



# NAICC NEWS

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## NAICC Kicks Off New Millennium Membership Campaign

**B**ayer Inc., is generously sponsoring the NAICC New Millennium Membership Campaign that has a goal of recruiting 70 new Voting, Associate, or Provisional members. The campaign runs through January 22, 2000.

In early August, a letter and invitation to join the Alliance and participate in the New Millennium Membership Campaign were sent to approximately 1000 crop and research consultants nationwide. Any new, individual member joining NAICC by January 20, 2000, for \$195 (or \$145 for additional employees from the same company after the first pays \$195) will receive a complimentary registration package for the 2000 NAICC Annual Meeting in Portland, Ore., compliments of Bayer, Inc. This package includes registration materials, two

continental breakfasts, Awards luncheon, Friday night banquet, and all receptions including the New Members reception in their honor. The package has a value of \$285.

New members will be recognized during the Annual Meeting Awards Luncheon, also sponsored in part by Bayer, Inc. Membership pins will also be awarded during the meeting.

Bayer Inc., is also sponsoring a Top Recruiter Awards Program and will provide current members an opportunity to be recognized for their efforts in recruiting new members as part of the New Millennium Membership Campaign. An overall top recruiter will be named, awarded a plaque, and given one complimentary Annual Meeting registration for the 2001 Annual

Meeting in Orlando, Fla., compliments of Bayer, Inc. Top recruiters from each state who recruit two or more new members will also be announced and presented with a plaque. Plaque presentations will be made during the Awards Luncheon.

State associations are encouraged to enter into a friendly competition to recruit the most members from their state. NAICC Executive Vice President Allison Jones commented, "Although we are keying in on three states, we hope to recruit as many new members as possible. We will be contacting prospective members in Arkansas, Colorado, and Mississippi, giving personal examples of how they too can benefit from membership in NAICC." ■

### INSIDE THE NEWS

President's Message	2
NAICC Joins Center For IPM—Gains Website	2, 7
Millennium Meeting Approaching (cont.)	3
Two Longs And A Short	3, 4
Spotlight On The Sates	4
Happenings On The Hill	5, 6
Newsletter Committee Benefits NAICC	6, 7
Members In The News	7
New Members	7, 8
Calendar of Events	8

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## Millennium Meeting Approaching!

**T**he new millennium represents many things – one of which is growth. Quite appropriately, NAICC has chosen "Growing Roles for the New Millennium" as its theme for the upcoming annual meeting in Portland, Ore.

The meeting will kick off with a Farm Tour on Tuesday, January 18 and two research training sessions have tentatively been scheduled for that day as well. On the agenda for the morning of Wednesday, January 19 is the Executive Board meeting and the Ambassadors Program, sponsored by **Zeneca Ag Products**. This

program will be open to the first 40 participants and is designed to show that those in agriculture care about consumer concerns. Prepared speeches

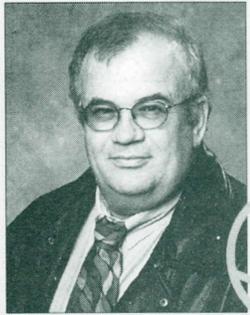


and presentation tips are included in the program format. Committee meetings begin at 1:00 p.m. on Wednesday, and the Sustaining Members dinner will be held that evening.

The following day's lineup will include breakout sessions about researcher's electronics and software options and the consultants will hear presentations on water rights and irrigation issues as well as livestock and manure management.

CONTINUED ON PG. 3

## NAICC and the Crisis



BY  
ROGER CARTER,  
NAICC  
PRESIDENT



Today I'm depressed. Two of the most likeable, friendly, trustworthy, conscientious and community-spirited couples I know are leaving our small rural area. Why? Agricultural leaders have failed them.

The younger couple – in their mid to late twenties – and child are moving to Texas, where the husband has found a job as a teacher paying twice what he was making on the farm. His wife is a pharmacist and has supported the farming endeavor by working in the town pharmacy. The husband also had an aerial application service. And always, there were promises that things would be better next year. After four years next year still hadn't arrived.

The other couple is going to Arkansas, where the husband will manage a hunting lodge for a wealthy fellow. It's not a commercial venture. Only the fellow's friends can attend. Thus, the former farm manager's stress level will be much less than it has been as he's had to perform like a surgeon using a scalpel to ensure a profit from his somewhat irritable farm owner. The farm owner has the right to

be irritable, but perhaps not at the expense of the farm manager. After all, it isn't his fault that agriculture is in such crisis.

It is taking exceptionally high yields just to break even in most, if not all, agronomic crops. Some folks say inputs are too high. Some blame the lending institutions for not giving producers enough money to farm properly. Others blame Congress or the President. To some it's NAFTA's fault. To others it's the Asian economic situation.

Hey! I blame myself for not becoming more politically active and asking Congress, the President and other leaders to shore up the dam before it "busted". Prices for corn, grain, sorghum, wheat, soybeans and cotton are far below production costs. Everyone a producer purchases from also has increasing expenses – employee benefits (retirement, health, etc.); insurance (property, liability, health, workman's compensation, etc.); more expensive equipment and raw materials; more equipment and training time and more costly labor. These expenses are passed faster than a "hot potato at a chittlin' cookin'" to producers. And since producers are on the bottom of the "spending chain," the farmer must succeed before everyone else can.

Oh, it's nothing that a good famine wouldn't cure – respect for agriculture and respect for farmers. However, even the local barber the other day in a local small town that is 99 percent dependent upon agriculture for its survival commented to a farmer that it looked as if producers would "get bailed out by the government". I asked the farmer if he'd let the man cut his hair. His response:

"Yeah, but he refused to give me credit." Barbers get paid in cash, afterall, and report every cent of it.

The old bumper stickers reading "DON'T TALK WITH YOUR MOUTH FULL" will begin to reappear if farmers can afford them.

I've talked recently with consultants from coast to coast and crop to crop and heard them reiterate the same problems amongst their clients. Lack of labor, lack of support and lack of time to do anything about either. Many gripe. I tell them it's not going to change until *they* do something about it. I get this look and I explain that nobody is going to help them better than themselves.

NAICC has done an excellent job of representing farmers and the industry in Washington, D.C., but we can't do it alone. We need the masses and the masses are not just the farmers, but the farmers' family, labor, dealers, doctors, attorneys, local law enforcement officers, commodity brokers, warehouse managers, mechanics, and, yes, last, but not least, barbers.

The Farm Relief of 1998 is already forgotten by Congress and by many farmers. Short-term relief for a long-term problem. We must not stop until our clientele is assured of having a reasonable chance of making a life for themselves and their families. I haven't seen NAICC back up from a good battle yet. We're well prepared when battles occur.

If we are willing to toss in the towel, we can expect to see many more young couples leaving the agricultural communities. Whether it's this crisis or the next one, NAICC members will be fighting not primarily for ourselves, but for the American farmer. ■

## NAICC Joins Center for IPM – Gains Website

NAICC has joined the Center for Integrated Pest Management (CIPM), an organizational unit within the College of Agriculture and Life Sciences at North Carolina State University. Additional funding has been designated to the Center for development and maintenance of the NAICC website, [www.naicc.org](http://www.naicc.org).

The CIPM was established in 1991 to advance research, technology transfer

and education for IPM at the state, regional and national levels. The Center does not engage in the politics of IPM, lobbying or proprietary research. All funds are used for targeted IPM research and outreach determined by the Industry Advisory Board, comprised of representatives from each Member organization. All research results are shared equally among members.

NAICC's Associate Membership entitles the Alliance to one vote on the Advisory Board. **Al Averitt** of Lumber Bridge, N.C., will be NAICC's representative on the Board, which meets semi-annually to

review proposals submitted for research grants and hear research reports and invited speakers.

In addition to funding pest management research, the Center is active in helping to disseminate pest management and crop production information. The Center maintains 16 web sites for various organizations and 14 on-line searchable databases for government agencies and cooperating non-profit organizations. Key sites include the National IPM Network, IPMNet, WWW Virtual Library for Agriculture, IRAC, HRAC,

CONTINUED ON PG. 7

## Millennium Meeting Approaching!

A plenary session will follow the theme and will address growing roles for consultants in government regulations, interaction with ag students and other agricultural professionals such as farm managers and other ag consultants.

Roger Carter will give his President's Address during this session before he turns over the gavel at the President's Luncheon and Awards Ceremony that same day. The afternoon will be filled with breakout sessions dealing with emerging technologies for consultants and researchers. The highlight of Thursday evening will be the Exhibit Hall Extravaganza where over 80 exhibitors will

have raffle drawings.

On Friday, January 21, a finance session addressing cash flow for research and consulting firms, retirement plans and receivables will take place in the general session. Additional breakout sessions are scheduled during the day, one addressing EPA activities, and a panel discussion of various food processing company representatives.

NAICC's business meeting will be held late in the morning on the 21st, and networking lunches will follow. The general session will take place that afternoon, addressing alternative agriculture, the future of research, and megatrends in agriculture. Breakout sessions will follow featuring quality assurance techniques for electronic notebooks for research consultants, and a panel discussion regarding extension

and university roles will take place in the crop consultants' session. A reception honoring new members will take place early that evening, with banquet and entertainment to follow.

Saturday, January 22 will begin with breakfast breakout sessions regarding site loss from the sponsor's perspective and models for evaluating consultants and the grower. Field techniques and equipment, a researcher roundtable discussion, SSM/GPS update and field sampling techniques will be the subject of later concurrent breakout sessions.

Finally, group tours, including a farm or regional/city tour will be offered Saturday afternoon. For further information contact Allison Jones at (901) 861-0511; (901) 861-0512 (fax) or [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com).

## FARM TOUR POSSIBILITIES ABOUND

With crops ranging from cranberries to garlic, the Willamette Valley farm tour possibilities are endless. However, our typical one-half day tour doesn't do justice to the diversity of Oregon agriculture. We would like to offer a full day tour on Tuesday, January 18 and view unique venues such as:

**Gingerich Farms and Yule Tree Farms** – featuring hazelnuts, blueberries, six types of grass seed, clover seed and Christmas trees;

**Dickman Farms** – offering cannery crops (sweet corn, green beans and cauliflower), grass seed, wheat and sugar beet seed;

**Goschie Farms** – growing hops, flower

seeds and sweet corn; **TRECO** – producing apple rootstock, bareroot apple trees and grass seed; **CaRi Farms** – that raises cannery crops, peppermint, grass seed and wheat; **Woodburn Nursery** – offering forced azaleas for flower shops, rhododendrons, cannery crops, grass seed and wheat.

However, if you can't be in Portland a day early, then an abbreviated tour will still be offered from 1:00 p.m. – 5:00 p.m. on Saturday, January 22. In order to plan appropriately, we would like to get an idea of the interest in a full or half-day tour. Please indicate your interest below and fax, mail or email your response back to the NAICC Headquarters. Or, you may cast your vote on the NAICC website at

[www.naicc.org](http://www.naicc.org). Click on *NAICC News*, select the article entitled **Farm Tour Possibilities**, complete the form, and click "Send". Your vote will be sent directly to the NAICC headquarters.

Name (optional)

- I am interested in a full-day tour on Tuesday
- I am interested in a half-day tour on Saturday.

By completing this survey, you are helping us gauge the level of interest in a farm tour and assisting us in the tour logistics. You are in no way committing yourself to either of the tour options. Registration forms will be included with the October newsletter.

## Two Longs and a Short

*The following appeared in The Washington Post in 1991 shortly after a computer glitch caused a "long-distance blackout" on the East Coast.*

Those big phone outages of the past couple of weeks have had me feeling a bit guilty over what's been happening. You see, I remember exactly how all this started.

Back in 1950 I was a novice seahand aboard a cruiser based in Philadelphia, barely six months out of high school and fresh from the plains of South Dakota. One Friday night in November, we were granted shore leave at the end of a two-week training cruise. Homesick and seasick, I headed immediately for the row of pay phones that lined the dock.

Depositing a carefully preserved nickel

(remember?), I dialed "0." The following is a roughly verbatim account of what transpired after the Philadelphia operator answered.

"I'd like to place a station-to-station collect call to the Bob Pence residence in Columbia, South Dakota," I said in my best telephone voice.

The Philadelphia operator was sure she had heard wrong.

"You mean Columbia, South Carolina, don't you?"

"No, I mean Columbia, South Dakota." I had tried to call home once before and I was ready for that one.

"Certainly. What is the number, please?" I could tell she still didn't believe me.

"They don't have a number," I mumbled. Like I said, I'd tried to call home before and I knew what was coming.

She was incredulous. "They don't have a number?"

"I don't think so."

"I can't complete the call without a number. Do you have it?" she demanded.

I didn't relish being even more of a bumpkin, but I was in the Navy and I knew authority when I heard it.

"Well, the only thing I know is . . . TWO LONGS AND A SHORT."

I think that's the first time she snorted.

"Never mind. I'll get the number for you. One moment please."

There followed an audible click and a long period of silence while she apparently first determined if, indeed, there was a Columbia, South Dakota, and then if it was possible to call there. When she returned to the line, she was armed with the not-insignificant knowledge necessary to complete her task.

In deliberate succession, she dialed an operator in Cleveland, asked her to dial one in Chicago, asked Chicago to dial Minneapolis and Minneapolis to dial Sioux City, Iowa. Sioux City called Sioux Falls, South Dakota, and the operator there dialed one in Aberdeen, South Dakota. At last, Aberdeen dialed the operator in Columbia.

By this time, Philadelphia's patience was wearing thin, but when Columbia answered, she knew what had to be done.

"The number for the Bob Pence residence, please," she said, now in control. Columbia didn't even hesitate. "That's two longs and a short," she declared. Philadelphia was set back for an instant, but valiantly plowed on. "I have a collect call from Philadelphia, Pennsylvania, for anyone at that number. Would you please ring?"

"They're not home," said Columbia, again not missing a beat. Philadelphia digested this and decided not to press the issue. Instead, she relayed the message I'd already heard:

"There is no one at that number, sir. Would you like to try again later?"

Columbia quickly interrupted: "Is that you, Dick?"

"Yeah, Margaret. Where are the folks?"

Philadelphia was baffled, but her instincts told her to look out for the company.

"Sir, madam . . . you can't . . .," she sputtered.

Margaret ignored her. "They're up at the school house at the basketball game. Want me to ring?"

I knew I was pushing my luck with Philadelphia, so I said it likely would be too much trouble to get them out of the game.

"No trouble at all," said Margaret. "It's halftime."

Philadelphia made one last effort. Mustering her most official tone, she insisted: "But this is a station-to-station collect call!"

"You just never mind, honey," said Columbia, "I'll just put it on Bob's bill." Philadelphia was still protesting when the phone rang and was answered at the school house.

"I have a station-to-station collect call for Bob Pence," she said, knowing at that instant Ma Bell had somehow been had.

"This is he," replied my father.

"Go ahead," whispered an astonished Philadelphia.

I'm glad I couldn't see her face when I began my end of the conversation in the time-honored fashion of all Mid-Westerners:

"Hi, Dad, it's me. How's the weather?" "Jeez," said Philadelphia and clicked off. Here is the confession.

I have a friend who's retired from AT&T and he insists it was the next Monday morning that the company began to automate its long-distance service.

Now look where we are.

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## SPOTLIGHT ON THE STATES

*An excerpt from the IICCA Newsletter, President's Message: Farmers Need Us To Help Carry Them Through the Depressed Markets, by Hal Tucker, IICCA President.*

How are these historically low commodity prices going to affect your company? Are you fearful of losing your client base because of tough economic conditions?

We can expect farmers to be cutting back on all "unnecessary" expenditures. Is the service you provide a key component to the farmer's operation? If it is, you have nothing to fear. That is, only if the farmer also sees the necessity of your service.

I can expect to lose customers if I don't continually show them and their bankers that I am vital to his profitability. How are independent consultants going to show their true value to the struggling farmer? Let's take inventory. Integrated crop management (ICM) is the key to profitability, and it is also the backbone of all our services.

The umbrella of ICM services we offer include:

- Crop planning
- Soil testing and fertility management
- Pest management
- Cultural practices
- Scouting services
- Field history

I realize these are features and not benefits. The farmer and banker won't buy a feature, but they will buy a benefit, especially if the benefit is necessary for profitability. Some benefits you provide are:

- Scouting to protect the crop from profit-robbing pests.
- Helping to keep fertilizer expenses down by advising him how to apply the optimum amount for crop profitability.
- Giving independent expert advice, so he can buy the needed products at rock-bottom prices anywhere he wishes.
- Help finding the best yielding variety of soybeans for his particular situation.
- Using your record keeping abilities to avoid paying too high of land rent.
- Using your record keeping to show the importance of a management practice to a banker.
- Protecting him from unnecessary expenditures.
- Protecting him from loss of income often caused by cutting back too far in critical areas.
- Providing confidence that he is doing everything possible to be profitable.
- Giving his banker confidence that he is doing everything possible to be a safe loan risk.

I think each of us could come up with a dozen more benefits. As small businessmen, we should take inventory of the benefits we provide to our clients. We

also need to make sure each client knows the benefits from our services that are making their farms more profitable.

You may know that your ICM services helped him spray those nasty waterhemp escapes at the optimum time, but does he? You know those leafhoppers you found while scouting would have reduced his alfalfa yield and stand longevity, but does his banker know?

Now is a good time to remind your farmers the reasons they hired you and the reasons they should keep you on board. Start discussing ways that you're going to help them weather this financial storm. If you don't know who their banker is, don't you think it's about time to find out? With the farmer's permission, take the banker out for coffee and discuss with him the services and benefits you provide.

Tough times are not new to agriculture. In the past, crop consultants have weathered storms along with farmers. Talk to consultants who have been around a while. Most will say that some of their best years of growth have been during times of financial crises. Be encouraged that you have many years of experience to draw from within our association.

I know personally that our more experienced members will gladly take the time to give you some sound advice. ■



## HAPPENINGS ON THE HILL

### Range of Reactions to EPA Announcement

EPA recently announced it is eliminating specific uses of methyl parathion and significantly lowering allowable residues for azinphos methyl on a wide variety of fruits and vegetables. The two organophosphates (OP) are the first of some 39 OPs that the agency promises to review over the next 18 months.

Administrator Browner said the action will affect methyl parathion use on apples, peaches, pears, grapes, nectarines, cherries, plums, carrots, certain peas and beans and tomatoes. The decision on azinphos methyl will affect application rates on apples, pears and peaches. Complete information, including a summary and fact sheets, is on the Web at <http://www.epa.gov/pesticides/announcement8299.htm>.

According to **Robin Spitko**, Legislative Advisory Committee Chair, "The recent rulings by EPA, which were viewed by some agricultural industry advocates as not being based on sound science should remind NAICC members how important it is to become involved in these issues. There has never been a more important time for crop consultants and contract researchers to be politically active and to make themselves available as sources of credible information to USDA and EPA. The type of information crop consultants can provide is essential and often lacking – our type of unbiased observations are valuable to the policy makers facing these decisions."

In response to the **American Crop Protection Association's** president, Jay Vroom, stated publicly that EPA's last-minute announcement may have met the FQPA-mandated deadline, but it "skipped over sound science in the process." He added that he was still encouraged by Senate and House bills, S. 1464 and H.R. 1592, "The Regulatory Fairness and Openness Act of 1999," and H.R. 1334, the "FQPA Implementation Act of 1999." At a hearing of the House Ag Subcommittee on Department Operations, Oversight, Nutrition and Forestry held on the third anniversary of FQPA enactment, the focus was on EPA's failure to consult with users and the use of preliminary science policies in decision-making on critical pesticides.

In response to EPA's announcement, the Natural Resources Defense Council, and six other activist groups, filed suit in the U.S. District Court, Northern District of Calif., alleging that EPA has failed to reassess the riskiest one-third of pesticides tolerances, as mandated by FQPA, and has failed to implement an endocrine screening program.

### EPA Releases Review Schedule for Other Pesticides

In addition to the agency's recent announcement eliminating use of methyl parathion, EPA laid out a rigorous 18-month schedule for completing its review of all the "organophosphates," a group of 39 older, common pesticides, which include methyl parathion and azinphos methyl.

In addition to the organophosphates, the Agency has targeted several other older, widely used pesticides for priority review within the next year and a half, including the pesticides atrazine, aldicarb, and carbofuran, among others.

### GLP Update U.S., Canada Sign Memorandum of Understanding

EPA and Canada's Pest Management Regulatory Agency (PMRA) have agreed upon a formal memorandum of understanding (MOU) on good laboratory practices (GLP). The agreement provides a framework for mutual acceptance of pesticide studies conducted in Canada and the United States. The studies are used in support of pesticide registration in both countries.

GLP is an internationally recognized quality system which covers the organizational processes and conditions under which non-clinical human health and environmental safety studies are conducted. In keeping with the Organization for Economic Cooperation and Development (OECD) Council Acts on mutual acceptance of data and on GLP compliance monitoring, this MOU establishes mutual recognition of each country's GLP requirements and associated compliance program.

The agreement is to be fully implemented after the completion of joint inspection and program evaluation activities aimed at confirming the compatibility of U.S. and Canadian programs. A final exchange of letters confirming compatibility is expected by the end of the year 2000. The Standards Council of Canada administers the Canadian GLP compliance monitoring program for pesticides. Compliance in the U.S. is assessed through ongoing programs of the Office of

Enforcement and Compliance Assurance. This agreement is one of an increasing number of new initiatives undertaken by PMRA and the EPA in support of a more harmonized and cooperative approach to pesticide registration in both countries.

### GLP Not To Be Part of NELAP

It appears that after several years, there is light at the end of the tunnel and the Good Laboratory Practice (GLP) will not be part of the National Environmental Laboratory Accreditation Program (NELAP). In a report submitted in April 1998, the Environmental Laboratory Advisory Board's GLP Subcommittee recommended to disengage GLP laboratories from NELAP. Recently EPA issued a letter to the Advisory Board giving their support to this recommendation. The recommendation will be adopted in final form at the National Environmental Laboratory Accreditation Conference later this year.

### NAICC To Certify Research Consultants

NAICC is currently blowing the dust off the researcher certification. The concern over how certification will affect NELAP is now gone (see article above) and there is a new incentive to have a certification program in place for those who conduct crop research. EPA has agreed to seriously consider a proposed exemption to the Worker Protection Standard for field researchers if those researchers are certified by a program that meets certain EPA criteria (see May News). NAICC is looking into revising their researcher certification program to suit this purpose.

A Researcher Certification Ad Hoc committee has been appointed and **Louise Henry** is serving as chair. Other task force members include **Grady Coburn, Brian Jacobson, Kevin Kiser, Roger Musick, Mick Qualls, and Fred Vaughn.**

The committee's purpose is to revise the current Certified Professional Crop Consultant (CPC) program to incorporate research consultants. They will recommend:

- A name for the researcher program
- Revisions to the current application
- Revisions to case study requirements
- How to incorporate GLP, efficacy, and Category 10 licensing requirements

The Researcher Certification Ad Hoc Committee will submit their recommendations to the Certification Board who will in turn send their report to the Executive Board in time to be evaluated at the October 21 Executive Board meeting in Albuquerque, N.M.

### Congress Confronts the Farm Crisis

A short-term emergency aid package for this crop year and "The Agricultural Risk Protection Act" have been introduced by the Senate and House, respectively. Both address the farm crisis, with the Agricultural Risk Protection Act offering new protection for crops, livestock and revenue losses.

House Agriculture Chairman Larry Combest (R-TX) said the efforts are being made to confront the farm crisis this season, offering producers financial help to protect crops and livestock for the future.

The Agricultural Risk Protection Act" (H.R. 2559) provides future stability in the farm safety net with a \$6 billion funding commitment. The House legislation would improve federal crop insurance protection by increasing premium assistance to producers, rewarding the productive capability of farmers, and creating new coverage for falling crop values and livestock losses. The coverage proposed by this bill is based more closely on productive capability than the financially-harsh Actual Production History (APH) formula. This different approach would allow farmers to exclude the recorded yield in any crop year when such yields are below 60 percent of the transitional yield, and to replace with a yield equal to 60 percent of the applicable transition yield.

Other provisions included in the "Agricultural Risk Protection Act of 1999":

- Affordable coverage at every level, with strong incentives to purchase higher levels of protection, and new flexibility for producers to choose the level of coverage that best meets their needs.
- More affordable policies to protect farmers against price and income loss, in addition to production loss.
- Encouragement of greater flexibility and diversity of coverage by expanding policy development and providing incentives for the creation of new policies.

- Introduction of a livestock pilot program to test the effectiveness of risk management tools to protect livestock producers.
- Strong compliance and enforcement provisions against fraud, waste and abuse through substantial sanctions for violations and monitoring by the Farm Service Agency.

The \$7.6 billion emergency aid package from the Senate includes \$5.54 billion in direct payments through a one-time doubling of a producer's 1999 transition payment. It also includes \$475 million for soybean and minor oilseed producers, \$325 million to livestock and dairy producers, \$400 million for next year's start-up of crop insurance improvements, and reinstates the Step-2 cotton export program. The Senate's aid package is included in their version of the \$68 billion agriculture appropriations bill for the 2000 fiscal year.

### Study Concludes "Freedom to Farm" Law Not Responsible for Low Commodity Prices

*Following is reprinted from the Agricultural Retailers Association's "Retailer Facts by Fax."*

A recent study commissioned by the Coalition for a Competitive Food and Agricultural System concluded that the recent downturn in the farm economy primarily reflects two factors:

- 1) Farmers' responses worldwide to the mid-decade's record high prices and
- 2) The downturn in the economic and financial health of Asia, the largest market for U.S. farm and food products.

Also, during the tenure of the 1996 Farm bill, the underlying financial health of the agricultural sector actually has improved when compared to the first half of the 1990s. The farm bill has provided direct income payments averaging \$5 billion through 2002, and expenditures under the commodity loan program have

added at least \$1 billion annually (possibly \$3.5 billion in 1999 alone). The robustness of the agriculture business over the long-term, with regard to export sales, commodity prices, input costs, net revenues and return on investment, is largely dependent upon two factors: economic growth in the rest of the world, especially Asia, and the performance of the domestic economy. The researchers conclude that the fundamentals of both appear very solid. Recovery is underway in Asia along with stronger growth in other important markets, and the domestic economy continues to expand with the favorable business environment of low interest rates and low inflation.

### Legislation Introduced to Increase Internet Access

Farmers may grapple with less paperwork as the establishment of an electronic filing and retrieval system, implemented by USDA, is being reviewed by Congress.

The system would allow farmers to do business with USDA through the Internet. In addition, the public could access information on farm programs, quarterly trade, economic and production reports and more.

The legislation for this effort (the Freedom to E-File Act, or H.R. 852) was introduced by Representative Ray LaHood (R-IL) and recently reviewed by the House Agriculture Subcommittee on Department Operations, Oversight, Nutrition and Forestry, led by Chairman Bob Goodlatte (R-VA).

"It is high time the USDA gets on-line with rural America," Goodlatte said. "The Internet is farmer-friendly. We have to eliminate the government interference that retards the expansion of the Internet and we need to get USDA operating on a common computing environment." ■

## Newsletter Committee Benefits NAICC

*By Denise Wright, Chair, Newsletter Involvement Committee*

Having a Newsletter Involvement Committee (NIC) in place has, in my opinion, been a good thing. If it serves no other purpose than to allow and encourage members to get involved in the Alliance, then this is sufficient in itself. I have espe-

cially enjoyed reading articles submitted by members in past publications.

The primary goal of the NIC is to encourage the input of the membership to make our newsletter more reader-friendly. The committee has been actively soliciting submissions from all categories of membership (sustaining to provisional). Anyone who had the good judgment to become an NAICC member must have good things to offer in the way of ideas, news, useful information, or just downright fun and entertaining stories to read (e.g., our illus-

trious NAICC president). Your peers want to hear what you have to say! We have seen articles ranging from Canadian hemp consulting to Y2k readiness.

Whether it is business, ag, or personal, member submissions are the articles everybody wants to read. Excerpts from other publications are great when that information is beneficial to the membership, but ultimately, the newsletter is a voice for the membership. Allow me this opportunity to invite and encourage all members to get involved and submit topics/articles

that you believe to be of interest to other members. Submissions can be emailed or faxed to Allison Jones at [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com), Fax (901) 861-0512, or

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#### NEWSLETTER INVOLVEMENT COMMITTEE

Denise Wright, *Chair* Scott Moody John Kimbrough  
Brent Wright Mike Beevers Will Connell ■  
Randy Van Haren

CONTINUED FROM PG. 2

### NAICC Joins Center for IPM – Gains Website

USDA/OPMP and IR-4 minor crops. Databases include the USDA Crop Profiles, Pesticide Use Data and Invasive Species Information. Additional information on the Center, direct links to these web sites and a list of participating members can be found at <http://ipmwww.ncsu.edu/cipm>.

"We want the Center for IPM to be the source for anyone seeking pest management information," said CIPM Director Ron Stinner. "A partnership between NAICC and the Center is a natural choice, as crop consultants are known sources for IPM and ICM and can refer clients

and others to the site for further information." In addition, Stinner said the Center is eager to provide those seeking help in implementing IPM practices access to NAICC members.

With this sharing of information, NAICC executive vice president Allison Jones anticipates NAICC's web site will gain in usage – especially since the Center's sites average over 600,000 hits per month.

The NAICC web site, which **American Cyanamid** is generously continuing to support, is being updated at North Carolina State University. In addition to getting a new look, the database of members will be searchable and individuals will be able to complete membership and certification applications on-line. "The

changes will make NAICC's site more user friendly," said Jones. She does not anticipate service will be interrupted as the site is renovated over the next several months.

NAICC began talking with Stinner at the suggestion of officials with USDA's Office of Pest Management Policy (OPMP), who indicated that it would be tremendously helpful if the NAICC database was searchable by crops, state, services, etc. "OPMP was so enthusiastic about the great job Ron Stinner had done on their site that we felt we owed it to our membership to check it out," reported NAICC President **Roger Carter**. "We're excited about this opportunity and looking forward to building on what we've developed with Chandler Ehrlich and Company." ■



### MEMBERS IN THE NEWS

**Charlie Mellinger** and **Galen Frantz**, both NAICC members employed with Glades Crop Care Inc., Jupiter, Fla., were in the news recently. Their study of IPM practices among tomato, potato and pepper growers in South Florida was featured in a recent issue of *The Grower* magazine.

Mellinger was quoted in the same publication in a different article, again regarding IPM programs and the need for consistent diligence. **Mark Otto**, with Agri-Business Consultants, Inc., Lansing, Mich., was also quoted in the piece. ■

### NEW MEMBERS

#### Voting

**Scott Cameron, (Agronomy/Industries)**  
Centrol Crop Consulting  
Rural Route 1, Box 77B  
Fisher, MN 56723  
Office: (218) 891-2324  
Home: (218) 891-2324  
E-mail: [scameron@fisher.means.net](mailto:scameron@fisher.means.net)  
Crops: Sugar beets, wheat, barley, soybeans, edible beans, corn, sunflowers.  
Services: Crop monitoring, soil testing, crop planning.

#### Grant L. Jordan, Ph.D. (Weed Science)

A.C.D.S. Research, Inc.  
9813 Glenmark Road  
North Rose, NY 14516  
Office: (315) 587-2140  
Fax: (315) 587-2145  
Home: (315) 568-2705  
Mobile: (315) 945-1430  
Crops: Agronomic and vegetable crops.  
Services: Contract research including residue and efficacy trials.

#### Danny Moore, B.S. (Plant Science)

Moore's Pest Management Inc.  
375 Colonial Drive  
Marion, AR 72364  
Office: (870) 739-1645  
Home: (870) 739-1645  
Fax: (870) 739-3965  
Mobile: (870) 930-8286  
E-mail: [DLMCOTTON@aol.com](mailto:DLMCOTTON@aol.com)  
Crops: Cotton, rice, wheat, corn.  
Services: Full consulting service.

#### Doug Nord, M.S. (Agronomy)

Diamond Ag Research, Inc.  
RR 2, Box 14  
Larned, KS 67550  
Office: (316) 285-3380  
Fax: (316) 285-3383  
Home: (316) 285-3855  
Mobile: (316) 285-5466  
E-mail: [nordag@larned.com](mailto:nordag@larned.com)  
Crops: Alfalfa, corn, dry beans, sorghum, soybeans, sunflower, wheat, rangeland.  
Services: Contract Research: GLP, Efficacy, rotation, soil

#### Roger Novak, Ph.D. (Chemistry)

NPC, Inc.  
22636 Glenn Drive, Suite 304  
Sterling, VA 20164  
Office: (703) 481-6802  
Fax: (703) 481-6806  
Home: (703) 860-2469  
Mobile: (703) 623-1734  
E-mail: [ranovak@aol.com](mailto:ranovak@aol.com)  
Services: Contract Research.

#### Randall C. Paddock, B.S. (Plant Science)

Paddock Agricultural Services, Inc.  
P.O. Box 9  
Knowlville, NY 14479-0009  
Office: (716) 798-5462  
Fax: (716) 798-5462  
Home: (716) 798-5462  
Mobile: (716) 755-3005  
E-mail: [rpaddock@medinaonline.com](mailto:rpaddock@medinaonline.com)  
Crops: Apples, peaches, pears, cherries.  
Services: Pest management consulting for tree fruit only. Limited nutritional and horticultural consulting on some crops.

#### David Rourke, B.S.C. (Plant Science)

Ag-Quest, Inc.  
Box 144  
Minto, Manitoba, CANADA R0K 1M0  
Office: (204) 776-2087  
Fax: (204) 776-2250  
Home: (204) 776-2046  
Mobile: (204) 534-7531  
E-mail: [agquest@agquest.com](mailto:agquest@agquest.com)  
Services: Contract research

CONTINUED ON PG. 8

## New Members (cont.)

### Provisional

#### Brian Hayes, B.S. (Agronomy)

Pro-Tech-Ag  
320 North Street  
Lexington, MS 39095  
Office: (601) 834-1318  
Fax: (601) 834-3430  
Home: (601) 834-4099  
E-mail: Hayesbw@aol.com  
*Crops: Cotton, corn, soybeans, kenaf, wheat, grain sorghum.*  
*Services: Integrated crop management, soil sampling.*

### Associate

#### Jim McGowan, B.S.A. (Animal Science)

Saskatchewan Wheat Pool  
102-108 Research Drive  
Saskatoon Sask, CANADA S7N 3R3  
Office: (306) 668-9380  
Fax: (306) 668-9381  
Home: (306) 374-9014  
Mobile: (306) 221-3705  
E-mail: jim.mcgowan@swp.com

### Sustaining

#### Griffin Corporation

Contact: J.R. Bone, V.P. Research & Development/Regulatory Affairs  
P.O. Box 1847  
Valdosta, GA 31602-1847  
Office: (912) 293-4064  
Fax: (912) 245-0462  
Home: (912) 244-5259  
E-mail: jim.bone@griffinLLC.com

#### Mycogen Seeds

Contact: Jay Stidham, B.S. (Ag Science/Business)  
1562 Taylor Avenue  
Marshalltown, IA 50158  
Office: (319) 234-7578  
Fax: (319) 292-1969  
Mobile: (319) 269-3225  
E-mail: stidhamj@mycogen.com

#### XSCHEM.Com

Contact: Fulton Breen  
P.O. Box 1720  
Cary, NC 27512-1720  
Office: (919) 573-4005  
Fax: (919) 573-4009  
E-mail: fbreen@xsinc.com  
*Services: XSCHEM.Com is an interactive auction process specifically for use in the agricultural chemicals industry. Through innovative technology, XSCHEM.Com enables buyers and sellers of crop protection materials to conduct online commerce over the Internet.*

## CALENDAR OF EVENTS

### October 11-15, 1999

Society of Quality Assurance Annual Meeting, Chicago, Ill. For more information call (703) 684-4050 or visit the SQA web page at [www.sqa.org](http://www.sqa.org).

### October 21-24, 1999

NAICC Executive Board Meeting, Sheraton Old Town, Albuquerque, N.M. For more information contact Allison Jones at (901) 861-0511; (901) 861-0512 (fax); [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com).

### November 4-6, 1999

American Society of Farm Managers and Rural Appraisers Annual Meeting, John Ascuaga Nugget, Reno, Nev. For more information contact Deb West, (303) 758-3513, (303) 758-0190 fax; [dwest@agri-associations.org](mailto:dwest@agri-associations.org), or [www.agri-associations.org](http://www.agri-associations.org).

### November 4-6, 1999

American Society of Ag Consultants Annual Meeting, John Ascuaga Nugget, Reno, Nev. For more information contact Deb West, (303) 758-5091, (303) 758-0190 fax; [dwest@agri-associations.org](mailto:dwest@agri-associations.org), or [www.agri-associations.org](http://www.agri-associations.org).

### December 15-17, 1999

National Agricultural Conservation 2000 Conference, Omni Royal Orleans Hotel, New Orleans, La. For more information call (765) 494-9555, email [ctic@ctic.purdue.edu](mailto:ctic@ctic.purdue.edu) or visit <http://www.ctic.purdue.edu>.

### January 19-22, 2000

NAICC Annual Meeting, Doubletree Lloyd Center, Portland, Ore. For more information contact Allison Jones at (901) 861-0511; (901) 861-0512 (fax); [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com).

### February 3-4, 2000

Minnesota Independent Crop Consultants Annual Meeting, Minneapolis, Minn. For more information contact Steve Howey at (507) 872-5035 or [howey@starpoint.net](mailto:howey@starpoint.net).



**NAICC**

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