



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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The Voice of the Professional Crop Consultant

January 2000

Happy 2000!

By Denise Wright

Welcome to the first issue of the *NAICC News* in the new millennium! I've been asked to chair the Newsletter Involvement Committee again for 2000. As chair of the Committee I want to remind you that the newsletter is only as good as you make it. That is, we need your help in providing ideas

and offering articles and educational material that may be of interest to other members. We invite you to send us committee updates, calendar information and more.

While we do our best to keep on top of the news and information that affects our members, we can't be everywhere at

once – especially with the growth the Alliance is undergoing. *NAICC News* is your voice, as is the website. We want you to find value in both; please keep that in mind in 2000 and write, call, fax, or email your ideas to Allison Jones at (901) 861-0511; (901) 861-0512 (fax) or JonesNAICC@aol.com. ■

Annual Meeting Update

Final plans are coming together for the NAICC 2000 Annual Meeting! The Annual Meeting Coordination Committee, Research Education Committee, and Consultants Education Committee members have put together an excellent program for attendees this year, and it is not too late to attend. The Doubletree Lloyd Center Hotel has extended the deadline for sleeping rooms, and you can always come to the meeting and sign up "on-site."

Several updates have been made to the preliminary program and include:

Keynote Speaker: Leonard Gianessi, Senior Research Associate, National Center for Food and Agricultural Policy, Washington, D.C., will "tell it like it is" regarding the current implementation of the Food Quality Protection Act. Gianessi is a Washington insider and former USDA employee who has his finger on the pulse of USDA and EPA actions regarding FQPA and other activities affecting agriculture. Gianessi is well respected among his peers and his presentation promises to be enlightening and entertaining.

Live Radio Talk Show: Doane Agricultural Services' AgriTalk radio program will entertain attendees with a live feed from the Doubletree Ballroom on Friday, January 21, at 7:45 a.m. Several NAICC members will be "on-stage" but the entire audience participates in the show. Call-in questions will be taken from the field and host Ken Root promises great entertainment.

More Sponsors and Exhibitors On Board: NAICC appreciates the support of these additional sponsors for the 2000 Annual Meeting:

- EDEN Biosciences for sponsoring the Exhibit Hall Extravaganza and Outgoing President's Reception.
- Valent USA Corporation for its sponsorship of Audio Visual Support.

- DuPont for co-sponsorship of the Willamette Valley Farm Tour.

The 2000 NAICC Tradeshow is definitely bigger and better this year. In addition to enlarging the exhibit space, the NAICC Poster Session will add a new twist to this popular event. Twenty posters depicting emerging technology by 15 Sustaining Member companies will be showcased in the Exhibit Hall. The Exhibit Hall Extravaganza's a must for attendees, as the list of raffle items is better than ever.

All continental breakfasts, breaks and receptions will be in the hall. Attendees are encouraged to visit the exhibit hall often so you won't miss anything! New exhibitors are being added every day. Here's a list of new exhibitors since the December newsletter:

• *Ag Explorer*

• *Direct Contact, Inc.*

• *Eden Biosciences*

• *Growth Stage Inc.*

• *Heartland Technologies, Inc.*

• *mPower* ■



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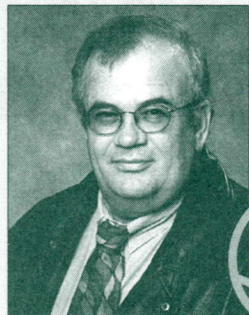
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The Last One



BY
ROGER CARTER,
NAICC
PRESIDENT



Since this will be the last issue of the NAICC newsletter in which I will write as President, I will take the opportunity to mention several important things that may be pertinent and timely.

Mergers, acquisitions, partnerships, etc., have been the norm for 1999 and appear to be the norm for the future. There have been many "deletions" of personnel from industry over the last 12 months. With so many field-oriented, professionals suddenly looking for work, there is ample opportunity to hire some of the best persons available for many positions. Yet, very few companies are hiring. This has caused some of these "deletions" to seek income from any available source. Some may be going into the agricultural consulting profession, but more appear headed for contract research. Given their contacts within various companies, and given the fact that those contacts will support the "deletions" because of allegiance to former colleagues, it appears that some of the contract research business will be steered towards those "deletions".

This will put extra pressure on existing contract research firms and individuals since only so many companies are left to work for and only so many dollars are available. The EPA's limit of allowing only five – that's 5 – product label priorities further limits how much research will be done annually.

But, there is this opportunity. Some research firms may want to consider what many college coaches have done – hire the high school coach of the major high school star to assure them that the star will come hither. In the case of the agricultural industry, it may be possible for contract research firms to hire a

"deletion" that has major contacts within industry and both parties will be winners. The research firm may offer much to a single individual including the computer hardware and software, insurance packages, travel expenses, and a sense of belonging. Rather than wandering around aimlessly as an individual, the new researcher will have a home and the research firm will have an asset with wisdom, expertise, and the contacts for business to help pay the way. This is an opportunity.

Another point that has come to the forefront this year as I have traveled to several state meetings in Arkansas, Georgia, Alabama, Louisiana, and North Carolina is the problems that we face in recruiting. It is not an unusual problem, but it is one that needs to be addressed. Many of you that have been involved in recruiting new members have heard most of the common reasons: "What can NAICC do for me? I don't have time to devote to another organization. I don't have the capital to join."

As I prepare to make another pitch for new members in several state meetings in Y2K, I'm going to ask the question, "Do you feel that the agricultural research and consulting professions need representation on a national level? Who is looking out for your interests and your clients interests in DC? Do you feel the need to network? If so, with who?"

The three most important reasons that I am a member – and not in any particular order of importance – are networking, fellowship, and representation in DC. Since I'm preaching to the choir, I'll stop there.

Another point is that the success of NAICC is directly related to the passion and conviction that the officers, committees and their chairpersons exhibit. We have been blessed this year with having some of the best leadership to steer us through a year that has seen radical changes in the agricultural industry. Please note the chairpersons listed in this newsletter and take a minute to thank them for the extra effort that they delivered to make 1999 a successful year for NAICC.

I'd be remiss for not mentioning the superhuman efforts of Larry Sax on the Membership Retention, Recruitment, and Rules Committee, Wendy Gelernter on the Biotechnology Committee, Chris Cole on the Allied Industry Working Group, Denise Wright on Newsletter

Involvement Committee and, of course, Robin Spitko on the Legislative Advisory Committee. Each has done an exemplary job of communication with their committee persons and the liaison to the Executive Board.

As Board Members, Bill Cox and Grady Coburn have given us wisdom, wit, and a bit of humor. I don't know of two folks I would choose to have as friends and associates more than Bill and Grady. Lee West is also leaving the Board after a long term of service. She has fought for her profession's place at the table with admirable determination. The other suckers on the Executive Board return in one capacity or the other, so I'll leave it to Dennis Berglund, your next Grand Potentate, to exonerate or implicate them.

Last, but to say the least, is Allison – or AJ as I call her. When Macon Edwards, infamous DC lobbyist called her "the best" he meant it and it's true. Her dedication and perseverance are second to none in our organization. It wouldn't hurt to tell her how much you appreciate her work.

Well, the old man is tiring though the day is young. Emotions fill me as I write this last article. I made business and family sacrifices to serve because I love who we are, what we are doing, and where we are going. Without this, I probably would not have met the man who Shania Twain dreams of every night – Mike Brubaker. Nor the warmth and wit of Bob Glodt. Nor the friendship of Mervyn Erb and Lynn Henderson. The Southern charm of Al Averitt or Billy McLawhorn or Louise Henry. The admirable tenacity of Joe Townsend or Lonnie Bull or John Gruber. The sincerity of Kirk Wesley. The keen judgment of Mark Fering. The incredible story by Will Connell. The wisdom of Earle Raun and Ray Young. The warm friendship of Dan Bradshaw and Don Jameson. The professionalism of Harold Lambert and Larry Sax and Dennis Berglund and Webb Wallace. The midwestern hospitality of Dave Mowers and Phil Cochran. The "hugs" of Yella Reddy and Robin Spitko, Denise Wright, AJ and Daney. The persistence of Bill Tarter. The fun of Tim White and Tim Case.

Lisé and I thank everyone that has made it possible for us to have one of the best years of our lives. We love you, man! ■

The Year in Review

NAICC and its members have seen much progress and some challenges along the way this year. Here are some highlights of 1999:

- Involvement in shaping the Food Quality Protection Act. **Dr. Robin Spitko** has continued to represent NAICC on the USDA/EPA Tolerance Reassessment Advisory Committee (TRAC). **Dr. Charlie Mellinger** has also served on that committee representing Glades Crop Care, Inc.
- A lawsuit was filed by crop industry groups against the EPA in an effort to ensure proper implementation of the Food Quality Protection Act (FQPA). The lawsuit came after what FQPA Implementation Working Group member called "EPA's inadequate response to letters, petitions and face-to-face discussions asking them to use sound and fair process to implement FQPA."
- As well, a bi-partisan group of Congressional members introduced "The Regulatory Fairness and Openness Act of 1999," developed by the FQPA Implementation Working Group. The bill asked that EPA follow specific measures to ensure fair implementation of FQPA. Provisions included streamlining of the process for emergency use products, establishment of a Pesticide Advisory Committee, as TRAC was to end in September and consideration of the impact of any products made unavailable on the international and

domestic ag economies.

- EPA announced its elimination of specific uses of methyl parathion and significantly lowered allowable residues for azinphos methyl on a wide variety of fruits and vegetables.
- NAICC joined the Center for Integrated Pest Management (CIPM), an organizational unit within the College of Agriculture and Life Sciences at North Carolina State University. The NAICC website was then moved to the IPM site at the University, where additional funding (from **American Cyanamid**) has been designated for its development and maintenance.
- The Environmental Laboratory Advisory Board's GLP Subcommittee recommended the Good Laboratory Practices (GLP) laboratories be disengaged from NELAP. The recommendation was adopted in final form at the National Environmental Laboratory Accreditation Conference in late 1999.
- NAICC's membership survey represented 33 percent of the group. Eighty-five percent of the respondents reporting they offer contract research services, and 45 percent said they'd been in the research business for more than 15 years. And respondents found NAICC most beneficial due to networking opportunities, the annual meeting, involvement in government/legislative issues and the newsletter. (For a complete copy of the survey results, contact Allison

Jones, NAICC headquarters, 1055 Petersburg Cove, Collierville, TN 38107, phone: (901) 861-0511, fax: (901) 861-0512.)

- The Emerging Technology session at the annual meeting in Portland was reformatted by the Allied Industry Working Group. It will be more interactive and will allow for more "one-on-one" time at the exhibit booths.
- Members of NAICC's Legislative Advisory Committee met with EPA officials to discuss the crop and research consultants' exemption from the Worker Protection Standard (WPS). (EPA's Reregistration Division had recommended that additional language revoking the current exemption for consultants be placed on new labels for certain products going through reregistration.) NAICC representatives reiterated that the same principles that established their first exemption still apply.
- The Foundation for Environmental and Agricultural Education (FEAE) encouraged universities to establish curriculums in the field of agricultural consulting. As a result the University of Florida has added the Doctor of Plant Health.
- The Executive Board updated the NAICC Strategic Plan with input from both contract researchers and agricultural consultants. ■

NEW TECHNOLOGY BENEFITS AG

Ag Photo Library Introduced

Consultants now have an office/home/field software program that provides the largest library information system in agri-business.

AgExplorer, a CD-ROM with the world's largest digital photo library on crop pests and nutritional problems, has been introduced by Hamilton-Locke. The software provides more than 7,000 award-winning photos and drawings, along with word searches, cross reference links and Internet tools. A "Certification Edition" of the program has been issued, with NAICC, The California Department of Agriculture's Pest Control Advisor program (PCA), the American Society of

Farm Managers and Rural Appraisers, the American Society of Agronomy and the Certified Crop Advisor program endorsing it.

The program offers a graphical interface that guides users to weeds, insects and crop disease photos and information. Users can also access Internet links, supplier links and email links to more than 9,000 Ag Specialists. AgExplorer simplifies Internet use, guiding users directly to key research papers and ag information on the Web. As well, it provides seamless access to chemical, equipment and seed supplier Internet sites for product information not highlighted in

AgExplorer, giving the user direct access to ag suppliers.

Industry members can access a chat room and chat review through AgExplorer, and they can link directly to commodity prices, weather, satellite images and more. Consultants can cross reference crop pests and nutritional disorders to visually determine how problems manifest in other cultivars.

The Certification Edition offers consultants and advisors the largest variety of tools available for maintaining certification, which is a great benefit, as most states require that agricultural consultants and advisors be certified. ■

NAICC Presents Itself

One of the key elements of the success of an organization is to have a presence. And to make that presence known, NAICC accomplished both in 1999 by attending:

- **The 72nd Annual National FFA Convention.** Along with more than 70,000 students from every state in the nation, NAICC descended upon Louisville, Ky., for the first convention in the city by exhibiting at the National FFA Career Show. NAICC's mission was to make it known to young people that crop consulting and contract research are meaningful and rewarding careers – and necessary to agriculture production. NAICC members took turns answering questions and handing out prizes to students. Student membership in NAICC was encouraged, and NAICC members extended their services to any students wishing to distribute resumes through NAICC.
- **ASFMRA/ASAC Annual Meetings.** NAICC members **Bill Cox, Tim and Tammy Case,** and Allison Jones, NAICC executive vice president represented NAICC at the annual meetings of the **American Society of Farm Managers and Rural Appraisers (ASFMRA)** and the **American Society of Agricultural Consultants (ASAC)** in November in Reno, Nev. "Biotechnology: The New Frontier" was the theme for the meeting and attendees examined the advancements and predictions they will need to embrace to remain viable in the future. NAICC members **Dave**

Harms, Colin Berg and **Mike Brubaker** were also at the meeting. Brubaker facilitated a breakout session where suggestions were brought forth on ways crop consultants and farm managers could work together. The presentation was well received and the audience was taken in with Mike's style, knowledge of both professions, and new ideas on ways the two could work together more effectively.

- **Various state meetings.** NAICC has increased its presence throughout the states to which members belong, encouraging the growth of contract research and crop consulting. As well, NAICC has worked with many state associations to further the missions of both groups.

In 2000, NAICC has the following events on the calendar, with more to come:

- **A debut at the National Cotton Council's Beltwide Cotton Conference.** The Conference is recognized as the global champion for cotton technology transfer. Four days of individual reports, panel discussions, hands-on workshops and seminars will enlighten industry members about the latest developments from the research laboratory and practical applications in the field, gin and textile mill. NAICC will have an exhibit booth during the Cotton Foundation's tradeshow. Many NAICC members will be on hand to represent independent consultants and researchers.

- **NAICC's Annual Meeting in Portland, Ore.** More than 350 attendees are expected for the Millennium meeting. Breakout sessions, networking opportunities, government and industry speakers and more will abound.
- **The fourth annual Commodity Classic in Orlando, Fla.,** in March. **Phil Cochran** and **Dave Mowers** will represent NAICC at the meeting with a booth at the three-day trade show. The intent will be to share information about the consulting profession and NAICC. The Classic is a joint conference and trade show for the American Soybean Association (ASA) and the National Corn Growers Association (NCGA). All NAICC members who are planning to attend the Commodity Classic are invited to help staff the NAICC booth and take part in the "Great Travel Give-Away" (see related article). To sign up, contact Phil Cochran at (217) 465-5282 or pcochran@tigerpaw.com.
- **NAICC will again be represented at numerous state meetings throughout the year.**

To better represent NAICC, a new display will be ready for January shows. "Old Blue" will retire (though it will be available as a back up if NAICC needs to be represented at two places at once). The new display will feature a mural of crops that represent each state in which there are NAICC members. ■

It's Not Too Late to Take Advantage of Networking Opportunities

Many of you reported a key benefit offered by NAICC is networking. At the annual meeting you can take advantage of this through networking lunches orchestrated by NAICC.

The networking lunches have been set up to encourage members interested in specific topics to meet with others who are interested in similar issues. Members from various parts of the nation can share perspectives on industry-related issues and make new acquaintances.

Two hours have been set aside for networking lunches on Friday, January 21. If you have a topic or new idea and want to hear what others have to say about it, NAICC can help you orchestrate a Networking Lunch. Simply complete the

following form and fax it to Allison Jones at NAICC headquarters (fax (901) 861-0512. You can also call or email the information – phone: (901) 861-0511, email JonesNAICC@aol.com).

If you do not wish to lead a lunch but see a topic listed in the newsletter or on the Web site, contact Allison to be added to that particular list.

Topic participants and meeting sites will be posted at the registration desk at the Annual Meeting. Others can sign up upon arrival. A restaurant list will be included in your registration packet. ■

Current Topics: Remote Sensing
Technology

Networking Lunch Sign-up Form

Name: _____
Company: _____
Phone: _____
Topic: _____

Eradication of the Millennium Insect

by Denise Wright

The new millennium has come and we have all shared in the celebration (especially appreciative of the fact that we all still have the comforts of electricity, water, gas, food, investments intact, etc.) Think of it – 2,000 years of a growing and maturing civilization. Sure, we had a few wars, famines, natural disasters and extinction along the way, but the human animal keeps chugging along making better mousetraps.

We were reluctant to break out the noisemakers, though, since we were all worried about the dreaded Y2k bug – the computer virus to end all computer viruses. Machines and their makers quaked at the very thought of it. Da Bug (a.k.a. The Millennium Bug or Insect, agriculturally speaking) was, as far as I can tell, going to make computers go haywire because timing/control devices would have been unable to cope with the date 2000. Dumb machines. My six-year-old nephew can count higher than 2000 and he doesn't have a Pentium Processor, 56K-fax/data modem or Windows 98. You can use your fingers and toes a few times

and get to 2000. But the great technologically advanced machines of the 20th century were clueless. Well, not exactly clueless. There were thousands of intellectual people out there with their computers trying to solve the problem. Of course, these were the same people who designed the darn things in the first place, so our confidence might have been shaken at times. I always thought they would come through, though, and if they didn't, then some other group of intelligent individuals would come up with something. Not to worry.

The predictions of disaster were scary, to say the least. Control units at refineries and chemical plants would stop controlling. Bank safes wouldn't know when to let loan officers in. Elevators would refuse to elevate. Coffee percolators wouldn't perk. Computers, clocks, beepers, cellular phones, vending machines, thermostats, traffic lights and alarm clocks would tumble into the digital doldrums.

The response of the great minds of the 90's was to start about two years ago fixing our potential problem. They

rewrote computer programs, reset and adjusted electronic and mechanical devices all over the world, and here we are today tapping away at our computer terminals still. Talk about boring! Couldn't we have just done like NASA does with the space launches and said, "T-minus two years and holding?" We could have just frozen time and ignored the passage of years. I mean, really, does it really matter what year it is?

No!

All that really matters is that I know what day of the week it is so I know whether to go to work, church or my kid's baseball game. In fact, I rather like the idea of no more years going by. I won't get any older – at least on paper.

So, while all those brainy types were out there reprogramming the world's machines, why didn't they change from the complicated systems of dates to simply days of the week? If they had been as smart as everyone thought they were, they would have set every machine to Friday. ■

KNOWLEDGE IN A NUTSHELL – What Year Came After 1 B.C.?

It could be said that one year of human history was skipped.

After the year 1 B.C., calendar measurement immediately went to A.D. 1. Between 1 B.C. and A.D. 1, there was no year numbered "0" – although in the centuries since, there have been zero years, such as 200, 1200 and 1900.

That is why the 21st century will technically start in 2001, and not 2000.

Because there was no zero year, the first century consisted of the years 1 through 100. The 20th century consists of the years 1901 through 2000.

However, people have already celebrated the new century in some big ways on

January 1, 2000, even though 2000 really belongs to the 100 years of the previous century.

I think this means we can celebrate the new millennium again January 1, 2001.

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The Great Travel Give-Away

NAICC and Doane Agricultural Services have teamed up to offer the Great Travel Giveaway at the Commodity Classic, March 5-7, 2000 in Orlando, Fla. By working together, both groups will encourage more traffic to each others' booth.

Farmer-member visitors to the NAICC booth will be given a handy pocket Atlas with the cover featuring Doane's and NAICC's names on the front. The lucky

recipient would be told to walk across the aisle and show this pocket guide at the Doane exhibit.

Doane representatives will congratulate the recipient and offer them a luggage tag. The recipient would then be asked to fill out the name card inside the luggage tag. All cards would be placed in a large bowl.

Should a visitor come to the Doane

exhibit booth with the luggage tags prior to visiting NAICC's booth, they would be instructed to visit the other booth as well and then drop the entry form in a bowl at the NAICC exhibit.

A drawing would be announced at the end of the meeting with one lucky name being drawn. The winner will receive a free round trip ticket to the next Commodity Classic (a value of \$1,000). ■

Business Seminar Set for State Meetings

A six-state seminar series is slated to kickoff in early February as *Crop Decisions* magazine, Doane Broadcasting Division and Bayer Crop Protection team up to present *Building Business Success in the New Millennium*. The

all-day seminars are geared to help NAICC members and farm managers sharpen their business skills as we move into the new millennium.

The business seminar schedule includes a look at the ag economy by Rich

Pottorff, Doane chief economist; new tools for the new millennium by the **VantagePoint Network**; new input technologies by Bayer Crop Protection; marketing your services in the future by Valentine Radford, Inc., and maintaining

Business Seminar Set for State Meetings

a sound business by a panel of leading farm managers and crop consultants. Doane broadcaster Mark Oppold will moderate the event.

"We've scheduled many of these seminars in conjunction with state organization and chapter meetings," explained Rob Wiley, *Crop Decisions* editor. The meetings are set for the following dates and locations: Feb. 2, Lake Prior, Minn.; Feb. 3, Kearney, Neb.;

Feb. 7, Lafayette, Ind.; Feb. 9, Peoria, Ill.; Feb. 17, Denver, Colo.; and Feb. 23, Nevada, Iowa.

Seating will be limited; please register early by calling 800-535-2342, ext. 222. ■

NEW MEMBERS

Voting:

Vernon Fischer, M.S. (Crop Science)

Columbia Ag Research, Inc.

5601 Binns Hill Road

Hood River, OR 97031

Office: (541) 387-3052

Home: (541) 387-3052

Fax: (541) 387-4428

Mobile: (541) 490-3967

E-mail: bigpears@gorge.net

Crops: Tree and vine, small grains, grass seed, small fruits.

Services: Contract research.

R. Gene Gilbert, Ph.D (Plant

Pathology/Soil Microbiology) CCA

Agro-Enviro Consultants, Inc.

7338 S. Yukon Court

Littleton, CO 80128

Office: (303) 932-9310

Home: (303) 932-9310

Fax: (303) 932-9245

E-mail: agen@hypermall.net

Services: Integrated watershed management, animal waste and wastewater management, wetland sewage treatment systems for water resource recovery.

Harry J. Humphreys, B.S. (Industrial

Technology)

A.C.D.S. Research, Inc.

P.O. Box 70

Dundee, NY 14837

Office: (607) 243-5262

Home: (607) 243-8431

Fax: (607) 243-5262

Mobile: (315) 694-0303

E-mail: humphrys@eznet.net

Brian E. Lauritsen, B.S. (Farm Operations)

Ag Skill, Inc.

710 S. 4th

Lamar, CO 81052

Office: (719) 336-4016

Home: (719) 336-3957

Fax: (719) 336-7976

Mobile: (719) 688-3957

Crops: Field corn, milo, alfalfa, wheat, canola, melons, sunflowers and waste management for large swine and cattle feeding operations.

Cathy A. Nord, Ph.D. (Agronomy)

Diamond Ag Research, Inc.

RR 2, Box 14

Larned, KS 67550

Office: (316) 285-3380

Home: (316) 285-3855

Fax: (316) 285-3383

Mobile: (316) 285-5467

E-mail: Nordag@Larned.com

Crops: Alfalfa, corn, dry bean, sorghum, soybean, sunflower, wheat, rangeland.

Services: Contract research on a wide variety of crops, efficacy and GLP.

Amy Robertson, B.S. (Agricultural Business)

Red River Consulting

P.O. Box 391

Cheneyville, LA 71325

Office: (318) 876-3451

Home: (318) 876-3451

Fax: (318) 876-3451

Services: Contract research.

Wendy Shoffner, M.S. (Plant Physiology)

Shoffner Farm Research, Inc.

191 Jackson 136

Newport, AR 72112

Office: (870) 744-8237

Home: (870) 744-8825

Fax: (870) 744-3314

Mobile: (870) 217-1571

E-mail: shoffner@cei.net

Services: Contract research.

Marla Siruta, B.S. (Agronomy)

Easton Agri-Consulting, Inc.

2699 Hwy. 141

Bagley, IA 50026

Office: (515) 427-5268

Home: (515) 386-4677

Fax: (515) 427-5269

Mobile: (515) 370-1574

E-mail: goers@netins.net

Services: Contract research.

Ray Smith, Ph.D. (Agronomy)

Southeast Ag Research, Inc.

86 Jim Moore Road

Chula, GA 31733

Office: (912) 386-8989

Home: (912) 382-3924

Fax: (912) 386-9061

Mobile: (912) 387-4734

E-mail: seagr@plantel.net

Services: Contract research.

James C. Turner, M.S. (Pest Management)

AgriScope, LLC

105 Hearthstone Court

Athens, GA 30605

Office: (706) 354-8299

Home: (706) 546-0571

Fax: (706) 546-0572

Mobile: (706) 540-8814

E-mail: agriscope@aol.com

Crops: Cotton, soybeans, peanuts, corn, vegetables, peaches, pecans, strawberries.

Services: Contract Research.

Cornelius (Kees) G.J. Van den Berg, Ph.D.

(Plant Pathology)

ICMS, Inc.

#313, 151-32500 South Fraser Way
Abbotsford, BC, CANADA V2T 4W1

Office: (604) 853-7322

Mobile: (604) 853-7322

E-mail: vandenbg@icms-inc.com

Services: Contract research.

Jon E. Warnke, Ph.D. (Plant Pathology)

Warnke Research Services, LLC

215 E. Main, P.O. Box 146

Geneva, MN 56035

Office: (507) 256-4404

Home: (507) 256-7370

Fax: (507) 256-4404

E-mail: warn2953@deskmedia.com

Services: Contract research.

Provisional:

Jason Boerngen, B.S. (Plant and Soil

Science)

PRO-AG Consulting

1503 Kentucky Avenue

Windsor, IL 61957

Office: (217) 459-2029

Home: (217) 439-2523

Fax: (217) 459-2103

Mobile: (217) 254-3038

Crops: Corn, soybeans, wheat, alfalfa

Services: Soil fertility, herbicide and

insecticide recommendations.

NEW MEMBERS (cont.)

Gary Bruns, B.S. (Chemistry)

Envirotest Laboratories
9936-67 Avenue
Edmonton ALTA, CANADA T6E 0P5
Office: (780) 413-5206
Home: (780) 439-7567
Fax: (780) 413-9178
E-mail: Gary@envirotest.com

Services: Manager of pesticide laboratory, specializing in GLP pre-registration research on herbicides.

Larry Checknita (Analytical Chemistry)

Envirotest Laboratories
9936-67 Avenue
Edmonton ALTA, CANADA T6E 0P5
Office: (780) 413-5267
Home: (780) 476-45247
Fax: (780) 413-9178 Mobile:
E-mail: LarryC@envirotest.com

Services: Herbicide analysis of soils and crops. Expert witness.

Chad Coburn

Pest Management Enterprises, Inc.
P.O. Box 302, 101 Third Street
Cheneyville, LA 71325
Office: (318) 279-2165
Home: (318) 640-7888
Fax: (318) 279-2165
E-mail: CoburnPME1@aol.com

Crops: Cotton, corn, sugarcane, sorghum.
Services: Insect, weed, disease, soil fertility consulting. Research Assistant on trials.

Amy Beth Dowdy, B.S. (Agronomy)

ABD Crop Consulting
9201 Stte Hwy ZZ
Dexter, MO 63841
Office: (573) 624-3319
Home: (573) 624-3319
Fax: (573) 624-0069
Mobile: (573) 614-1679

Crops: Rice.

Services: Seed selection, fertilizer, herbicide, fungicide, water management.

Christopher Fredman (General Agriculture)

Arizona Agriculture Technologies, LLC
2375 E. Hawken Way
Chandler, AZ 85249
Office: (480) 988-0011
Home: (480) 821-4044
Fax: (480) 782-5384
Mobile: (602) 290-6460
E-mail: azagtech@usa.net

Crops: Cotton, alfalfa, barley, wheat, oats, sudan grass, corn.
Services: Irrigation and crop fertility management; technical services including ditch flume construction, computerized record keeping, irrigation system design, irrigation pump analysis.

James K. Gehman, B.S. (Biology/Natural Science)

CMS, Inc.
RD #4, Box 417
Boyertown, PA 19512
Office: (610) 767-1944
Home: (610) 987-6538
Fax: (610) 767-1925
E-mail: CMS1@fast.net

Jeffrey Krumm, B.S. (Agronomy)

Midwest Research, Inc.
910 Road 15
York, NE 68467
Office: (402) 362-2589
Home: (402) 362-1594
Fax: (402) 362-2619
E-mail: mr41523@alltel.net

Crops: Corn, soybean, wheat, dry beans, sunflower, grain sorghum, alfalfa, other small grains, grasses.

Services: Contract research, efficacy and residue trials.

Ted Lloyd

AGVISE Research Inc.
Box A
Northwood, ND 58267
Office: (701) 587-5343
Home: (701) 739-0943
Fax: (701) 587-5345
Mobile: (701) 739-0943
E-mail: agvisres@Polarcomm.com
Crops: Grains, forages, oilseeds and specialty crops
Services: Contract research.

Robert Stanley

Pest Management Enterprises, Inc.
P.O. Box 302
Cheneyville, LA 71325
Office: (318) 279-2165
Home: (318) 279-2421
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Home: (941) 368-1683
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Fax: (941) 369-0519
E-mail: ZOLI@Szentes.HV

Sustaining:

EDEN Biosciences

Contact: Jeff Glass
618 Chester Drive
Lakeland, FL 33803
Office: (941) 683-7630
Fax: (941) 683-8529
E-mail: glass@edenbio.com

EarthScan Network, Inc.

Contact: Dan Long
9110 West Dodge Road, Suite 200
Omaha, NE 68114
Office: (402) 399-6435
Fax: (402) 255-3680
E-mail: danl@dtm.com
Services: EarthScan Network provides high-resolution satellite imagery and crop analysis tools that enable users to analyze field variation and crop vigor through the Internet at
<http://www.EarthScanNetwork.com>

Centre Analytical Laboratories, Inc.

Contact: Kimberly Paley
3048 Research Drive
State College, PA 16801
Office: (814) 231-8032
Fax: (814) 231-1580
E-mail: kimp@centrelabs.com
Services: Contract analytical services, including GLP compliant agrochemical residue and molecular genetics method development, validation, and analyses. ■

Reserve Your Room — It's Not Too Late!

You can still attend NAICC's year 2000 meeting in Portland, Ore. Don't miss it! The deadline for room reservations has been extended to January 17. Call now to reserve your room and get NAICC's room rate at the Doubletree Hotel, (503) 281-6111. ■

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

CALENDAR OF EVENTS

January 19-22, 2000

NAICC's Annual Meeting, Doubletree Hotel, Portland, Ore. For more information contact Allison Jones at (901) 861-0511; (901) 861-0512 (fax) or JonesNAICC@aol.com

February 1-2, 2000

Mississippi Agricultural Consultant's Association Annual Meeting, Bost Building, Mississippi State University, Starkville, Miss. For more information contact Marianna Hayes at (601) 834-4099; (601) 834-4788 (fax); or marihayes@aol.com.

February 3-4, 2000

Minnesota Independent Crop Consultant's Annual Meeting, Mystic Lake Casino Hotel, Prior Lake, Minn. For more information contact Steve Howey at (507) 872-5035 or howey@starpoint.net. (Call 1-800-813-7349 or visit <http://www.mysticlake.com> for hotel reservations.)

February 9-11, 2000

Professional Crop Consultants of Illinois/Illinois Society of Farm Managers and Rural Appraisers Joint Annual Meetings, Holiday Inn City Center, Peoria, Ill. For more information contact Phil Cochran at (217) 465-5282 or pcochran@tigerpaw.com.

February 17-18, 2000

Independent Agricultural Consultants of Colorado Annual Meeting, Landmark Hotel, Denver, Colo. For more information contact R. Gene Gilbert at (303) 932-9310.

February 23, 2000

Agricultural Consultant's Association of North Dakota Annual Meeting, Fargo, N.D. For more information contact Larry Swenson at (701)231-8942.

March 1-2, 2000

Iowa Independent Crop Consultant's Association Annual Meeting, Gateway Conference Center, Ames, Iowa. For more information contact Robin Pruisner at (712) 792-6248. ■



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