



**OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS**

**PRESIDENT'S COLUMN**



By  
**Bill Cox**  
NAICC  
President

**In the Business of Crop Consulting, Overtime is an Understatement!**

Crop consulting has never been and will never be an 8 to 5 job. Like many of you, my day starts when the alarm goes off at 4:00 a.m. and normally doesn't end until well after 10:00 p.m. Some days it hardly pays to get into bed at all! Fortunately, this schedule only lasts from March through October so I still get time to heal up and get ready to go again. (But I still really envy the folks who've learned how to make a living and still have time to enjoy family and hobbies!)

I spend a good deal of time driving, so I resort to electronic forms of entertainment to keep me awake and give me a good laugh once in a while. One of the ways I pass time while driving home late at night is by listening to comedy on the CD player. Jeff Foxworthy is an all-time favorite of mine, so it is with apologies to him that I submit the following:

**YOU MIGHT BE A CROP CONSULTANT IF:**

- You can't remember how to run the remotes on the TV and VCR.
- Your truck seat is more comfortable than your easy chair.
- Folks who see your truck on Monday remark as to how they never see it dirty and folks who see your truck on Saturday ask if you ever wash it (guess what I do on Sunday!)
- You wear the door and the seat out on a vehicle before anything else.
- Going to the bathroom outdoors has become routine.
- You haven't been on a summer vacation in 20 years.
- The only fish you catch are in your dreams.
- It feels more natural to have wet pants now (for different reasons, of course!) than it did when you were 2 years old.
- You are in the mud more now than when you were a kid.
- The same bird dog that hunts with you in November growls at you in July.
- You talk to your wife more on the phone that you do in person.
- Your neighbor asks your wife if you've moved out.
- Your wife hires a yardman named Raul.
- Getting a couple extra hours of sleep means that you don't have to get up until 6:00 a.m.
- You work your first 40 hours by 3:00 p.m. on Wednesday, your next 40 hours by Friday and you still have to work 14 hours on Saturday (your light day).

- You can't imagine what people who only work 40 hours a week do with all of that spare time!
- Holidays are only holidays if they happen to fall on Sunday.
- You drop by a client's 4th of July party to leave him a report.
- Several generations of cats have been born in your boat since the last time it was moved.
- You can identify various diseases and insect problems by the way the crop smells.
- The sound of gunfire on opening morning of dove season makes you forget your worm count.
- You can tell whether or not your wife is upset with you by the lunch she packs.
- You get a suntan without ever taking off your shirt.
- A good pair of Red Wing boots won't last an entire year.
- Fall is your favorite season.
- The saddest day of the year is the Sunday morning following the NAICC Annual Meeting (a year is a long time to wait to see some of the best friends you'll ever have).

Well, that is my list. I am sure all of you can identify with a few, some or all of them. It might be fun to see how many more items we can add to this list. Drop me an e-mail at [coxco@zianet.com](mailto:coxco@zianet.com) with your additions, and maybe we can make it a regular feature in the newsletter.

I'm looking forward to seeing all of you at the NAICC Annual Meeting in Universal City, Calif., January 19-22!

**Bayer CropScience Sponsors Generous Recruitment Campaign – Take Advantage of It!**

New members have a great opportunity to learn, network and share information at their first Annual Meeting – all courtesy of **Bayer CropScience**. By joining before January, 2005, new members will each receive a free registration package – valued at over \$385 – to the January 2005 Annual Meeting.

And for current members, Bayer CropScience's campaign sponsorship provides for "Top Recruiter" recognition.

That is, one person will be awarded for his or her recruiting efforts and will receive one complimentary 2006 Annual Meeting registration. The Top Recruiter will also receive a plaque and recognition at the

meeting and in the NAICC newsletter.

Top recruiters from each state who recruit two or more new members will be announced and presented with plaques during the Awards Luncheon at the Meeting.

For more information about joining the NAICC or helping to recruit new members, please contact NAICC Headquarters.

# Workshops at Annual Meeting Are Great Asset to Membership

NAICC extends its appreciation to the many people who've been developing the high caliber workshops that will be offered in conjunction with the upcoming Annual Meeting. Without these valuable sessions members would have to travel more frequently, which is costly and time consuming. Plus they'd miss the benefit of sharing what they learn while we're all together in California!

Below is a list of workshops and when they'll be offered. Be sure to take advantage of the opportunities to expand your knowledge – and your business.

## ARM 7 Tips and Techniques Workshop

Gylling Data Management, Inc. is hosting the Sixth Annual ARM 7 Tips and Techniques workshop from 8:00 a.m. to 12:00 noon on January 19, 2005 at the Universal Sheraton. If you have questions on how to use ARM and have limited time this is a perfect opportunity to receive in-depth training from the original program author, Steven Gylling. Visit [www.gdmdata.com/meetings.htm](http://www.gdmdata.com/meetings.htm) or contact Francine Rowland at [francine@gdmdata.com](mailto:francine@gdmdata.com) or (785) 565-0793 for details and registration information. Also, be sure to stop by the Gylling Data Management display at the NAICC meeting trade show, where demonstrations of the newest version of the Agriculture Research Manager (ARM), ARM Summary Across Trials and the Pison Workabout MX, 2MB data collector will be available. For those who have not yet upgraded to ARM 7, a free demonstration CD-ROM of the newest revision will be available at the booth. If you are unable to attend the meeting and are interested in receiving an ARM 7 demonstration program, please email [francine@gdmdata.com](mailto:francine@gdmdata.com) to request a demo CD-ROM be sent to you by mail. You may also fax your request to (605) 693-4180.

**First Detectors Certification** – This workshop will be led by IPM Entomologist/Nematologist Pete Goodell, Ph.D., who serves as the IPM Extension Coordinator at the Kearney Agricultural Center in Parlier, Calif.

Scheduled for Wednesday, January 19, this free session will be held from 9:00 to 11:00 a.m. at the Sheraton Universal Hotel. The goal of the workshop is to train consultants and researchers to become "First Detectors," or experts who will be alerted to the appearance of select agents should a biosecurity event occur.

Included in the course will be information about the Plant Diagnostic Network, proper handling and submission of samples, identification and monitoring of pests and pathogens and more. Once participants complete the workshop, they can register as First Detectors and their names will be listed on a national registry for biosecurity purposes.

Certified Professional Crop Consultants who participate in the First Detectors workshop will receive two CEUs. Please register for the First Detectors Workshop by completing the enclosed form and submitting it to NAICC headquarters via mail, email, phone or fax, or register online at [www.naicc.org](http://www.naicc.org).

**Dangerous Goods Training** – Initial and revalidation training sessions will be offered by NAICC and Global Transport Training Services, USA, Ltd., (GTTS USA). (By law, IATA training needs to occur every two years and DOT 49CFR every three years.)

IATA/DOT 49CFR Initial Training will begin Monday, January 17 at 8:00 a.m. and carry through noon on Wednesday, January 19. Cost for NAICC members is \$680; for non-members it's \$755.

IATA/DOT 49CFR Revalidation Training will be held Monday, January 17 starting at

2:00 p.m., ending at noon on Wednesday, January 19. Cost is \$460 for NAICC members, \$535 for non-members.

IATA-only Initial Training will begin Monday, January 17 at 8:00 a.m. and carry through 2:30 p.m. on Tuesday, January 19. Cost for NAICC members is \$415; for non-members it's \$490.

IATA-only Revalidation Training will begin Monday, January 17 at 2:00 p.m., ending at 2:30 p.m. on Tuesday, January 18. Cost is \$295 for NAICC members, \$370 for non-members.

DOT 49CFR Initial or Revalidation will begin on Tuesday, January 18, at 3:00 p.m. and end at noon on Wednesday, January 19. Cost is \$265 for NAICC members, \$340 for non-members.

The deadline for registration is December 10, 2004, with a maximum of 30 participants allowed. (Because a minimum number of attendees is required for the workshop to take place, the entire program is subject to cancellation. In this case, all fees are fully refundable.)

To register for any of the initial or revalidation training sessions, please complete the enclosed form and submit it to NAICC Headquarters by December 10.

**GLP Refresher Course** – This important session will cover the critical aspects of conducting GLP studies, areas that cause compliance issues for FieldNotes notebooks, survival tactics for an agency inspection, compliance with both OECD and US GLPs and more.

Renee Daniel has scheduled this workshop for Tuesday, January 18 from 1:00 p.m. to 5:00 p.m. at the Sheraton Universal. Cost for members is \$200, for non-members \$250. Please use the enclosed form to register.

## Prizes Galore with THREE Raffles at This Year's Annual Meeting!

You won't walk away empty-handed from this year's Annual Meeting, as you'll find THREE raffles on the agenda!

Each will offer valuable prizes that will help you remember your Southern California experience for years to come.

Friday night's elegant L.A. dinner event will feature one of the raffles, with the money helping to fund the Richard L. Jensen Scholarship, the FEAE general fund and the Dads in D.C. program.

Be sure to check out the prizes during the

week leading up to the party; they'll be on display in the exhibit hall. Tickets for the raffle will be available at the registration desk or can be purchased from a Board Member.

Attendees must be at the party to win, and tickets will be drawn throughout the evening. If no one claims a winning ticket, another will be drawn until someone steps up to receive their prize. The first winner will get first choice of the raffle items and so on until all prizes are claimed.

The exception is the grand prize – an \$800 Cabella's gift certificate – a separate raffle will be held for this item, donated by FMC. A predetermined number of tickets will be sold, available from board members and the registration desk throughout the meeting. The drawing will also take place during the L.A. party.

Be sure to join in the fun on Friday evening - you'll treasure your southern California party experience and most likely come home with a delightful prize!

## Exhibit Hall Extravaganza Back By Popular Demand!

The second raffle on our program this year will be held in conjunction with the Exhibit Hall Extravaganza. This event promises to be one of the best ever, so be sure to put it on your agenda. Network and relax as exhibitors get additional name recognition and support by donating an item to be raffled during the Extravaganza!

Prizes will be raffled periodically during the Extravaganza and Outgoing President's reception. To incite even more interest, exhibitors will display their raffle item at their booth during the day of the raffle.

**Special Sustaining Members Only Raffle is a great opportunity for your company to stand out in the crowd!**

Designed to provide our sustaining members with increased visibility among

the NAICC membership, this raffle is a great way to treat an NAICC member to a day or evening of fun.

Simply donate \$200 toward prizes, which will include tickets to Universal Studios Hollywood, a desert/jeep tour in Tucson, AZ, and gift certificates to Café Tu Tu Tango (Universal CityWalk) and from the spa or restaurants at the Starr Pass Marriott in Tucson, AZ.

Prizes will be awarded only to members in attendance at the Annual Meeting, and drawings will be held at the NAICC exhibit booth during the trade show.

To participate in this special opportunity limited to Sustaining Members, please contact the NAICC headquarters at (901) 861-0511 or JonesNAICC@aol.com.

## Still Seeking Donations!

Each year attendees are thrilled to receive one-of-a-kind Annual Meeting items donated by their peers throughout the U.S. and Canada. Please consider making a donation! Items can include jewelry, artwork, handmade clothing, wine, trips, hotel or condo stays – in short, just about anything you'd like to offer.

Please let NAICC Headquarters know if you have a prize you'd like to add to the drawing. The more – and varied – prizes we can provide will raise the interest level and participation. And it will help us raise more money for worthy activities like the scholarship fund and Dads in D.C.!

## Share Information, Opinions During Networking Lunches

Whether exchanging new ideas, learning new business techniques or simply making new friends, networking is one of the most rewarding aspects of the NAICC Annual Meeting.

To help ensure members have plenty of opportunities to interface, NAICC is again coordinating networking lunches during the Annual Meeting. They'll be held from noon to 2:00 p.m. on Thursday, January 20.

NAICC likes to provide a number of topics for the lunches so members can sign up for the lunch meeting that interests them.

Please submit your ideas for topics by completing the following form and faxing it to

Allison Jones at NAICC headquarters. (You can also call or email the information.)

### Networking Lunch Sign-Up Form

NAME: \_\_\_\_\_

COMPANY: \_\_\_\_\_

PHONE: \_\_\_\_\_

TOPIC: \_\_\_\_\_

## Annual Meeting Arrangements Are a Click Away!

Short on time? Jump online - all Annual Meeting arrangements can be made via the Internet.

To register for the meeting, visit: <http://www.naicc.org/meeting/index.cfm>

If you're a new member of the NAICC, you receive complimentary registration courtesy of **Bayer CropScience!** Visit <http://www.naicc.org/joinus.cfm> for details. To make hotel reservations, visit: <http://www.starwoodmeeting.com/Book/NAICC/JAN05>

For airport shuttle information and coupons, visit <http://www.naicc.org/meeting/Shuttlecoupon.pdf>.

## WIL MILLER AWARDED FEAE SCHOLARSHIP!

The NAICC and the Foundation for Environmental Agriculture Education are proud to announce that Louisiana Tech University student **Wil Miller** has earned the 2004 FEAE scholarship.

A Junior majoring in Ag Business at LSU, Miller has a 3.3 grade point average, and his career plans are "to become a successful farmer and crop consultant."

Active on his parents' farm since he was a child, Wil has served as a field scout and crew chief since 1999 and has worked for Agricultural Management Services, Inc. for the past two years.

In addition to his success in school and in the field, Miller was Salutatorian of his high school class, and he was and continues to be involved in numerous activities, including La. T.O.P.S., LACA and the National Society of Collegiate Scholars.

According to **Roger Carter**, who has worked with Wil for the past two years, NAICC's Scholarship program "could have no greater candidate than Wil Miller. His selection as a recipient of our scholarship award indicates that we are supporting the best students who will lead agriculture for the next generation."



Photo by Roger Carter  
Miller was awarded the \$1,000 scholarship by FEAE Treasurer Grady Coburn, Ph.D.

# Working with EPA

By Ray Young

You don't just wake up one day, walk into one of the offices of EPA and announce "I'm here to help you!" It's not quite that simple. To work with EPA is to gain credibility by developing a relationship just like any other relationship. It doesn't happen overnight.

Our Alliance has credibility with EPA because many of our members have had relationships with EPA representatives for several years, and yes, credibility has come as a result of these good relationships.

Offering assistance on issues that face us all each day has been beneficial. They (EPA) realize that they need help in many cases, and we've been able to provide that help.

Having them visit us out in the real world (as we have done and continue to do) and letting them experience to some extent what we experience every day has proven most valuable. They like this and it certainly

helps our communications on an ongoing basis.

Through the years we've been able to show that we want to do things right, to practice good stewardship, fostering it with our clients that we interact with in the real world.

EPA representatives realize that we are the link that joins them to the real world. We must be very vigilant in never compromising on this. We owe it to ourselves, to EPA and to our clients to keep the dialogue open and fluid so that they (EPA) can do their job better and so that we can continue to benefit from the products we need for the survival of agriculture.

Similar to building relationships with EPA, I again encourage each of you to get to know your legislators in Washington, especially those on the Senate and House Ag

Committees. There will be some changes in these committees since the election and we need to acquaint ourselves with those members from our state.

If you do not have a relationship with your member of Congress, simply call their staff and find out when they'll be home in their district. Schedule a meeting sometime when they're "back home". Tell them who you are and what you do and offer your assistance on agricultural issues. You might be surprised at how interested they'll be.

We will need all the input we can muster during the next Farm Bill Debate since we are losing – and have already lost – a good many very influential members on the Ag Committees. This will start in 2006 at the latest. We owe it to our clients to be as involved as possible.

Think about it!

## PMN Provides New Education and Training Center

Plant Management Network subscribers now have access to a new PMN Education and Training Center. This special online center will contain numerous educational and training materials, including scripted PowerPoint presentations, downloadable videos, learning modules, online testing capabilities and more.

The PMN Education and Training Center is a collaborative effort in which educational materials are developed by PMN's contributing authors and affiliated partners, with PMN providing a centralized point of access, peer-review, promotion and a growing audience of plant and agricultural practitioners.

### LIMITED TIME OFFER: 40% SAVINGS FOR NAICC MEMBERS

For a limited time NAICC members may subscribe to PMN for only \$27! To receive the discount, subscribe online at <http://www.plantmanagementnetwork.org/subscriptions/> by December 31, 2004. Simply key in the promotion code "NAICC" to receive the discount.

### REMEMBER TO RENEW YOUR DUES!

It's quick and easy online – visit <http://www.naicc.org/applications/2005renewal.htm>

### ELECTION REMINDER

Please make sure your ballot is post-marked by November 24 – we want to make sure your voice is heard in our 2005 election.



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For more information, visit [www.sqa.org/gqac](http://www.sqa.org/gqac)