National Alliance of Independent Crop Consultants

2012 Annual Meeting

January 17-21, 2012

Peppermill Resort Spa Casino
Reno, Nevada
Our thanks to the sponsors of AG PRO EXPO and the 2012 NAICC Annual Meeting

SPONSORS (as of 12-27-11)

Ag Renaissance Software LLC
Hotel Room Keys
BASF
Consultant of the Year Award
Bayer CropScience
Convention T-Shirts
Continental Breakfast
Coastal Research Services
Calculators
Cochran Agronomics
Audio Visual Support
Covance Laboratories
Continental Breakfast
Coxco Ag Services, Inc.
Executive Board Breakfast
Audio Visual Support
EPL Bio-Analytical
Name Badge Lanyards
GfK Kynetec
Audio Visual Support
Dow AgroSciences
New Members’ & First Timers’ Reception
Executive Board Breakfast
QA Mentoring Program
DuPont Agriculture and Nutrition/Pioneer Hi-Bred Int’l
President’s Luncheon and Awards Ceremony
FMC Corporation
Friday Night Renaissance Networking Dinner
GOWAN Company
Refreshment Break
Helena Chemical
Committee Chair Luncheon
Landis International
Travel Mugs
Registration Bags
Monsanto Company
New Members’ Boot Camp
SGS North America
Refreshment Break
Flashlights
Syngenta Crop Protection
Emerging Technology
Flash Drives
Young & Young Consultants
Refreshment Break

EXHIBITORS (as of 12-27-11)

ABC Laboratories
ADPEN Laboratories
AG Connect EXPO
Ag Leader Technology
Ag Professional Magazine
Ag Quest, Inc.
AgRenaissance Software LLC
AGVISE Laboratories
ALMACO
American Society of Ag Consultants
American Society of Agronomy/Soil Science
Society of America
AMVAC Chemical Corporation
Association of Applied Insect Ecologist
Bayer CropScience
Buckeye Ag Testing
Critical Path Services, LLC
Dow AgroSciences
DuPont Agriculture and Nutrition/Pioneer Hi-Bred
EPL-Bio Analytical
Eurofins Agroscience Services, Inc.
Farm Press Publications
FMC Corporation
GarrCo Products
Global Ag Development
Golden Pacific Laboratories
Great Lakes Ag-Research Services, Inc.
Great Salt Lake Mineral
Gylling Data Management, Inc.
Harvest Master/Juniper Systems
Helena Chemical
ICMS, Inc.
International Agricultural Research, Inc.
IR-4 Project
IRAC
Irrometer Co., Inc.
JRF America
Kincaid Equipment
LABServices
MANA Crop Protection
Planalytics
Real Farm Research
Research Designed for Agriculture
Ricerca BioSciences
Seed Research Equipment Solutions
SGS North America
Solum, Inc.
Spectrum Technologies, Inc.
SPF
SST Software
Syngenta Crop Protection
SynTech Research, Inc.
The Greenbook
Texas A&M-Food Protein Center
University of Idaho-Food Technology Center
University of NE-Doctor of Plant Health
USDA-Natural Resource Conservation Service
Valent U.S.A. Corporation
Vaughn Agricultural Research Services, Ltd.
Vortex Services, Inc.
Winfield Solutions, LLC
World Courier, Inc.
XS, Inc.
Tuesday, January 17, 2012

7:30 a.m. – 12:00 noon

- Applying GLP Fundamentals for Field Research and Quality Assurance Professionals
  Tuscany 6

7:30 a.m. – 5:00 p.m.

- Gylling Techniques for Contract Trials During the Research Season
  Tuscany 4

8:00 a.m. – 5:00 p.m.

- NAICC Executive Board Meeting
  Valleyview 1735

- FEEA Board Meeting
  Valleyview 1734

8:00 a.m. – 5:00 p.m.

- NRCS Technical Service Provider (TSP) Training
  Tuscany 5

5:00 p.m. - 7:00 p.m.

- Dow AgroSciences Workshop for Regulated Materials
  Tuscany 11-12
Focus on Precision Workshop
Tuscany 5

NAICC Executive Board Meeting
Valleyview 1735

FEAE Board Meeting
Tuscany 2

Gylling 13th Annual Tips & Techniques for ARM 9 and Multi Trial Summarization
Tuscany 4

Bayer CropScience Field Cooperator Open House 2012
Tuscany 9

2012 NAICC Committee Chair Workshop
Tuscany 6

Registration
Tuscany Foyer

Exhibitor Move In
Tuscany C-F
COMMITTEE MEETINGS

Annual Meeting Coordination Committee
Tuscany 1

Researcher Education
Tuscany 1

Consultant Education
Tuscany 3

Quality Assurance Education
Tuscany 4

Government Affairs
Tuscany 7

International Outreach
Tuscany 8

Marketing
Tuscany 5
3:00 p.m. – 5:00 p.m.

COMMITTEE MEETINGS
- Certification Board
  Tuscany 7
- Crawfish Boil on the Hill
  Tuscany 2
- Ethics & Grievance
  Sorrento 4
- Membership Recruitment, Retention & Rules
  Sorrento 2

5:00 p.m. – 6:00 p.m.

New Members’ and First Timers’ Reception (by invitation only)
  Tuscany 3

5:30 p.m. – 7:00 p.m.

Bayer CropScience 2012 Field Residue Program Information Session
  Tuscany 7-8

6:00 p.m. – 6:30 p.m.

Past Presidents’ Council
  Tuscany 4

6:30 p.m. – 8:00 p.m.

Sustaining Members’ Reception (by invitation only)
  Tuscany AB

Education Outreach
- Consultant Subcommittee
  Tuscany 8
- Researcher/QA Subcommittee
  Tuscany 4
- Membership Services
  Sorrento 3
- Newsletter
  Sorrento 1
Thursday, January 19, 2012

7:00 a.m. – 5:00 p.m.

7:00 a.m. – 7:45 a.m.

7:45 a.m. – 10:00 a.m.

Registration
Tuscany Foyer

Continental Breakfast/Exhibits Open
Exhibit Hall-Tuscany C-F

Mock Data Audit
Tuscany C (Enter across from Tuscany 9)

CONCURRENT BREAKOUT SESSIONS

CONSULTANT SESSION
Tuscany 6

CROP SPECIFIC ROUNDTABLES
Moderator: Clark Poppert
7:45 a.m. – 8:00 a.m.

Portrait of a Consultant
Phil Cochran
Cochran Agronomics, Inc.
Paris, IL

RESEARCHER and QA SESSION
Tuscany 10–12

REGULATORY UPDATE
Moderator: Fred Rice
7:45 a.m. – 8:15 a.m.

IR-4 International Harmonization Effort in Minor Crops
Jerry Baron
IR-4 Project Headquarters
Princeton, NJ
8:00 a.m. – 9:00 a.m.
**Group Discussion on Weed Resistance Management**
Clark Poppert
Servi-Tech, Inc.
Geneva, NE

9:00 a.m. – 9:30 a.m.
**Crop Round Tables**
Corn Moderator: Bryan Boroughs
   *Tuscany 5*
Wheat Moderator: Andrew Vrbka
   *Tuscany 3*
Sugar Beets Moderator: Kent Davis
   *Tuscany 4*

9:30 a.m. – 10:00 a.m.
**Crop Round Tables**
Soybeans Moderator: Andrew Vrbka
   *Tuscany 6*
Alfalfa Moderator: Jesse Weaver
   *Tuscany 4*

8:15 a.m. – 8:30 a.m.
**Update on EPA Issues**
Lance Sandvik
Valent USA
Walnut Creek, CA

8:30 a.m. – 9:00 a.m.
**Compliance Assistance /Biotechnology Quality Management System (BQMS)**
Ed Jhee, Ph.D.
USDA/APHIS/BRS
Riverdale, MD

9:00 a.m. – 10:00 a.m.
**USDA Regulated Field Trial Compliance Tips**
Doug Grant
USDA-APHIS
Fort Collins, CO
Thursday, January 19, 2012 (cont.)

9:00 a.m. – 10:45 a.m.

Spouse/Guest Coffee
Lakeview 1747

11:00 a.m. – 2:30 p.m.

Spouse Program
Secrets of an “Old” Showgirl™
(lunch provided)
White Orchid

10:00 a.m. – 10:45 a.m.

Refreshment Break/Exhibits Open
Exhibit Hall - Tuscany C-F

Paul Miles
Syngenta Biotechnology, Inc.
Research Triangle Park, NC

Brandon Fast
Dow Agro Sciences, LLC
Indianapolis, IN

Scott Mundell
Pioneer Hi-Bred Int’l
Johnson, IA
10:45 a.m. – 12:00 noon

PLENARY SESSION
Tuscany 10-12

Welcome
Blaine Viator, Ph.D.
Chair, Annual Meeting Coordination Committee
Calvin Viator, Ph.D. and Associates
Plattenville, LA

10:45 a.m. – 10:50 a.m.

2011 NAICC President’s Address
Dennis Hattermann, Ph.D.
Landis International
Valdosta, GA

10:50 a.m. – 11:10 a.m.

FEAE President Address
Bill Peele
IMPACT Agronomics, Inc.
Washington, NC

11:10 a.m. – 11:20 a.m.
Thursday, January 19, 2012 (cont.)

11:20 a.m. – 12:00 noon

Research, Crop and QA Consultants: Professionals Working Together

Grady Coburn, Ph.D.
Pest Management Enterprises, Inc.
Cheneyville, LA

Charlie Mellinger, Ph.D.
Glades Crop Care, Inc.
Jupiter, FL

Stan Winslow
Tidewater Agronomics, Inc.
Belvidere, NC

12:00 noon – 1:45 p.m.

New Members’ Boot Camp
Tuscany 7

QA Mentoring Program Luncheon
Tuscany 8

Networking Luncheons
On Your Own
2:00 p.m. – 3:30 p.m.

**CONSULTANT SESSION**  
*Tuscany 6*

**EMERGING TECHNOLOGIES SESSION**  
Moderator: Rich Keller

**Closer: A New Insecticide from Dow AgroSciences LLC**  
For Control of Sap-Feeding Insects on Vegetables  
Bobby Haygood  
Dow AgroSciences, LLC

**New ARM Version 9 Software, 30th Anniversary Edition**  
Steve Gylling  
Gylling Data Management

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**CONCURRENT BREAKOUT SESSIONS**

**RESEARCHER and QA SESSION**  
*Tuscany 10-12*

**MAXIMIZING COMMUNICATIONS**  
Moderator: Brent Wright

2:00 p.m. – 2:40 p.m.  
**The Art of Verbal Communication**  
**Written Communication: Emails to Reports**  
Fred Steinmann, Ph.D.  
EDSolutions, LLC  
Reno, NV

2:40 p.m. – 3:00 p.m.  
**Communicating with Images**  
Lee West  
Research Designed for Agriculture  
Yuma, AZ

3:00 p.m. – 3:30 p.m.  
**Presentation Skills**  
Ian Macleod  
Peracto Pty Ltd  
Devonport, Tasmania
Right Product Right Acre IMPACT Testing
Lonnie Smith
Pioneer Hi-Bred International

iPad Version of FieldRecon
David Kreuger
AgRenaissance Software LLC

Introducing DuPont™ Aproach™, Fontelis™ Fungicides and Cyazypyr™ Family of Insect Control Products
Tom Koranek
DuPont Agriculture and Nutrition

AgroSolutions™ Weld®, Carnivore™ and AgriSolutions™ Rugged™ Herbicides
Greg Dahl
Winfield Solutions, LLC
AgVeritas™ Yield Data Analysis Tool
Rick Rice
AgVeritas

IRAC
Timothy Dennehy
IRAC/Bayer CropScience

SIVANTO™ - Biological Aspects of a Novel Butenolide Insecticide
Steven Olson
Bayer CropScience

Agricultural Handler Exposure Task Force
Victor Cañez, Ph.D.
Risk Assessment Solutions

New Technology from FMC Corporation:
Anthem and Anthem ATZ herbicides
Terry W. Mize
FMC Corporation
Thursday, January 19, 2012 (cont.)

3:30 p.m. – 4:15 p.m.

Refreshment Break/Exhibits Open
Exhibit Hall - Tuscany C-F

CONCURRENT BREAKOUT SESSIONS

RESEARCHER SESSION
Tuscany 10-12

CONTRACT ISSUES
Moderator: Denise Wright
4:15 p.m. – 5:00 p.m.
Why Are Lawyers Complicating Our Field Research Contracts?
Jeff Masson
Thompson Coburn
St. Louis, MO

5:00 p.m. – 5:30 p.m.
Questions and Answers

QUALITY ASSURANCE SESSION
Tuscany 9

PANEL DISCUSSION
Moderator: Valen Straub
4:15 p.m. – 5:30 p.m.
GLP/APHIS
Renee Daniel
Perspective Consulting, Inc.
Sarasota, FL

Field QA
Lisa Wheelock
Great Lakes Agricultural Research Service, Inc.
Delavan, WI

CONSULTANT SESSION
Tuscany 6

PRECISION AGRICULTURE
Moderator: Steve Hoffman
4:15 p.m. – 4:30 p.m.
Portrait of a Consultant
John Hecht
CropQuest
Wichita, KS

4:30 p.m. – 5:30 p.m.
Smartphones and Apps: Making Technology Work for You
Zachary Sheely
LandView
Lemoore, CA

4:15 p.m. – 5:30 p.m.
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Lisa Wheelock
Great Lakes Agricultural Research Service, Inc.
Delavan, WI
Outgoing President’s Reception and Exhibit Hall Extravaganza!
Exhibits Open

*Exhibit Hall - Tuscany C-F*
Continental Breakfast/Exhibits Open
Exhibit Hall - Tuscany C-F

Mock Data Audit
Tuscany C (Enter across from Tuscany 9)

Allied Industry Committee Meeting
Tuscany 5

CONCURRENT BREAKOUT SESSIONS

CONSULTANT SESSION
Tuscany 6

FERTILIZER OUTLOOK:
SUPPLY AND COST SCENARIOS
Moderator: Phil Cochran
7:45 a.m. – 8:00 a.m.
Portrait of a Consultant
Clark Poppert
Servi-Tech, Inc.
Geneva, NE

RESEARCHER SESSION
Tuscany 10-12

FROM FIELD TO LAB
Moderator: Phil Cassidy
7:45 a.m. – 8:15 a.m.
Nutrient Composition Study
Fred Claussen
EPL Bio Analytical Services
Niantic, IL

QUALITY ASSURANCE SESSION
Tuscany 9

ROLES AND RESPONSIBILITIES, TRAINING AND DOCUMENTATION
Moderator: Michelle Higgins
7:45 a.m. – 8:15 a.m.
What New QAs Need to Know
Deb Green
Advantage Quality Services
Olathe, KS
8:00 a.m. – 9:00 a.m.
Fertilizer Availability
Kyle Freeman, Ph.D.
The Mosaic Company
Plymouth, MN

9:00 a.m. – 10:00 a.m.
Panel Discussion: Working Together for the Grower

Industry Perspective
Kyle Freeman, Ph.D.
The Mosaic Company
Plymouth, MN

Retailer Perspective
Johnny Council
Tremont Group
Woodland, CA

8:15 a.m.– 8:45 a.m.
What Field Contractor Does and How It Impacts the Lab
Stephen Korpalski
Eurofins AgroScience Services, Inc.
Creedmoor, NC

Andrew Newcome
Arcadia U.S., Inc.
Wilmington, DE

8:45 a.m. – 9:15 a.m.
Training and Documentation: Who Needs It and What Do They Need
Paul Toll
Blue River Quality Solutions, Inc.
Overland Park, KS

9:15 a.m. – 9:45 a.m.
Risk-Based Approach to Auditing
Jennifer Morey
Monsanto Company
St. Louis, MO

9:30 a.m. – 10:00 a.m.
Questions and Answers

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Jennifer Morey
Monsanto Company
St. Louis, MO

9:30 a.m. – 10:00 a.m.
Questions and Answers
Friday, January 20, 2012 (cont.)

CONSULTANT SESSION Cont.

Consultant Perspective
Shannon Gomes
Cedar Basin Crop Consulting, Inc.
Decorah, IA

10:00 a.m. – 10:30 a.m.

10:30 a.m. – 11:45 a.m.

12:00 noon – 2:00 p.m.

QUALITY ASSURANCE SESSION Cont.

9:45 a.m. – 10:00 a.m.
Questions and Answers

Refreshment Break/Exhibits Open
Exhibit Hall - Tuscany C-F

NAICC Business Meeting
Tuscany 10-12

President’s Luncheon and Awards Ceremony
Tuscany AB
CONSULTANT SESSION
Tuscany 6
IRRIGATION AND WATER MANAGEMENT
Moderator: James Todd
2:00 p.m. – 2:15 p.m.
Portrait of a Consultant
Matt Winslow
Tidewater Agronomics
Belvidere, NC
2:15 p.m. – 2:45 p.m.
Irrigation Scheduling and Plant Stress Monitors
James Mahan
USDA-ARS
Lubbock, TX

RESEARCHER SESSION
Tuscany 10-12
TECHNOLOGY AND FIELD EQUIPMENT
Moderator: Ian Macleod
2:00 p.m. – 2:30 p.m.
GPS in Field Research--Plot Spraying, Note Taking, Planting, Mapping and More
Steve West
Research Designed for Agriculture
Yuma, AZ
2:30 p.m. – 3:00 p.m.
Apps for iPad to Improve Field Efficiency
Matthew Powell
AgWorld
Perth, Western Australia

QUALITY ASSURANCE SESSION
Tuscany 9
INSPECTION READINESS AND CONDUCT
Moderator: Kathryn Hackett-Fields
2:00 p.m. – 2:40 p.m.
Getting Ready for an APHIS Inspection
Doug Grant
USDA-APHIS
Fort Collins, CO
2:40 p.m. – 3:15 p.m.
Things that Slip Through the Cracks
Renee Daniel
Perspective Consulting, Inc.
Sarasota, FL
Friday, January 20, 2012 (cont.)

2:45 p.m. – 3:30 p.m.
Water Management Panel Discussion
Bill Cox
Coxco Ag Services, Inc.
Las Cruces, NM
Olan Moore
High Plains Consulting, Inc.
Springlake, TX
Bryan Boroughs
Servi-Tech, Inc.
Cimarron, KS

3:00 p.m. – 3:30 p.m.
Biobed for TI Disposal
Patrick Stephenson
Patrick Stephenson Limited
Pickering, North Yorkshire UK

3:15 p.m. – 3:30 p.m.
Questions and Answers

3:30 p.m. – 4:00 p.m.

Refreshment Break/Exhibits Open
Exhibit Hall - Tuscany C-F
4:00 p.m. – 5:30 p.m.

CONCURRENT BREAKOUT SESSIONS

RESEARCHER and QA SESSION
Tuscany 10-12

HOW OTHERS CAN MAKE MY JOB EASIER IN 5 SIMPLE STEPS!
Moderator: Donna Landis
4:00 p.m. – 4:20 p.m.
Tips from a Study Director
Michael White
BASF
Research Triangle Park, NC

4:20 p.m. – 4:40 p.m.
Tips from a Field Site/Consultant QA
Deb Green
Advantage Quality Services
Olathe, KS

4:00 p.m. – 4:15 p.m.
Portraiture of a Consultant
Joe Turner
Turner Ag Consulting
Neola, IA

4:15 p.m. – 4:45 p.m.
Expert Witness - What Do You Need to Know?
Jeff Masson
Thompson Coburn
St. Louis, MO

CONSULTANT SESSION
Tuscany 6

LEGAL MATTERS
Moderator: Amy Beth Dowdy

4:00 p.m. – 4:15 p.m.
Portraiture of a Consultant
Joe Turner
Turner Ag Consulting
Neola, IA

4:15 p.m. – 4:45 p.m.
Expert Witness - What Do You Need to Know?
Jeff Masson
Thompson Coburn
St. Louis, MO
Friday, January 20, 2012 (cont.)

CONSULTANT SESSION cont.

Expert Witnesses & Claims Investigation

4:45 p.m. – 4:55 p.m.
Brian Foster
Centrol Ag Consulting
Jamestown, ND

4:55 p.m.– 5:05 p.m.
Phil Cochran
Cochran Agronomics, Inc.
Paris, IL

5:05 p.m.– 5:15 p.m.
Calvin Viator, PH.D.
Calvin Viator and Associates, LLC
Thibodeaux, LA

5:15 p.m.– 5:30 p.m.
Roundtable Discussion

RESEARCHER and QA SESSION cont.

4:40 p.m. – 5:00 p.m.
Tips from a Field Site PI
Mike Beevers
California Ag Research, Inc.
Kerman, CA

5:00 p.m. – 5:20 p.m.
Tips from a Sponsor QA
Lance Sandvik
Valent USA Corporation
Walnut Creek, CA
CONCURRENT BREAKFASTS

RESEARCHERS and QA BREAKFAST and ROUNDTABLE DISCUSSION
Moderator: Steve West
Tuscany 4-6

8:00 a.m. – 11:00 a.m.
8:00 a.m. – 11:00 a.m.

2012 Annual Meeting Review:
Topics, Sessions, Areas to
Consider Next Year

Open Discussion
9:00 a.m. – 9:20 a.m.
*Presentation Skills*
Ian Macleod
Peracto Pty Ltd
Devonport, Tasmania

9:20 a.m. – 11:00 a.m.
*Open Discussion*

8:00 a.m. – 11:00 a.m.
*Executive Board Meeting*
*Tuscany 12*

11:30 a.m. – 6:00 p.m.
*Discover Reno, Lake Tahoe and Everything In Between Group Tour*
Special Thanks to the Annual Meeting Committees

Annual Meeting Coordination
Blaine Viator – Chair and Board Liaison
Mike Phillips
Clark Poppert
Ian Macleod
Valen Straub

Consultant Education Subcommittee
Clark Poppert, Chair
Jeff Alicandro
Amy Beth Dowdy
Rachel Broadbent
Loren Cates, Jr.
Jeff Dobbs
Dave Green
Richard Greenland
John Hecht
Ralph Klein
James Locke
Elizabeth Malek
Clint Marken
Christian Miller
Josh Nachtigal
James Todd
Merlin Van Deraa
Andrew Vrbka
Brent Werven

Research Education Subcommittee
Ian Macleod – Chair
Tami Belcher
Fred Claussen
Jim Driver
Jillian Gembler
Nathan Goldschmidt
Richard Greenland
Ian Greg
Wynn John
Debra Keenan
Del Koch
Fritz Koppatschek
Grant McMillan
Roger Musick
Mike Phillips
Brandon Ripple
Brad Schottel
Marla Siruta
Dudley Sutherland
Tim White
David Wilde
Denise Wright

Quality Assurance Subcommittee
Valen Straub – Chair
Keith Braddock
Renee Daniel
Tracy Froggatt
Bree Goldschmidt
Carlos Gomez
Debra Green
Heather Griffiths
Kathryn Hackett-Fields
Michelle Higgins
John Obrist
Terry Porter
Lance Sandvik
Paul Toll
Debra Wallace
Lisa Wheelock