



OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

**PRESIDENT'S COLUMN**



By  
*Stanley J. Winslow*  
NAICC  
2009 President

**HARVEST TIME**

The combines and cotton pickers are rolling. Scouting is about to end for the season (hurrah!). Plots are being harvested and data is coming in. Can't you almost taste the completion of that final Field Notebook? Cool weather has set in early here in North Carolina. Very much out of the ordinary, but much appreciated.

Once again we are all completing our seasons. As the farmers race to harvest their crops, the NAICC Education Committees are racing to gather up a cadre of top notch speakers to help each of us harvest knowledge to use in the 2010 sea-

son. The NAICC 2010 Annual Meeting will be here in the blink of an eye. Be sure to plan January 20-23 and Orlando, FL into your schedule.

Our President Elect, **Orvin Bontrager**, is guiding the efforts of the CEC, REC and QA education committees as they finalize the three programs. I will give you just a taste of what is being prepared. Be sure to read the following article entitled 2010 NAICC Annual Meeting and AG PRO EXPO Will "Expand Our Horizons" for more details on the meeting program.

You will be assured of quality topics in the QA sessions. A couple of the topics are: **Healthy Grown: An IPM-Based Approach & Field/Lab Synergy: How The Field Affects The Lab.**

The Researchers are putting it all together with: **A GLP Panel Discussion; Regulatory Basics** and an entire session dedicated to **Biotech Trials.**

Our consultants will hear from our own members about managing resistant weeds. An excellent line up of **Precision Technology Hardware** providers are committed to the Precision Ag session. (Some of these will

even offer in-depth training prior to the meeting). New opportunities for TSP's will be introduced to the group.

Our Plenary Session will be excellent. Dr. David Kohl, Professor Emeritus, Virginia Tech and President of AgriVisions, LLS will lead us in a captivating discussion about where our current economic situation is taking us. I had the opportunity to hear him at ASFMRA last fall. I guarantee you will enjoy his presentation. Dr. Kohl knows how to make it real.

As always Allison Jones our executive vice president has gone above and beyond to make sure our accommodations and arrangements are top notch. The Wyndham Orlando Resort is an excellent hotel and meeting facility. It will provide plenty of opportunities for networking and just catching up with friends.

Just keep in mind that the items mentioned above are just a small part of the total program. I can hardly wait for the finished product and I am looking forward to seeing all of you in January. Good luck through harvest season!

**2010 NAICC Annual Meeting and AG PRO EXPO Will "Expand Our Horizons"**

Autumn is upon us, which means the Annual Meeting is right around the corner. And it will be a huge gathering again this year, with the theme "Expanding Our Horizons" setting the tone for the meeting and the upcoming year.

To that end, Dr. David M. Kohl, president of AgriVisions, LLS, and Professor Emeritus at Virginia Tech will deliver the keynote address, **"Agriculture: Around the Corneand Down the Road."**

Then we'll dive into an agenda packed with informative, business savvy topics, from Bringing GLP into Biotechnology to Devitalization of Seed, The Global CRO to Electronic Notebook Updates and much more.

Receptions, coffee breaks, dinners and tours will bring us all together for maxi-

mized networking, information sharing and memory making.

So if you haven't made your plans to take advantage of everything NAICC's Annual Meeting offers –and to soak up Orlando's sun and fun – please do so now. And take a look at the highlights below to determine what you want to gain from this year's meeting.

NAICC's Executive Board and FEAE's Board will kick off "Expanding Our Horizons" with meetings on January 19. Also on tap for the day: **BIO: ETS Training and Focus on Compliance, Gylling Data Management: ARM Statistics and Graphics, Bayer CropScience's Introduction and Training of FARM.** NAICC is offering GLP Training and Precision Ag Hardware Technology Training.

On the following day, **January 20**, the NAICC Executive Board and FEAE's Board will resume their meetings. Bayer CropScience's training will continue and the company will host a Field Cooperator Open House. Gylling Data Management will deliver the 11th Annual ARM Tips & Tech, a workshop will be held for NAICC Committee Chairs, and NAICC's committee meetings will be held.

Also on January 20 AG PRO EXPO exhibitors will set up and general registration for the meeting will begin. Evening events will include a meeting of the Past Presidents' council, a presentation of Bayer CropScience's 2010 Field Residue Program Information and the Sustaining Members Reception.

Thursday, **January 21**, will kick off with a

continental breakfast in the exhibit hall, followed by concurrent breakout sessions. Registration will continue throughout the day.

As for session topics on the 21st, the list includes Resistance Management of Weeds and Resistant Crops, Portrait of a Consultant, EPA Regulatory Update, Special Issues Faced by QA in Mexico and South America, What an EPA Inspector Looks for During a Field Facility Audit, Special Issues Faced by a CRO QA and more.

During our Plenary Session – mid-morning on January 21 – **Orvin Bontrager**, Chair of the Annual Meeting Coordination Committee, will welcome us all to the meeting with **Stan Winslow** delivering the 2009 NAICC President's address. Also speaking during the session will be **Don Jameson**, FEAE President, followed by this year's Jensen Memorial Keynote speaker, David M. Kohl, Ph.D. Professor Emeritus at Virginia Tech and President of AgriVisions, LLC, Dr. Kohl will present the keynote address.

Mid-day on the 21st will bring about networking lunches, followed by New Members' Boot Camp and more breakout sessions. On tap this time: Regulatory Basics for Researchers, Application of GLP to Nutrient Compositional Equivalence, Healthy Grown: an IPM-Based Approach, Emerging Technologies, Plant Biosecurity, QA vs. QC in Biotech Trials, From Field to Flask, A Day in the Life of a Lab QA Officer, and the list goes on.

As for January 22's evening line up, the

Outgoing President's Reception and Exhibit Hall Extravaganza promises to be an enjoyable affair.

On Friday, **January 23**, the Allied Industry committee will meet, spouses will enjoy a variety of tours of the Orlando area and more breakout sessions will be offered. This time The Global CRO, Maintaining Competitiveness in a Global Market, Trial Cost – The Key to Competitiveness, Equipment Presentations and Field Critical Phase Inspection Demonstrations are some of the topics on tap.

Also on the 23rd NAICC will hold a business meeting, the President's Luncheon and Awards Ceremony and another round of breakout sessions. Among the topics to be discussed:

Consulting Opportunities with Technical Service Provider and Conservation Activity Plans, Electronic Notebook Session and an outdoor QA event featuring field critical phase inspection demonstrations.

Late in the day crop-specific roundtables will be held, as will discussions regarding Field QA issues, QA best practices, report routing and status reports, a round-up roundtable and QA mixer.

To cap off the day, the New Members and First Timers' reception will be held, followed by the ever popular NAICC networking dinner.

On our final day of the Annual Meeting, January 24, concurrent breakfasts featuring consultant and researcher roundtable discussions will be held, the Executive Board will meet again and attendees will enjoy agrelated, entertaining and educational tours!

Clearly, the agenda promises to be a valuable one, but let's not forget the importance of enjoying the site of the meeting! Orlando is known for its pleasant tropical weather – which in January is particularly inviting, and the city offers much to people of all ages.

Bringing the kids? Obviously there's plenty they'll enjoy...and you too can take advantage of magical theme park fun, exciting rides, breathtaking shows. Or superb golf, spa treatments, incredible food and some R&R by the pool.

Whether you need a night out on the town, wish to soak up some culture or want to try hang gliding or sky diving, they're all easily accessible in Orlando. With more than 4,000 eateries within reach, you'll have great dining experiences. "Restaurant Row," in fact, is easily accessible from our hotel!

And if you need some ideas on what awaits you in Orlando, think Breakfast with Mickey and everything Walt Disney World offers. Or SeaWorld Orlando, Universal Studios and all the other theme parks the area sports.

For shopping, it's paradise – everything from boutiques to outlet malls. Wishing to simply sit back and be entertained? Check out the Orlando Ballet and other cultural institutions that deliver topnotch performance art.

Between a meeting designed specifically to enhance your business success and a setting that inspires fun, great food and relaxation, you'll be sure to treasure your Annual Meeting Orlando for years to come!

## Wyndham Orlando Resort: Now Taking Your Reservations!

Visit NAICC's personalize Wyndham Orlando Resort room reservation site at: [http://www.wyndham.com/groupeventsnew/mcowd\\_nationalalliancecorp/main.wnt](http://www.wyndham.com/groupeventsnew/mcowd_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 21-23. Group tours are Saturday afternoon.

The Wyndham website is limited in its reservation abilities and information. If any of the following needs apply, please call the hotel directly at 407-351-2420 or 1-800-421-8001. Mention National Alliance of Independent Crop Consultants to receive the single/double rate of \$119.

Call directly if you...

- Need to arrive before January 14 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.

## 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 researcher and QA officers who join NAICC by January 23, 2010, will receive 2010 Annual Meeting registration plus all meals for the discounted rate of \$200. This represents a 60% savings over the normal registration rate!

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 invitation to attend the NAICC's New Member Boot Camp.

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 format of 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!

To join NAICC and take advantage of these great offers, go to [www.naicc.org](http://www.naicc.org) and click on membership applications.

NAICC – Only Way to Certify Your Independence.

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## Leadership: Honing Skills Critical to FEAE, NAICC Success

*By Don Jameson, FEAE President*

The FEAE goal of advancing the Crop Consulting Profession with improved education, training and visions of new educational opportunities requires many ingredients to be a successful "recipe." One ingredient I'd like to comment on in this article is leadership.

In recent months a number of our leaders have passed away. A few many of us knew on a first name basis; most of us probably did not personally know one I'll mention: Senator Ted Kennedy.

Putting his political viewpoints aside for a moment, I'll use this man to introduce a short tutorial on a few certain characteristics. The particular point to study was his skill in providing his brand of services to a constituency and being an influencer to both sides of the aisle, and reportedly an encourager to many who knew him closely.

Military training appears to emphasize a little different view of leadership via management, command and directives. But as we study these examples let's focus on late leaders of the NAICC and FEAE. In Earle Raun, David Harms and John Kimbrough,

we can witness their strong capabilities as influencers. They delivered this in their personal and business lives, and more fortunately for us, in their profession, crop consulting. Theirs was a leadership of presenting clarity as to our direction and why to be committed to a vision grander than self interest.

They pursued the wisdom from the Almighty as their foundation for knowledge and truth. In leading wisely, they could admit the necessity to bring other talented people aboard to help guide the organization toward the mission. Such is also an example of growth in humility.

Two of these men were with us at the last annual meeting, but will not be in Orlando in the New Year. Yet their influence will transcend their time.

These men were known for leadership by influence – by deeds, actions and shared thinking. They also were men who would share feedback and written notes or e-mails of thanks or encouragement for the work people did in committees or leadership roles.

And it must be mentioned that Earle's dream of a second Doctorate of Plant Medicine/Health program is happening this fall at the University of Nebraska. To acknowledge Earle's leadership, the FEAE (with designated donations), has served to establish the Raun Endowment fund with the university's foundation.

Let me take instruction likewise, and thank our NAICC / FEAE support staff. Thanks also to those giving time and talent to committees, directorships and officer duties.

Thanks to the FEAE Jenson scholarship team led by Bruce Niederhauser – and their success this year, (more in the FEAE e-flash later). And thanks to Bruce Nowlin who is again heading up the Auction/Raffle for January 2010 in Orlando. Start thinking of your contributions and some spectacular raffle selections.

I hope you all had a successful summer, and keep honing your leadership skills!

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## NAICC's Charles Mellinger, Ph.D. Receives Excellence in Industry Award

The Alliance is pleased to announce that longstanding NAICC member and leader Dr. Charles Mellinger was recently honored with the Excellence in Industry Award by the American Phytopathological Society (APS). Charlie is Director of Technical Services and VICE President of Glades Crop Care, Inc.

He was presented with the award during

the APS Awards & Honors Ceremony at the APS Annual Meeting held August 1-5, in Portland, OR. Per APS's Web site, the Excellence in Industry award is designed to recognize "outstanding contributions to plant pathology by APS members whose primary employment involves work outside the university and federal realms, either for profit or nonprofit."

The APS is a nonprofit, professional scientific organization with more than 5,000 members worldwide. Research efforts by its members help to advance the understanding of plant pathology and its application to plant health.

*Congratulations, Charlie; we value your contributions to the NAICC and to our industry at large!*

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**NAICC - Only Way to Certify Your Independence**  
**Applications at [NAICC.org](http://NAICC.org)**

## Put Yourself in the Driver's Seat in '10!

Renew your membership today to ensure you have access to NAICC's wealth of resources in 2010. There's still time to get your dues in and continue to take advantage of:

- Numerous networking opportunities with the nation's elite crop consultants and researchers.

- The latest information, technology and training to keep your skills, business and staff ahead of the game.
- Your conduit to Washington, where decisions are made daily that affect your career and lifestyle.
- The ability to make a difference locally, regionally and nationally through the only

organization solely dedicated to the independent crop consultant and research business.

Renew online or by contacting NAICC headquarters – we look forward to another great year with you. Remember, renew by October 31 for inclusion in the 2010 Membership Directory!

## Help Us Honor Our Members! Send in Your COTY Nominations

BASF generously helps us honor three exemplary leaders within our industry each year through the Consultant of the Year Award (COTY). And to do so we need your help. Send in your nominations for individuals who have gone the extra mile to deliver service, set examples for upcoming consultants, support their community and

more. You may nominate yourself!

You'll find a nomination form below or at <http://www.naicc.org/join/Coty.pdf>; please submit it to the NAICC headquarters by November 2, 2009.

The Marketing Committee will then select the 2010 COTY winners, and they will be honored at the Annual Meeting in Orlando.

Winners will be rewarded with plaques and special recognition during the NAICC President's Lunch and Awards Ceremony (held in conjunction with the NAICC Annual Meeting). The winners will also receive editorial recognition in Ag Professional magazine and in NAICC News.

## Support NAICC by Volunteering for a Committee

What better way to support the Alliance, effect change within YOUR organization and be a part of the leadership than volunteering for a 2010 committee? Incoming President Orvin Bontrager is putting together committee assignments for 2010 and is inviting all NAICC members to get involved! Committees meet face-to-face once a year at the Annual Meeting and periodically via conference call throughout the year. To volunteer contact NAICC

headquarters at [JonesNAICC@aol.com](mailto:JonesNAICC@aol.com) or 901/861-0511.

Donate your time to NAICC by volunteering to serve on one of the following committees:

- Allied Industry
- Annual Meeting Coordination
- Research Education Subcommittee
- Consultant Education Subcommittee
- Certification Board
- Crawfish Boil On The Hill

- Educational Outreach
- Ethics and Grievances
- Governmental Affairs
- International Outreach
- Marketing
- Membership, Recruitment, Retention & Rules
- Membership Services Subcommittee
- Newsletter Involvement Subcommittee
- Nominating

## For Your Calendar: ASFMRA's 80th Annual Meeting and Trade Show

Set in Denver October 27-30, this year's ASFMRA annual meeting/Ag Pro Outlook will celebrate ASFMRA's 80th anniversary! The Westin Westminster Hotel will serve as headquarters for the meeting, which will kick off the evening of October 28. A full agenda of speakers, programs and networking opportunities is planned, with "The Up

Side of Down...Tools for Tough Economic Times" serving as the theme.

For more information on the event, contact Cheryl Cooley at [ccooley@asfmra.org](mailto:ccooley@asfmra.org) or 303/692-1215. To receive special hotel rates, book your reservations before October 2 by clicking on <http://www.starwoodmeeting.com/StarGroupsWeb/>

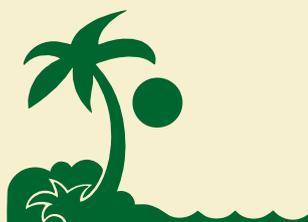
[booking/reservation?id=0903111334&key=2A310](http://www.starwoodmeeting.com/StarGroupsWeb/booking/reservation?id=0903111334&key=2A310).

### DID YOU KNOW?

The 2010 NAICC Annual Meeting will be held January 21-23rd at Wyndham Orlando Resort in Orlando, FL. The average daily high temperature on these dates is 72°F.

## Join Us In Orlando!

2010 NAICC Annual Meeting  
January 20-23, 2010  
Wyndham Orlando Resort  
Orlando, FL  
For reservations call: 800/421-8001 or 407/351-2420  
or visit [www.naicc.org](http://www.naicc.org) and click on  
Wyndham Orlando Resort reservations.



## EMPLOYMENT:

Agri-Management, Yakima, WA  
Crop Consulting Agronomist,  
BS, MS or DPM.

For more information and to  
apply, please visit  
<http://www.agrimgt.com/jobs.htm>.

***Come Join Us In Orlando!***



**2010 NAICC ANNUAL MEETING**

**January 20-23, 2010**

**Wyndham Orlando Resort • ORLANDO, FLORIDA**

For information call: (901) 861-0511 • [www.naicc.org](http://www.naicc.org)



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# CONSULTANT OF THE YEAR

National Alliance of Independent Crop Consultants

*THIS ANNUAL AWARD RECOGNIZES THE ENTREPRENEURIAL SPIRIT, INNOVATION AND CREATIVITY OF THE CONSULTANT. IT ALSO ACKNOWLEDGES CONSULTANTS WHO FOR THEIR CLIENTS ACCOMPLISH THE HIGHEST STEWARDSHIP THROUGH ENVIRONMENTAL RESPONSIBILITY AND ACTIONS THAT BENEFIT THEIR COMMUNITY.*

## APPLICATION/NOMINATION FORM

**DATE:** \_\_\_\_\_

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

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

**ADDRESS:** \_\_\_\_\_

**CITY:** \_\_\_\_\_ **STATE:** \_\_\_\_\_ **ZIP:** \_\_\_\_\_

**PHONE: (BUSINESS)** \_\_\_\_\_ **HOME:** \_\_\_\_\_

**YEARS IN BUSINESS:** \_\_\_\_\_

**CONSULTING SPECIALIZATION:** \_\_\_\_\_  
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**PROFESSIONAL ORGANIZATIONS:**  
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**LIST NAME AND PHONE NUMBER OF THREE (3)  
GROWER CLIENTS TO SERVE AS REFERENCES:**  
1. \_\_\_\_\_  
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2. \_\_\_\_\_  
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