



# NAICC NEWS

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## NAICC Members Head South for 2001 Annual Meeting

Sunny Orlando and the Hyatt Orlando will welcome the 2001 NAICC Annual Meeting, January 17-21. The City Beautiful, as it is called, is the perfect destination for a meeting like ours – it offers 3,800 restaurants, 90 attractions, and 125 golf courses!

No matter how many times you visit Orlando, you'll be greeted with something new and different to add to your list of "things to see and do". Below are just a few of the things to do and see between meetings and social events at the annual meeting.

### Attractions and Activities

From the infamous Disney World and Universal Studios to the world's first full-scale Titanic exhibit and Sea World, there's no shortage of opportunities for fun in Orlando. Shopping is unlimited; Orlando boasts the fastest growing retail market in the U.S. with more than

44 million square feet of retail space.

Need a break from being cooped up due to winter weather? Visit one of Orlando's many nature trails or parks where alligators, manatees, osprey, deer, and eagles abound. At Harry P. Leu Gardens you'll find 50 acres of roses! And if you're hankering for a beach visit, a two-hour drive will take you to the popular Gulf Coast beaches.

### Arts and Culture

Orlando's Charles Hosmer Morse Museum of American Art houses the world's most comprehensive collection of Louis Tiffany stained glass. Or peruse 20th Century American art at the Orlando Museum of Art. Families can enjoy the Orlando Science Center, which features hands-on exhibits and activities for all ages – including NatureWorks, KidsTown, Physics Park, Dr. Phillips CineDome and live science theater.

### Food and Entertainment

Dining options abound in Orlando, from pizza and pasta to sushi, steak, seafood – even gator tail! Try Thai,

Indian, Italian, Chinese, Cuban, Mexican and more.

Orlando's mild climate allows diners to take advantage of eating outside at many outdoor cafes. As well, some historical storefronts downtown have been converted into restaurants with verandas for viewing Orlando's nightlife. Some restaurants even offer entertainment venues such as jousting knights and cowboys and Indians – a great family activity.

With Orlando's many entertainment options, and with the opportunities NAICC's annual meeting offers its members for networking and professional improvement, this is one event you can't afford to miss. For more information about the meeting, contact Allison Jones, NAICC, at (901) 861-0511 or [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com). To learn more about Orlando and what the area has to offer, call the Orlando/Orange County Convention & Visitors Bureau, Inc. at 407-363-5847 or visit [www.Go2orlando.com](http://www.Go2orlando.com) or [www.floridakiss.com](http://www.floridakiss.com). ■

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## Bayer Generously Supports Membership Campaign

NAICC is proud to announce the 2001 Membership Campaign. Sign up all your friends by January 20, 2001 and become the NAICC Top Recruiter! Bayer Inc.'s sponsorship of NAICC's New Millennium Membership Campaign was so successful last year that NAICC and Bayer have teamed up again for the 2001 membership drive.

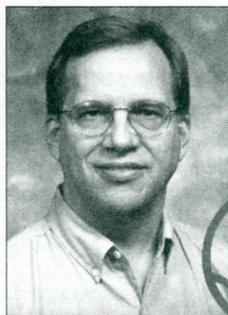
NAICC and Bayer have outlined a plan to help NAICC reach its new goal of recruiting as many new Voting, Associate or Provisional members as possible by January 20, 2001. Bayer's sponsorship package will include the following:

A direct mail campaign targeting approximately 800 crop and research consultants nationwide. The letter will offer the following:

- A complimentary registration package to the 2001 NAICC Annual Meeting in Orlando for any individual joining NAICC by January 20, 2001 for \$195 (or \$145 for additional employees from the same company after the first). The package will include registration materials, two continental breakfasts, Awards luncheon, FEAE auction, Friday night banquet, and all receptions — a value of \$285.
- New member recognition. All new members will be recognized during the Annual Meeting Awards Luncheon, sponsored by Bayer, Inc. Membership pins will be awarded during the meeting.

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## How are you doing, then?



BY  
DENNIS BERGLUND,  
NAICC PRESIDENT



Well, the growing season is almost over and things are winding down. This spring I wrote about how much I love getting out in the field in the spring. Well, getting out of the field and finishing up the field-work in the fall feels pretty good, too! Now we can concentrate on our fall soil sampling, and catch up on our long-neglected paperwork. As we get ready for the "meeting season", please take some time to check out and participate in the NAICC Web site. It is full of good links, IPM information and discussion groups. If more people use it, its value will increase for everyone.

Our family just finished a week-long family vacation to Yellowstone National Park. While Annette and I used to go there quite often, this was our first trip to Yellowstone as a family. It's humbling to see how much the 1988 fires have

changed the park's landscape. It's also humbling how much our 7, 10 and 12 year olds can test our patience when we are all cooped up in the vehicle for hours at a time.

"Yellowstone 2000 - Preserving the past, Providing for the present, Protecting the future" is a new theme that Yellowstone is using this year. Don't you think that also fits for the NAICC?

**Preserving the past** - We need to remember our roots and where we came from. Without dwelling on it, we need to be thankful for the NAICC leaders that had the vision and courage to lead us in the past. "Atta Boy" to all of you! We've accomplished a lot!

**Providing for the present** - Most of us tend to focus here as we want to be successful and make a living doing what we love. High on this "present" list is WPS, Certification and being the national voice representing the consultant and researcher!

**Protecting the future** - While plans for the future often get pushed aside in the day to day rush to make a living, we need to regularly take time to concentrate on our future. WPS and certification are again at the top of my "future" list. It will be necessary to certify ALL crop professionals and to support the WPS law in order to protect our WPS exemption, as its loss would be very costly and burdensome. We should also support the Doctor of Plant Health degree and the Foundation for Environmental Agriculture Education to help protect and define our future. Supporting FQPA and safe

science should also be on our list. In the future, NAICC can be the "good house-keeping seal of approval" for agriculture. The USDA grant that NAICC applied for and "Ask the expert" on-line consulting that is being brainstormed could be two steps toward that future

Now, I'd like you to think of two games.... Checkers and video games.

Imagine that you are an ace at checkers. You've been playing for years and you know how to win. What if your opponent switched to a video game? Your checkers expertise wouldn't count for much would it? You'd need faster reflexes and a different approach. You'd need to make a big mental shift. While checkers is a game of deliberation, strategy and planning, video games are all about speed, adaptability and responsiveness. One game is not harder than the other, but they are very different. We would do poorly if we try one set of skills and behavior on the other game. Things are changing dramatically in agriculture and we need to learn how to embrace new rules, operate with different assumptions and see hidden possibilities.

We need to learn how to combine the "checkers skills" of deliberation and strategy with the "video skills" of speed and adaptability.

I would like to close with my favorite words of advice: Annual Meetings are worth far more than the effort that you put into them, yet the more that you put into them, the more they are worth.

*See you in Orlando!* ■

### Publications Available

The National Arbor Day Foundation's white paper on "Precision Agriculture and Environmental Quality: Challenges for Research & Education" is available at [www.arborday.org/programs/ConfPresents.html](http://www.arborday.org/programs/ConfPresents.html). The paper was written by Jerry L. Hatfield, Director of the National Soil Tilth Laboratory, Agricultural Research Service, U.S. Department of Agriculture, Ames, Iowa, and summarizes a national workshop, "Precision Agriculture and the Environment: Research Priorities of the Nation," held in cooperation with the USDA's Natural Resources Conservation Service and Agricultural Research Service.

The workshop sought to address the current state of knowledge about preci-

sion agriculture relative to environmental quality and to identify what research might be undertaken in an attempt to confirm the efficacy of precision agricultural practices on environmental quality.

The Council for Agricultural Science and Technology (CAST) has issued a paper that helps pinpoint factors that need to be considered as farmers and others use soil tests as a guide to protecting the environment while producing economical food. The Relevance of Soil Testing to Agriculture and the Environment issue paper provides perspectives on the increasingly important role of soil tests. Copies of the report are available from CAST at (515) 292-2125 or by e-mail at [cast@cast-science.org](mailto:cast@cast-science.org). ■

### NAICC Accepting Credit Cards

Now you can pay your NAICC membership dues and annual meeting fees with your credit card. NAICC is now accepting Visa, Mastercard, and American Express credits cards as forms of payment for all fees. A \$10 convenience charge will be added to all transactions.

Dues renewals for 2001 will be mailed in September and annual meeting registration and exhibit forms will be mailed in October. ■

## NAICC Website Crop Reports

*By Denise Wright*

No doubt, those of us who browse the NAICC website enjoy the crop reports submitted by our members, such as **Roger Carter, Chuck Farr, John (Kim) Kimbrough, and Randy Darr** (forgive me if I have missed someone). These reports are very enlightening as to what is going on as far as weather conditions, crop growing conditions, and pest management, as well as helpful suggestions offered by these professional crop consultants. I would encourage other consultants to contribute news/recommendations from their "neck of the woods". The website is a tool by which our membership can voice their opinions and get beneficial information out there to share with fellow NAICC members.

Let's take full advantage of it!!! ■

## Bayer sponsors membership campaign (continued from pg. 1)

As an additional incentive to grow the membership, NAICC will offer current members an opportunity to be recognized for new member recruitment. An overall "Top Recruiter" will be named, awarded a plaque and given one complimentary Annual Meeting

registration for the 2002 Annual Meeting, also sponsored by Bayer, Inc.

Top recruiters from each state who recruit two or more new members will also be announced and presented with a plaque. Plaque presentations will be made during the Awards Luncheon.

"Bayer has long been a strong supporter of our efforts at furthering the crop

consulting profession," said **Bruce Niederhauser**, NAICC Secretary and liaison to the Membership Recruitment, Retention and Rules Committee. "We are extremely grateful for their leadership role and generosity in sponsoring our recruitment campaign. Efforts like these help ensure the future growth of our profession nationwide." ■

## Ag Committee Moves On FQPA Bill

A bill requiring EPA to report assumptions and defaults used in making tolerance decisions is expected to be marked up in early September. The bill, H.R. 1592, the Regulatory Fairness and Openness Act of 1999, also requires the agency to use actual data and scientifically sound information when revoking or modifying tolerances.

Under the bill, EPA would issue general procedures and policies as regulations via public notice and comment, as well as publish data guidelines under FIFRA and FFDCA specifying the kinds of information required to support a new or existing tolerance. The bill would allow EPA to issue a Section 18 emergency exemption using incremental exposure without having to conduct a full FQPA risk assessment. The bill requires EPA and USDA to prepare a report for Congress within six months of enactment, proposing to:

- Revise EPA's priorities and resources to allow prompt processing and decision making on all registration applications, Section 18's, requests for experimental use permits and requests for new inert ingredients.
- Revise USDA priorities and resources to allow USDA to obtain and provide EPA with adequate and timely infor-



## HAPPENINGS ON THE HILL

mation on food consumption, pesticide residues on food and in drinking water, pesticide usage and to review actions proposed by EPA under FFDCA and FIFRA.

Finally, the bill calls for a new, permanent Pesticide Advisory Committee to provide advice to EPA and USDA on FQPA implementation and to assume functions currently performed by the temporary Tolerance Reassessment Advisory Committee (TRAC) and the Committee to Address Reassessment and Transition (CARAT). The bill was introduced by Congressman Richard Pombo (R-CA) and has 234 co-sponsors.

### Michael McCabe Named as EPA Deputy Administrator

President Clinton recently announced the recess appointment of W. Michael McCabe to serve as Deputy Administrator of the Environmental Protection Agency (EPA). McCabe was nominated in November 16, 1999, and his nomination is currently pending before the Senate.

The Deputy Administrator functions as chief operating officer for the EPA and

works with the Administrator to provide Agency leadership. The Deputy also serves as the Acting Administrator in the Administrator's absence.

McCabe, of Chadds Ford, Penn., served as the Regional Administrator of the EPA Middle Atlantic Region until his nomination. As Regional Administrator, in cooperation with Governors and senior state officials, Mr. McCabe directed the implementation of federal environmental programs in Delaware, Maryland, Pennsylvania, Virginia, West Virginia and the District of Columbia.

Previously held positions:

- Member of Senator Joe Biden's staff as Communications and Projects Director and senior advisor on Delaware issues.
- Staff Director of the U.S. House of Representatives Energy Conservation and Power Subcommittee
- Staff Director of the bipartisan Congressional Environmental and Energy Study Conference.
- Legislative assistant to former Senator Gary Hart, where he specialized in environmental and energy policy.

McCabe also organized and directed the national commemoration of the 10th anniversary of Earth Day. He earned a B.A. from Duke University. ■

## VantagePoint Awarded for Advanced Engineering in Ag, Food Industries

Online field-to-food information-management system **VantagePoint Network** was recently recognized as one of the world's top innovative products for advancing engineering in the agricultural and food industries.

The AE50 2000 award, was presented to VantagePoint by the American Society for Engineering in Agriculture, Food and Biological Systems (ASEA). The purpose of the award is to recognize companies for their excellence in helping producers

and manufacturers reduce costs, improve quality, and increase profits. Winners were published in June's Resource magazine, which focuses on engineering and technology for a sustainable world. ■

### About VantagePoint

*VantagePoint is an extensive crop management system that enables producers to collect, manage and store extensive amounts of field-level production data for corn, soybeans, wheat, rice and cotton. Users rely on the system's agronomic*

*planning, field-mapping and backup functions for whole-field and precision farming spatial imagery to select the right applications, amounts, places, and times.*

*As well, VantagePoint helps producers capture value with tracking capabilities for market transactions and on- and off-*

*farm storage. New features, which will be introduced on the system, include field-specific weather service, which will help producers more accurately schedule planting, applications, and cultivation. Visit [www.vantagepoint.com](http://www.vantagepoint.com) for more information.* ■



## COOL SHOTS DURING HOT SUMMER

### A Bid That Got The Trip!

Bruce Nowlin gave the winning bid at the 1999 NAICC auction and ended up with cool fun on an ice fishing trip. (Left to right) John Lee, Agvise Labs; Bruce Nowlin, Blue Earth Agronomics; Dennis Berglund and Dan Moser, Centrol, Inc.



NAICC member, **Charlie Southworth** (left front row) of Agri-Business Consultants, Inc., in Ithaca, MI, visits south Louisiana hunting camp in February for a taste of Cajun culture and hospitality. He brought along a farmer client, Gary Cumberworth (to right of Charlie in front row). Other NAICC members present were **Alan Courville** and **Gordon Leblanc** of Jensen Ag Consultants (2nd and 3rd from left in back row).

## CHANGE - NOT FOR CHANGE'S SAKE

By Randy Darr

Do you like cliches? Cliches are little sayings that people come up with that usually say something profound in a cute way to help us remember them. I am a fan of such cliches. We have all heard that "a bird in the hand is worth two in a bush" and "it ain't over 'til the fat lady sings." I have heard a new one that I think is very useful to us who operate businesses of our own. Maybe you have heard this one before but, until recently,

I had not. It is "If you always do what you have always done, you will always get what you have always got." It struck me as a useful saying for each of us in the consulting and research fields. In many instances staying the same is

good, too. There are certain aspects of our businesses that implore us to do things the way they've always been done. Sampling procedures, the ways research is completed, government protocols all pretty much need to be done the same way time and again. However, there are several things that we do a particular way only because that's how we've always done them. With today's ever altering agricultural environment, we probably need to be every changing with it. Which brings another cliché to mind - "thinking outside the box."

I'm not suggesting "change for change's sake." Nonetheless, if something "fits like a saddle on a sow," why not give it a try?

Maybe our sales approach needs some modifying or maybe we need to have a bigger Internet presence or perhaps we need to add new services that our competitors don't offer. Each of us has things we need to look at to change. Sometimes change makes us "squall like a cut shoat under a gate," but it will help us grow as individuals and entrepreneurs. As you are in the field over the next couple of months, think about the changes you may need to make as a consultant, researcher, and NAICC member. Think about those changes and start implementing them as you see fit. You will be "finer than frog hair." ■

### Annual Meeting Proceedings Available

The official proceedings from the 2000 Annual Meeting, Portland, Oregon are now available on the NAICC website at <http://www.naicc.org/Meeting/2000/index.html>. Proceedings are also available on CD-ROM. For those who pre-purchased the proceedings on CD-ROM, you should be receiving your copies in the next several weeks. A few copies on CD-ROM are still available for purchase from the NAICC headquarters for \$35.

## ETHICALLY SPEAKING

NAICC's Ethics & Grievance Committee recently asked for your responses regarding an ethically questionable situation. Many responses were received, two of which are shared below. You may recall the situation in question:

Acme Seed Company, an old established corn and soybean seed company whose roots are based in the Midwest, is finding that competition is beginning to take too big a slice of the seed business pie, which for a long time had been controlled by Acme. To combat this problem, Acme decides to work a "deal" with Superb Consulting Company. Superb consults with clients in a 15-county area on all the agronomic factors involved

with their farming operation, including variety selections. Superb is just one of four consulting firms that work in the same 15-county area. Acme Seed Company made a proposal to Superb that for all Superb's clients, whether they're old clients or new ones they may pick up, Acme will discount each bag of corn seed by \$2.00. This is for Superb Consulting clients only. Superb Consulting would not receive any monetary compensation from Acme Seed Company although this would provide an avenue of more clients for Superb and would also sell more seed for Acme.

**At question:** what about the other consulting firms? Is this just doing

business – or not?

### Answers:

"This is difficult – in today's "down" farming economy, seed/fertilizer/chemical dealers must implement incentives to survive. In my opinion there's way too much competition out there. I believe "personal service" is the answer to profitability." - *Denise Wright*

"Since the consultant receives no direct benefit, there is no obvious problem. The potential problem is, if the consultant recommends that seed to get or keep growers, if it isn't the best seed, the consultant has lost objectivity!"

- *David Green* ■



### SPOTLIGHT ON THE STATES

By Earle Raun, Ph.D.

NAICC is seeking to pair with our 22 State Affiliate members to attract young Americans to the crop consulting industry. We need young people to carry on what we've created – a professional, sophisticated nationwide business that continues to evolve to meet our clients' needs. And we need your help to attract more young people to our business.

The NAICC has traditionally interacted with college students and other young people by inviting them to attend our annual meetings, joining NAICC as student members, starting the Jensen Memorial Scholarship and participating in the National FFA Convention and Trade Show. But the NAICC wants to do more.

We're looking for information on what

programs or events your state is currently doing to involve young people in our profession. More importantly, we're seeking ideas or projects that you'd like NAICC to help with to gain the interest of our profession's future leaders. Send your suggestions to Allison Jones at NAICC headquarters.

Also, we need your help in getting the second Jensen Memorial Scholarship in the hands of deserving students. Pass applications, available from NAICC headquarters or from [www.naicc.org](http://www.naicc.org), on to students you feel have potential to join our industry. Completed applications are due to headquarters by October 1, 2000. The Foundation for Environmental Agriculture Education (FEAE) plans to award the scholarship at the recipient's state association meeting this winter.

The NAICC membership display booth is also available for your annual meeting. This is another way that can help you reach young people with information about the professionalism of crop and

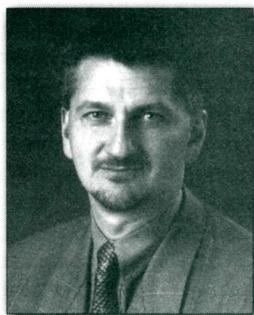
research consultants across the country. You are also welcome to include materials about your association in the display.

*Earle Raun, an NAICC founding member, is chair of the NAICC Student Education Committee.* ■

### Recruiting Interns

An excellent example of how state associations are reaching out to students is through WAPAC members' participation in the UW-Madison College of Agricultural and Life Sciences Career and Internship Expo on September 19, 2000. Members of the **Wisconsin Association of Professional Ag Consultants (WAPAC)** work with the association's Executive Secretary to fill 2001 summer internship positions in various specialty areas. Names, contact information, and areas of interest are collected from students at the Expo and forwarded to members who submit internship opportunities. ■

### NEW MEMBER PROFILE



**Michael Giles**

Growth Stage Consulting, Inc.  
Calgary, Alberta CANADA

New NAICC member Michael Giles grew up on a 640-acre farm in Lacombe, Alberta, where his family raised cattle, hogs and grain. He knew early on that agriculture would remain in his blood.

After receiving a B.S. in Agriculture Crop Production from the University of Saskatchewan, Saskatoon, Saskatchewan, he was employed by BASF, Monsanto and Sandoz in the capacities of sales representative, research and development representative and sales and marketing manager. Michael is currently a Business Development Manager for a high tech

precision ag company, Growth Stage Consulting, Inc., in Calgary, Alberta.

GSC offers modeling of crop/weed development in assisting ag retail distributors, large growers, manufacturers of agrochemical products and fertilizers and insurance companies with crop management. The use of these crop/weed models to simulate/predict crop management practices is a vital service to GSC's clientele.

One of the reasons Michael joined the NAICC is to meet independent agronomists. He also sees the need in these

### New Member Profile (cont.)

competitive times to develop networks with peers to help stay on the cutting edge of technology.

When asked what his thoughts are on

industry cutbacks, as well as company mergers/buy-outs, he, like many others in his profession, believes this is due to a mature market with declining margins from the grower through the manufac-

turer. He stated that over the next 10-20 years, he sees high technology dominating crop production. Quality and quantity will be achieved using biotech and technological equipment (computers). ■

## CROMERRR Changes Electronic Reporting

By Debi Garvin

Crop consultants and others submitting reports and data to the EPA will move to electronic methods, which will require significant changes to the reporting system. This authorization, called the CROss-Media Electronic Reporting and Record-keeping Rule (CROMERRR), is being written by the newly formed Office of Environmental Information (OEI). CROMERRR was the topic of discussion at a recent EPA sponsored public meeting in Washington, D.C. About 50 -75 people attended with 20-25 representing the GLP FIFRA/TSCA regulated community attended.

The rule is primarily designed to allow States and other entities to submit reports and other data to the EPA. These reports will be submitted through the Central Data Exchange (CDX), which should allow streamlined reporting and disbursement of data to the appropriate EPA programs.

EPA officials stressed that this is a voluntary rule – individuals and companies may choose to maintain a paper based system and not be subject to CROMERRR. Since the rule is voluntary and many FIFRA companies are not yet ready to go with electronic submissions and EPA is not fully prepared to accept FIFRA registrations electronically, on the surface it appears that the rule will not apply to the GLP regulated community immediately.

However, if you generate or maintain data or records electronically, it will definitely apply. The agency at this time is not making a large distinction between records and data. And though it's been known that for the past several years if you collect data electronically you need an audit trail, change control, etc., as an industry these standards have not applied to records.

This new rule does apply to records and data. One of the hurdles for data collection is going to be implementing electronic and/or digital signatures for data collection. Paul Motise of the FDA, who attended the recent meeting about CROMERRR in Washington, D.C., indicated that digital signature and biometric software could be purchased at a reason-

able price, and that all equipment could be easily equipped.

As well, Matthew Leopard (EPA-OEI) further noted that free biometric shareware was available.

EPA appears to want to harmonize CROMERRR with FDA's 21 CFR Part 11 as much as possible. The rule defines records in three ways (note: all raw data and contemporaneous records would fall under the third definition):

1. E-records associated with electronically submitted reports. This will not be relevant until companies submit registrations electronically
2. E-records not associated with electronic reporting, with no signature requirement (CVs, job descriptions, Master Schedule, etc.)
3. E-records with required signature but not associated with electronic reporting (SOPs, protocols, final reports, QA inspection reports, etc.)

*For records that fall into category 2 above, the following requirements apply:*

- Ability to generate copies of records in human readable and electronic form (i.e. retrievable from the computer for inspectors)
- Protections against record compromises
- Use of secure, computer generated date/time stamp and audit trails
- Records can be readily retrieved in normal course of business, as required by the predicate regulations
- Records are searchable and retrievable
- Archived in an electronic form that preserves the context, meta data and audit trail (must have electronic archives and migrate the data, when necessary)

*For records that fall into category 3 all of the above pertains plus:*

- Contains signature information indicating: name of the signer, date, and time signed and the meaning of the signature (reviewed, approved, etc.)
- E-signature is linked to the E-record to ensure that the signatures cannot be excised, copied or otherwise transferred - "binding" of e-sig tone-record signed
- E-signature information is subject to

the same controls as electronic records and included in any human readable form of the electronic record.

The EPA plans to have a draft rule out this fall (2000) and finalize it the following fall (2001). One of the presenters indicated that over 1 million entities generate and submit reports to the EPA for regulatory requirements. Of those, only 10 percent submit directly to EPA (that includes us), the other 90 percent submit to state agencies.

It is readily apparent that, while the GLP regulated community is a very small part of this program, great impact will be felt. The commercially available programs used, such as MS Word, EXCEL, data loggers and weather stations, will not meet the new rule, unless they have a secure clock, built-in audit trail, etc. Special software will be needed to maintain the integrity of the records.

Representatives from the GLP regulated community who were at this meeting were asked to put their concerns in writing and submit them to the appropriate authorities. Following is a letter drafted by the SQA RRC subcommittee regarding the "FIFRA" impact.

### SQA Questions Aspects of CROMERRR

Following is a recap of recommendations and concerns raised by the Society of Quality Assurance regarding the implementation of CROMERRR. A more extensive version of this information has been approved by the organization's Officers and Board of Directors and submitted to the EPA.

- SQA recommends evaluation of the submitter registration process for its applicability to FIFRA and TSCA GLP programs. "We suggest that it is appropriate to have two different processes, one for state reporting systems and one for FIFRA/TSCA reporting." SQA also suggests that, for consistency with 21 CFR Part 11, submitter registration for the FIFRA/TSCA GLP submissions be on a per company basis, which would result in less tracking, resources and burden on Agency and industry.

SQA questions whether the system will

be able to handle the large volumes of data being transferred back and forth (as many as 56,000 pages or 1,300 megabytes of data in a FIFRA submission, for example). SQA recommends evaluation of the CDX prototype process for applicability to FIFRA and TSCA GLP programs and clarification around two different processes – one for state reporting systems and one for FIFRA/TSCA reporting.

- Consider initially exempting FIFRA and TSCA GLP data from the requirements of CROMERRR, applying a phased-in approach.
- Clarification of the term "voluntary" with regards to submission of reports

through CROMERRR.

- Clarification of the application of CROMERRR to records maintained for predicate rules. FIFRA and TSCA GLPs require other records to be maintained in addition to GLP study raw data, such as facility records, training records, etc. "Please clarify the meaning of "records" and the application of CROMERRR to records maintained for predicate rules, such as the FIFRA and TSCA GLPs."
- Clarification of Cramer's impact on migration of "original" electronic data. "It is unclear whether the migration of "original" electronic data will enable

registrants to meet the predicate rule requirements that "original" data be retained."

- Clarification of requirements for legacy systems.
- Clarification of certification requirements.
- Need for compliance guidance for the regulated community.
- Continued interaction with industry and FDA individuals knowledgeable in 21 CFR Part 11 compliance.

Finally, the SQA suggested that a CROMERRR Working Group or Task Force be developed with participation from all stakeholders. ■

## NEW MEMBERS

### VOTING

#### **Sandra Alcaraz, Ph.D. (Entomology)**

Research Designed for Agriculture  
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E-mail: RDAAZ@AOL.COM

*Crops: Annual and perennial crops in Western U.S., Hawaii, Mexico, Central and South America.*

*Services: Contract research including efficacy, residue, environmental fate, worker safety, phytotoxicity, and dislodgeable residue studies. GLP training in English and Spanish; writing protocol and technical documents such as field and final reports.*

#### **Richard Armstrong, B.S. (Ag Business) CCA**

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Mobile: (507) 456-1254  
E-mail: richarm@mninc.net

*Crops: Corn, soybeans*

*Services: Crop consulting involving all aspects of crop production and management.*

#### **Tami I. Belcher, B.S. (Marketing)**

Excel Research Services, Inc.  
3021 W. Dakota, Suite 110  
Fresno, CA 93722  
Office: (559) 225-8183  
Fax: (559) 225-8184  
Home: (559) 434-1690  
Mobile: (559) 647-8880  
E-mail: tbelcher@lightspeed.net

*Crops: Grapes, citrus, cotton, stone fruit, and many others.*

*Services: Contract research including residue, efficacy, radio-label, soil dissipation, worker exposure, and project.*

#### **Lori D. Johnston, B.S. (Agriculture)**

ICMS, Inc.  
350-103 Street East  
Saskatoon, SK S7N 1Z1  
Office: (306) 956-3855  
Fax: (306) 956-3856  
Home: (306) 652-5404  
Mobile: (306) 229-8427  
E-mail: johnston@icms-inc.com  
*Services: Contract research.*

#### **John Christian Peterson, M.S. (Environmental Chemistry)**

Englar Food Laboratory  
P.O. Box 1548  
Moses Lake, WA 98837  
Office: (509) 762-5922  
Fax: (509) 762-9885  
E-mail: wjenglar@atnet.net  
*Services: Contract research.*

#### **Lance M. Rodriguez, M.S. (Entomology)**

Calvin Viator's Ag Consultants  
137 Albert Hart  
Baton Rouge, LA 70808  
Home: (225) 769-3297  
Mobile: (225) 405-1583  
E-mail: LRODRI@aol.com

*Crops: Sugarcane, corn, soybeans.*

*Services: Soil, weed, insect, pathogen management.*

#### **Carlton W. Savage, B.S. (Agricultural Business Mgt.)**

AshGrow Crop Mgt. Systems, Inc.  
P.O. Box 88  
Ivor, VA 23866  
Office: (757) 859-6402  
Fax: (757) 859-6224  
Home: (757) 934-8791  
Mobile: (757) 647-8118  
E-mail: cwsavage@ashgrow.com

*Crops: Cotton, peanuts, wheat, soybeans.*

*Services: Develop agronomic and agrochemical production programs for growers in the coastal plain area of Virginia. Conduct residue trials under GLP guidelines and efficacy trials.*

#### **Kirk Thompson, M.S. (Agricultural Engineering)**

Agro Engineering, Inc.  
0210 Rd 2 South  
Alamosa, CO 81101  
Office: (719) 852-4957  
Fax: (719) 852-5146  
Home: (719) 852-3839  
Mobile: (719) 850-4010  
E-mail: kirk@agro.com

*Crops: Potatoes, small grains, alfalfa*  
*Services: Irrigation water management, irrigation system design, soil fertility, crop nutrition.*

#### **Blaine J. Viator, M.S. (Weed Science)**

Calvin Viator, Agricultural Consultant  
13260 Natchez Court  
Baton Rouge, LA 70810  
Home: (225) 761-4058  
Mobile: (225) 405-1585  
E-mail: bviator@sprynet.com

*Crops: Sugarcane, soybeans, corn, wheat.*  
*Services: Weekly surveys, insecticide recommendations, efficacy monitoring, soil sampling.*

#### **Randy Welch, B.S. (Agronomy, Crop)**

Welch Crop Consulting  
9 Jason Circle  
Madison, WI 53719  
Office: (608) 845-5379  
Home: (608) 845-3948  
Mobile: (608) 692-3948

*Crops: Alfalfa, corn, small grains, soybeans, snap beans, peas.*

*Services: Detailed soil sampling, soil nitrate testing, herbicide, fertilizer and insecticide recommendations, variety trials, field scouting and related pest management, no-till systems, manure management.*

**PROVISIONAL**

**Horst Bohner, B.Sc. (Plant Biology)**

Fair View Research, Inc.  
585 Brunswick St., Unit 0  
Stratford, Ontario N5A 3N7  
Office: (519) 271-5613  
Fax: (519) 870-7246  
Home: (519) 273-0543  
Mobile: (519) 271-2158  
E-mail: bohnert@pobox.com  
Services: Contract research.

**Chad Kiser, B.S. (Agronomy)**

South Central Agricultural Research  
Route 2, Box 535  
Comanche, OK 75329  
Office: (580) 252-1419  
Fax: (580) 252-2701  
Home: (580) 252-1419  
E-mail: scar@starcomm.net  
Services: Contract research.

**Walter Myers, Jr., M.E. (Education)**

Agricultural Management Services, Inc.  
HC 86, Box 7  
Sicily Island, LA 71368  
Office: (318) 389-4411  
Fax: (318) 389-4855  
Home: (318) 389-5572  
Mobile: (318) 758-4412  
E-mail: Amswalter@aol.com  
Services: Burndown, varieties, pest control,  
fertility, defoliation, equipment selection,  
equipment calibration.

**Charles E. Osgood, Ph.D. (Entomology)**

AgraServ, Inc.  
11134 Chickadee Drive  
Boise, ID 83709  
Office: (208) 322-5616  
Fax: (208) 322-7609  
Home: (208) 322-7902  
Mobile: (208) 869-3286  
E-mail: agrasrv1@aol.com  
Crops: Tree fruits, row crops, seed crops,  
forage crops.  
Services: Contract research.

**Matthew S. Olson, B.S. (Crop and Weed Science) CCA**

Centrol Ag Consulting  
621 10th Avenue SE #4  
Valley City, ND 58072  
Office: (701) 740-6939  
Home: (701)845-0490  
Mobile: (701) 470-6939  
E-mail: moolson@valleycity.net  
Crops: Wheat, barley, corn, soybeans,  
sunflowers, edible beans, and sugarbeets.  
Services: Crop consulting, soil sampling,  
Associate

**Michael K. Giles, B.S. (Crop Science)**

Growth Stage Consulting, Inc.  
#150-251 Midpark Blvd. SE  
Calgary, Alberta, CANADA T2X 1S3  
Office: (403) 256-9557  
Fax: (403) 254-2371  
E-mail: mgiles@growthstage.com  
Crops: Corn, soybeans, cereals, pulse, canola.  
Services: Consulting on use of crop models  
to simulate/predict crop management  
practices.

**Daniel F. Mayer, Ph.D. (Entomology)**

Buzz Me  
5206 Pear Butte  
Yakima, WA 98901  
Office: (509) 452-6555  
Fax: (509) 452-6555  
Home: (509) 452-6555  
Mobile: (509) 781-0552  
E-mail: bugoff95.aol.com  
Crops: Alfalfa seed, tree fruits, vegetable  
seed, potatoes, onions, etc.  
Services: Contract research.

**CALENDAR OF EVENTS**

**October 9-13, 2000**

16th Annual SQA Meeting, Queen Elizabeth Hotel, Montreal, Quebec, Canada. For hotel reservations call (514) 861-3511. For more information contact Haley Johnson, SQA Executive Director at hjohnson@clarionmr.com or visit the SQA Website at www.sqa.org.

**November 10-12, 2000**

NAICC Executive Board Meeting, Opryland Hotel, Nashville, Tenn. For more information contact Allison Jones at (901) 861-0511, (901) 861-0512 (fax); or JonesNAICC@aol.com.

**November 9-12, 2000**

American Society of Farm Managers and Rural Appraisers Annual Meeting, Opryland Hotel, Nashville, TN. For more information contact ASFMRA at (303) 758-3513, (303) 758-0190 (fax), or www.asfmra.org.

**January 17-21, 2001**

NAICC Annual Meeting, Hyatt Orlando, Orlando, Fla. Registration, exhibit and sponsorship information will be available in October 2000. For more information contact Allison Jones at (901) 861-0511, (901) 861-0512 (fax); or JonesNAICC@aol.com.

**January 23-27, 2002**

NAICC Annual Meeting, Hyatt Albuquerque, Albuquerque, N.M. For more information contact Allison Jones at (901) 861-0511, (901) 861-0512 (fax); or JonesNAICC@aol.com.

**CONTRACT RESEARCH FIRM FOR SALE**

Drs. Louise and Herb Henry are retiring. Georgia Agri-Scientific, Inc., conducts GLP residues, environmental fate, DFRs, TFRs, GLP insect efficacy (public health) and biotech studies in Hawkinsville, Ga. (EPA Region II). Currently in full operation, GLP compliant, local QA. Entire business will be sold. Contact: Dr. Louise Henry, (912) 892-2366, fax (912) 783-0525, email gaagsci@cstel.net.



**NAICC**

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