



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Ray Young
NAICC
President

NAICC, A Great Place to Be

When I think back over the past year, I'm reminded yet again of what a great organization we have. It's the membership that makes it so.

We also have a board comprised of unusual people — unusual in the sense that at every board meeting we discuss all the issues before us and we reach consensus. We don't always agree on every point, but we do agree on what we think is best for our organization and American Agriculture.

We must always keep in mind what is

necessary to keep Agriculture in our nation viable. Much of our manufacturing has moved from our shores. We cannot — we must not — allow this to happen to Agriculture. If this happens we have no control over the safety, affordability or abundance of our food!

We all know that what happens in Washington has a lot to do with this. Very few of our lawmakers have agricultural backgrounds and the number is getting smaller every two years.

I hope not to sound like a broken record but it is very important that we get to know our lawmakers, especially the members of the Agricultural Committee. **Earle Raun** was the first to reply to my last request telling me who knows their state's Congressmen and Senators on the Agricultural Committees. So, Earle, I owe you an award. Many thanks!

I'm still eager for all of you to tell me who your members are. These folks are anxious to hear from their constituents, especially well informed and intelligent ones like all of you. We have the know-how and the power

to help shape Agriculture in this country if we all avail ourselves to the great opportunity. The Scripture says "to whom much is given much is required."

THINK IT OVER! I'll be waiting anxiously to hear from you.

Please make plans to attend our meeting in New Orleans in January. Many people who haven't attended in the past are telling me they will be attending.

The program will be excellent, thanks to **Roger Carter** and the program committee. The networking will be better than ever. There are so many things that are applicable across the country nowadays. What with all the new technology available and more coming down the pike, there will be plenty to talk about. And if you haven't heard, New Orleans has the best food in the world and that's no joke.

A great slate of new officers will be installed in January. I know these folks and they will do an outstanding job serving you. Thanks for taking part in their selection.

ScoutLink to be Available for Windows CE in 2004

Since the launch of ScoutLink in 2002, numerous NAICC members have found the tool invaluable in their day-to-day activities.

Software that allows consultants to capture scouting and field data on a handheld computer, the tool is used by hundreds of registered users and is available to NAICC affiliate members and CAPCA.

Bayer CropScience, developer of ScoutLink, is launching a new version of the product in 2004, which will operate on Windows CE. This new version will make the conversion — for those who wish to use

it — from Palm to Windows convenient, according to Jon Mixson, Foliar Insecticide Product Manager, Bayer CropScience.

Mixson said the new version should be available in early 2004.

Other plans for ScoutLink include further refinements and upgrades, patches for registrants and new and expanded information resources for users.

A data viewer of previous observations, a field auto-locator, advanced reporting and the ability to sort and organize grower and field data on the handheld computer are

also enhancements Bayer CropScience anticipates for ScoutLink in the near future.

Down the road, Mixson said additional markets are being discussed for application by ScoutLink.

"We're committed to developing — and adding value — to tools like ScoutLink for independent crop consultants," said Mixson. "We know how important consultants are to growers. With the best tools in place, their role is that much more valuable."

For more information about Scoutlink, visit www.bayerscoutlink.com.



Meck Receives FEAE Scholarship

Penn State senior Elijah D. Meck receives this year's Richard L. Jensen Memorial.

Meck is majoring in Agroecosystems Science at Penn State University's College of Agriculture. He plans to study Applied Entomology — with an emphasis on IPM —

NAICC member Donna Landis presents Meck with the scholarship in the amount of \$1,000.

at the graduate level. Ultimately, his goal is to implement pest management strategies for agricultural systems.

The Richard L. Jensen Memorial Scholarship is sponsored by the Foundation for Environmental Agriculture Education and the NAICC.

Last Chance to Win a Prize in Louisiana Trivia Contest!

Don't miss this final opportunity to win a prize at the Annual Meeting in New Orleans — simply be the first to answer both questions correctly. (Submit your answers to NAICC Headquarters.)

You must attend the Meeting to receive your gift!

Q: The home of the International Joke Telling Contest is in what city and is held how often?

Q: In what home and town can you find the staircase that was copied for Tara in "Gone with the Wind"?

Lucky winners so far are: James Powell, Mike Persell, Stan Viator and Valen Straub.

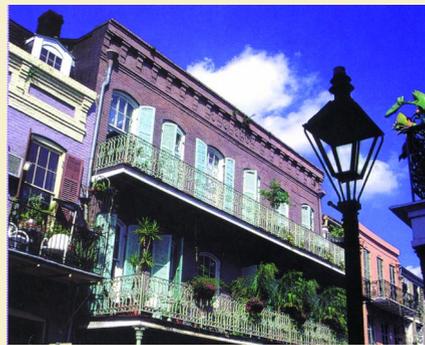
Let the Good Times Roll in New Orleans This January!

With Hunt Shipmen as key note speaker, a kick off Mardi Gras party, more raffles and prizes than ever before, the New Orleans Annual Meeting 2004 is gearing up to be one of our best.

There is no better opportunity than this meeting — Jan. 21-24 at the Hyatt Regency New Orleans — for consultants and researchers to learn, share ideas and make plans for 2004.

Among the many agenda items, don't miss the following:

- Be among the first to greet 2004 President **Bill Cox** at the Incoming President's Reception



- Catch up with colleagues, view new technologies and research and win a number of prizes at the Outgoing President's Reception and Exhibit Hall Extravaganza.

- Celebrate with deserving colleagues at the President's Lunch and Awards Ceremony.
- Enjoy the flavors of New Orleans at the Mardi Gras Party & Shrimp/Crawfish Boil!
- Learn about the Bunge Grain export and barge facility in Destrehan, LA, and experience life on a historical plantation home.
- Take part in lively roundtable discussions; hear from industry leaders at breakfast sessions and other workshops throughout the meeting.

This meeting truly offers something for each of us — please make the effort to attend. You won't regret it!

Sponsor Interaction Centers

Extremely popular last year, NAICC Sustaining Members are again invited to set up Sponsor Interaction Centers (SIC) in designated areas of the Hyatt Regency New Orleans. With these specific meeting places, contract researchers and sponsor represen-

tatives can schedule appointments to discuss plans for the upcoming year. This program helps ensure key discussions take place, as opposed to relying on informal discussions in hallways.

Sustaining Members should sign up to

host an SIC prior to arrival in New Orleans by contacting NAICC Headquarters.

Research consultants can then sign up at the NAICC registration desk for 15-minute intervals with any or all of the participating companies.

Exhibit Hall Extravaganza

One of the most popular events during the Annual Meeting is the Exhibit Hall Extravaganza - and it's going to be even more exciting this year with the addition of several raffled items! Be sure to attend this event on Thursday, January 22.

All exhibitors are eligible to donate items that will be raffled in the Exhibit Hall during the reception.

Hurry! Registration Deadline Approaching!

The clock is ticking and you won't want to miss the 2004 Annual Meeting in New Orleans! Send in your registration forms by December 19 to receive the early registration discount. (Visit www.naicc.org and click on 2004 Annual Meeting to register online.)

You'll also need to contact the Hyatt Regency New Orleans by December 19 to take advantage of NAICC's special room rate. While you're at www.naicc.org, click on <http://www.neworleans.hyatt.com/groupbooking/nacc> to book your room online.

You Can Still Donate!

There's still time to donate to the raffle — please let Headquarters know if you'd like to provide a prize. More raffle items will raise the interest level and participation, in turn helping us raise more money for the scholarship fund and Dads in D.C.!

GET CASH BACK!

Through a special new program brought to you by NAICC and Syngenta Crop Protection, receive \$10 cash back if you stay at the Hyatt! Just reserve your room at the hotel and, upon checking in, you'll receive a special NAICC key card.

Those who are staying at least three nights at the Hyatt and who are among the first 250 people to pick up their registration packet at the NAICC meeting desk will receive \$10 in cash or check from NAICC at registration.

RECRUITMENT REMINDER!

Take advantage of Bayer Crop Science's generous new member recruitment campaign! All new NAICC members who join by January 2004 will receive a free registration package, valued at over \$350, to the 2004 NAICC Annual Meeting in New Orleans.

As part of the campaign, an overall "Top Recruiter" will be named, awarded a plaque and given one complimentary Annual

Meeting registration for the 2005 Annual Meeting. Top recruiters from each state who recruit two or more new members will be announced and presented with a plaque during the Awards Luncheon at the Meeting. Contact NAICC Headquarters for more information.

Many Opportunities to Win at the Annual Meeting!

You have the opportunity to win a number of wonderful prizes during raffles at the upcoming Annual Meeting. And proceeds benefit two great causes: the Richard L. Jensen Scholarship fund and the Dads in D.C. fund.

A shotgun, jewelry and artwork are just a few of the prizes to be awarded. Simply buy your tickets at registration or from a Dads

in D.C. committee member during the meeting. The raffle will be held Friday night during the Mardi Gras Party.

All prizes will be displayed during the meeting, and attendees must be at the party to win. (Winners will have their choice of prizes once their ticket is named.)

The only item that will be raffled separately is the shotgun. A predetermined

number of tickets for this special prize, donated by FMC, will be available from board members and the registration desk throughout the meeting. This drawing will also take place during the Mardi Gras party, with all proceeds going to the scholarship fund.

Take Advantage of Networking Opportunities

Research and crop consultants from across the nation can share ideas and trends and help solve problems during the Annual Meeting Networking Lunches, scheduled Thursday, January 22, from noon to 2:00 p.m.

If you have a topic, issue or new idea and want to hear what others have to say about it, we can help you orchestrate a Networking Lunch. If you're interested, simply complete the following form and fax it to Allison Jones at NAICC headquarters. (You can also call or email the information.)

Networking Lunch Sign-Up Form

Name: _____

Company: _____

Phone: _____

Topic: _____

USDA Grant Leads to Development of Southern Region Integrated Pest Management Center

The NSF Center for Integrated Pest Management has been awarded a \$4.3 million USDA grant to serve as the USDA Southern Region Integrated Pest Management Center (SRIPMC).

The Center, located on the Centennial Campus at North Carolina State University, will focus on developing priorities for pest

management research in the South. It will fund research and extension projects throughout the region, manage several regional USDA grant programs in IPM and maintain an information network among Southern states and the federal government.

The SRIPMC will address traditional agricultural needs as well as recreational, urban

and human health pest concerns. (These issues include right-of-way and park management, IPM in schools, new health pests and potential bioterrorism threats.)

The USDA Southern Region Center will be managed by the NSF Center for Integrated Pest Management (CIPM).

Welcome, 2004 Officers and Directors

Through good leadership, our organization has grown and become a strong, viable voice in Washington. It will continue to grow as we move ahead with a strong cadre of leaders in 2004.

We're proud to announce the following officers and directors who will help guide

the Alliance to even greater things in 2004:

President Elect: **Tim Case**
Secretary: **Denise Wright**
Treasurer: **Paul Groneberg**
Directors: **Dan Easton**
Stan Winslow

We're also pleased to announce that more than 43 percent of NAICC's voting membership participated in electing these individuals. The officers will be inaugurated during NAICC's upcoming Annual Meeting.

Support Dads in DC — and Win!



Well-known around Capitol Hill as one of the best receptions to attend, the infamous Dads in D.C. will boil crawfish with a vengeance once again this March.

More importantly, they'll use this great opportunity to thank and to network and convey important messages to Congressmen, Senators, influential staffers, USDA, EPA and industry representatives.

To make the 2004 reception a success, we need your help — and you can pitch in simply by buying a raffle ticket at the Annual Meeting. They'll be available at the registra-

tion desk, and Dads in DC Committee members will also be selling them throughout the meeting. The drawing will be held during the Mardi Gras party on Friday, Jan. 23.

Members can also donate to the Dads in DC reception fund at registration, where a PowerPoint presentation will be shown featuring pictures from past receptions.



**National Alliance
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