



# NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

## PRESIDENT'S COLUMN



By  
*Stanley J. Winslow*  
NAICC  
2009 President

## PARTNERSHIP WITH OUR SUSTAINING MEMBERS

The NAICC Executive Board recently held our Fall 2009 Board Meeting. Our fall meeting is important for several reasons. It is the time when most of the Annual Meeting arrangements are finalized and initial plans begin for the meeting to follow (in this case Annual Meeting 2011).

Our fall meeting is important for another reason as well. Since 2003 we have located this Board meeting strategically so as to include a visit to one or more of our Sustaining Members.

This fall we were fortunate to visit Dow AgroSciences in Indianapolis. Ample time was scheduled for Dow to share its corporate vision for the future and for NAICC to share with the company more about our organization. This exchange of information left all of us with a much better understanding of how we can work together in this big agricultural system.

In previous years the Executive Board has met with DuPont, Nichino, UAP, FMC, Helena, Syngenta, AMVAC, Monsanto, Bayer, BASF, MANA, Ag Renaissance and the Center for IPM and Farm Press Publications. Our purpose is always to let them know more about NAICC and to discuss how we can work together to better serve the needs of crop and research consultants. I am always most interested in the looks into the future of agriculture from the corporate

perspective. While I am focusing on next year, they are planning for products and traits which will not be launched for 10 to 20 years!

Our Sustaining Members provide much more than monetary support for our annual meeting. Our Allied Industry Committee works diligently to bring together an exciting and packed Emerging Technologies Session to each Annual Meeting. We benefit from industry expertise in sessions on personnel and business management. Insight into the short- and long-term directions of EPA and USDA often comes from our Sustaining Members.

On behalf of the NAICC membership, I want to thank all of our Sustaining Members for everything they do to support NAICC. I also want to ask for their input. The Executive Board is seeking innovative ways to provide more and better education for our members. What ideas do you have? Please share them with us at [stan@tidewaterag.com](mailto:stan@tidewaterag.com) or [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com).

## NAICC New Members Campaign and Boot Camp 2010

NAICC is busy working to make the 2010 Annual Meeting an unforgettable experience for new members and first-time meeting attendees. In Orlando we'll offer a New Members Campaign, Boot Camp 2010 and the New Members and First Timers reception.

Crop consultants, contract researchers and QA professionals who join NAICC by January 20, 2010, will receive 2010 Annual Meeting registration plus all meals for the discounted rate of \$200. This represents a 60 percent savings over the normal cost of registration and meals!

The New Members and First Timers Boot Camp will be held during lunch on Thursday, January 21. If you have never attended our meeting before or are a new or recent member, you will receive an invita-

tion to attend the NAICC's New Member Boot Camp, sponsored by Monsanto Company.

During camp you will learn about the various NAICC committees and find out who does what. More importantly, you will find out how you can get involved in our organization from the very start. The boot camp program is designed to welcome new members and make them feel "at home" in our organization. You'll get to meet Alliance board members, officers and veteran members and have the opportunity to mix and mingle with others new to the Alliance. Networking and sharing ideas with peers is considered one of our organization's strong points, and we want to ensure you have the opportunity to do so from the very start!

In addition to the boot camp and a discounted registration fee for new members, a New Member and First Timers reception sponsored by Dow AgroSciences will be held Friday evening. At this reception, our board members, officers and Past Presidents will have the opportunity to meet, mix and mingle with new members.

To join NAICC and take advantage of these great offers, go to [www.naicc.org](http://www.naicc.org) and click on membership applications. Register for the meeting using the registration form found on the NAICC website and mark it "New Member." And welcome! We look forward to sharing our Annual Meeting experience with you.

# Individual and State Affiliate Awards Slated for Top Recruiters!

Growth is critical for our economy, our industry, our nation, our world...and our organization.

That's why NAICC is awarding both individuals and state affiliate members for recruitment efforts at the 2010 Annual Meeting.

Please make an extra effort to encourage your colleagues to enhance their business success by taking advantage of what NA-

ICC offers, starting this January in Orlando!

Individuals who recruit two or more new attendees from their state will receive a plaque and special recognition at the Annual Meeting. The person who recruits the most members overall wins double recognition!

In addition, the state association with the most members in attendance will receive an award. This will represent the kickoff of the

2010 State Affiliate contest: The state association with the most new members and largest percentage of attendees at the 2011 Annual Meeting in Ft. Worth, Texas, will receive special recognition and a monetary prize from the Alliance.

So don't delay! Vie for your own award and that of your state, while benefiting the Alliance and the future of our industry!

## Our Sponsors & Exhibitors Ensure Our Continued Success

Thank you, each exhibiting company and sponsor, for your support of our 2010 AG PRO EXPO. With your generosity we are able to increase our visibility in Washington, enhance our growers' profitability and improve our educational programs.

### Sponsors

(as of 12/3/09)

#### **Agrium Advanced Technologies**

*Outgoing President's Reception and Exhibit Hall Extravaganza*

#### **BASF**

*Consultant of the Year Award*

#### **Coxco Ag Services, Inc.**

*Executive Board Breakfast  
Audio Visual Support*

#### **dmrKynetec**

*Audio Visual Support*

#### **Dow AgroSciences**

*New Members' & First Timers' Reception*

*Executive Board Breakfast  
Audio Visual Support*

#### **DuPont Agriculture and Nutrition**

*President's Luncheon  
and Awards Ceremony*

#### **FMC Corporation**

*Friday Evening Networking/Theme Party*

#### **GOWAN Company**

*Coffee Break*

#### **Helena Chemical**

*Committee Chair's Luncheon*

#### **Landis International**

*Portfolios*

#### **Monsanto Company**

*New Members' Boot Camp*

#### **South Texas Ag Research-RGV, Inc.**

*Audio Visual Support*

#### **Syngenta Crop Protection**

*Emerging Technology Flash Drives*

### Exhibitors

(as of 12/3/09)

#### **ABC Laboratories, Inc.**

#### **AgProfessional Magazine**

#### **Ag Leader Technology**

#### **Ag Renaissance Software, LLC**

#### **Ag Research Associates, LLC**

#### **Ag Software Design, LLC**

#### **AGCO Corporation**

#### **AG-Quest, Inc.**

#### **Agrium Advanced Technologies**

#### **AGVISE Laboratories**

#### **ALLtech Research and**

#### **Development**

#### **American Ag Services**

#### **American Society of Agricultural**

#### **Consultants**

#### **BASF**

#### **Bayer CropScience**

#### **Buckeye Ag Testing, LLC**

#### **California Ag Research**

#### **Cantest Ltd**

#### **Critical Path Services**

#### **DOW AgroSciences**

#### **DuPont Ag and Nutrition**

#### **EPL Bio-Analytical Services**

#### **Eurofins Agrosience Services, Inc.**

#### **Farm Press Publications**

#### **FMC Corporation**

#### **Gylling Data Management**

#### **Helena Chemical Company**

#### **ICMS, Inc.**

#### **IPM Institute of North America**

#### **IR-4 Project**

#### **JFR America**

#### **John Deere**

#### **LABServices**

#### **Monsanto Company**

#### **NSF Center for IPM**

#### **Rapid Eye**

#### **Reality Research**

#### **Ricerca Biosciences**

#### **SCS Agriculture Services**

#### **Spectrum Technologies**

#### **SynTech Research, Inc.**

#### **Syngenta Crop Protection**

#### **TapLogic**

#### **United Sorghum Checkoff**

#### **Program**

#### **Valent USA Corp**

#### **Vaughn Ag Research**

#### **Winfield Solutions LLC**

#### **WolfTrax, Inc.**

#### **World Courier, Inc.**

## Bring on the Raffle Items – Please

What would the Annual Meeting be without the excitement of the raffle and silent auction? And what would these events be without generous donations from you?!? As plans come together for this year's Orlando experience, please help our raffle be the most successful fundraiser ever – simply donate a prize!

We welcome clothing, jewelry, wine, beer, food items, vacations, flights, sports equipment, restaurant gift certificates, glassware, artwork, photography and more.

The money raised by raffling these items will enable us to continue shaping the future of our industry through programs like the FEAE Scholarship Fund and other educational opportunities.

If you have a treasure to donate, contact Bruce Nowlin at [Bruce@BlueEarthConsulting.com](mailto:Bruce@BlueEarthConsulting.com) or NAICC headquarters.

And get ready to purchase raffle tickets for a hunting trip, Cabala's gift certificate and much more!

## A Mustard Seed Takes Root

You never know where an offhand remark will lead. From a "why not" suggestion to create a Basic GLP course following our 2009 Annual Meeting has grown a new offering to contract field professionals – Researcher and Quality Assurance alike!

"Applying GLP Fundamentals for QA and Contract Field Researchers" does not pretend to be that "basic GLP" course, but instead targets those who want more in-depth exploration of EPA's Good Laboratory Practice regulations without a lot of jargon or assumptions. You may only have less than a year's QA experience, or you are so involved in field work that a GLP deep-drill keeps getting sidelined. Here's your chance! By using a more practical approach, we've been able to make up for the short timeframe. Expect a lot of change: switches in speakers, different methods of teaching, and upheavals in attitudes about staying in compliance with the regulations. In short, you should actually enjoy yourself.

This is an overview of the 4 hours. Everyone will have GLP booklets in hand so that the finer details are not overlooked. Got questions? They can be asked along the way, or put on cards to be collected for the final "roundup." Our first speaker will begin by reviewing what EPA inspectors found lacking in their 2008 field inspections, despite many years of GLP enforcement. Next, some of the same core areas will be covered in a slightly different man-

## Put These Training Sessions on Your Calendar

The Annual Meeting is always chockfull of great training opportunities, and this year promises to be no exception. We highlighted two training sessions in our October newsletter -- Applying GLP Fundamentals for QA and Contract Field Researchers (<http://www.naicc.org/meeting/index.cfm>) and the Gylling ARM Statistics and Graphs and 11th Annual ARM Tips and Techniques Workshop ([www.gdmdata.com](http://www.gdmdata.com)). And now information is available on two new training sessions:

**1. FOCUS ON COMPLIANCE: An opportunity to better understand how to comply with federal requirements for regulated field trials** Tuesday, January 19, 2010, 1:00 p.m. – 5:00 p.m.

### A Commitment to Product Stewardship

Based on its collective experience, the biotechnology industry has developed a manual and workshop to help educate those conducting regulated field trials on compliance and on systems they can use to monitor and audit their own compliance.

This half-day session will specifically address the responsible use of plant biotechnology during the research and development phase preceding product commercialization.

The biotechnology industry has pooled knowledge gained over 16 years of bringing new products safely to market and is sharing that knowledge throughout the agricultural sector, including academic institutions, farmer-cooperators and commercial entities. The goal is to achieve consistent understanding and performance in meeting federal requirements for regulatory compliance.

### Who should attend?

- Agricultural research and teaching universities/institutions/governmental agencies conducting regulated field trials in the United States
- Farmer cooperators who are employed by or want to become involved in conducting regulated field trials for technology providers
- Company personnel engaged in regulatory and business management of regulated field trials

### What will you learn?

- How to develop tools to create and/or revise your compliance program for regulated articles
- Time-proven methods to assist in compliance with regulatory requirements for regulated field trials
- Tried and tested methods to meet federal reporting requirements

*Note: this workshop is intended as an educational tool for better understanding and meeting U.S. regulatory*

*requirements for conducting regulated field trials of biotech-improved plants intended for food and feed use as participants develop their own compliance policies and procedures.*

*This workshop is not intended as a substitute for a participant's own individual understanding of the U.S. requirements, for consultation with a participant's legal counsel or for direct contact with U.S. regulatory agencies, when appropriate. Regulatory requirements may be issued or revised by government agencies after the date of this workshop.*

BIO will waive the cost of the workshop and all materials (\$100) for graduate students and postdocs. If you qualify for free registration please contact Kate Walker at [kwalker@bio.org](mailto:kwalker@bio.org).

**2. Training for IPM Conservation Activity Plan Writer Certification,** Tuesday, January 19, 2010, 8:00 a.m. – 5:00 p.m.

Registration deadline: January 13, 2010  
In 2009 the Natural Resources Conservation Service (NRCS) piloted a new program to increase conservation activities on farms. The program provides financial assistance to farmers who hire certified Technical Service Providers (TSPs) to write Conservation Activity Plans (CAPs). There are 12 types of CAPs including Integrated Pest Management (IPM).

IPM planning can help protect ground and surface water resources by identifying on-farm concerns and opportunities to minimize risk through crop rotation, pesticide selection and timing, application technology and other IPM strategies. Crop consultants are needed to prepare IPM CAPs. Certified Professional Crop Consultants (CPCC), Certified Crop Advisors (CCA) and Certified Professional Agronomists (CPAg) qualify for TSP status in pest management; additional CAPs requirements apply.

**On Tuesday, January 19, the National IPM CAPs Working Group will host a training workshop for individuals interested in becoming IPM CAP-certified TSPs.**

This full-day training will cover the criteria required for IPM CAPs TSP certification. It will be taught by Extension and IPM specialists and representatives from NRCS.

The early registration fee of \$55 (\$85 from January 1-13, 2010) will cover workshop entrance, training materials and refreshments. Noon meal options are available in the adjacent hotel restaurants.

For more information and to register, visit [www.ipminstitute.org/IPMCAPs/TSP\\_Training.htm](http://www.ipminstitute.org/IPMCAPs/TSP_Training.htm). A Guide to Becoming an IPM CAP-Certified TSP is available at <http://www.ipminstitute.org/IPMCAPs/Resources.htm>.



ner, with an increased level of interaction between trainer and group.

Equipment concepts will then be explored via a quick exercise before the middle section covering several topics that will foster “thinking GLP” while making distinctions between QA and Researcher roles. Continuing education of oneself, and the training of others, also falls into this section. Our third speaker will concentrate on what QA can do to be most effective and what Researchers can expect from a typical – so to speak – QA inspection.

The final segment is devoted to cases and situations, plus any questions submitted on the spot. During this time the group works in small teams assigned a case or question, and then each team will provide their input to the reassembled audience. The speakers and moderators will also have input here, expanding the sharing of regulatory theory and practice that will naturally differ among the group members. The lesson here is that there is a right way to do things, but one size does not fit all. If that sounds cryptic, well, you just have to be there to understand!

Speaking of understanding, I must thank all of the team members for what has turned out to be a very satisfying experience in collaboration under difficult conditions. Paul Toll, Michelle Higgins, Lisa Wheelock, Carlos Gomez, Stu Mertz and I worked via teleconference, email and reviews of Power Point segments to come up with what appears to be a smoothly-flowing and interesting course. But, since it's the first one, we have appointed Stu as our “auditor.” Now, with such a demonstration of humility, how can you resist a chance to participate and tell us how you think it came out?

Register soon – space is limited!  
See you all in Orlando,  
Kathryn Hackett-Fields

## Dr. Gene Gilbert Will Be Missed

NAICC has been fortunate to know and count as a member and friend Gene Gilbert, who recently passed away. Gene, an Alliance member for eight years, was laid to rest in Bozeman, MT, in October.

A member of the NAICC Research Education Committee and Scholarship Committee for five years, Gene was very dependable and eager to lend a hand. He was also instrumental in helping NAICC get involved with several government committees and programs.

Gene held a doctorate in Plant Pathology and Microbiology, which he used during his 34-year career as a research scientist and agrichemical specialist for the USDA.

Born in Oklahoma, Gene lived in Marland, Arizona, Washington and Bozeman throughout his life. He married his wife, Ann Smith, in Manassas, VA. Between 1954 and 1957 Gene served in the US Army.

In addition to being active in the NAICC, Gene was a member of the Breakfast Optimist Club of Bozeman, the Gallatin Gardeners Club and the United States Tennis Association.

Memorials may be made in Gene's name to The Boys and Girls Club of Bozeman, 600 Bridger Drive, Bozeman, MT 59715. Condolences and memories may be shared at [www.dahlcares.com](http://www.dahlcares.com).

## Long-Time NAICC Friend Richard Cooney to be Missed

Many NAICC members will miss Richard Cooney, who recently passed away. He was an EPA GLP inspector who worked with many of our field researchers. He is said to have spoken frequently of the organization, as he had many friends in the group.

We invite you to share your condolences with Richard's family through an electronic card, which the Society of Quality Assurance has made available. Visit [http://www.groupcard.com/c/5ag\\_4EIIW8S](http://www.groupcard.com/c/5ag_4EIIW8S) before January 15 to add your sentiment or upload a photo, then pass it along to your friends and colleagues for signing.

Alternatively, the Cooney family's address is: 7405 Vinyard Ct., Derwood, MD 20855

## Did you know?

NAICC was founded in 1978 with less than 20 members. NAICC has grown to 500+ members representing 37 states, nine of Canada's 10 provinces and four other countries (Scotland, England, Australia, and Israel)!



**NAICC - Only Way to Certify  
Your Independence  
Applications at NAICC.com**



## PESP Sustained Excellence in Integrated Pest Management

PA recognized five outstanding members of the Pesticide Environmental Stewardship Program (PESP) with Sustained Excellence in Integrated Pest Management awards. PESP is the Agency's premier partnership program that works with the nation's pesticide-user community to implement pest management strategies and to reduce health and environmental risks associated with pesticide use.

Awardees are PESP members who have received at least three PESP Champion awards since 2003. They represent organizations with a continuing commitment:

- To improve the economic benefits associated with IPM adoption,
- To participate in education and outreach activities,

- To reduce risk to human health and the environment through IPM and
- To promote environmental stewardship and best management practices.

NAICC members **Charlie and Madeline Mellinger** of Glades Crop Care, Inc., Jupiter, FL, were one of five winners of the PESP's 2009 Sustained Excellence in IPM award.

Glades Crop Care is an independent research firm and the largest crop consulting organization in the southeastern U.S. It is headquartered in Jupiter, FL.

Glades has earned national and international recognition for innovative pest and disease management programs. The company continues to be recognized for

implementing IPM strategies which reduce pesticide use and risk as its staff researches and tests lower risk pesticides, educates users on chemical safety and provides outreach and education. Glades has made progress in using GIS tracking methods in IPM, improving pest management auditing techniques and crop management practices and promoting IPM to growers and the public.

Other 2009 PESP IPM award recipients include:

The Central Coast Vineyard Team  
The IPM Institute of North America, Inc.  
The Lodi-Woodbridge Winegrape Commission  
The U.S. Department of Defense

## Wyndham Orlando Resort: Now Taking Your Reservations!

Visit [http://www.wyndham.com/groupeventsnew/mcowsd\\_nationalalliancecorp/main.wnt](http://www.wyndham.com/groupeventsnew/mcowsd_nationalalliancecorp/main.wnt) to book your rooms for the 2010 NAICC Annual Meeting, January 20-23, in Orlando, FL.

Training sessions begin on Tuesday, January 19, and continue through noon on Wednesday, January 20. Committee meetings and exhibitor set-up is Wednesday afternoon with the educational program starting on Thursday, January 21. Group tours are scheduled for Saturday afternoon.

The Wyndham website is limited in its reservation abilities and information. Please call the hotel directly at 407-351-2420 or 1-800-421-8001 if you...

- Need to arrive before January or are staying longer following the meeting.
- Need to book more than one room at a time.
- Prefer a king bed or a junior suite.
- Have special requests such as handicap needs, first floor preference, roll- away cots, etc.

Be sure to mention the National Alliance of Independent Crop Consultants to receive your single/double room rate of \$119.

**NOTE:** If you have secured a discounted room rate at the Wyndham using a third party travel site, please register for the NAICC meeting under the same name you used to book the rooms. NAICC will receive credit in our room block for these discounted rooms.



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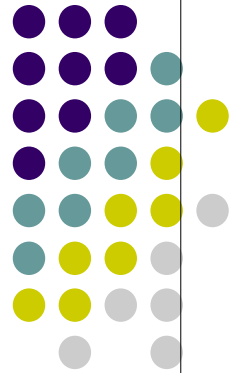
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# “Applying GLP Fundamentals for QA and Contract Field Researchers”

## Tuesday, January 19, 2010



A highly interactive and focused course designed to get you “thinking GLP” for maximum effectiveness. The course is structured around these main themes:

**Top Five GLP Pitfalls as Reported by EPA- An Interactive Review**

**Getting Into the GLPs with Core Areas for QA and Research Facility Personnel**

**Balance and Check Weights Exercise**

**Tools, Rules and Attitudes that Foster GLP Compliance**

**Auditing and Inspection of Field Research Operations & Facilities**

**Cases, Situations & Questions from the Basket with Roundup Discussion**

With GLP booklet in hand, competent speakers, and a wide range of topics, your regulatory confidence will soar! Come and enjoy a format designed to keep you awake, intrigued and satisfied that your time is being well spent. This is a completely new and original course being offered by NAICC. Space is limited, and a separate fee is required, so please register right away!