



# NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

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*The Voice of the Professional Crop Consultant*

March 2000

## Annual Meeting Highlights Roles for Consultants

**N**AICC's membership gained valuable insight from Leonard Gianessi, keynote speaker at the recent NAICC Annual Meeting in Portland, Ore. Gianessi is a senior research associate for the National Center for Food and Agricultural Policy in Washington, D.C.

Gianessi spoke about EPA's decision-making process for products going through re-registration under the Food Quality Protection Act. While not all of his comments were complimentary of how government agencies work, he is optimistic that NAICC and others in the ag industry can help and so should continue to bring their issues to the table. Gianessi encouraged NAICC to work with USDA's Office of Pest Management Policy (OPMP) and to be an active participant in the development of optimal pest management strategies.

USDA's OPMP is developing Pest Management Business Plans by pulling

together documents for individual crops and identifying the pest management needs for those crops. Questions being raised include: For which pests and regions are older pesticides critical? What research is needed to help reduce dependence on older chemicals? What new pesticides should EPA register to reduce dependence on older chemicals?

According to Gianessi, these documents can be used proactively to warn stakeholders about which older chemical uses should be preserved indefinitely due to the

absence of alternatives. He encouraged NAICC members to share the information obtained during the season as it pertains to what pests were present, what chemicals were used and the pest management program results. This information is a very important tool that EPA can use while making critical decisions that affect production agriculture.

Gianessi summarized FQPA by saying: "Everything is up for grabs. Don't take anything for granted. Every pesticide is subject to re-registration. EPA will be coming at each pesticide in many different ways, not just dietary risk assessment.

EPA will look also look at worker exposure and environmental and cancer assessments."

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Tim White corners Leonard Gianessi (left) after his keynote address during the Plenary Session.

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## NAICC Members Honored

Two of NAICC's outstanding leaders were named Consultant of the Year while nine members were awarded "Top Recruiter" honors for 1999 at the Awards Ceremony during the 2000 Annual Meeting in Portland.



Crop Consultant of the Year Robin Spitko is congratulated by husband Glenn Morin.

NAICC Past President Roger Carter was named Ag Consultant of the Year by **Ag Consultant Magazine**. He was also named NAICC Top Recruiter for 1999.

Robin Spitko has been a strong promoter of the professional crop consultant in production agriculture, and is well respected in her role as coordinator of information between industry and academia.



Former winners and fellow Louisiana consultants welcome Roger Carter into the Ag Consultant Magazine Hall of Fame.

This past year Spitko worked to implement unique pest management strategies brought about by potential ramifications of the Food Quality Protection Act. Her actions were also a part of her continued research efforts on disease resistance management and the subsequent screening and introduction of new fungicides into the tree fruit market.

Spitko carried out research projects in the United States and Mexico to investigate an innovative technique of

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# THE VALUE OF NAICC



BY DENNIS BERGLUND, NAICC PRESIDENT

Well, we've had an extremely easy winter up here in northern Minnesota. It's mid-February and the snow is all gone. I can hardly wait for our two months of summer to get here! In the upper Midwest, we talk about weather all the time. If we didn't have the weather to talk about, we wouldn't be able to start a conversation! Now it's almost Spring, which I think is the best season, with the new flowers, green grass, warmer temperatures, and returning birds. There's always a thrill with the start of fieldwork, with the miracle of seed that is planted, with seedlings emerging and with the new life that springs up all around us. It is a vibrant reawakening of nature that many Americans never get to feel and appreciate and love.

On March 22-26, NAICC's Executive Board meeting will be in Washington, DC and I'm really looking forward to it. We will be meeting with USDA, EPA, Senators and Representatives along with members of NAICC's Legislative Committee. It's always fun to see government in action. (Although for the longest time, I didn't know if that was one word or two.) This role that NAICC plays in DC is an important one. Ask yourself if consultants and researchers need representation on a national level. You bet we do! And who should do it? We need to be represented by other consultants and researchers, and it needs to be NAICC!

Most of you know that NAICC was the driving force behind the WPS exemption

for Crop Advisors in 1995. We are now facing a similar fight for both research and crop consultants and it may be even tougher to keep our exemption. Here's what you can do to help:

1. When your dues renewal arrives later this year, please renew right away. If questioning of the value that you receive, consider the yearly value of this WPS exemption, which is enough to pay dues for several years. And, there is no one fighting for this WPS exemption harder than NAICC.
2. Talk to at least one potential member, explain the work that NAICC is doing on their behalf, and ask them to join. While DC loves our credibility and independence, more members will give more influence and funding.
3. If there are potential members at your company, take advantage of the \$50 discount for multiple members and get the others in your company to join.

NAICC's position on WPS is that crop and research consultants who are educated professionals should be able to decide how to protect themselves, rather than relying on REI and other restrictions. At a recent North Dakota Ag Consultants meeting I estimated that the WPS exemption saves each consultant \$1000-\$2000 each year in UNNECESSARY direct costs and inefficiencies. I had a consultant ask if I am implying that this

exemption allows us to enter fields and IGNORE WPS. While that's a good question, the answer is a resounding "NO!" We need to make every effort to learn how to protect ourselves even better, because as professionals we should decide on the protection needed rather than relying on WPS and REI.

Like I said before, this WPS fight is not over! We are in the process of losing our WPS exemption on a "label by label" basis during the FQPA re-registration process. NAICC is organizing an industry-wide effort to keep this WPS exemption. It's very important for us, for our growers and for the implementation of IPM that we keep this exemption.

In order to qualify for the WPS exemption you have to be certified and I keep asking myself,

"Why aren't more consultants certified? Is it because of ignorance or apathy?" Frankly, I don't know and I don't care... But, according to a *Crop Decisions* survey the largest 50 crop consulting firms in the nation only have 42% of their consultants that are certified! Look at the January article and count 'em. There are only 181 certified out of 431 Full-time Professionals!

Some consultants will argue that they work UNDER someone that's Certified and therefore that qualifies them for the WPS exemption. Oh, puh-

lease! Give me a break! If you are truly a Professional consultant, you owe it to yourself and to our profession to GET CERTIFIED! ■

## Deep Thoughts

by Dennis Berglund

*A quick trip through the daily newspaper would lead us to believe that we are what we own. Ads promise happiness only if we buy this item or that asset. Headlines report what the powerful and wealthy are doing with their riches, and for many people (myself included) the day often begins with a look through the stock market reports. But does our value reside in our possessions? Our real value lies in family and friends and in doing good work and helping our growers ... As research and crop consultants we are lucky to be able to do work that we love and that has meaning, and to work with some of the best people in the world. Now, please do the following exercise with me:*

1. Take a piece of paper and list 10 things that you most enjoy doing.
2. Now write down the last time that you did them. (If you're like me, it has probably been a long time.)
3. Let's do something about it, before we get busy with summer's work! ■

## New Directory - New Look

Enclosed with this newsletter is the 2000 NAICC directory, an invaluable resource for contacting your colleagues

throughout the nation. And look for NAICC's new look on the web. If it's not already one of your most frequently used

tools, rest assured this updated version will be. Visit the NAICC website at [www.naicc.org](http://www.naicc.org). ■

## **Annual Meeting Provides Roles for Consultants**

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Also during the Plenary Session FFA Past President Lisa Ahrens spoke about how NAICC and the FFA can work together. She highlighted the hard work FFA has been doing and encouraged attendees to continue to support future agriculture leaders. Ms. Ahrens is pursuing a degree in Agronomy and Agriculture Business at Iowa State University and is considering a career in agricultural sales or crop consulting.

Also in the Plenary Session, Ted Glaub highlighted the growing roles for consultants and farm managers and how they could work together. Glaub who is President of the **American Society of Farm Managers and Rural Appraisers** made the distinction between farm managers whose major responsibilities are to the absentee landowners, prospective land buyers, government agencies and CPAs and the independent crop consultants who in his view are more skilled in the technical aspects of the farm and can provide a valuable service to farm managers. Glaub also discussed future training and educational

programs in which the two organizations can partner.

Following the theme of "Growing Roles in the New Millennium" more than 450 independent crop and research consultants, industry representatives, government officials and guests, spent many hours discussing various topics including:

- Government agencies' stance on nutrient management and GLP guidelines
- The nematode challenge
- Electronic data collection and how it works with GLP guidelines
- Emerging technologies
- Consulting with style
- Alternative agriculture and best management practices
- New Canadian GLP guidelines
- Changing roles of consultants
- Site specific management and much more.

If you did not order proceedings from the 2000 meeting, they will be available later this month and can be ordered by contacting NAICC headquarters. Cost for the proceedings is \$25.

Entertainment and updates on agriculture came courtesy **Doane Agricultural Services** and AgriTalk's live radio feed from the hotel. NAICC participants

**Dennis Berglund, Phil Cochran and Mike Brubaker** were interviewed by Ken Root and discussed the role of consultants and researchers nationwide. Since Friday's are open mic day with AgriTalk; people from all across the country called in and discussed ag related issues, including the state of the ag industry and farm policy.

While NAICC members mean business, camaraderie and a little fun was part of the meeting. During the "Be a Sport, Just Try It" event, sponsored by **FMC Corporation**, the "inaugural NAICC President's Cup NASCAR, Portland, Ore." was born! Past President **Roger Carter** beat President **Dennis Berglund** on a simulated racetrack. Carter was overheard asking Berglund if he had car trouble or a problem with directions. It seems Berglund raced the first three laps in reverse.

The farm tour was another source of knowledge and entertainment during the annual meeting, thanks to the hard work of **Marvin Kauffman** and **David Anderson**.

NAICC is proud of what it accomplished at the 2000 annual meeting, and pleased that attendance was nearly what it was in 1999, when a record crowd attended the Memphis meeting. ■

## **NAICC Members Honored**

CONTINUED FROM PG. 1

administering antibiotics to fruit trees to manage fireblight.

On the state level, Spitko serves on the Massachusetts Integrated Pest Management Steering Committee. As part of the Committee she has been instrumental in maintaining level funding for the apple program that serves her industry.

On the national front last year Spitko was nominated from a pool of several hundred nominees to represent agricultural concerns on EPA/USDA's Tolerance Reassessment Advisory Committee. On the Committee she has served as the voice of agriculture while EPA and USDA have struggled with FQPA implementation.

As Chair of NAICC's Legislative Advisory Committee, Spitko monitors budgetary and regulatory events in the nation's capitol, apprising the Executive Board as to their potential effects on NAICC's membership.

She is the first NAICC crop consultant member to be singled out as the year's only recipient of the Crop Consultant of the Year award. (Previously, **American**

**Cyanamid** honored six consultants with Crop Consultant of the Year status.) Spitko was honored by her peers during the Awards Ceremony in Portland and was given a plaque by Cyanamid representative Jim Thrift. In addition, her travel, hotel, meal, and registration costs for the 2000 annual meeting were covered.

Roger Carter joins 79 other inductees into the Ag Consultant Hall of Fame. The 1999 award was presented at the Awards Ceremony by previous Hall of Fame winners and Louisiana consultants **Harold Lambert, Grady Coburn, and Ray Young**.

"Roger represents the epitome of what every professional independent crop consultant should be or wants to be – caring unselfishly about his fellow consultants, caring endlessly about family and friends, caring tirelessly about NAICC and caring ultimately about his clients, not occasionally, but continually for over 25 years. Roger is the embodiment of sincerity and character – not just a mentor to so many of us, but a respected professional and a true friend," stated Lambert during the ceremony.

NAICC Top Recruiter honors were also bestowed upon Carter for his efforts in recruiting four new Voting members and

one new Sustaining member as part of the NAICC New Millennium Membership Campaign. Since the NAICC Annual Meeting in Portland, Carter has attended six state consultant or industry sponsored meetings, promoting NAICC and encouraging attendees to join the Alliance.

Top state recruiter awards were also handed out to NAICC members who recruited two or more new members from their home states. Top State Recruiters for 1999 were:

**James Ashley**, Virginia  
**Grady Coburn**, Louisiana  
**Lloyd Haderlie**, Idaho  
**Don Harlan**, Arkansas  
**H. Charles Mellinger**, Florida  
**John Shoffner**, Arkansas  
**Bradley Walker**, Colorado  
**Brent Wright**, Portage la Prairie, Canada

**Bayer, Inc.**, which co-sponsored the President's Lunch and Awards Ceremony during the Annual Meeting, sponsored the Top Recruiter Program and the New Millennium Membership Campaign for 1999. ■

# FEAE Sponsors Richard L. Jensen, Ph.D., Memorial Scholarship

By Denise Wright, Chair, NAICC Newsletter Involvement Committee

Juniors entering their senior year in an agriculture related field now have the opportunity to earn the annual Dick Jensen Memorial \$1,000.00 Scholarship, which is being introduced by NAICC's Foundation for Environmental Agriculture Education.

The late Dr. Jensen was a renowned independent agricultural consultant and private contract researcher. A strong advocate of agriculture and education, he was one of 20 pioneers who established the NAICC in 1978.

The deadline for submitting applications is April 1, 2000 for the scholarship

to be issued in the fall of 2000.

Succeeding year application deadlines will be in the fall, tentatively October 15, so the winner's name can be announced at his or her state's agricultural consultant association meeting.

Students interested in applying for this scholarship can obtain application forms from NAICC headquarters by contacting Allison Jones, Executive Vice President, 1055 Petersburg Cove, Collierville, Tenn. 38017, (ph) 901-861-0511, (fax) 901-861-0512, (email) [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com). The application form can also be down-

loaded from the NAICC website ([www.naicc.org](http://www.naicc.org)). All students who meet the above criteria are encouraged to participate.

Further, an invitation to join the NAICC as a student member (any individual enrolled in an academic training program) is extended to students at this time. The benefits of belonging to the NAICC will enable you to stay abreast of the latest in the agriculture world and aid you in your long-term career decisions. ■



## NAICC Supports CPCC to Coordinate Nutrient Management Plans

NAICC and several other association partners recently sent a letter to Chuck Fox, EPA Assistant Administrator for Water, urging support for third party professionals to develop Comprehensive Nutrient Management Plans (CNMP). Currently EPA is reviewing the Confined Animal Feeding Operation (CAFO) Guidance which has a goal of all animal feeding operations having CNMPs over the next eight years.

The letter urges EPA to recognize certified crop consultants and other similar professionals to help coordinate guidance throughout the states. In addition, the letter suggests USDA's third party vendor program should be used by states to identify certified specialists. This step will increase the amount of time for plan development and minimize the time defining and identifying a large number of professionals.

## Farm Policy Field Hearings Set

U.S. House Agriculture Committee Chairman Larry Combest (R-Texas) and Ranking Minority Member Charlie Stenholm (D-Texas) recently announced the schedule of farm policy field hearings designed to encourage producers to submit detailed proposals for agricultural policy.

The regional hearings, which will occur in 10 cities from March through

May, are being convened exclusively for producers to describe specific policy issues and to suggest how these problems should be addressed.

Locations and dates are designed to focus on specific concerns of producers within each of the Plains, Midwest, Southeast, Northeast and Western regions. Following is a preliminary schedule of hearings; all hearings will be posted on the Ag Committee's web site <http://agriculture.house.gov>.

- Memphis, Tennessee, Agricenter International, March 17th, 10:00 a.m.
- Auburn, Alabama, Auburn University, March 18th, 10:00 a.m.
- Raleigh, North Carolina, NC State University, March 27th, 9:00 a.m.
- West Chester, Ohio, Lakota East High School, April 1st, 10:00 a.m.
- Kutztown, Pennsylvania, Kutztown University, April 3rd, 9:00 a.m.
- Sacramento (Woodland), CA, Heidrick Ag History Center, May 1st, 8:30 a.m.
- Sioux Falls, South Dakota, Augustana College, May 2nd, 8:30 a.m.
- Boise, Idaho, City Council Building, May 12th, 10:00 a.m.
- Peoria, Illinois, Peoria Civic Center, May 13th, 8:30 a.m.

"These hearings are essential in determining firsthand what farmers and ranchers are experiencing and what we as policy makers can do to address the current crisis," said Rep. Stenholm. "And in anticipation of the next farm bill, it isn't too early to begin determining where we as a nation need to be moving in terms of our agriculture policy."

## Glickman Presents USDA's Budget Plans for 2001

Secretary of Agriculture Dan Glickman testifying before Congress last month presented the Department's 2001 budget request which will provide the necessary resources that will enable USDA to meet its ongoing program responsibilities as well as focusing on some key Presidential initiatives. Initiatives include:

- A new Farm Safety Net Initiative will provide over \$11 billion in additional assistance to the rural economy from 2000 through 2002. The initiative includes proposals for new legislation to provide supplementary income assistance payments targeted to producers actually facing reduced prices and revenues and to reform the crop insurance program to provide better protection from production losses. Other legislative proposals include a new Conservation Security Program, expansion of the Conservation Reserve and Wetlands Reserve Programs and other conservation programs. This will strengthen farm income support for those producers most in need of assistance due to depressed prices and natural disasters while also stimulating achievement of major environmental benefits through better management of farmland.
- An additional \$1.3 billion for conservation programs, including a \$600 million Conservation Securing Program (CSP). The CSP would pay farmers who implement conservation practices such as nutrient management, prescribed grazing and partial-field conservation practices.

- \$1.3 billion would go to expanding the federally subsidized crop insurance program and providing discounts to farmers on the premiums.
- Supporting research, education, tech-

nical assistance and inspection activities to improve agricultural productivity, competitiveness, and small farm viability; help solve pest and disease as well as environmental problems; and

provide a safe and nutritious food supply.

- Expanding domestic and overseas markets through aggressive promotion and a reduction in trade barriers. ■



## SPOTLIGHT ON THE STATES

Winter meetings are coming to a close, but responsibilities of maintaining a state consulting organization are just beginning for newly elected state leaders.

Below is a partial list of state associations and their 2000 leadership. Please forward your state officers roster to the NAICC headquarters – pictures welcome!

### The Nebraska Independent Crop Consultant Association (NICCA):

*President: Jerry Mulliken, JM Crop Consulting, Nickerson, NE*

*President-Elect: Dale Madsen, Eco-Crop Agronomics, Inc., Kearney, NE*

*Secretary/Treasurer: Leonard Johnsen, Crop Tech, Bruning, NE*

*Executive Board: Kent Kingston, Field Goal Agronomics, Inc., Kearney, NE*

*Mark Wooldrick, E-Valley Agronomics, West Point, NE. ■*

## Committee Coverage

*Legislative Advisory Committee Covers WPS*

Much committee work was undertaken at NAICC's recent annual meeting in Portland, Ore. Below is an overview of the issues discussed by the Legislative Advisory Committee (LAC) at the January meeting.

Last year's accomplishments were briefly addressed, including TRAC participation, the addition of an electronic version of the NAICC directory with listings of members by crops, USDA conference calls and representation on other USDA committees such as PMAP and CPUD (funding/grants).

The committee then moved on to the issues of WPS exemption for crop and research consultants.

Although NAICC secured the WPS exemption for its crop consultant members in 1995 as a published Federal Register notice, restrictions have been placed on this exemption via specific label statements on some products going through the re-registration process. This has been largely due to the vocal opposition of the exemption by individuals in the Health Effects Division of EPA.

Concurrently, research consultants are attempting to obtain a similar exemption, in conjunction with a consortium of researchers. Members of the Consortium of Concerned Scientist include ESA, APS, WSSA, NAICC, and others.

In early January 2000, **Robin Spitko** and **Harold Lambert** met with key EPA officials to address the NAICC WPS position statement. EPA officials expressed their reservations about the WPS exemption providing adequate protection to crop consultants – and particularly to their employees. They expressed their intention to reexamine the issue in the context of complete WPS review. EPA stated that the research consultant

exemption was under review and expected to be based on earlier work with the crop consultant exemption.

Lambert and Spitko spent most of the two-hour meeting discussing primary issues, such as profiling crop consultants' roles and their potential exposure to pesticides. Due to EPA officials' time constraints, research consultant issues were scarcely addressed. Rather, EPA stated firmly that WPS research consultant decisions would be based on what the Agency decided for the crop consultants.

At present the WPS exemption for crop consultants is intact but has the potential to be seriously weakened on a label by label basis. Research consultants have a difficult battle ahead of them because of EPA's expressed concerns regarding employee protection. The committee identified action points and directions for movement. It was proposed that due to the complexity of the issue, two subcommittees would be formed with a special subgroup of crop consultants examining the issue of nutrient management.

The following action points were discussed by the committee with regard to crop consultants and WPS:

1. To defend the existing WPS, NAICC must return to steps taken in obtaining the original exemption, which involves:
  - a. documentation of the negative affect WPS compliance would have on IPM implementation in the field, including perhaps an increase in pesticide application.
  - b. costs and limitations on business practices that WPS implementations would cause crop consulting firms.
  - c. demonstration of how crop consultants are insuring proper protection from pesticide exposure in the absence of WPS standards.

2. The following political action steps need to be undertaken:

- a. Identification and updating of key legislative persons who might intervene with EPA on NAICC's behalf.
- b. Support of Senate Bill S.1464, the Regulatory Openness and Fairness Act, which specifically supports WPS revision in a manner favorable to NAICC goals.

With regard to research consultants and WPS, the following were discussed:

1. It was agreed that a subcommittee, chaired by **Mark Jensen** would be formed, to specifically address the WPS issues for research consultants. This subcommittee will work in conjunction with the consortium to complete the following agenda items:
  - a. Compile documentation of the conflicts between FIFRA, WPS and OSHA requirements need to be clearly listed and written in detail by researcher members for submission to EPA.
  - b. Document how researcher members protect their employees from exposure to pesticides.
  - c. Develop a position statement detailing these conflicts.

The researcher subcommittee will also develop comments to the proposed rule published in the December 1999 *Federal Register* on consolidation of the Good Laboratory Practices (GLPs) that currently exist in two separate regulations. The committee will also monitor EPA's plan for multi-media inspection of research consultant facilities that was mentioned by EPA representative Bob Cypher during his presentation at the Annual Meeting.

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# ~2000~ ANNUAL MEETING



(from left) Lee West, Ron Kludas, and John Gruber discuss strategies presented at the Research Consultant Working Group session just prior to the Annual Meeting.



1999 NAICC President Roger Carter wears many hats for the Alliance.



The Research Education Committee is shown here already hard at work preparing the program for the 2001 meeting in Orlando.



Monsanto's John Anderson clarifies that the sign is referring to pens and magazines and not Crop Decision's Publisher Rob Wiley.



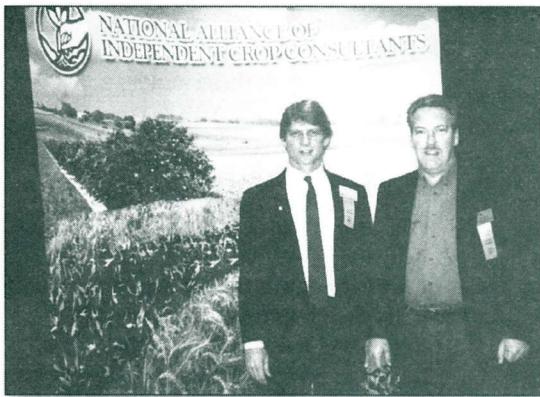
NAICC members Syed Fazli of Plantboy, Inc., in Ft. Lauderdale, Fla., and Merv Erb, of Huran AgVise, Inc., in Brucefield, Ontario.



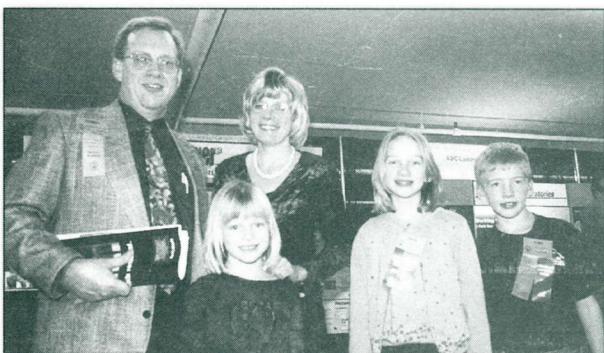
Jim Elliott of Novartis Agri Business pulls out the winning name during the Exhibit Hall Extravaganza raffle. Faithful auctioneers and "good time ambassadors" Grady Coburn and Bill Cox help out.



Many father-son pairs were present in Portland to learn and in Ray Young's case receiving words of wisdom (or back seat driving) from son Jesse. Also pictured are Dean and Tad Wesley of Macomb, Ill., and Frank and Chad Kiser of Comanche, Okla.



Board Members Bruce Niederhauser and Al Averitt pose in front of the new NAICC display that depicts at least one major crop from every state represented by NAICC members.



2000 President Dennis Berglund and First Family members visit the exhibit hall where over 50 companies participated in the NAICC Trade Show.



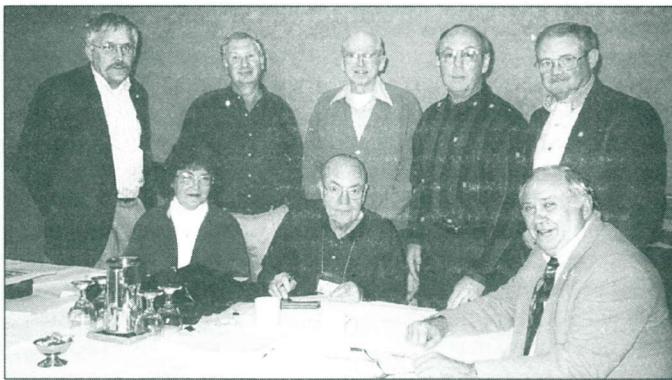
Jeff Smith, a third generation grower in charge of the production at the TRECO farm, explains the process of grafting apple root stock to tour attendees.



Roger Carter (right) congratulates Annual Meeting Coordination Committee Chair Dave Mowers on a job well done.



1999 Allied Industry Committee Chair Chris Cole of FMC Corporation turns over committee to 2000 Chair Grant Bretzloff of Pioneer Hi-Bred International.



FEAE Committee Members (front row, from left) Madeline Mellinger, 1999 Secretary; Earle Raun, 2000 Secretary; Dave Harms, 2000 President. (second row from left) Mark Otto, 1999 Past President; Board Members Dan Bradshaw, Art Browning, Pat Robinson; and NAICC Executive Board Liaison Grady Coburn.



NAICC new members were honored at the New Members and First Timers reception in Portland.



Newsletter Involvement Committee Chair Denise Wright solicits an article from NAICC new member Wendy Shoffner.



NASCAR participants showing their pride in the inaugural NAICC President's Cup (from left) are: Phil Cochran, 2000 President Elect; Roger Carter, 2000 Past President; Dennis Berglund, 2000 President; and Lee West, 1999 Past President. Proceeds from the race went to the Foundation.

## **Committee Coverage**

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### **Nutrient Management**

Another important issue brought to the committee's attention by **Billy McLawhorn** was the issue of nutrient management. Phosphorus levels in soil are of great concern, and nutrient guidelines need to be based on sound science. As much of NAICC membership is involved in nutrient management issues, it

is appropriate that the LAC examines the issue and provides comment and support when needed.

The following action items were discussed with regard to nutrient management:

1. Billy McLawhorn agreed to work on this issue and write a brief summary of the situation. In North Carolina, natural P levels in the soil exceed Federal guidelines, a basic conflict resulting in no flexibility in nutrient

management programs.

2. Track legislative actions and provide input regarding these issues.

3. Development of a NAICC Policy

Statement is needed to form a basis of future actions.

The committee's goal is to have many of the above issues identified and in writing by the Executive Board meeting scheduled for March in Washington D.C. There, meetings with the appropriate officials will be scheduled. ■

Following is the Legislative Advisory Task Force's position statement on EPA-OPP actions and the WPS crop consultant exemption.

The EPA Office of Pesticide Programs (OPP) has published a final rule (FR 60 (85), May 3, 1995, 21948-21953) exempting qualified professional crop advisors and consultants from all provisions of the Worker Protection Standard (WPS), except pesticide safety training.

The National Alliance of Independent Crop Consultants (NAICC) is aware that certain pesticide registrants with products currently under review at OPP have been directed to amend WPS label statements that would effectively revoke the 1995 exemption. NAICC believes this action will achieve no additional measure of human safety among qualified professionals, and would have the practical

effect of eliminating an existing regulation that was afforded a complete and legitimate public process prior to its approval.

NAICC believes that the justification for the exemption has not changed since 1995, and therefore, there is no need for OPP to review, amend or eliminate the original and ongoing intent of the crop advisor exemption. Certified agricultural professionals covered by the exemption are still sufficiently qualified to make sound judgments related to all aspects of safe pesticide use, including the avoidance of exposure amid a host of crop production/pest management scenarios.

While not all NAICC members are certified by its Certified Professional Crop Consultant (CPCC) program, many are qualified for the exemption under one or more other accepted programs.

NAICC's policy directs that those engaged in crop advising tasks who are not appropriately certified cannot utilize the exemption and must comply with all WPS label requirements as intended for pesticide handlers in general. Therefore, NAICC fails to recognize the need for amended WPS labeling relative to professional crop consultants.

NAICC appreciates the current constructive level of communication and cooperation with EPA-OPP, and wishes to encourage the continued transparency of a regulatory process that incorporates public and stakeholder input and participation.

For more information about the NAICC's position statement, contact Allison Jones (901)861-0511, Robin Spitko, Ph.D. (413)367-9578 or Harold Lambert (225)492-2790. ■

## **RED Task Force Meeting**

By Jim Steffel, RED Task Force Chair

The Research Electronic Data Task Force (RED Task Force) met at the Annual Meeting in Portland to update plans for a white paper. The paper will review the current state of electronic data capture as it pertains to research consultant members.

The committee was divided into three subcommittees: 1. Non-GLP: Efficacy (Steve West, Chair); 2. GLP: Regulatory and Residue (Bill Tartar, Jr., Chair); 3. Ancillary Data: Supporting Documentation (Steve Wagner, Chair). Individual committee members were assigned to support all three subcommit-

tees for spreadsheets (Butch Palmer) and QA/QC (Renee Daniels) to maintain uniformity in these common areas. The objective of the white paper is to serve as a resource for the membership and to propose standardized formats best suited to researchers.

A membership questionnaire is being prepared to survey the current status of electronic data capture and management among NAICC research consultants. The questionnaire should be circulated to research consultant members in early March. Subsequent questionnaires are scheduled to survey sponsors, project management and software companies. The committee realizes that various formats are already in use by different

sponsors and would like standardized formats to be developed. They believe these formats will improve the efficiency of collecting and managing electronic data for all parties.

The Portland committee meeting was attended by several guests including representatives from sponsor and project management companies. There was excellent participation by everyone, and the committee certainly appreciated the helpful contributions on this complex issue. The RED Task Force will post updates to the research consultant's discussion page on NAICC's Web site. We encourage everyone to follow our progress and provide comments. ■

## **CAST Releases New Issue Paper on Biotechnology Crops**

"Applications of Biotechnology to Crops: Benefits and Risks" was released by the Council for Agricultural Science and Technology (CAST) during the recent World Trade Organization talks in Seattle. Interest regarding biotechnology was high during the WTO talks.

The paper summarizes recent scientific developments in modern biotechnology

and its potential benefits and risks when applied to agricultural crops. Subjects included in the report include improved traits biotechnology provides to some crops, as well as issues like increased weediness due to cross pollination between biotechnology crops and nonbiotechnology crops.

James N. Siedow, a Duke University

professor of botany and past president of the American Society of Plant Physiologists, coauthored the paper. For a copy of this and other CAST reports, call CAST at (515) 292-2125 or email the organization at [cast@cast-science.org](mailto:cast@cast-science.org). You can also find reports at <http://www.cast-science.org>.

■

# Look for NAICC New Member Profiles

New members will have an opportunity to be profiled in the NAICC newsletter throughout the year. Each new member will receive a profile to complete, from which a concise article will be written. Because of the high volume of new members and the limited number of newsletter issues, all submitted profiles may not be printed.

## New NAICC Member Debi Garvin: A Believer in Educating Non-Agriculture Community

Debi Garvin has a Bachelor of Science in Agriculture Education and Extension, and a Masters Degree in Agriculture from



New Mexico State University. She performs Quality Assurance consulting and training audits for GLP studies and private and public training seminars.

Debi joined NAICC when it opened up its membership to QA. As well, she wanted to "keep better tabs on the issues researchers face" and to have an active interface with SQA and regulatory (GLP) issues. She's interested in being involved in NAICC's education committees and activities in the future.

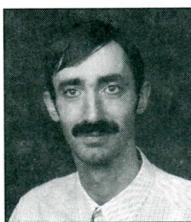
Regarding the future of agriculture in the next 10-20 years, Debi thinks biotechnology will come back strong but probably not be the "end-all" solution many thought it would be three years ago. "We need to weather the storm for a while. I also think conventional pesticides will start being developed again, as we will always need a certain amount of

non-engineered crops. The leaders in the industry are going to be those companies without a pharmaceutical arm. I don't think Shapiro's dream of integrating pharmaceuticals and agriculture is that far off. We just need time for people to adapt to new ideas," she said.

Debi added, "The future of agriculture lies in the hands of the farmers, scientists and consultants. We need to make an effort to educate the "non-agriculture" and "non-scientists" of the world on the safety of pesticides and biotech. We all need to be giving presentations at schools, public forums and wherever we can, including talking to strangers on the streets and in airports."

## New NAICC Member Kees van den Berg Predicts More Regulation for Ag

Kees van den Berg completed an "ingenieur" degree (M.Sc. equivalent) at the Wageningen Agricultural University in the Netherlands, specializing in plant pathology and plant breeding. He earned his Ph.D. at the University of Saskatchewan, specializing in plant pathology.



Kees has worked as a plant pathologist and plant breeder in canola for eight years at the University of Manitoba. Since 1996, Kees has worked at ICMS, Inc. in British Columbia as a field lab manager. ICMS, Inc. conducts research on a contractual basis in the Canadian provinces: B.C., Alberta, Saskatchewan and Manitoba. His area covers the states from

the Pacific Coast of Washington to the western border of Minnesota. Research trials are performed on a wide variety of crops for efficacy, residue and soil dissipation. Crops include wheat, canola, potatoes and tree fruits.

Kees joined NAICC because he believes the general business trend suggests increasing importance for independent researchers and consultants. "Many of the NAICC members are actively addressing agricultural issues. Therefore, NAICC has become an important professional organization," he said.

Kees anticipates that agriculture-related businesses will increasingly operate in the same environment under the same constraints as all other corporations in the country. "The general trend is towards a few large global corporations. As the large corporations amalgamate, there is room for medium-sized companies that focus on specialized markets. These corporations will be lean, and they will satisfy much of their research requirements through independent contractors and their information requirements through consultants."

To meet the ever-increasing set of regulations that Kees predicts agriculture will be faced with, he predicts producers will rely on technology, such as GIS for precision farming, and on consultants for crop monitoring and crop-specific information. "Since these services can be expensive, farm size will increase. Producers will likely meet these challenges through the use of custom operators, cooperatives for equipment, and expansion." ■

## The Electronic Notebook – It's Here

By Wendy Shoffner, Shoffner Farm Research, Inc., Newport, Ark.

The fear of electronic notebooks, in my view, is no different from the initial fear of GLPs or maybe even the initial fear of computers. A lot of you old-timers like me, who did not grow up with computers, probably remember the first time you sat down at one and were afraid to hit a key, any key. Throughout the evolution of modern technology, fear of anything new has attempted to stymie its introduction.

The electronic notebook is here. Let's face it! I take that back – let's not just face it – let's cooperate. Put on a happy face and lend a hand to those developing

this software. The advantages to us as contractors, as well as to sponsors and the EPA, far outweigh the disadvantages. The discussions on electronic data capture at the NAICC meeting in Portland were excellent. I came to realize something, though. Some of the resistance to electronic notebooks by contractors is because of the demands of QA. The validation issue could either make us or break us. There seems to be little support for direct entry because the data then becomes "raw," and then along comes all the GLP issues that go with raw data, plus those uniquely associated with elec-

tronically-generated raw data. I do wonder, though, if the suggested demands of QA are overkill.

"Computer gurus" argue that software is already validated when contractors receive it and therefore needs no further validation. If I understand them correctly, the hardware is not a major factor in validating software. I do not have a big problem with validating software, however, if it makes QA feel more comfortable. Our organization is currently using an SOP written in 1999, which employs a 30 minute validation process, verifying that what we put in is what we get out. If

we can use a procedure that does not take a lot of time to satisfy QA, wouldn't direct entry be an excellent way for us to save time? I know I personally do not want to enter data twice; it is not only time-consuming but also leaves room for transcription error.

It seems that our job now is not only to

cooperate with software vendors in developing user friendly programs. We must also work with QA in establishing reasonable procedures for incorporating electronically generated data into GLP residue trials.

When a sponsor wants an electronic notebook we need to be able to say, "Of

course, we will happy to work with you," instead of, "Well, this is just going to take so much more time and it is going to cost you." We are in the business to serve the sponsor. If the sponsor wants an electronic notebook, then so do we and so does QA. ■

## New Tool Available to Help Incorporate Environmental Factors

The Institute for Agriculture and Trade Policy is pleased to announce the Pesticide Decision Tool Resource Center Web site. The Pesticide Decision Tool (PDT) is a set of documents designed to help ag professionals and farmers incorporate environmental factors in pesticide selection and management. Materials are for corn and soybeans. The PDT features:

- "Reference Tables," for easy comparison of selected environmental and agronomic characteristics of pesticides registered for the same type of application (e.g., pre-emergence, corn) and
- a soil-pesticide interaction screening tool for predicting risks to water quality and aquatic organisms.

For more information or to obtain PDT

documents, visit our website: [www.iatp.org/pesticide](http://www.iatp.org/pesticide). For an overview, click on "the PDT documents" under "quick links." You will be taken to an annotated description of the 15 documents, which include a user guide and materials for record keeping, training and evaluation.

The Resource Center is an interactive site – visitors can add links, events, their contact information or their organization, etc.

Pilot testing of the PDT took place last year in Mich., Minn. and Iowa. While crop consultants are encouraged to try out the PDT on a few fields this year, across the board implementation is not practical at this time. One reason is that it takes time to use the PDT and some

clients may not be willing to pay extra for additional services, particularly if they are not reimbursed through a governmental cost sharing or incentive program.

Secondly, unless the PDT and the screening tool software are integrated with your record keeping software, it will take too much time to implement. However, there are time efficient, short-cut and informal approaches that can be used. Integration with the software you are using will not occur unless software developers think there is a market for it.

For more information, contact John Vickery, IATP, First Ave. S., Minneapolis, MN 55404, phone (612) 870-3430, email [jvickery@iatp.org](mailto:jvickery@iatp.org). ■

## ATTITUDES

Words can never adequately convey the incredible impact of our attitude toward life. The longer I live the more convinced I become that life is 10 percent what happens to us and 90 percent how we respond to it.

I believe the single most significant decision I can make on a day-to-day basis is my choice of attitude. It is more important than my past, my education,

my bank roll, my successes or failures, fame or pain, what other people think of me or say about me, my circumstances, or my position. Attitude keeps me going or cripples my progress. It alone fuels my fire or assaults my hope. When my attitudes are right, there's no barrier too high, no valley too deep, no dream too extreme, no challenge too great for me.

*Strengthening Your Grip*, by Charles R. Swindoll. 1982 Word, Inc., Nashville, Tennessee. All rights reserved. Used by permission of Insight for Living, Anaheim, California 92806.

Frameable prints of this and other quotes by Chuck Swindoll are available for \$2.95 through Insight's toll-free number, 800-772-8888, or their website, [www.insight.org](http://www.insight.org). ■

## Our Children Are Waiting For Answers

By Jimmy Dodson, Robstown, Tex.

The local PBS television reporter turned on the charm as she explained her interest in finding a second or third generation farmer to feature in her story. She was putting together a 30-minute report on farmers in trouble, of a family legacy threatened by hard times.

My grandfather started scratching a living out of the dark South Texas clay around the turn of the century, and when she learned that I had followed my father into farming and that my children were of college age, her interest was piqued. She asked whether my kids wanted to farm, and I joked and told her it would be child

abuse for me to push the idea. Should I take the bait and go on camera?

I was cautious, but I had seen her work before, and she seemed fair. I did have a lot on my mind that I wanted to share with the public: quotes on the record yields of cotton we harvested in 1999; the outstanding success of boll weevil eradication in our area; the resulting reduction in insecticide applications; the terrible effects of Hurricane Brett on the cotton that was still in the field; the excellent quality of the water that runs off our fields and into the local bays and estuaries; and the soapbox plea for urgent

USDA help for farmers facing a terrible cost-price squeeze.

I remembered Texas hero Davy Crockett (by way of Tennessee), who said "Be sure you're right, then go ahead." I knew I was right, so I decided to go on camera.

She let me talk about all these issues and more, but her focus became clear about halfway through the interview. She wanted to know all about "genetically modified organisms."

"Is Bt cotton beneficial to producers?" she asked. "Do we need gene technology to survive these hard times? Are the genetically altered crops safe? How are they

tested? Will this technology keep you competitive? What about environmental risks? Out-crosses? Mutations?"

The questions kept coming, and even though I was comfortable with my answers about "Genetically Enhanced" crops, a sick uneasiness crept into my gut as I imagined the direction the edited program might take.

Off camera, I asked again about her angle on the story, and how she planned to use my segment. She reassured me that the story would be balanced, and she left for the studio. She carried pictures of my kids and me posed in 1,200-pound cotton, but left a three-bale weight of uncertainty on my shoulders.

I envisioned a twisted story about the cotton boll that ate Chicago, the night of the killer dishtowels or bionic baby-eating bacteria leaping out of cotton diapers. It then occurred to me that Davy Crockett had been right, but he died there in the Alamo. I swore off ever giving another interview and braced myself for the coming ridicule at the crossroads cafe.

We watched the program in fear. The broadcast segment lasted 30 minutes. My remarks about eradication, hurricanes and assistance were left out. Sure enough, my comments about the environmental benefits from Bt cotton and herbicide-resistant cotton were missing. The story as presented was that farmers like me were depending on new technologies to remain in business during hard times, but there were big concerns about the safety of the new technologies.

The program moved to the studio set

where a nutritionist and a geneticist were ready to underline the public concern about genetically enhanced food and fiber. I tensed up for the coming sucker punch, but it never came.

The scientists proceeded to explain the stringent testing by USDA, FDA and the EPA, which each of these technologies must pass before coming to market. The nutritionist offered that enhanced food will be improved and beneficial to consumers – especially to those in Third World nations. He discounted fears of allergic reactions and unexpected side effects.

The geneticist calmed fears about genes escaping into other species, stressing the difficulty that scientists face in forcing the genetic enhancements in the first place. The reporter found herself having to present the ideas of the radical environmental groups in order to provide the "balance" she was hoping to show. The closing segment included a thoughtful spot with Harry Buehring, our county extension agent, doing a nice job of focusing the public eye on the real issue: the biggest threat to the safest, most economical and most plentiful supply of food and fiber the world over has known is the economical viability of the dedicated people who produce it.

I relaxed, exhaled and smiled. Oh, I was a little disappointed I didn't get in my licks on eradication, the environment and farm policy. I was a little embarrassed that the camera angle showed the extra pounds my son keeps teasing me about. I knew that the public had a better appreciation now for the tremendous value of

our American agricultural heritage, a heritage that combines precious natural resources, unmatched infrastructure, remarkable research and the collective energies of people willing to take unreasonable risks to feed and clothe our nation and much of the world.

There is more at stake in this fight than a personal story, or even a family tradition on the farm. Consumers need to know their economic independence, their food supply and their health are best served when American farmers are secure in their efforts to produce.

They need to be reminded that their own families will suffer if farmers are denied access to safe and effective technology because of misinformation or ungrounded fear. They need to ask who will produce their food and fiber if farm kids cannot find a way to enter the family business. It wouldn't hurt to remind them that we are the original environmentalists, and that we live and raise our kids in the fields we plant and harvest each year. I knew my TV exposure was worth the ribbing I was sure to get at the country cafe. I already had my speech ready for my neighbors: a challenge for them to quit wasting energy complaining to each other about bad times, and instead share their story with Congress, their neighbors, their editorial pages and the children in their neighborhood schools. It's time to get the word out.

Is there a future in farming if we don't? Our kids are waiting in the wings for the answer. ■

## Countdown to Retirement: You'll Live Long, So Save (Now!)

By Matthew Tuttle, MBA.

Since President Clinton and a battery of delegates made it a national goal for the media to educate the public about retirement savings at the June 1998 Retirement Summit, a lot of attention has been focused on Social Security's inability to finance Americans' retirement. One message was clear: Americans must save more today if they are to realize the dream of a financially secure retirement tomorrow.

According to the Summit report, Social Security was never intended to serve as the sole source of income for retirees. For instance, a person who earned \$15,000 a year and retired in 1998 at age 65 can expect Social Security to replace just one-half of his or her pre-retirement income.

The replacement rate drops as the income bracket increases. For example, an individual who earned \$68,400 before retirement will receive the maximum benefit of \$1,248 per month. That's equal to less than one-quarter of his or her pre-retirement income!

Another factor to consider in planning for retirement is life expectancy. In 1935, the year that Social Security was created, the life expectancy of someone entering the workforce at age 20 was 68. Today, the life expectancy of someone entering the workforce at age 20 is 77.4 years. And the life expectancy for both men and women is increasing (Social Security Administration, 1999). Investors who retire at age 65 may live 20 years or more and thus will be able to maintain their

lifestyles by keeping up with inflation. As needs have changed, so too have some of the philosophies behind how to prepare for retirement. Until recently, the conventional wisdom maintained that investors should begin to move an increasingly larger portion of their portfolios into conservative vehicles as they near retirement age.

Some rules of thumb even called for an investor's portfolio to contain a percentage of fixed income equal to his or her age. In other words, a 65 year-old man should have 65 percent fixed income. But the demise of Social Security, the rise of inflation and longer life expectancies have changed this thinking somewhat.

CONTINUED ON BACK PAGE

## Countdown to Retirement (cont.)

Whether you are developing a retirement plan or refining one, you should consider the following strategies:

- Don't shorten your time horizon. When you were 30 years old, you invested with the understanding that over a 20 or 30 year span it would be beneficial to follow an aggressive strategy because your portfolio would have time to recover from a bad year or two. Well, at 65 you may still be looking at investing over a 20-30 year period. So...
- Don't get too conservative. Often, investors develop an investment plan which carries them through age 65, the typical age for retirement. But it is pru-

dent to consider maintaining an active portfolio well past retirement age in order to combat the bite of inflation.

- Get a broad picture of your assets. Before sitting down to develop a new retirement plan, you should try to determine what you have already accomplished. Check your holdings in your IRA, 401(k) plans, mutual funds and other investments. Call social security to determine your projected benefits level. Review company plan documents that show accrued retirement benefits, including pension fund holdings, vested percentage and payment regulations.
- Review all insurance policies. Read life insurance policies to determine any

potential payouts.

- Speak with a financial advisor. Once you have identified all your assets, you can re-evaluate the allocations in your investment portfolio and devise a plan that will help you reach your retirement goals.

The realities of retirement planning – inflation, life expectancy, social security – can shock the uninitiated. But with the right plan, every American can work toward achieving his or her retirement goals.

Tuttle is a Financial Advisor with Prudential Securities in New York City. He can be reached at (212) 303-8732. ■



### Earle Raun Quoted in Soybean Digest

NAICC member Earle Raun was recently featured in *Soybean Digest* in an article regarding brittle snap in corn. Raun is an independent crop consultant and owner of Pest Management Co., Lincoln, Neb.

In the article Raun is quoted as saying he didn't recall seeing green snap prior to the 1990's, and that it hasn't been widespread since that time. However, he did state that when it has occurred it's been

responsible for heavy damage – as much as 60 percent of a field exhibiting snapped stalks.

### Pat Weddle Earned IPM Innovator Award

NAICC member Pat Weddle was recently honored with the California Dept. of Pesticide Regulation's Innovator award. Weddle is one of the owners of Weddle, Hansen & Associates, Inc., an independent consulting business in Placerville, Calif., that has promoted and implemented bio-intensive IPM and reduced-risk pest management.

The firm pioneered commercial biologically intensive IPM consulting for pome fruit in El Dorado, Sacramento and Solano counties in the mid-1970s. As well, it initiated the first commercial-scale project to control codling moth

with pheromone mating disruption in California pears and apples.

The success of this reduced-risk effort led to participation in the Randall Island Project, now in its sixth year of operation. Growers participating in this project now use 85 percent fewer pounds of organophosphate (OP) insecticides. The project has been a catalyst for similar IPM projects on tree fruit throughout the western states, including large-scale university and federal programs.

IPM Innovator awards are one segment of DPR's overall reduced-risk pest management strategy. While the awards provide rare public recognition for IPM pioneers, DPR also encourages adoption of innovative pest management through demonstration and applied research grants. ■



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