



OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

**PRESIDENT'S COLUMN**



By  
**Dan Easton**  
NAICC  
President

## Building Bridges

Allen, an independent crop consultant by trade, was facing a most unusual problem in his client's fields a few years ago. Rainy weather was delaying grain harvest, and those mature seeds were beginning to sprout before harvest could take place. Grain buyers were telling growers that the harvested grain would be worth only a small fraction of the expected value due to poor quality of the sprouted grain.

Allen's clients were in turmoil. His professional client base was at risk. What could he do to save his clients and his practice from this pending financial hardship?

This is a factual event that I heard in private conversation recently while attending the AICC meeting in the United Kingdom's Birmingham. The consultant is the same

Allen Scobie who has attended our NAICC meeting for several years.

Allen had never seen this situation in the UK before, and inquiries among his usual European contacts were fruitless. He expanded his consideration of the matter to a global level. He wondered if someone in another part of the world may have had this problem, and what he or she may have learned from the experience. Allen issued a call for help to consultants he'd met at the NAICC meetings, and Brent Wright promptly responded to the call.

Brent experienced a similar problem with his clients just two years earlier and remembered that the Canadian government had commissioned a research project to determine the effects of seed sprout on grain quality. Brent gave Allen the phone number of Jim Daun of the Canadian Grain Commission, and Allen had the full report heading his way in short order.

By this time, the skies had cleared and the combines were rolling. Allen needed to buy time to sort things out before the grain was sold at harvest. He advised his clients to briefly store the grain rather than sell it at fractional values. That gave Allen the time he needed to secure the report and analyze its content.

In the end, the report determined that

the fears of the local grain buyers about poor grain quality were largely unsubstantiated. As a result, Allen was able to advise his clients to negotiate nearly full value for their crops. The professional organizations were able to serve their members, client relationships were strengthened and a financial train wreck was avoided.

In this instance, happenstance allowed the NAICC member to be the generous provider of useful information, and the AICC member the very grateful benefiting recipient. For any given weather pattern, political event, social response or scientific reason, the inverse could easily occur.

When it comes to professional organizations, the AICC in the UK is the closest ally we have in the consulting world. Both organizations represent the national voice of independent crop and research consultants in their respective countries. Maintaining a working connection with the AICC is in the best long-term interests of the NAICC. Even sharing simple ideas about structure and routine function has been a helpful benefit of this alliance. Please take a moment to greet the visiting consultants from the AICC, Allen Scobie, Patrick Stephenson and Andrew Watson, at our Annual Meeting to help build our mutually beneficial bridge across the Atlantic.

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## Nominating Committee Members, We Need You!

The New Year is here – a great time for deeper involvement in the NAICC. And we need you! One way to serve is by joining the Nominating Committee.

This year, like last year, we're seeking people to volunteer in advance so we can be assured that those on the committee will have time to fulfill their obligations. Not to

worry; committee members will still be nominated and elected from the floor. We're simply casting a net in advance, as well.

Per our by-laws, our nominating committee must be made up of a Past President (who will chair the committee), the President-Elect, a minimum of two other prior Alliance Presidents and a minimum of

two members from west of the Mississippi River and two from east of the Mississippi.

If you're interested, please contact NAICC Headquarters prior to the meeting, visit with Dan Easton or drop by the registration desk at the Meeting to convey your interest.

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## Sponsors, Thank You for Your Support and Your Partnership!

This year's meeting will be remembered for years to come, as three of the nation's leading ag organizations convene together

to discuss, learn, network and enjoy.

Without the support of many generous companies and individuals, this opportunity

would not be available to us.

Please join in expressing appreciation to the following for their hard work and

support of our 2007 Annual Meeting.

Albaugh	Refreshment Break
BASF	Consultant of the Year Award
Bayer Crop Science	T-shirts
Cerexagri	President's Luncheon and Awards Ceremony
CORE Realty Holdings	Refreshment Break
Coxco Ag Services	Executive Board Breakfast, Audio Visual support
Delta and Pine Land	President's Luncheon and Award Ceremony
DOW AgroSciences	Executive Board Breakfast, New Members' Reception
DuPont Agriculture and Nutrition	Printing of Annual Meeting Program Materials, NASCAR tickets, Ag Tour, AV Support
Farm Credit Bank	Opening Reception of AG PRO EXPO
FMC	Friday Evening Networking Dinner
GA Association of Professional Ag Consultants	Peanuts for Registration Bags and Door Prizes
Gowan Company	Refreshment Break
Helena Chemical Company	Committee Chairs Workshop, Executive Board Breakfast
MANA Crop Protection	Hotel room keys
Mapshots	Audio Visual support
Monsanto Company	Joint Membership Luncheon, NAICC New Member Boot Camp, AV Support
Mycogen Seeds/DOW AgroScience/Phytogen Cotton Seed	Registration bags
NC+ Hybrids	Name badge lanyards
RiceTec	Padfolios/Jotters
Syngenta, AgriPro-Coker, Garst, Golden Harvest, NK Brand, AgriEdge Grain Premium Program	Grand Prize Drawing ATV – AG PRO EXPO, Refreshment Break, President's Luncheon and Award Ceremony, New Member's Campaign

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## A Trade Show that Surpasses All Trade Shows...You're Invited!

Look for the biggest trade show geared for consultants ever at this year's Annual Meeting. Our combined audience has attracted more than 100 booths – too many to list here!

At the Annual Meeting you'll be provided with an Exhibitors Guide, complete with booth numbers, floor plan and company description. Please take time to stop by as many booths as you can during the meet-

ing; you'll gain a wealth of information and contacts that can help your business and that of your clients. And you'll find prize and raffle opportunities galore!

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## Grand Prize Florida Trip Unforgettable

*The 2005 Annual Meeting raffle grand prize was use of Charlie and Madeline Mellinger's Florida beach house. Below Derek Lloyd recalls the vacation his family enjoyed as the winner. You'll want to take advantage of prizes like this one at the upcoming meeting!*

Well, here we are, the whole Lloyd Family (Ed, Sue, Derek's Family & Ted's Family) going to Florida. Experiencing some cold weather in the fall up in North Dakota has made everyone anxious to be in warm weather during Thanksgiving in Florida.

After taking a couple days in Orlando to check out Disney World we headed to Jupiter to stay at the beach house. As we

were traveling to Jupiter from Orlando in two mini vans, we found out that there is a quick way and a slow way to get to Jupiter. One van traveled on the Turnpike and the other went the scenic way. The differences from the coastal area and the main land area were fascinating.

While at the beach house we tried to take in all the local site-seeing areas, relaxing, driving thru Jupiter Island, swimming at the beach and meeting with Charlie and Madeline Mellinger.

While at the beach house one morning the weather channel reported that it was the coldest day since 1914, and during a phone call back home that day North

Dakota reported 60 degrees, but that didn't keep us away from swimming at the beach. Needless to say we went swimming while the locals were watching and thinking, "These people have got to be tourists."

We want to give a big thanks to Charlie and Madeline Mellinger for the use of their beach house and to NAICC for the raffle drawing. It was an experience we'll never forget. If anyone has a chance to visit the Jupiter area, the Lloyd Family would say "Take the opportunity!"

*From the Lloyd Family  
Happy New Year!!!*

## Bring on the Raffle Items – Please

So many of our programs, naturally, rely on valuable funding. Funding that is best raised through fun events like the Annual Meeting raffles.

Everyone looks forward to vying for prizes of every kind: clothing and jewelry, wine and beer, food items, vacations, flights, sports equipment, restaurant gift

certificates, glassware, artwork, photography, the list goes on.

Be a part of that list; contact NAICC headquarters with your prize donation(s). Your generosity will be rewarded several times over through the programs we're able to fund this year — programs like the FEAE Scholarship fund and Crawfish Boil on the

Hill, which shape the future of our industry.

And get ready for this year's bidding; grand prizes include a week's vacation at Billy and Martha McLawhorn's beach house in North Carolina's Outer Banks and NASCAR tickets.

## Meet the New NAICC Board

We're proud to announce that the following new Board members will be helping to lead NAICC this year: **Dan Moser, Shannon Gomes, Ron Britt and Bobby Haygood.**

They will join returning Board members, who include **Jim Steffel**, President-Elect; **Bob Glodd**, President; **Dan Easton**, Past President; **Denise Wright** and **Stan Winslow**, directors; and **Dennis Hattermann**, Treasurer.

A little bit about our new Board members...

**Dan Moser**, an agronomic consultant with Centrol of Twin Valley (Larimore, N.D.) will serve as a director on the Board. He's been consulting with his company for 17 years and was awarded the NAICC/BASF Consultant of the Year award in 2002.

A member of the NAICC for 14 years, Dan has served on numerous committees, including the Consultant Education, Nominating and Allied Industry committees. For several years he was Annual Meeting audio-visual coordinator.

Dan is a member of the North Dakota Crop Consultants Association, the Soil and Water Conservation Society and the National Society of Agronomy. He is a Certified Crop Advisor and has a Bachelor of Science degree in Crop and Weed Science from North Dakota State University.

Regarding the Alliance, Dan stated, "NAICC has provided me with networking experiences that have inspired me to be a better professional, friend, citizen, and family man. I think we are involved in a truly unique organization that challenges us all to reach a little higher in our goals, and work a little harder to maintain our achievements, whatever they may be."

**Shannon Gomes**, new Secretary of the Board, is president of Cedar Basin Crop Consulting, Inc., in Waverly, Iowa. He has been a member of the Alliance for 17 years and has made presentations on Electrical Conductivity Mapping and TSP Involvement at Annual Meetings.

Shannon is also involved in the American Society of Agronomy and the Iowa Independent Crop Consultants Association. He earned a Bachelor of Science degree in soil science from California State Polytechnic University and a Master of Science degree in soil fertility from Iowa State University.

Regarding NAICC, Shannon said the organization has been "instrumental in helping to forge leadership in national issues affecting agriculture, as well as a personal inspiration to me in making professional contacts during annual meetings. My vision is for NAICC to play an even more pivotal role in guiding national legislation for the upcoming farm bill."

**Ron Britt** will serve as a director on the Alliance's Board this year. He is a consultant/researcher with Ron Britt & Associates in Yakima, Wash.

A member of the NAICC for 11 years, he's served as a panel moderator and on the Membership Recruitment, Retention & Rules Committee. He is also involved in the Washington State Horticultural Association, AAIE, the Yakima Valley Pomology Society, the Entomological Society of America, the Yakima Valley Fieldman's Association and the ARPE Western Orchard Pest Disease Conference.

He has also been an inspector for Yakima

County Pest and Disease Board for 28 years. Ron holds a Bachelor of Science degree in entomology.

About the NAICC, he stated, "After being a member for many years, I would like to make a contribution to this professional organization. I would hope my perspective from the tree fruit industry and the Pacific Northwest would be of benefit to this association."

A product technology specialist with Dow AgroSciences (Collierville, Tennessee), **Bobby Haygood, Ph.D.**, will also serve as a director on the NAICC Board this year.

He has been a member of the NAICC for 12 years, serving on the Corporate Alliance Committee and the Allied Industry Committee for several years. He has participated in the organization's Emerging Technology Sessions for the past eight years.

Bobby is also a member of the American Phytopathological Association (APS), the Southern Division APS, the Entomological Society of America and serves as National Cotton Council representative for Dow AgroSciences. He earned Bachelor of Science and Master of Science degrees in plant pathology from Mississippi State University and a doctorate in plant pathology from North Carolina State University.

Enthusiastic about the warm reception he received from the NAICC as a speaker in 1994, Bobby said he was inspired to become a member. "What a great environment to stay up to date on the latest technological advances, hear inspiring speakers share advice and information on how to help improve business operations, discuss and debate agricultural policies, etc.," he stated.

## New Directories Coming

For those of you attending the '07 Annual Meeting, you'll leave with a new NAICC

directory in hand. And for those who aren't able to join us for this history-making

event, look for your '07 directory to arrive in March via mail.

## '07 World Congress Promises to be Valuable Biotech Event

Want to hear from the world's biotech leaders about the industry's future, from academic, government, NGO and business perspectives? Then be sure to attend this year's World Congress on Industrial Biotechnology and Bioprocessing - the fourth of its kind — scheduled for March 21-24, in Orlando, Florida.

A program developed by the Biotechnology Industry Organization (BIO), American Chemical Society (ACS) and the National Agriculture Biotechnology Council (NABC), the event is designed to present the latest issues, innovations, market

achievements and policy developments in the industrial and environmental applications of biotechnology.

Exceptional networking and business development opportunities will also abound, as the goal of the event is to attract participants with a wide variety of perspectives on industrial biotech and to speed technology transfer and its commercialization. (Last year more than 1,100 people representing over 400 companies and organizations attended.)

A wide range of topics will be addressed by participants world over at this year's

Congress, including bioprocessing of agricultural feedstocks, bioenergy production, biotechnology and climate change, issues surrounding the application of biotechnology to industrial sustainability, enzymes for environmental remediation, animal feed ingredients, bioethanol production.

The conference will feature an opening reception on Wednesday, March 21, followed by three full days of programming and a closing reception on Saturday, March 24. For more information about the '07 World Congress visit [www.bio.org/worldcongress](http://www.bio.org/worldcongress).

## BASF Introducing New Internet-Based Data Collection Platform this Spring

BASF recently announced that it will soon introduce FREDDY, a new electronic field residue trial data collection system. This electronic Internet-based data collection tool will be used for all future BASF studies to gather relevant field results and data, whether the studies are conducted by internal BASF Study Directors or contracted Study Directors.

All contractors who work for BASF in the collection of GLP field data will be provided

free, on-line access to download the FREDDY software. They will be required to utilize this new electronic tool for data entry of transcribed field results or for direct entry of GLP data in the field.

BASF stated in a public release, "In an effort to reduce the workload of the field investigator, we have attempted to design this electronic tool to be simple to use and logical in the entry pathway, whether being used to transcribe results or to directly

enter GLP field data."

The initial launch of FREDDY is February, 2007, in Europe and March, 2007, in the NAFTA regions.

Richard Johnston, Senior Residue Coordinator for BASF, will deliver a presentation on FREDDY during the February 15 Researchers Session (7:45 to 10:00 a.m.) at the upcoming Annual Meeting.

***The following is a  
paid advertisement  
from new member  
Eurofins-Agrisearch Americas.***



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of Independent  
Crop Consultants**

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## STRONGER TOGETHER

Eurofins | Agrisearch Americas, Inc. is a newly created regulatory field studies company, which brings together the global, multi-disciplined scientific research capabilities of Eurofins Scientific and Agrisearch's market-leading product development and technical support services to the crop protection industry. Our expertise in conducting and managing field and laboratory studies on/in agricultural and horticultural crops to determine the safety and efficacy of new agrochemicals and crop varieties has established us as Europe's "contractor of choice" and we now seek quickly to attain a similar market position in North America.

Eurofins | Agrisearch Americas, Inc. will provide the opportunity for a number of enthusiastic individuals to be a part of this exciting new venture as we develop established systems and client relationships to provide a service across the Americas.

### STUDY DIRECTOR / PROJECT MANAGERS

We are currently looking to recruit Study Directors/Project Managers who ideally will have the following qualifications:

- Demonstrated experience in agricultural product development and project management
- A background in agriculture, horticulture and/or professional product sector
- Excellent interpersonal and organizational skills
- Five to ten years of experience within the Ag chem sector
- Masters degree or Ph.D. in Weed Science, Plant Pathology, Entomology or other agricultural or horticultural discipline (required)
- Possess a good regulatory understanding for EPA and OECD
- A high level of initiative and motivation
- An enthusiastic team player
- A good understanding of the principles of GLP and preferably have experience as a Study Director/Principal Investigator

#### Key Responsibilities:

- Monitor and control the progress of allocated studies from start to completion
- Work closely with colleagues and sub-contractors across the Americas to ensure technical consistency on a range of GLP residue and GEP efficacy studies
- Handle regulatory issues for EPA and OECD
- Regularly update clients using excellent communication skills

#### Locations:

- California, Mid-West, South-East, North-East and Mid-South

### FIELD DEVELOPMENT OPERATIVES

As part of our growth strategy we seek Field Development Operatives who ideally will have the following qualifications:

- Demonstrated experience in field plot work, efficacy and residue studies
- A background in agriculture, horticulture and/or professional product sector
- Excellent interpersonal and organizational skills
- Five to ten years of experience within the Ag chem sector
- Masters degree or Ph.D. in Weed Science, Plant Pathology, Entomology or other agricultural or horticultural discipline (required)
- Possess the ability to obtain licenses to perform research studies in assigned regions
- Excellent communication skills for client interaction
- A high level of initiative and motivation as well as an enthusiastic team player
- A good understanding of the principles of GLP and preferably have experience in field development

#### Key Responsibilities:

- Implement field trials in assigned regions, conduct field studies from start to completion
- Work closely with colleagues and sub-contractors in the assigned region to ensure technical consistency on a range of GLP residue and GEP efficacy studies
- Obtain licenses to perform research studies in assigned regions
- Regularly update clients on projects

#### Locations:

- California, Mid-West, South-East, North-East and Mid-South

If you would like to join this exciting venture, please send your resume and a cover letter (including salary requirements) by e-mail or post to Dr. Stephen White at the address below:

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E-mail: [stephen.white@eurofins-agrisearch.com](mailto:stephen.white@eurofins-agrisearch.com)

Telephone: (850) 971-2778

Closing date for applications is 16th February 2007