IT TAKES ALL OF US TO MAKE NAICC BETTER

Serving on the Executive Board is an eye-opening experience. As board members we learn all about the inner workings of this organization. We come to truly understand all that Allison does to keep us up and running. The hoops she jumps through to make our Annual Meeting come together are truly extraordinary.

We also learn how many dedicated volunteers there are. Committee chairs and members who give freely of their time to get big things done for all of us are among those to be commended. A great example is the tremendous work Shannon Gomes and the Marketing committee did in designing and getting our new Web site up and running. Thank you all. There are many, many opportunities to help NAICC.

President-elect Orvin Bontrager is currently working on committee assignments for 2010. I am sure he will welcome volunteers. Drop him an email to learn where he needs help. Every committee is important and every member has a contribution to make.

Each of us needs to have a voice in the future direction of NAICC. With this in mind the Executive Board is developing a survey to seek your input. The survey will address NAICC as a whole, the annual meeting, our certification program and FEA. We hope to finalize the survey in the next two to three weeks and get it out to you in November. It will be distributed and answered electronically. We ask that you take a few minutes to complete it. Please give us your honest feedback and take time to write in some comments.

The Executive Board wants to guide our organization down the right path. Your thoughtful input will enable us to do just that.

Our Sponsors Ensure Our Continued Success

Thank you, each company and individual sponsor, for your support as our Annual Meeting nears. Without your generosity our efforts would be sorely limited.

May you enjoy all that the 2010 NAICC Annual Meeting and AG PRO EXPO offer, and together may we all have a successful year ahead of us! Sponsors (as of 10/25/09):

- Agrium Advanced Technologies
  Outgoing President's Reception and Exhibit Hall Extravaganza

- BASF
  Consultant of the Year Award

- Coxco Ag Services, Inc.
  Executive Board Breakfast
  Audio Visual Support

- dmrkyentec
  Audio Visual Support

- Dow AgroSciences
  New Members’ & First Timers’ Reception
  Executive Board Breakfast
  Audio Visual Support

- DuPont Agriculture And Nutrition
  President’s Luncheon and Awards Ceremony

- FMC Corporation
  Friday Evening Networking/Theme Party

- GOWAN Company
  Coffee Break

- Helena Chemical
  Committee Chair’s Luncheon

- South Texas Ag Research-RGV, Inc.
  Audio Visual Support

- Syngenta Crop Protection
  Emerging Technology Flash Drives

Right around the corner is the 2010 Annual Meeting – a must-do for all ag professionals seeking great training, networking, updates on government programs and initiatives, information on new products, services and technologies and the list goes on.

We’re thrilled to host the meeting in sunny Orlando this time around, so you can bet our downtime, special dinners and receptions will be incredibly memorable (think virtual fishing and surfing competitions, for starters!).

We’ll hear from valuable ag leaders, including David M. Kohl, Ph.D., Professor Emeritus at Virginia Tech and President of AgriVisions, LLC in Blacksburg, VA. Dr. Kohl will give his insights on the “Agriculture: Around the Corner and Down the Road.”

Once again the incredibly successful AG PRO EXPO will be featured, and you’ll
have such a wide array of educational sessions to choose from the biggest challenge will be how to choose!

For a peek at what else awaits, visit www.naic.org, where you’ll find the 2010 Annual Meeting preliminary program. (We’ve also dropped them in the mail, so check your box.) We look forward to seeing you in Orlando!

CALL ALL NEW TECHNOLOGY PAPERS!

Want to get the word out about your new technology? We’ve got the perfect format: NAICC’s Emerging Technologies Session, designed specifically for and by NAICC members to showcase technological advances.

A great way to advertise new products and services, this year’s Emerging Technologies Session will be held Thursday, January 21, 2010, from 2:00 – 3:30 p.m. at the Wyndham Orlando Resort.

During this special session, participating NAICC Sustaining and Voting Members and AG PRO Exhibitors will give a brief, energizing synopsis of their product or technology to a full crowd of professional ag consultants and industry representatives.

Topics range from new crop protection materials and new uses of current chemicals to a wide array of software. See below guidelines for participating in the Emerging Technologies Session and send in your application today! We look forward to a wonderful round up of emerging technologies.

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Put These Training Sessions on Your Calendar!

The Annual Meeting is always chockfull of great training opportunities, and this year promises to be no exception. GLP, compliance issues and Gylling’s ARM are just a few of the hot topics you can take advantage of for yourself or your staff.

More details about the content will be available during the Emerging Technologies Session on January 21. Submissions not chosen as an oral presentation will have the 100 word abstract included in the handout. (The $500 submission fees will be used to cover the cost of handout materials.)

First Time Slated to be a Charm as We Implement Two Unique Training Ventures!

By Kathryn Hackett-Fields

The QA team of the REC is being optimistic that our first try at two unique training ventures will succeed. Since these two innovations came from 2009 survey comments and suggestions, we’re putting much hard work into development and delivery of training “by and for” field research professionals.

“Applying GLP Fundamentals for QA and Contract Field Researchers”

Can one really enjoy going deeper into EPA GLPs? I’m confident that question will be answered in the affirmative by this multi-faceted, four-hour course on Tuesday afternoon. While the presentations are currently in development by our speakers, an impressive amount of enthusiasm and expertise is being generated on your behalf. More details about the content will be available in the next newsletter, but space is limited – see the Registration packet when it arrives for more information.

“Did You See That?”

During the educational sessions later in the week, participants in the QA track will gather outdoors on a (hopefully) fair morning for an “in-progress inspection” that builds on our former mock audits. Gene Burnett and his able team of cohorts will provide an opportunity for QA colleagues to hone their skills of observation.

Participants will be given a bogus protocol that outlines a mini, one-trial field phase study. Participants will observe a PFI/colleague weigh out a mock test substance, calibrate a back-pack sprayer, make an application, clean the sprayer and collect a sample. During this exercise, the observers will be challenged to “catch” any deviation from the protocol. After lunch the group will discuss what they saw, or didn’t see, and trade valuable “real world” experience.

See you at the NAICC Annual meeting for the debut of these ventures and so much more as this great group of people with a grand heritage of excellence gathers. You need to be part of the experience!

www.naic.org

SPECIFICATIONS FOR SUBMISSION:

- Applicant must be a Sustaining or Voting NAICC member or AG PRO EXHIBITOR.
- Technological advances must have broad appeal to members attending the meeting and must not have been presented at a previous Annual Meeting.
- Submissions, which are to be made using the form found in this newsletter, must consist of an abstract of 100 words or less describing the new or emerging technology.
- A maximum of five submissions per company or person is permitted.
- A maximum of three oral presentations per company or person may be granted.
- Oral presentations will be limited to five minutes in length.
- A maximum of five PowerPoint slides may be submitted for each oral presentation. Slide must be sent electronically or on a disk to the NAICC headquarters. Do not use “master” slides.
- The Allied Industry Committee will review all submissions and determine the final oral presentations.

FEES:

Each NAICC Sustaining or Voting member will be granted one submission free of charge. A $500 fee will be charged for each additional submission. A $500 fee will be charged for ALL submissions made by non-members.

PowerPoint slides for all oral presentations will be included in the handout that will be available during the Emerging Technologies Session on January 21. Submissions not chosen as an oral presentation will have the 100 word abstract included in the handout. (The $500 submission fees will be used to cover the cost of handout materials.)

DEADLINES:

November 17 100-word abstracts due to NAICC headquarters

November 20 Committee meeting to select papers

November 23 Companies notified of acceptance

December 15 PowerPoint slides due to NAICC headquarters

See the attached sheet for full details, deadlines and rules. And please consider taking advantage of this great opportunity to increase your visibility inexpensively!
NEW EPA Guidance!

GLP ALERT #6 Regarding Signed/Dated Rule on “E-MAIL” Printouts in Study Records

By Dr. Stu Mertz, QA Representative on NAICC Newsletter Committee & President, PEAK Quality Consulting, Inc., Cary, NC.

This is timely information as you are finalizing/auditing the correspondence section of field data books this time of year.

Francisca Liem, Chief, Laboratory Data Integrity Branch, EPA, provided “reminder” guidance for Researchers and their QAUs at the 2009 NAICC annual meeting via a new format titled “GLP ALERT.”

Management, Study and QAU personnel need to be familiar with these alerts as they are “hot” topics for your GLP studies in an EPA inspection. We identified one of them to possibly be a “new rule” from EPA as follows:

A January 30, 2009, presentation titled “What EPA Wants Field Quality As-surance to Know,” slide 13, EPA GLP ALERT #6 states “Memoranda, e-mail (printout), notes of study must be signed and dated and kept with the study records”. Ref: http://www.naicc.org/Meeting/2009/index.cfm

The requirement that an “e-mail (printout) . . . must be signed and dated” by person printing it may need to be a new standard operating procedure for many field test sites (this may also be new and applies to all persons in all phases of EPA GLP studies – see SQA below).

Organizations where clerical personnel print and distribute e-mails may need to pay special attention to GLP compliance issues of new or possibly non-GLP personnel signature/initials in study files.

When questioned about this requirement at the NAICC meeting, Frances was surprised that we perceived this as a “new rule,” and she agreed to provide more explanation, which occurred at SQA’s 25th Annual meeting in San Diego on April 22, 2009. There, in her presentation “EPA Regulatory Update,” Session Q-1, the following explanation was orally given to the same slide (ALERT #5) at the SQA meeting:

The e-mail printout is a “copy” with the original being in the computer. Thus by being signed and dated by the person printing it, the printed email (archived with the study records) identifies who printed it and who is verifying that the printout is a true copy of the original.
FEAE NEWS
By Don Jameson, FEEA President

Last month in this space, I wrote about some qualities of leadership we have all been privileged to experience in the organization and management of the NAICC and FEEA.

Earle Raun’s leadership holds a dear spot in the recollections for many of us as we watched him faithfully attend each meeting along with his wife Georgia. He served the NAICC two or three years as the first President from 1978-80 and later served as FEEA Secretary.

He was the one who invited me to sit and visit with him at my first meeting in Austin, Texas. He led by example and deeds as he encouraged professional development for crop and research consultants.

This was the same experience that led Billy and Martha McLawhorn to initiate the idea and start the funding of a Raun Endowment at the University of Nebraska. They generously undertook this project while Earle was living and received his thoughts and agreement on starting it.

With the McLawhorns’ charitable gift to our Foundation and other designated contributions, the FEEA has recently signed an agreement with the University of Nebraska Foundation to receive the dedicated funds. This now formally establishes the Earle S. Raun Doctor of Plant Health Fellowship Fund for assisting future DPH students in the University of Nebraska Doctor of Plant Health department under the start up leadership of Dr. Gary Hein.

This initial transfer will grow with other contributions and when a principle of $25,000 is attained, investment interest will fund the fellowships to be granted. You can contribute with a designated contribution to the FEEA that will be passed 100 percent through.

The FEEA is working to assist the NAICC members in education and professional development. We are going into a second year of promoting the Friends of the Foundation grassroots funding drive. Businesses or consultants giving $250 or more per year will be recognized as Friends. Out of Washington State we now have over a half dozen “Friends.” What can you do from your state? More detail on this will come in our next FEEA e-flash news.

These efforts that have resulted from the leaders of our organization are to be commended...isn’t it exciting to see what leadership – from all levels of membership – will bring about in the years to come?

Muddy Boot - Tales From Over The Pond
Patrick Stephenson, Association of Independent Crop Consultants, UK

Drilling is nearly complete in the UK and Europe, where there has been a rise in wheat and canola plantings. Harvest over the whole region would best be described as average. There were some good wheat yields in the UK but droughts in East Anglia kept total production down.

Spring crops drilled after a very wet 2008 did better than expected and this certainly helped what could have been a disaster. We currently have spot prices for wheat at $3.96 a bushel, with a premium for milling wheat of $1.00 a bushel. The Melting barley market has disappeared due to a large spring barley harvest. The barley market is being supported by intervention buying at $3.80 a bushel. Canola fortunes are closely linked to soya and are currently at $9.60 a bushel.

My overview would be that despite tales of large carryover stocks the market is much closer to shortage than figures predict, but I am an optimist.

The UK prices are currently buoyed by the grim performance of sterling, which is currently 30 percent lower against the Euro than three years ago. Italian and French farmers have been blockading streets and spreading milk on fields to highlight the issue of low farm gate prices.

It may come as a surprise to you but we have had a beautiful fall with little rain and pleasant temperatures. Crops in general look good and even the grumpiest of clients have a faint smile (or sneer?). Forward wheat prices for November, 2010, are around $5.00 per bushel. With the current price of Phosphate at $380/tonne, Potash falling to below $500/tonne, Urea and Ammonium Nitrate at $317/tonne, good money can be made if growers lock in.

The mountain of legislation churned out by Brussels continues to rise. So the winter months will be spent writing Nutrient plans, calculating manure loadings, justifying fertilizer use and attending yet another set of “training courses.” The current list of letters behind my degree reads as follows: FACTS, BASIS, ICM, BETA, SAFIE, GSM. This, I am reliably informed, in Sri Lanka stands for “Man with many letters knows very little!”

Seeking Nominating Committee Members…

As you consider which committee fits you best, think about the Nominating Committee. Similar to years past, we’re seeking people to volunteer for this important committee in advance so we can be assured that those participating will have time to fulfill their obligations.

(Naturally we’ll still nominate and elect members from the floor. We’re simply also casting a net in advance.)

Look Out for Ballots in Your Boxes!

Shortly you will find Ballots for the 2010 Election in your mail box. Please take time to make informed voting choices by studying the information you receive, and be sure to postmark your ballot by the deadline so the process can move smoothly and efficiently.

Along with the election information, you’ll find a ballot for By-law changes. From time to time, the NAICC Executive Board reviews by-laws and recommends any revisions needed to ensure our current and future needs are addressed in the best possible manner. Please take the time to review these revisions and vote accordingly.

Per our by-laws, the nominating committee must be made up of a Past President (who will chair the committee), the President-Elect, a minimum of two other prior Alliance Presidents and at least two members from each side of the Mississippi River.

If you’re interested, please contact NAICC Headquarters prior to the meeting, visit with Stan Winslow or contact Allison Jones at JonesNAICC@aol.com.

www.naicc.org

OCTOBER 2009
Did you know?

Did you know that the NAICC Executive Board meets three times a year? They meet for two days at the Annual Meeting, then two months later in Washington, D.C. (along with hosting the Crawfish Boil on the Hill) and yet again in the fall.

The 2009 fall board meeting is being generously hosted by DOW AgroSciences in Indianapolis, IN, October 28-30. Many thanks to both Dow AgroSciences and our board members for their generous time and resources!

Top Ten Reasons to Attend the NAICC Annual Meeting

In no particular order, only a few of a growing number of reasons the meeting is a must-attend event! Come to benefit from...

1. Superb networking with fellow crop consultants and research consultants
2. The rare opportunity to talk one on-one with our industry and sponsor representatives
3. Valuable information imparted by experts in various fields of the agriculture industry
4. Updates on rapidly changing technology in agriculture
5. Proactive involvement with industry leaders and government personnel (e.g., USDA, EPA) who have influence over agricultural programs
6. Involvement in the NAICC as an active member, which will benefit you, your fellow staff members and the agriculture community as a whole
7. Knowing what types of certification are available so you can better serve your clients and gain prestige in the industry
8. Visits with old and new friends who are part of the NAICC family
9. The New Members Campaign and complimentary registration by signing up as a new member or encouraging a friend or co-worker to join
10. Unsurpassed entertainment -- both at the Meeting (Friday night surfing and fishing contest, hermit crab racing and more) and in Orlando, which offers superb dining, thrilling theme park rides, Mickey Mouse and so much more.

Did you know?

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EMPLOYMENT:

Agri-Management, Yakima, WA
Crop Consulting Agronomist, BS, MS or DPM.
For more information and to apply, please visit http://www.agrimgt.com/jobs.htm.

Come Join Us In Orlando!

2010 NAICC ANNUAL MEETING
January 20-23, 2010
Wyndham Orlando Resort • ORLANDO, FLORIDA
For information call: (901) 861-0511 • www.naicc.org
PRESENTATION SUBMISSION FORM
EMERGING TECHNOLOGIES – 2010

NOTE: An abstract of 100-words or less must be submitted. A total of five slides maximum (including introductory slide with presenter’s name, company, logo, and topic) will be accepted for final presentation. Please complete one form for each submission. Please make additional copies as needed.

Title of Presentation: ___________________________________________________________________________________

Contact Name ______________________________________________________________________________________

Contact Address ______________________________________________________________________________________

Contact City, State, Zip _________________________________________________________________________________

Contact Phone _______________________________ Contact Fax ______________________________________________

Contact Email ________________________________________________________________________________________

Presenter Name _______________________________________________________________________________________

SUBMISSION FEES
☐ First submission from NAICC Sustaining or Voting Member .............................................................................FREE

☐ Additional submissions from NAICC Sustaining or Voting Member ...............................................................$500/per submission

☐ Submissions from non-NAICC Member .................................................................$500/per submission

TOTAL Enclosed ____________

PAYMENT—required for consideration of presentation

Paid by enclosed CHECK made payable to NAICC Date ________________________

☐ Please charge $______________ to the following credit card:

☐ VISA, MasterCard or American Express ONLY

CC Number_________________________________________________ Exp. _________ Security Code (on back) __________

Name on Card _______________________________________________________________________________________

Credit Card Billing Address if different from above __________________________________________________________

Signature ____________________________________________________________________________________________

Phone _______________________________ Email ______________________________________________________

Please E-mail electronic presentation and E-mail, Mail or Fax completed form(s) to:

NAICC
349 East Nolley Drive
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Email: JonesNAICC@aol.com