



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Ray Young
NAICC
President

HAPPY NEW YEAR TO ALL!

As I look forward to a new year, I have to look back on the past year for a good perspective.

I know good things will happen with NAICC in 2004 under the leadership of **Bill Cox**. Bill will do a great job because anyone who can consult on 27 different crops as a one-man shop has to have a lot on the ball. My hat is off to Bill for being able to handle this. I know his energy will benefit all of us in NAICC.

Looking into the immediate past, I see a board of dedicated people.

We will miss these fine members from the Board: **Al Averitt, Loarn Bucl, Bob Glodt, Bruce Niederhauser** and **Larry Sax**.

And we welcome **Tim Case, Paul Groneberg, Stan Winslow, Denise Wright** and **Dan Easton**, who join returning Board members **Bill Cox, Wendy Shoffner, Robin Spitko** and **Daryl Wyatt**.

This is your organization, created for the purpose of helping us all do a better job for our clients. In so doing we not only help them survive, we help them succeed.

We must guard this great institution of Agriculture, literally, with our lives. When we see the effects of Mad Cow and the new threat of bioterrorism we realize how fragile our industry can be.

A dynamic system of Agriculture is one of the things that make this country great. As the years go by, it will take more and more expertise to keep abreast of the many changes brought about by new technology. We can and must be a part of the assimilation to this technology so we truly reap all the benefits it offers.

NAICC is in the process of putting together a workshop on Precision Agriculture in February. You'll hear more about this opportunity. This is just one of our efforts to keep our people on the cutting edge.

I'm counting down the days to New Orleans and our Annual Meeting! It will be fun to share the outstanding program with you. Our agenda topics address issues that concern us all.

Look back just a few years when we were not recognized in our nation's capitol. They basically didn't know we existed. We are now accepted as a force in the field, guiding the use of many tools available for today's Agriculture.

And we are doing all this in an environmentally friendly manner. This gets more important as the days and years go by.

All this – the technology, the adoption of new practices, the environmental stewardship – have been made possible by the efforts of many who've given their time, efforts and money to guide the organization to where it is today. Thanks to all of you. I see no reason why we should falter at this point. We have talented people who are ready and willing to serve such a worthwhile cause.

Serving as your president has been a good experience for me this past year. Thanks to each of you for allowing me this once-in-a-lifetime opportunity. Thanks to each board member, **Allison**, our Executive Director, each committee member and each member for your help and support.

Today, I am a better and more appreciative NAICC member, a better informed Ag Consultant, I'm more dependent on e-mail, better at changing flight schedules, and more tired than usual at this time of year. But it's a good tired.

I look forward to the coming year, helping our most capable leader **Bill Cox** and the whole Board. Don't hesitate to call if you feel I can help.

NAICC Announces 2004 Consultants of the Year

One of NAICC's greatest honors – the Consultant of the Year program (sponsored by **BASF** and NAICC) – was designed to award those exhibiting exemplary leadership, professionalism and

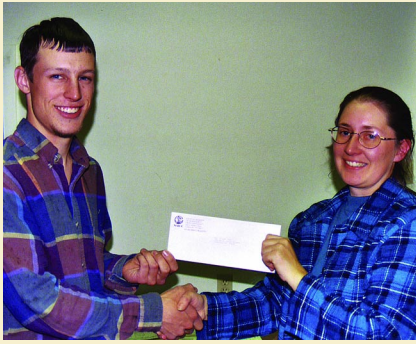
integrity to the crop consulting profession.

While numerous NAICC members offer such skills to their clients and colleagues each day, the following individuals stand out – and deserve to be hon-

ored as 2004 Consultants of the Year:

Bob Glodt, Mike Kasowski and **Bruce Niederhauser**.

Bob Glodt has spent 23 years in the crop consulting business. A full service



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.

the Website/Electronic Services Task Force, the Research Education Committee and the Annual Meeting Coordination Committee.

Wright has also been active in the **Louisiana Agricultural Consultants Association**, the Southern Weed Science Society and the National Cotton Council. She's had 17 years of experience in private agricultural contract research and 10 years of farm experience.

Wright holds an A.S. degree in Data Processing and Business Administration from T.H. Harris Technical College, Opelousas, La., and has done coursework at Louisiana State University.

Paul Groneberg, Treasurer. A long-standing NAICC member (22 years!), Paul is an agronomic consultant for CENTROL Crop Consulting in Morris, MN. He's served on the Ethics and Membership Committees for several years and is a long-standing member of the Minnesota Independent Crop Consultants Association.

Paul is also involved in the Minnesota Extension Service and the Stevens County Corn Growers. He's active in his church and on the Stevens County Hospital Board.

He earned his Master of Science in Pest Management and his Bachelor of Science in Forestry at the University of

Minnesota.

Stanley Winslow, Director. Stanley, a seven-year member of the NAICC, is president of Tidewater Agronomics, Inc. in Belvidere, NC. He's a Certified Professional Crop Consultant-Independent and NAICC Technical Service Provider. Stanley has been active on the Consultant Education Committee.

A full service crop consultant since 1991, Stan has also worked with the North Carolina Ag Extension Service and served as a Virginia Certified Nutrient Management Planner and a Technical Specialist in Waste Utilization in North Carolina. Stanley has had his North Carolina Pesticide Consultant's license since 1980.

In addition to the NAICC, Winslow is a member of the **North Carolina Ag Consultants Association**, the North Carolina CCA Board and the North Carolina Extension IPM Advisory Committee. He earned his Bachelor of Science in Agronomy from North Carolina State University.

Dan Easton, Director. President of Easton Agri-Consulting Inc. in Bagley, IA, Dan has been a member of NAICC for 14 years. He has served and held leadership roles on a number of the Alliance's committees, including the Research Education, Membership

Recruitment Retention & Rules, and Membership Services.

He's also been active in many state and national associations (IICCA, WSSA, NCWSS, NCEA and ASA). With 15 years of experience in crop consulting, contract research and claims investigation, Easton is a certified professional agronomist through ARCPACS. He holds several patents and was awarded the AE50 Award from the American Society of Agricultural Engineers for his work in plant space sensing technology.

Easton earned his Bachelor of Science degree in Agricultural Studies from Iowa State University.

We also thank - and welcome back - returning Board members **Ray Young**, **Wendy Shoffner**, **Robin Spitko** and **Daryl Wyatt**. Best wishes to all Board members as they begin their year of leadership!

Look for the 2004 Directory with Your Newsletter!

Keep colleagues' contact information at your fingertips with the 2004 NAICC Directory, which you'll find enclosed.



National Alliance
of Independent
Crop Consultants

349 E. Nolley Drive • Collierville, TN 38017

Allison Jones Executive Vice President
Brenda Weber Managing Editor

349 E. Nolley Drive / Collierville, TN 38017
Phone: (901) 861-0511 / Fax: (901) 861-0512
E-mail: JonesNAICC@aol.com
www.naicc.org

Ray Young President

Box 648 / 521 Hope Street / Wisner, LA 71378
Phone: (318) 724-6287 / Fax: (318) 724-6347
E-mail: RDYoung@3g.quik.com

FIRST CLASS MAIL
US POSTAGE
PAID
COLLIERVILLE TN
PERMIT NO 19