



OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Stanley J. Winslow
NAICC
2009 President

YOU ARE THE VALUE OF NAICC

Thank you for allowing me to serve as your President for this past year. It has been an honor and privilege to represent you.

It is interesting that I am ending my term as president in Orlando this year. My first NAICC Annual Meeting was in Orlando in 1996. I must admit, the double opportunity to take my family to Disney World and to attend a professional meeting drew me in. I quickly felt at home and found the learning opportunities to be unparalleled.

The program that year had lots of emphasis on the future of agriculture. That was what I needed. I had been seeking something to help me gauge where I needed to be headed and where I needed to lead my growers.

I found that direction somewhat from the speakers and the program, but I really found it from the interaction with each of you. I was quickly exposed to all of the

cotton issues of the mid-South and the corn and soybean issues of the Midwest. What a wealth of information resides with each member of this organization.

Nearly everyone will agree that the true strength and value of NAICC lies with all of our member interaction. The hallway, restaurant and exhibit hall discussions always provide me with something new and innovative to use when I get back home.

As a brand new member and first time Annual Meeting attendee, the 1996 Orlando meeting hooked me on the value of NAICC in supporting my career. I hope it will do the same for new members attending in 2010.

Kevin Hollands, Amy Beth Dowdy Honored as 2009 Consultants of the Year!

NAICC is made up of a select group of leaders who are instrumental in influencing the success of the ag industry at large, today and tomorrow. Choosing award recipients for the annual Consultant of the Year honor, then, is no small feat, given the competition.

This year we're proud to honor two consultants who've clearly outdone themselves in achieving professional success and helping to ensure the success of their clients and colleagues.

We're also proud to have BASF as our continued sponsor of this award. Through the company's generosity, both winners will be honored at the Annual Meeting in Orlando and will receive plaques and recognition in *NAICC News* and in *Ag Professional*. In addition, NAICC and BASF will cover all expenses including registration, meals, travel and hotel accommodations.

Kevin Hollands, Amy Beth Dowdy and BASF, we salute you!

About the winners:

Kevin is with Centrol of Twin Valley in Minnesota. In the consulting business for 27 years, he specializes in precision ag and general agronomic services. With clients in Minnesota and North Dakota, Kevin supports a wide array of crops, including wheat, sugar beets, soybeans, dry edible beans and corn.

He is active in the NAICC, having served as a Precision Ag Speaker for the organization. Kevin is also a board member of the Minnesota Independent Crop Consultants Association (MNICCA) and ARCPACS. He is certified as a TSP and CPCC-I and has won a number of company awards for retention, highest individual profit, greatest revenue, etc.

Comments from those who've worked with Kevin include that he is a leader in precision ag, a solid team player and an individual standout. He's also been described as "a great consultant who truly wants to help his growers and always considers how his actions and decisions will affect them."

Amy has been a consultant and owner of ABD Crop Consultants, LLC, in Dexter, Missouri, for 20 years.

A member of the Alliance for 10 years, she has served on the Annual Meeting Coordination Committee for the past four. She's also been involved with the Crawfish Boil on the Hill committee for two years, attended the Dads in D.C. 2008 reception and has accompanied the NAICC Executive Board on visits to Capitol Hill.

Regarding NAICC, Amy said she values the organization because it allows her to share solutions to problems she regularly encounters, as she can tap the insight of NAICC members with similar backgrounds. "I have also witnessed the level of expertise within our organization that is so valued in Washington, DC," she notes.

Amy earned her Bachelor of Sciences degree in Agronomy from Mississippi State University.

Amy and Kevin, we value your contributions and wish you the best, professionally and personally, in 2010!

Special Luncheon to Benefit Doctorate of Plant Health Fellowship Fund

Please join us, along with special guest Ann Bruntz of the University of Nebraska Foundation, in supporting the Earle Raun Doctor of Plant Health Fellowship Fund at a special luncheon and reception event on January 21, 2010.

This luncheon, initiated by the FEAE, will be held from noon to 2:00 p.m. in the Cedar/Marathon Room at the Wyndham Orlando Resort.

First Annual GLP Workshop Sold Out!

Clearly a hot ticket, "Applying GLP Fundamentals for Quality Assurance and Field Research Professionals" -- the first annual GLP workshop -- is sold out!

Many thanks to the coordinators, Kathryn Hackett-Fields, Stu Mertz, Michelle Higgins, Paul Toll, Carlos Gomez and Lisa Wheelock, for pulling together a valuable agenda.

To the right is a glimpse of what this special program will cover; we look forward to having just as much enthusiasm for future GLP workshops!

- **Top Five GLP Pitfalls as Reported by EPA- An Interactive Review**
- **Getting Into the GLPs with Core Areas for QA and Research Facility Personnel**
- **Tools, Rules and Attitudes that Foster GLP Compliance: Value-Added Practices for All / QA versus Researcher Perspectives on Compliance Resources**
- **Auditing and Inspection of Field Research Operations & Facilities**
- **Cases, Situations & Questions from the Baskets**

Annual Meeting Sponsors and Exhibitors

Sponsors (as of 1/7/09)

Agrium Advanced Technologies
Outgoing President's Reception and Exhibit Hall Extravaganza

BASF
Consultant of the Year Award

Bayer CropScience
*Convention T-shirts
Continental Breakfast*

Cochran Agronomics, Inc.
Audio Visual Support

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
Refreshment Break

Helena Chemical
Committee Chair Luncheon

Landis International
Portfolios

Monsanto Company
New Members' Boot Camp

Mosaic Crop Nutrition, LLC
Refreshment Break

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
AMVAC Chemical Company
BASF
Bayer CropScience
Biopesticide Industry Alliance
Buckeye Ag Testing, LLC
California Ag Research
Cantest Ltd
Critical Path Services
DOW AgroSciences
DuPont Ag and Nutrition
Ecologistics Research Services
EPL Bio-Analytical Services
Eurofins Agroscience Services, Inc.
FarmLogic
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
Juniper Systems, Inc.
Kincaid Equipment
LABServices
MapShots, Inc.
Monsanto Company
NSF Center for IPM
Rapid Eye
Real Farm Research
Reality Research
Ricerca Biosciences
SCS Agriculture Services
Spectrum Technologies
SynTech Research, Inc.
Syngenta Crop Protection
University of Florida DPM Program
United Sorghum Checkoff Program
Valent USA Corp
Vaughn Ag Research
Winfield Solutions LLC
WolfTrax, Inc.
World Courier, Inc.

Latest News on Annual Meeting Sponsors and Exhibitors

As with any event, details continue to shake out until show time...so please check the updated sponsor and exhibitor list below so you can maximize your networking and information-gathering at the Orlando meeting.

And please take a minute to thank these generous sponsors and exhibitors; they provide wonderful resources for our ongoing professional growth and success.

Raffle Bigger than Ever in 2010!

Get your bidding arms ready...this year's raffle and silent auction will definitely be good fun -- and valuable, too.

The big prizes that four lucky individuals will leave Florida with include:

- \$1,500 Visa gift card,
- \$1,000 Cabela's gift card,
- Romantic getaway with three nights accommodations at the Bethel Ridge Retreat, Cascade Mons, WA
- Yakima River Fly Fishing Trip which includes guide, drift boat and rods provided for two, plus three nights Bed and Breakfast at "Jameson's", Yakima, WA.

Let's make the silent auction every bit as exciting; simply contribute worthy items. All you have to do is drop the item off with Bruce Nowlin at the FEAE table near registration, along with a description of the donation and its value.

Let's see how much money we can raise for some great causes!

New Board Members Selected

As the New Year has dawned, so too will new board members take the baton and continue NAICC's success in the coming months. We appreciate the generosity of these individuals as they offer their time and talent to our Board:

President-Elect Dennis Hattermann, Secretary Donna Landis, Treasurer Debra Keenan, Director Ron O'Hanlon, Director Renee Daniel.

And we appreciate our returning Board members:

Orvin Bontrager, President; Stan Winslow, Past President; Bobby Haygood, Gary Coukell, and Blaine Viator, Directors.

Together they'll make a great team!

Below you'll find a bit of information about our new board members.

Dennis Hattermann is Director of Research, Regulatory and Marketing at Landis International, Inc., in Valdosta, Georgia.

He has been a member of NAICC since 1998, attending nearly all NAICC meetings since that time, and has served on – and chaired -- both the Newsletter Committee and the Administrative Services Committee. Dennis has also been NAICC Treasurer for the past four years and attended a special regional NAICC meeting in Denver in 1991.

Other groups he's involved with include the American Phytopathological Society; Sigma Xi, Illinois Chapter; Phi Sigma Society (National Science Honor Fraternity); Sigma Zeta (National Science Honor Fraternity); Phi Theta Kappa (National Science Honor Fraternity of the Community and Junior College); Honor Senior in Environmental Biology and Botany.

As a research manager and director of research at Landis International, Inc., Dennis has had responsibilities for research and development consulting and marketing and field and laboratory research to support agricultural product development.

As NAICC president, Dennis hopes to continue increasing Annual Meeting participation with consultants, researchers and QA professionals, as he believes the collective voice and networking among and between these groups will strengthen NAICC and allow us to extend our voice while working toward unified goals.

Dennis earned a Bachelor of Science degree in Botany and Environmental Biology and a Masters of Science degree in Botany from Eastern Illinois University and a doctorate in Plant Pathology from the University of Illinois, Urbana-Champaign. He held a post-doctoral position in the Microbiology Department doing research on soybean nodulation at the University of Tennessee, Knoxville.

Ron O'Hanlon is president of Crop Quest, Inc. in Dodge City, Kansas. He has been a member of NAICC for 17 years, serving on various committees. He chaired the Consultant Education Committee and has been a Moderator and Discussion leader at several NAICC annual meetings.

A Certified Professional Crop Consultant –Independent, Ron was selected as NAICC/BASF Consultant of the Year in 2004.

Other of his honors include the 2009 Heart of America Chapter ESOP Company of the Year and the 2008 and 2009 Winning Workplaces Wall Street Journal Top Small Business Finalist awards. He's been featured in numerous magazines, newspapers and radio and television programs.

In addition to 30 years as an independent crop consultant, Ron has worked as a herdsman supervisor and extension county agent.

Regarding his new role on NAICC's board, Ron said he is honored to dedicate his time and talent, following in the footsteps of so many before, to make NAICC even a stronger voice for independent consultants and researcher throughout this country.

Ron is also active in The ESOP Association, National Center for Employee Ownership and the Knights of Columbus. He earned his Bachelor of Science degree in Animal Science and a Master of Science in agronomy, soil science from Oklahoma State University.

Renée J. Daniel is President of Perspective Consulting Inc. in Sarasota, Florida. She has been an Alliance member for 12 years, serving as NAICC-SQA Liaison since 1997 and a member of the NAICC Membership Retention & Rules Committee since 1999.

Renée helped plan and implement concurrent QA sessions at the last three annual meetings and served as Co-Chair of the Research Education Committee for the 2009 NAICC meeting.

She's given a number of GLP presentations at NAICC meetings and has been awarded the NAICC top recruiter award. Renée has also attended every NAICC meeting since the early 1990's.

In the ag chemical industry since 1989, she has had her own consulting business since 1994. She's spent a significant amount of time inspecting, training and consulting at field sites in the U.S. and Canada as well as in Africa. Renée was part of a team that created the most recent revision of the OECD (International) GLPs.

In addition to training U.S. and Canadian industry and Canadian monitoring authorities in GLP regulations, she's helped train

U.S. EPA inspectors in conducting field site inspections. Renee has over 11 years of experience in inspecting and training industry members for APHIS biotech regulations and has conducted inspections for stewardship and biotech trait license agreements.

It is her quality assurance perspective and expertise that Renée hopes will enrich NAICC's board.

In addition to her roles in the NAICC, Renée is active in the Society of Quality Assurance. She earned her Bachelor of Arts degree in Chemistry from California State University at Hayward.

Debra Keenan is CSO / Owner of Research 2000 in Chico, California. She, too, has been a NAICC member for 12 years, serving (and chairing) the Research Education Committee, the Membership Services Subcommittee (as Chair), the Nominating Committee and the MRR&R Committee (again, as chair).

Debra holds a California Pest Control Advisor License, a California PCO License and has served as Secretary, Vice President, President and board member of the California Weed Science Society. She's been on the Cal Poly San Luis Obispo Crop Science Board of Advisors for 15 years.

A member of the Walnut Blight Advisory committee, Debra has also taught Weed Science at Chico State. Prior to her role with Research 2000 (since 2000) she was Manager of Research and Development at Chemtec.

Born and raised on a farm in Blythe, California, Debra says farming is in her blood. She values NAICC for its networking and learning tools, and because it is "a place where you can gain valuable information and lasting friendships." As treasurer, she hopes to "give back" to the NAICC some of what she's gained from the organization over the years.

Debra earned her Bachelor of Science degree in crop science from Cal Poly and her Master of Science degree in Pest Management from University of California, Riverside.

Donna Landis is Technical Coordinator for LABServices in Hamburg, Pennsylvania.

A dedicated NAICC member for 13 years, she's attended the same number of Annual Meetings! She's also been involved in committee work for most of the time she's been a member. Her roles have included chair of the Membership Services, Marketing and the Annual Meeting Coordination committees and member of

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the Nominating Committee, Governmental Affairs and Research Education Committees.

For the past three years Donna has assisted in developing the Committee Chair Workshop/Luncheon, designing and creating PowerPoint presentations for the President's Luncheon and Sustaining Member's Reception. She's recently assisted in revamping the PowerPoint presentation for the Sustaining Members sponsor visits.

Another self-described farm kid, Donna has been with LABServices since 1991, when she came on board as a summer research technician. She worked her way up to being a Principal Field Investigator in both GLP and efficacy trials with niches in turf pythium and mushroom trials. In 1999, Donna began to manage client chemical inventories and handle product shipping requests, which has been her focus for the past several years.

Donna said she values NAICC's purpose and fundamental values and is proud of what the organization represents. "I understand the time, hard work, intelligence and passion that are needed to keep improving and moving our organization forward in this consumer savvy, and technological based complex time," she noted.

She earned an associate degree in agriculture from New Liskeard College of Agricultural Technology in New Liskeard, Ontario.

Amanda Schoch Named 2009 Jensen Scholarship Winner

FEAE proudly announces Amanda Schoch as winner of the 2009 Richard L. Jensen Memorial Scholarship! A junior at North Dakota State University, Amanda is majoring in Crop and Weed Science with a 4.0 grade point average. Her \$2,000 award will be available for the 2010-11 school year.

Bruce Niederhauser, Jensen Scholarship Committee Chair, was instrumental in coordinating the committee and selection process for this year's scholarship. He noted, "Supporting young people to explore the career opportunities available and supporting their academic efforts in pursuit of Ag related degrees is a key component of the FEAE's outreach."

Best wishes to Amanda and other students working toward careers in ag! 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.

By-laws Revisions Passed

Many thanks to your recent review and voter response to our updated By-Laws. The changes passed with flying colors!

As you may recall, the NAICC Executive Board reviewed our by-laws over the last year to ensure they are current and in line with the operations of the Alliance.

Most proposed edits were grammatical or to clarify intent and better reflect the make-up of our membership. For example, the term "quality assurance officer" has been updated to "quality assurance professional" throughout the document.

It was also decided that the use of electronic media for elections or other voting procedures will be explored, so the word "mail" has been removed from all references regarding ballots.

Regarding meeting locations, the Executive Board decided it prudent to expand our options for holding meetings outside the U.S. Therefore, reference to meeting "in the United States" has been removed.

Nominating Committee Needs You!

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

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 also casting a net in advance.

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 Stan Winslow or drop by the registration desk in Orlando for more information.

New Directories Coming

For those of you attending the '10 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 2010 directory to arrive in February via mail.



National Alliance
of Independent
Crop Consultants

Allison Jones Executive Vice President
Brenda Weber Managing Editor

349 E. Nolley Drive / Collierville, TN 38017
(901) 861-0511 / Fax: (901) 861-0512
E-mail: JonesNAICC@aol.com
www.naicc.org

Stanley J. Winslow, CPCC-I
President

Tidewater Agronomics, Inc.
307 Turnpike Road / Belvidere, NC 27919
(252) 333-0212 / Fax: (252) 331-2001
E-mail: stan@tidewaterag.com