



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
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NAICC
President

YOUR EXECUTIVE BOARD AT WORK

I have served on the Executive Board of Directors of the NAICC for the past three years. During that time, I've occasionally been asked what it's like to serve on the Board. In a word...interesting. Please allow me to provide deeper insight from one member's perspective.

I imagine that the Boards of various organizations each have their own personality — I have certainly found this to be true of the NAICC Board. Some of the words I would use to define the traits of the Board are sincere, concerned, dedicated, committed, hardworking, creative, cautious, optimistic and fun.

While different people rotate on and off the Board each year, I've found all participating members to be sincerely devoted to both their profession and to their Alliance. One of the advantages of a Board such as ours — with numerous dedicated members — is that many good solutions are frequently provided for any given question. In sifting through possible solutions, each Board member gets an opportunity to present their view until all views are carefully weighed against the issue at hand.

The best ideas are not always offered by the same individual. Over the course of time, each member of the Board comes up with an idea that is the best solution avail-

able for the question at hand. Oh, sometimes discussions get lively when several good solutions are well represented. But in the end, we do make a decision and we do make a commitment to that decision. Harmony on the Board is one of the characteristics that has made the NAICC the outstanding organization that it is today.

While the Board is both very active and effective in governing the NAICC, it is also financially conservative. We are always looking for ways to get more bang for our buck. In October, for example, we held our Fall Board Meeting in Raleigh, where we were able to split up into three teams and visit Sustaining Members, both current and potential, so that we could cultivate our connection with industry on the same dime as our Board Meeting.

And, we have fun. This doesn't mean that we spend money for entertainment, but we've learned that when the meeting is over for the day, we are all fellow members of the same profession, with similar communities, interests and families back home.

There are many ways in which a member can serve the interests of the NAICC, and the Board of Directors is but one avenue. And it is one to be cherished.

Remembering my first day on Board, I recall the words of Bill Cox as the acting president at that time... 'Your duties on this Board will take some time and commitment, but you'll gain far more from the experience than your investment will cost.' Just as membership in the NAICC can serve to make us all better consultants and researchers, so can service on the Board help each individual rise to a new level of proficiency in our profession. There is no doubt that I have gained a great deal through my service on the Board, and I encourage each of you to share in that adventure when the opportunity arises.

Stan Nemeč, NAICC Founding Member and 2nd President, Will Be Missed.

NAICC would like to express condolences to the family of Dr. Stanley J. Nemeč, one of the Alliance's first leaders. Stan passed away on December 9, 2006, after a long, courageous battle with cancer.

Below is an excerpt from his obituary:

Stan was born in Bryan, Texas, on March 9, 1939, where he was raised and later graduated from Texas A&M University with a Bachelor of Science degree in Entomology in 1965. Two years later, he graduated with his Master of Science degree in Entomology. In 1972 he earned his Doctorate in Philosophy. Dr. Nemeč then became self-employed as an Ag Consultant, owning and directing Nemeč Agriservices in Snook, Texas until 1998. In 1999 he became owner and director of Integrated Pest Management in Australia. He later returned to Texas and is survived by his wife Nancy, three daughters — Rachel, Lori and Erica — and son Mark.

Stan is described by NAICC members as "friendly" and a "great conversationalist," "a real fighter" and someone who improved the lives of those who knew him. He will be missed.

Memorials in Stan's name can be made to the Nemeč Memorial Scholarship Fund, TAMU Foundation, 401 George Bush Drive, College Station, TX 77845, attention Ann Lovett.

2007 Annual Meeting Program in the Mail!

Check your mail box for the 2007 Annual Meeting preliminary program – it's packed with great programs, from speakers and round table discussions to educational sessions, tours and receptions.

A few of the highlights of this one-of-a-kind meeting between NAICC, the American Society of Farm Managers and Rural Appraisers (ASFMRA) and the American Society of Agricultural Consultants (ASAC) include:

- America's number one farm broadcaster — Orion Samuelson. He will kick off the meeting by cutting the ribbon at the Wednesday evening opening reception and as keynote speaker at the NAICC, ASFMRA and ASAC joint meeting's membership luncheon at noon, February 15.
- Monsanto Company's Executive Vice President and Chief Technology Officer, Robert T. Fraley, Ph.D. He will speak about the future of biotechnology at 10:00 a.m. Friday, February 16, following Dan Easton's 2006 President's Address.
- Dr. Gale A. Buchanan, Under Secretary of Agriculture for Research, Education and

Economics at the U.S. Department of Agriculture. Dr. Buchanan will serve as the Richard L. Jensen, Ph.D. Memorial speaker. His speech is sure to be enriching, given his depth of experience in agriculture education and research.

Prior to joining USDA Dr. Buchanan's positions included Dean and Director Emeritus at the University of Georgia College of Agriculture and Environmental Sciences and Dean and Director of the Alabama Agriculture Experiment Station at Auburn. He also served as associate director for the Georgia Agricultural Experiment Station, resident director of the Coastal Plain Experiment Station and a 20-year member of the Auburn University faculty.

Dr. Buchanan has been involved in various leading ag organizations throughout his career, including the Council of Advisors for Agricultural Research, Extension and Teaching (CARET) for the National Association of State Universities and Land Grant Colleges (NASULGC). He served as Chairman, Policy Board of

Directors of NASULGC's Board on Agriculture Assembly, which is the governing body of CARET and NASULGC. Dr. Buchanan was instrumental in the formation of the Georgia Association of Professional Agricultural Consultants.

- NAICC's Honorary Member Allen Scobie, presenting "New Opportunities for Agricultural Consulting," which will kick off the general session on biofuels.
- And numerous other insightful presenters, including Dr. John Reneiri, Vice President and General Manager, DuPont Bio-Based Materials-Energy & Specialties, several University personnel and our own NAICC members who will share their insights on various topics.
- Friday night's revisit of *Gone with the Wind*. You'll feel like you're back in time, experiencing Tara with Scarlett, Ashley and Rhett through a special parody. The finest southern cooking and the raffle, which simply gets better and better every year, are on the agenda. Naturally you'll want to end the evening on the dance floor with ASFMRA and ASAC members!

Joint Activities Deliver More Networking, Educational Opportunities, Fun!

This year's meeting, a combined effort of the nation's three leading professional ag organizations, will have an impact on your professional and personal life for years. You'll meet new experts from your area — people who will expand your network, even serve as partners or resources in the future! You'll gain more knowledge through more diverse meeting programs, activities, speakers. And you'll have more fun with more new industry friends. Take a look at some of the joint meeting activities you'll soon enjoy in Atlanta:

- Ag Pro Expo – two full days of the largest trade show of its kind! The event kicks off February 14 with a ribbon cutting ceremony and reception.
- Joint Membership Luncheon featuring keynote speaker Orion Samuelson (February 15).
- Emerging Issues in Crop Production Workshop, sponsored by Monsanto Company – company leaders will participate in insightful discussions on Risk Management, Emerging Technologies and other topics critical to our industry and its future success (February 14).
- DuPont Agriculture and Nutrition Ag Tour – this special event, open to the first 200 registrants, will showcase local agriculture and the sights of Atlanta (February 14).
- Emerging Ag Innovations – two packed

hours of the latest tools and techniques for ag professionals (February 15).

- Spouse/guest programs – including welcome breakfasts and more tour options than ever, including:

"The Good Life in Historic Buckhead" – a visit to Atlanta's premier residential and shopping district, Atlanta History Center, Atlanta History Museum and Swan House, with lunch at the Swan Coach House.

"Historic Roswell" - experience a town that has stood the test of time, visit historic Bullock Hall, shop on Canton Street and visit Smith House Plantation.

"A Taste of the Peach" – enjoy the past and vibrant future of the sprawling metropolis of Atlanta (known as The Big Peach)

- Group Tours – you won't want to miss these exciting tours of Atlanta and its renowned landmarks!

"Atlanta's Famous Firsts" – see CNN and Coke close up through tours of Inside CNN Atlanta and The World of Coca Cola Pavilion in Underground Atlanta.

The Georgia Aquarium and downtown Atlanta – experience one of the world's best aquariums and the vibrant jewels Atlanta's city center offers.

For all the good stuff the action packed '07 meeting will deliver, take a look at your preliminary program. And get ready for a meeting like no other!

Send in those Raffle Items!

We're still seeking prizes for NAICC's Friday night raffle. Help make this one the best ever; donate trips, food and wine gifts, art and jewelry, sporting goods, retail and restaurant gift certificates, you name it.

Contact NAICC Headquarters to donate, and get ready for the bidding wars!

Annual Meeting Workshops – Like Monsanto's Emerging Issues in Crop Production – Offer More Insight, New Information.

The '07 Annual Meeting is full to the brim with valuable information that will enrich your business. Be sure to take advantage of as much as you can, including the following workshops!

Emerging Issues in Crop Production, sponsored by Monsanto Company, will be held Wednesday, February 14 from 8:00 a.m. to 11:30 a.m., with lunch to follow. Company leaders will be on hand for insightful discussion of future trends in Risk Management, Bio-fuels, Edible Oils, Emerging Technologies and other topics affecting your business and your clients' profitability. All NAICC, ASAC and ASFMRA members will receive an invitation by mail. Please RSVP to reserve your seat.

For more information, contact: Jim Hudson (919) 866-1057; John Anderson (919) 345-4681; Stan Tarr (309) 838-4183; or Bruce Magnus (507) 951-1332.

2007 NAICC Precision Ag Workshop will be held February 12 and 13, with topics ranging from an Overview of GIS (software and hardware), variable rate pesticides, soil sampling, variable rate nitrogen and choosing software. Registration for the workshop, which will include both formal presentations and roundtable discussions, will take place at the Atlanta Hyatt Regency from 8:00 a.m. to noon on February 12.

ARM Tips and Techniques will be held Wednesday, February 14, from 8 a.m. to noon at the Atlanta Hyatt Regency. Be the first to see ARM version 8, a completely new ARM upgrade for 2007! This version – more than three years in development – is a major upgrade using the latest Microsoft development tools. Many new features, simplifying study management for contract researchers and sponsors, are included.

To enjoy this free workshop – and complimentary breakfast starting at 7:30 a.m.

–register in advance at www.gdmdata.com.

Bayer CropScience 2007 Residue Field Program will be held Wednesday, February 14 from 1 to 3:30 p.m. Principal Field Investigators and support staff are invited to attend this workshop. Attendees will discuss the BCS 2007 Residue Field Program, review past results, provide advanced FieldNotes training, review procedures in the conduct of BCS residue trials and answer any questions PFIs may have relative to the conduct of BCS residue field trials. There is no charge to PFIs for attending the session.

To register, submit a paper form, fax or emailed pdf form (or simply send an email with names of attendees) to Robert E. Hoag.

Compliance Education Manual will be held from 8:00 a.m. to noon on Monday, February 12. The Biotechnology Industry Organization (BIO) has developed a Compliance Educational Manual to assist users in better understanding and meeting the U.S. regulatory requirements for conducting experimental field trials of genetically engineered corn, cotton and soybeans intended

for fiber, feed and food use. This workshop is designed to provide consistent understanding and performance in meeting federal requirements for regulatory compliance in ag biotech product development.

CEUs will be accredited upon completion of this workshop. To register visit: <http://www.bio.org/foodag/compliance/corn/>.

Dangerous Goods Training will be offered from 8:00 a.m. to 5:00 p.m. February 12 and 13 and from 8:00 a.m. to noon February 14. NAICC and Global Transport Training Services, USA, LTD., (GTTS USA) are offering initial and revalidation training sessions at the 2007 NAICC Annual Meeting. By law, IATA training must occur every two years and DOT 49CFR every three years. There is a maximum of 30 participants. Registration forms were mailed with the preliminary program or can be found at www.naicc.org.

For more information on these workshops and other sessions offered at the upcoming meeting, consult the 2007 Annual Meeting program.

NAICC Member David Harms Honored with Award!

We are proud to report that the recipient of the 2006 American Society of Agronomy Monsanto Professional Certification Award is Alliance member David Harms, CEO of Crop Pro-Tech Inc.

David was presented with the award at the ASA Annual Meetings, held in conjunction with the Crop Science Society of America (CSSA) and Soil Science Society of America (SSSA), on Nov. 12-16 in Indianapolis, IN.

The award recipient's crop protection business includes clientele in Iowa, Illinois and Indiana, and he's been involved in international projects. He is a past president of both the National Alliance of Independent Crop Consultants and the American Society of Agricultural Consultants. David has chaired the Crops Certification Board, ARCPACS and the NCWSS consultants group. He earned his B.S. degree at the University of Illinois.

The Monsanto Professional Certification Service Award recognizes outstanding service to the many facets of the agricultural industry. The individual must be certified under one of the ASA-SSSA certification programs and must demonstrate adherence to the goals of personal growth, impact on associates, farmers and the public at large. The award is administered by ASA and supported through a contribution by Monsanto to the Agronomic Science Foundation.

Recent Survey Finds U.S. Citizens Support Biofuel Incentives

A recent survey released by the Biotechnology Industry Organization (BIO) announced that four out of five Americans don't believe biofuel production is receiving support from national and state governments.

Furthermore, survey findings indicate that 82 percent of adults believe national and state governments should provide financial incentives to encourage its production and availability.

Respondents also indicated that the majority (more than two out of three adults) would use American-made biofuels even if they cost slightly more than conventional gas.

Eighty-four percent of respondents said they would be at least somewhat likely to support federal and state political candidates who favor providing incentives to promote increased production and

availability of biofuels throughout the United States.

More than half of those surveyed were able to correctly define biofuels as fuel made from agricultural crops or plant matter.

Eight of 10 respondents rated making America less dependent on foreign oil as very important or important. Seven of 10 rated decreasing gas prices very important or important. And nearly seven in 10 rated

creating jobs in rural areas as very important or important.

BIO represents more than 1,100 biotechnology companies, academic institutions, state biotechnology centers and related

organizations across the United States and 31 other nations. BIO members are involved in the research and development of healthcare, agricultural, industrial and environmental biotechnology products.

You can learn more about BIO at the Annual Meeting, as the organization is hosting a workshop in Atlanta. Check your registration materials for sign up forms.

Reminder: Send in Your Dues!

NAICC needs your support, as does our industry. By remaining an active member, you're making a difference – for yourself, your business, your clients and agriculture at large. So hurry – send your dues to NAICC headquarters today!

NAICC PAST PRESIDENT NEEDS OUR SUPPORT.

Reed Green, former NAICC president and one of the principal founders of NAICC, has prostate cancer which is in the advanced stages. Reed and June, his wife, have no health insurance except Medicare and are in need of much assistance at this time while he is undergoing treatment at the Anderson Cancer Clinic in Houston, TX.

Your thoughts and prayers would be greatly appreciated by Reed and his family. Those who are inclined to help and are able to may send contributions to:

Rice Farmers Co-op, Inc.
c/o Bob Little
106 N. Market St.
El Campo, TX 77437

Mark Your Calendars.

Agro-Tech is hosting a statistical training course for crop scientists January 29-31, 2007, at the Agro-Tech Building in Velva, N.D.

This hands-on training course covers basic to advanced experimental design and statistical methods as applied to crop research. Cost for the three-day course is \$300 per person. There are a limited number of openings available on a first come, first served basis. Participants completing the course will be awarded certificates of training. For more information contact Curt Lee at (701) 338-2589 or agrotec@goNDTC.com.



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