membership roster. They have done an outstanding job again this year with 27 new members so far.

Annual Meeting Coordination, Consultant Education and Research Education Committees: In these times of rapid change, there is a proliferation of information to keep up with, so these folks had their work cut out for them to define a winning combination of topics for this year’s annual meeting program. As you can see from the preliminary program, they did a great job. Dave Mowers led the work on the consultants’ program, while Alan Courville took the research side. John Gruber pulled it all together as chair of the overall coordination committee.

Administrative Services: Chaired by our Treasurer, Charlie Mellinger, this
committee works with our Executive Vice President, Allison Jones, to set priorities for NAICC and the management of its business affairs.

Ethics and Grievance: This very important committee hit the ground running this year under the leadership of Bob Glodt. During the committee meeting in January, this committee recommended changes to the NAICC Code of Ethics in order to keep up with the changes taking place within our profession.

Well, that just barely scratches the surface of the work that goes on in the wings of the Alliance. The new committees have been selected for 1999, and if you have been asked and have agreed to serve on one of these teams, then we thank you! I encourage all committee members, whether you are serving on a 1998 committee or will represent a committee in 1999, to attend the committee meetings held in conjunction with the 1999 Annual Meeting in January. It is important to be part of the process to set agendas for the coming year, and your input is very valuable to NAICC and its future. It is because of your dedication that important things get done for the benefit of the profession.

For those who are retiring from committee service, we truly appreciate your support. (We'll give you some time to rest, before we recruit you for other projects later!) And, if you are not currently serving on a committee, never fear, there is always something going on in NAICC that needs member input. If there is an area in which you would like to help, please contact me, President Elect Roger Carter, or the NAICC headquarters.

Thank you to all of the committee members who are working hard this year to accomplish the goals of the Alliance, and I thank those who have committed to serve in 1999.

Strategic Alliances Essential to Continued Growth of NAICC

Partnership. It is increasingly becoming essential to success. Recognizing this, NAICC continues to grow partnerships that can provide mutual benefits to its members. By building alliances with various groups, NAICC increases its own outreach and can take advantage of other groups' resources. Often this circumvents duplicating efforts. A good example is NAICC's opportunity with the American Society of Farm Managers and Rural Appraisers (ASFMRA) and the American Society of Agricultural Consultants (ASAC).

As the organizations that represent farm managers, rural appraisers, and agricultural consultants, both grapple with similar issues as NAICC. Its members want to stay current on the latest technologies, legislation and business adaptations to remain competitive. Because of our commonality, NAICC and ASFMRA have decided to work more closely together by exhibiting at each other's annual meeting.

The ASFMRA/ASAC meeting, November 5-8 in Denver, focused on "Strategic Alliances to Meet the Needs of Agriculture Year 2000 and Beyond." In addition to the trade show, the meeting offered technical sessions, opportunities to network, "hands-on" learning of new techniques and more.

In addition to this partnership, NAICC will continue building other partnerships in the industry through its involvement with FFA, the Commodity Classic and the National Cotton Council's Beltwide Cotton Conference.

Because last year's involvement at the National FFA convention was so successful, NAICC will again exhibit a booth at the show later this month. More than 45,000 students, faculty and chaperones visited the exhibit areas last year. And NAICC members had the opportunity to interact with a wide range of exhibitors across the nation — from government agencies and colleges to auto manufacturers. NAICC will offer soft foam footballs again this year to students who stop by the NAICC booth.

As well, by being involved with the Commodity Classic and the "Beltwide", NAICC is able to show its commitment to three major crop segments. Attendees can learn more about the consulting professions and how the Alliance is working locally and nationally for the good of all producers. These shows also help NAICC members keep current on varying technologies, from new equipment to new communications tools. The shows have broad appeal to various suppliers in the industry, too, so networking abounds.

Happenings on the Hill

Consultants will have an opportunity to step in as EPA and USDA team up to manage new organic fertilizer regulations more tightly, according to Mike Brubaker, president, Brubaker Agromonic Consulting Service, Ephrata, Penn. He stated in a recent publication that the consultants will be key to the program because of its complexity and because the government does not have the resources to enforce it.

According to EPA officer Roberta Parry, the program is one of EPA and USDA's highest priorities, and it includes storage of organics, their land application and the use of land buffers. Parry said, "...consultants will have a tremendous role in the planning, writing and implementation of these plans."

The plans will include soil testing and consideration of all nutrient sources to ensure that nutrients are applied at rates that ensure maximum yield and a minimum potential for runoff. As well, the use of land buffers near stream and lakes to hold and filter runoff and provide adequate storage for organic fertilizer prior to application will be also included.

Got Johnsongrass? Read on...

The following case study regarding the control of extensive rhizome johnsongrass in center-pivot-irrigated continuous field corn, was submitted by Gary L. Dick as part of the requirements of CPCC certification.

The problem: Rapidly encroaching rhizome johnsongrass was perceived to have adversely affected corn yields on four of 6-1/2 continuous corn circles (480 acres) on the client's farm in 1994.
Based on pre-season observation in 1995 the rhizome johnsongrass was threatening to cause further yield reductions as well as produce copious quantities of seed to threaten subsequent crops. The threat from this problem was accentuated by two unusually warm winters that precluded normal winter kill of johnsongrass rhizomes on the predominantly sandy soils. Crop rotation was not an immediate option.

How was the problem detected? When I was asked to consult on this farm in early 1995, the client indicated that there was a substantial problem with encroaching rhizome johnsongrass. They had fought this problem for several years since inheriting it from previous owners. Their standard pre-emergence herbicide program of Dual II + Atrazine, while giving good control of other weeds and limited control of seedling johnsongrass, was totally ineffective against rhizome johnsongrass. The clients were aware of this and had already invested substantial money and effort using Accent or Beacon in unsuccessful attempts to limit the rhizome johnsongrass to manageable levels. Aerial infrared photos taken in 1994 indicated that a substantial acreage was involved. My initial field observations indicated a high density of johnsongrass rhizomes and considerable above-ground johnsongrass residue. It appeared that rhizome development had continued throughout much of the '94-'95 winter. A pre-season application of deep-placed fertilizer had broken up the rhizome patches and had physically spread johnsongrass rhizome pieces well beyond the limits of previous patches.

What conditions influenced the incidence of the problem? There were several factors that contributed to this johnsongrass situation. Continuous corn under reduced tillage was the main culprit. Economic viability of corn, ready access to local markets and the need to preserve USDA Farm Program acreage bases were the main forces in perpetuating the continuous corn. The mild winters of 1993-94 and 1994-95 allowed much greater than normal survival of overwintering rhizomes and led to copious johnsongrass seed production. It appeared that control of seedling johnsongrass had been inadequate in the past, which led to rapid establishment of new rhizome patches. During the time this situation was building up herbicides such as Sutan+ and Eradicane were in disfavor in this area due to residue requirements and the threat of wind erosion. Spot spraying with Accent or Beacon at cultivation time for several years achieved unacceptable results, according to the clients. Apparently the reasons for decoupling cultivation and Accent or Beacon applications had not been adequately explained to them in the past. In addition, because of the extreme potential for wind erosion during the winter months, fall tillage, which would break up rhizomes so that they would be more susceptible to winter kill (or to translocated Accent or Beacon), is not commonly done on sandhill soils.

What factors had an impact of the solution? First, I was able to discuss decoupling of layby cultivation and herbicide applications with my clients. Their trust in my explanation was the first step in formulating a new approach to solving the problem.

Second, they were willing to commit the money necessary for the number of acres that needed treatment.

Third, they understood that full herbicide rates, proper adjuvants, proper timing and some luck with application conditions were essential. As a result, they were able to schedule proper application timing with their aerial applicator.

Williness of the aerial applicator to apply proper rates and adjuvants and to achieve excellent application coverage contributed to the success of this control program. Ideal conditions at the time of herbicide application led to exceptional translocation in rhizome johnsongrass and exceptional burndown and suppression of continued rhizome development. Thorough and timely cultivation after the proper post-spray interval and immediate chemigation of Treflan prevented subsequent johnsongrass seedling establishment, inhibited re-emergence of any rhizomes not killed by the Accent and prevented establishment of any new rhizome johnsongrass. In addition, a north-south corn row orientation and exceptional corn plant height led to exceptional ground shading, which further inhibited development of any surviving johnsongrass.

What were the available means of control or correction? Which potential means of control were considered and/or rejected? Crop rotation to small grains, soybeans or dry beans was considered but it was not an option for these fields in 1995 or 1996 because of economics and farm program provisions. These fields will probably be rotated to alfalfa in the next several years, depending to a degree on Groundwater Management #3 District’s final restrictions on allowable pumping.

Several alternative herbicide programs were considered. One was a tactic of delaying corn planting and applying Roundup herbicide between green-up of the rhizome johnsongrass patches and crop emergence, but early spring weather conditions eliminated this option. Spring growth of rhizome johnsongrass did not begin until after crop emergence. Eradicane or Sutan+ were considered and rejected on the basis of need for wind erosion control, which is not achievable on sandhill soils with the required pre-application disking to chop rhizomes into small pieces and subsequent two-pass pre-plant incorporation. Chemigation of Eradicane or Sutan+ was not an option due to lack of chopping rhizomes into pieces prior to application. We considered a post-emerge application of Pursuit or Contour herbicide coupled with IR corn hybrids, but dismissed this option on the basis of lack of experience with Pursuit’s effectiveness against rhizome johnsongrass and a fear among some producers that IR corn inherently yields less than non-IR corn. In addition, Pursuit is notably weak against crabgrass, probably the second most important weed we deal with in sandhill corn. Finally, we weighed the choice of Accent vs. Beacon and opted for Accent + Crop Oil Concentrate + Ammonium Sulfate based on previous efficacy in other fields against rhizome johnsongrass, despite slightly higher cost.

The course of action we chose was to
deep place part of the fertilizer using 15-inch spaced chisels, plant with banded starter fertilizer, apply Dual II + Atrazine pre-emergence, water to incorporate the Dual II + Atrazine, then wait to apply the Accent plus adjuvants until we felt all of the rhizome pieces had reestablished but before the maximum height of earlier emerging top growth from rhizomes was exceeded. I feel that the split banded placement of fertilizer gave the corn an immediate advantage while not providing the rhizome johnsongrass immediate access to applied fertilizer. Following application of Accent plus adjuvants, the clients allowed the required seven to 10 days between application and cultivation, cultivated carefully and thoroughly and chemigated Treflan to provide season-long control of germinating johnsongrass and other grass seed.

What was the impact of implementing the control on other parts of the production system and environment. In this situation, environmental impact was deemed to be an acceptable risk due to lack of toxicity to vertebrates, lack of surface water and the deep aquifer. Of greater concern was the need to achieve acceptable control before repeated applications of sulfonurea-type herbicides began to confer resistance on the johnsongrass and other grasses in these fields. The fields already had a multi-year history of Beacon or Accent applications. We know that sulfonurea-resistant kochia and Palmer amaranth already exist in this area.

We were concerned that corn in the vicinity of the extensive rhizome johnsongrass patches would be slowed and stunted. There is evidence that under some conditions the dying johnsongrass rhizomes emit a substance toxic to corn. In addition, I feel that the massive dying and decaying rhizome masses cause a rapid and extensive temporary tie-up of nitrogen. In this situation I did not notice any substantial slowing or stunting of the corn, possibly because we were spoon feeding nitrogen regularly through the center-pivot system. On two of the fields, we did have a slight corn root injury from Treflan because we received excess rainfall during or shortly after chemigation. This leached the Treflan deeper than desired but the injury was only sporadic and temporary and probably had no effect on corn yield. The Treflan effectively prevented any new establishment of johnsongrass, other grasses and broadleaf weeds for the remainder of the season. The Accent application, because of favorable conditions, gave exceptional control of other grasses, such as foxtail, grassy sandbur and seedling crabgrass (normally fairly tolerant to Accent).

What was done to abate the possible recurrence of the problem in the future? We realize that ultimate elimination of this problem will only come with well-managed weed control in rotational crops and a return to normal cold winters. An exceptionally cold, open winter may give welcome help with this situation. Because rotation is not currently an option, we concentrated on timely, accurate and thorough coverage of the existing rhizome johnsongrass in hopes that we could achieve adequate control in 1995 and deal with spot cleanup in 1996 and following years. We also concentrated on achieving an exceptional corn stand in 1995 with subsequent shading to inhibit uncontrolled regrowth of herbicide damaged rhizome johnsongrass.

The client's relationship to the problem. At the time I began working with these particular clients, they had developed a very skeptical attitude toward the efficacy of Accent and Beacon for rhizome johnsongrass control and they were out of options. Past ineffectiveness was probably due to spot-spraying during cultivation, a practice recommended against on the Accent and Beacon labels for several reasons. I explained why coupling of spraying and cultivation rendered these herbicides ineffective. My clients were willing to listen to my explanation of the procedures to make these herbicides more effective and they were willing to commit the money necessary to get the job done correctly. This involved much faith in DuPont's recommendations, in my abilities as a consultant and accuracy of my past observations. Since they needed to stay with corn they were willing to risk this type of program to enable them to stay on top of the situation.

On what facts or suppositions the options were considered. The base pre-emergence herbicide program of Dual II + Atrazine was chosen on the basis of 16 years of favorable efficacy on sandy center-pivot irrigated fields. This product combination nearly always meets our expectations. Dual II is fairly effective against seedling johnsongrass, a desirable component of the johnsongrass control program that we chose. Also, in my experience, Accent is much better against rhizome johnsongrass than is Beacon. In support of my observations, Meister Publishing's 1994 Weed Control Manual ranks Accent somewhat better than Beacon for rhizome johnsongrass control. In addition to product considerations, there were psychological considerations. They had to trust my recommendations and I had to trust their commitment to follow through on my recommendations. It was necessary to have faith that weather conditions would be favorable at the critical time for Accent application. We had to trust that the aerial applicator would use the proper rates, recommended adjuvants and achieve thorough and uniform coverage. It was essential that my clients observe the proper separation between Accent application and cultivation. Then it was imperative that they perform a careful and thorough cultivation, throwing the proper amount of soil to the base of corn plants prior to Treflan chemigation. It was imperative that the Treflan be chemigated prior to any grass emergence following cultivation. We agreed that all of these conditions could be met, and we proceeded according. All procedures were carried out accordingly to plans.

The outcome. As of late March 1996, I feel that this program of rhizome johnsongrass control was very successful. First, Dual II+Atrazine gave exceptional (but not perfect) results against all grasses, including seedling johnsongrass. Second, Accent + adjuvants gave excellent control of seedling johnsongrass that escaped the Dual II. The superior control of the seedling johnsongrass and the visual impact of the stunted and dying rhizome johnsongrass shortly after Accent application was sufficient to begin to ease the apprehension that the clients felt toward Accent. Third, the cultivations and chemigated Treflan applications were on time and effective, with only minor escapes of established grasses.
Following Treflan application, only sporadic re-emergence of new top growth from isolated rhizome johnsongrass patches occurred and new emergence of grasses and broadleaf weeds was essentially eliminated. Due to relatively late planting and favorable early season growing conditions, the corn crop grew to an exceptional height and ground shading was excellent, which severely limited johnsongrass regrowth. On September 21, just prior to crop maturity, we had an unseasonable hard freeze which thoroughly shut down any remaining johnsongrass top growth. Undoubtedly, this early freeze will help and can be counted as a control bonus.

At harvest time, and then later in the year during soil sampling, I noted very little johnsongrass residue present prior to planting the 1995 crop. I noted during soil sampling following one of our hardest and longest freezes, that the johnsongrass rhizomes did not fare well and that they were probably killed by the freeze. Several subsequent freezes will undoubtedly take an additional toll on rhizome survival.

At this point, I feel that the initial apprehension my clients felt has been eliminated. I asked them how they felt about the results and received a very favorable response. I think they felt the investment in terms of money and technique was worthwhile. They realize that this program to reduce johnsongrass competition is only temporary and that proper rotations are the best source of eliminating the occurrence of this type of problem in the future. I am pleased that as far as I can tell, the program worked. Favorable weather at the proper time played a large role, but the procedures were in place to take advantage of the conditions.

Make an Investment in Yourself

Now is the perfect time to invest in the future of your professional and personal development by becoming a member of NAICC. If you join by January 23 you will receive a $45 discount off the annual meeting registration. To obtain an application, you can print one off our web site at www.naicc.org or by contacting NAICC headquarters, 1055 Petersburg Cove, Collierville, Tenn. 38017, phone: (901) 861-0511 or fax (901) 861-0512 for a mailed or faxed version.

And if your co-workers happen to be members of NAICC, you will get an “additional employee” discount. (If you qualify as both a new member and a co-worker of a current member, your total discount will be $75 off the annual meeting registration.)

If you haven’t already seen the October issues of Crop Decisions Magazine and Ag Consultant, be sure to check them out. NAICC’s Precision Ag White Paper was featured in both. In the Editors’ Notes of Crop Decisions, which appeared before the paper, Don Jameson is featured as the president of NAICC who initiated NAICC’s Precision Agriculture Task Force in early 1996. Dennis Berglund was noted as chairing the task force.

In the accompanying article, Brad Buchanan’s work with site-specific farming was highlighted. Buchanan, with Crop Tech Services in Cedar Rapids, Iowa, wrote about grid sampling acreage for fertilizer recommendations. He related how different clients are using the technology in a variety of ways to enhance profitability. In the same article, Bill Stangel, Soil Solutions Consulting, Lake Mills, Wis., was interviewed about the technology’s use in southeastern Wisconsin. He said it’s in “its infancy,” though in some ways a form of site-specific agriculture - intensive soil-sampling — has long been used.

Berglund appeared again in the article, commenting on the Red River Valley’s application of the technology. He said grid sampling has paid off with sugar beets and potatoes because of the relationship between soil nitrogen and crop quality. Phil Cochran, Cochran Agronomics, Paris, Ill. also talked about site specific farming and the changes that are occurring as the technology’s “wow gee whiz” stage has passed and it is now being fine-tuned for various crops.

Another consultant who helped shape the role of a professional who does more than just count insect pests is Grady Coburn, who was profiled in October’s Crop Decisions. Coburn was quoted as saying he “wanted to look at nutrition, seed selection, weed control, disease control - the whole ball of wax.” This approach has become essential to today’s clients. The article also highlighted Coburn’s company’s growth since its beginnings in 1975, when the client roster was around a dozen. Now Pest Management Enterprises, Inc., services 100 clients with about 60,000 acres. Coburn credited his dedicated and professional staff for the company’s success.

Clark Poppert, Servi-Tech, Inc., and his client, Allen Schardt, were showcased in Crop Decisions Magazine last month for their high yield goal of 200 bushels of corn to the acre. The article commended Poppert and his organization with a piece by Schardt that expressed his trust in the recommendations he received from them during the last nine years.

In the recent issue of Ag Consultant, a FQPA Special Report commended Robin Spitko for her representation on the EPA/USDA-sponsored Tolerance Reassessment Advisory Committee (TRAC). In addition to providing NAICC with FQPA updates, she has gone “live on the web to answer member questions, and earlier this year draft-ed a sample letter for members to express their views to Congressional representatives,” according to the report.

Dr. Earl Raum’s counsel was sought for Ag Consultant’s October issue regarding transgenic crops. He commented that their benefits are immense but added that it’s important to evaluate the economics with growers before recommending their use. Roger Carter also commented in the article, saying that a “selling mode” by consultants to farmers isn’t necessary in suggesting recommendations.

Dealing with resistance in weed and insect pests has been a focus of Orvin Bontrager, 20-year crop consultant and NAICC member. His approaches to
dealing with resistance was the focus of an article in Ag Consultant’s October issue.

Changes in crop consulting have been vast in the past 30 years, to which longtime consultant Mills Rogers can attest — and did attest in a recent issue of Delta Farm Press. Rogers and his son, Lee, are both in the business, and in the article Rogers explains the changes his practice has made in response to the progressive changes made by his clients. He applauded the professionalism of his clients, many of whom, like him and his son, are father-son business partners. In addition, the article highlighted the importance the Rogers’ place on benefi-
cial insects in the programs they recommend, and the changes in crop types they’re seeing in Missouri. Mills emphasized the importance of continuing education to keep up with technology and the importance of certification as a consultant to ensure trust and professionalism. (To learn more about certification, contact NAICC.)

Another member, North Carolina pest consultant Toni Wade, was featured in The Wilson Daily Times in early September. A photograph of Wade checking cotton fields for insects ran with an article about consultants and how their roles have changed the way farmers do business.

Attend The Auction To Support The Foundation For Environmental Agriculture Education

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.

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FEAE Auction Item 1999

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Mail to: NAICC, 1055 Petersburg Cove, Collierville, TN 38017, or fax (901) 861-0512
DECEMBER 2-3, 1998
Wisconsin Association of Professional Ag Consultants New Horizons Seminar, Crowne Plaza, Madison, Wis. For more information contact Judy Brannstrom at (608) 833-7989 or (608) 833-1965 (fax).

DECEMBER 8-9, 1998
Virginia Crop Consultants Association Annual Meeting, Tidewater Agricultural Research & Extension Center, Suffolk, Va. For more information contact Tom Rountree at (757) 861-6402.

DECEMBER 8-10, 1998
Dairy Feeding Systems: Management, Components and Nutrients, Radisson Penn Harris Hotel and Convention Center, Camp Hill, Penn. For more information check out the NRAES web site at http://www.nraes.org.

DECEMBER 14-16, 1998
Texas Association of Agricultural Consultants Annual Meeting, Lubbock Memorial Civic Center, Lubbock, Tex. Tuesday Dec. 15 will be a major educational event on the Boll Weevil. The meeting that day will be open to non-members (farmers, agribusiness, etc.) as well as TAAC members. For more information contact Stephanie Boley at (512) 454-8626.

JANUARY 19-21, 1999
The State of North America's Private Land: A National Conference, 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) 861-0512 (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, Host Extension Building, Mississippi State University campus, Starkville, Miss. For more information contact Marianna K. Hayes at (601) 834-4099.

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 29-MARCH 1, 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.

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