



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Orvin Bontrager
NAICC
2010 President

Finishing With Your Ears Up

As the season winds down in the central Plains, those of us who work with corn, especially irrigated corn, like to have the plants reach physiological maturity with their ears still sticking up.

This indicates that the crop had enough soil moisture to adequately meet the needs of the crop to finish well and healthy. Another factor that can cause a corn plant to finish with its ear drooping down prematurely is stalk rot. This can be an indication of lack of sun radiation during grain fill, diseases that weren't addressed and now cover the leaves, or insect pressure like corn borer that allows the tops to break out and cause early death to the plant.

You are surely thinking I have lost my mind. What does having corn finishing well have to do with NAICC? God willing, I plan on pursuing this career for many years in the future. I would hope each of us who plans to continue will not allow ourselves to become complacent and "coast" to the end.

Many new precision technologies are being offered for crop production. In addition, we continue to have the hybrid/variety changes and different pest control products and technologies.

What better arena to keep one informed and be able to help their clients than in the NAICC network of professional researchers and consultants and quality assurance individuals? Let's help our clients finish well each year. This can be done by keeping ourselves properly trained and motivated to insure cost-effective technologies are being utilized for crop production.

Let's finish each year with our "ears sticking up."

Pesticide Policy Committee Update

CropLife America, of which the NAICC is a member, recently testified at the Senate Committee on Agriculture, Nutrition & Forestry Oversight Hearing to examine the impact of certain EPA regulations on agriculture.

During the hearing, CropLife addressed the U.S. 6th Circuit Court of Appeals overturning of the EPA's 2006 rule which specifically exempted from CWA National Pollutant Discharge Elimination System (NPDES) permitting of aquatic pesticide applications.

CropLife America's testimony raised concerns about costs associated with the changes, additional layers of regulation, timetables for implementation and more.

An excerpt from the testimony is as follows:
"The permit will add performance, record-keeping and reporting requirements to an estimated 1.5 million pesticide applications

per year, and preempt the science-based ecological review of pesticides and label requirements for uses regulated under the FIFRA. And, this one decision overnight will nearly double the population of entities requiring permits under CWA and affects state agencies, local municipalities, recreation, utility rights-of-way, railroads, roads and highways, mosquito control districts, water districts, canals and other water conveyances, commercial applicators, farm, ranches, forestry, scientists, and many, many others. This is an enormous burden--and we see no related benefit to protection of humans or the environment."

NAICC continues to work with CropLife America and other organizations to ensure our voice is clearly understood on this and related issues including spray drift and endangered species.

New Members, It's a Boot Camp You'll Actually Enjoy!

NAICC is busy working to make the 2011 Annual Meeting an unforgettable experience for new members and first-time meeting attendees.

It starts with registration...the first 25 crop consultants, contract researchers and QA officers who join NAICC prior to the Annual Meeting will receive complimentary 2011 Annual Meeting registration plus all meals. All other new members will receive the discounted rate of \$200. This represents a 60 percent savings over the normal registration rate!

Then there's Boot Camp 2011. This is one boot camp we know you'll enjoy. A lunch-time session designed to help you maximize the benefits of your membership, learn more about our committees, who does what and how you can be involved. You'll meet Board

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members as well as other new and recent members, and you'll leave feeling more "at home" with the Alliance.

And then there's the New Member and First Timers reception on Friday evening. This is another great opportunity to network and share ideas with peers as you mix and mingle with board members, officers and Past Presidents.

To join NAICC and take advantage of these great offers, go to www.naicc.org and click on membership applications.

Put Yourself in the Driver's Seat in '11!

NAICC has a wealth of resources, and the only way to gain from all of them is to renew your membership! There's still time to get your 2011 dues in and continue taking advantage of so much:

- 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. And if you renew by October 31, you'll be included in the 2011 Membership Directory!

Consultants of the Year Nominations Needed Now!

BASF is again generously helping us honor three exemplary leaders within our organization through the **Consultant of the Year Award (COTY)**. Please send in nominations for those who set the bar at its highest (and remember, you may nominate yourself!).

You'll find a nomination form at <http://www.naicc.org/join/Coty.pdf>; please submit it to the NAICC headquarters by October 29, 2010.

Winners will be honored at the Annual Meeting in Ft. Worth with plaques, special recognition during the meeting and editorial recognition.

www.naicc.org

Bring on Committee Involvement in 2011!

As you look to the new year, consider your skills and interests and which NAICC committee they might best fit. By being active in one of our many committees, you'll maximize your membership benefits, and it's the best way to make the Alliance louder, bigger and better for all of agriculture!

List of committees

Allied Industry
Annual Meeting Coordination
Consultant Education Subcommittee
Research Education Subcommittee
Quality Assurance 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

CAST YOUR VOTE Electronically!

The 2011 NAICC Executive Board Election will be conducted by electronic ballot this month! Voting Members - watch your email inbox for instructions and the link to the on-line ballot. Candidate biographies will be attached to the email as well as posted on the NAICC website.

Email address not registered with NAICC? No problem! Voting Members can send their email to JonesNAICC@aol.com. Your email will be used for voting purposes only.

QA Corner

ACCURACY & CONSISTENCY - Four Common Findings

By Dr Stu Mertz, QA Representative on NAICC Newsletter Committee, & President, PEAK Quality Consulting, Inc, Cary, NC.

Now is one of the seasonal rushes when Field Researchers and their QAU are in the final stages of preparing Field Trial Notebooks for submission to Study Directors. Analytical Labs rush all year long to do their Lab Notebooks.

In the rush to finish, accuracy and consistency of key GLP records may slip. Here are four common Findings to avoid and stay on top of those nagging inconsistencies that visiting QA and EPA inspectors always seem to see and cite:

1. The SOP Index is frequently requested to be included in a Notebook; so it needs to be accurate! Have you compared the SOP Index with all SOPs for exact agreement with SOP No., Revision No., Title and any Dates? A Revision No. update is often missed.
2. Is each JOB TITLE consistently recorded on the Organizational Chart, Job Description and CVs unless it can be explained that someone had a title change since the last revision?
3. Have you double checked the Dates or other information on your QAU Statement [e.g., in a Lab or Field Trial Notebook or Final Report 40 CFR 160.35(b)(7) & (c)] against that on the actual inspection reports? You can be sure that visiting sponsor QAs and EPA Inspectors will frequently check these because there is not much documentation that they can use to judge proficiency of your QAU.
4. Your QAU may also be cited during an EPA Inspection if data in the final report does not agree with the raw data pursuant to 40 CFR 160.35(b)(6). Companies that only QC or audit a portion (e.g., 10-25%) of the final report or of the raw data (e.g., FTNB), need to be aware of this risk.

OCTOBER 2010

Raising the Bar: Annual Meeting 2011

Just as we consultants, researchers and QA professionals get better with experience, so too does the NAICC Annual Meeting. Particularly this upcoming meeting in Ft. Worth; it's packed with information critical to your business success, knowledge of what's happening on the ground, nationally and internationally, thought-provoking speakers, new technologies, opportunities to connect, superb tours and plenty of plain old FUN!

Take a look at what's on tap and if you haven't already, send in your registration and make your travel arrangements. Then the tough decisions will need to be made...which sessions to attend, can you hit all the exhibit booths you want to cover, what workshops will provide the best insight for your business success, how you'll fit in all those coffees and networking lunches...

Thursday, January 20, will kick off with the AG PRO EXPO, one of the nation's largest ag trade shows, as well as a QA mock facility audit.

And then more than three hours of breakout sessions for consultants and researchers will cover a wide array of topics. On the consultant side, Precise Nutrient Placement will include base map construction, phosphorus placement, variable rate nitrogen and more, while a Regulatory Update will appeal to researchers and QAs, addressing various perspectives on modified crops.

Mid-morning, a number of NAICC leaders will address the group, including Annual Meeting Coordination Committee Chair **Dennis Hattermann, Ph.D.**, Landis International, Inc. The 2010 NAICC President's address will be delivered by **Orvin Bontrager** of Servi-Tech, Inc., Aurora, NE.

And just before our keynote speaker addresses the crowd, FEAE's 2010 President **Bill Peele**, IMPACT Agronomics, Inc., Washington, NC, will update us on the accomplishments of the FEAE in 2010 as well as the plans for the future.

This year's 2011 Jensen Memorial Keynote speaker is Dr. Roger Beachy, Director, USDA – National Institute of Food and Agriculture. He will share his insights regarding the future of crop production for food, fiber, and fuel in the U.S. Over lunch on Thursday, new members will gain a deeper understanding about NAICC and how they can maximize their membership during "New Member Boot Camp," while seasoned members can renew acquaintances and make new friends through networking lunches.

Breakout sessions will resume in the afternoon, covering genetically modified crops now and in the future, emerging technologies, managing change and challenge, water issues and solutions, electronic notebooks, field and compliance data and more.

Thursday's grand finish will include the Outgoing President's Reception and Exhibit Hall Extravaganza which includes networking time with over 50 exhibitors and the annual FEAE silent auction.

Among the events planned for **Friday** include a mock facility audit and sessions covering topics such as US and global perspectives on the future of ag, various perspectives on setting up tests to provide field data, evaluating CRO QAU qualifications and effectiveness and field calculations.

Mid-day Friday, the NAICC's **President's Luncheon and Awards Ceremony** will be held, followed by afternoon breakout sessions addressing micronutrient, difficult-to-manage trials, watershed testing, variety testing, mock inspection, BIO ETS Program and USDA BQMS.

The day will also feature a general session on Advanced Law-suit Protection, Tax Reduction and Estate Planning Strategies for Small Business Owners, led by Larry Oxenham, American Society for Asset Protection, Las Vegas, NV. Oxenham is an asset protection expert who helps professionals structure assets for lawsuit protection and tax reduction.

Friday will wrap up with the NAICC New Members' and First Timers' Reception and the ever-popular NAICC Networking Dinner. This year's theme is the NAICC Bubba Ball where attendees can network over cow chip shuffleboard, redneck horse-shoes and live armadillo races!

Saturday, January 22, will feature researcher and consultant breakfasts with crop-specific roundtable and social networking discussions in the morning. A group tour is scheduled for the afternoon with a NFL sponsored tour of the new Cowboy stadium and the Ft. Worth stockyards.

Naturally the meeting wouldn't be complete without tours and coffees for spouses each day and plenty of time for attendees to catch up informally over coffee breaks and trade show visits.

Keep in mind Ft. Worth is a delightful city to visit, with a wealth of wonderful restaurants to try, shops to peruse and historic and artistic venues to visit and enjoy. Y'all don't want to miss it, so get your plans in place for an unforgettable 2011 NAICC experience!

Applying GLP Fundamentals at 2011 Annual Meeting

Put GLP training to work for you! Take advantage of the NAICC-sponsored training session, Applying GLP Fundamentals for Contract Field Researchers and QA. This four-hour course, which will be offered during the NAICC Annual Meeting in Ft. Worth, is targeted at professional research consultants and quality assurance professionals.

Materials beneficial to both types of professionals will be presented through oral presentations and hands-on/practical learning opportunities. Topics will include Study Conduct within the Field, GLP Site Violations, Test Substance Handling and Hands-on/ Practical Scenarios.

For more information or to sign up, visit naicc.org.

Call for Papers: NAICC Emerging Technology Session

This year's Emerging Technology Session at NAICC's Annual Meeting promises to be packed with promising technologies and a full audience! The event -- scheduled for January 20 from 2:00 to 3:30 p.m. at the Worthington Renaissance Hotel -- is a great way to advertise new products and services.

It's also the only session designed specifically for and by NAICC members to showcase new technologies during the Meeting!

About the Emerging Technology Session:

NAICC Sustaining and Voting Members, as well as AG PRO EXPO Exhibitors, have the opportunity to give a brief, energizing synopsis of a product or technology to a full crowd of professional ag consultants and industry representatives. Topics can range from new crop protection materials being developed and new uses of current chemistries to software offered by companies or individuals. If it's new, our members want to hear about it!

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Each presentation can be accompanied by three to five PowerPoint slides. This is a great opportunity to increase visibility and a simple and inexpensive way to reach thousands of growers.

See below for more information on qualifications and specifications for the program. If you and your submission meet the guidelines, please submit an application form as soon as possible, as capacity is limited. We look forward to seeing you in Ft. Worth in January!

PREQUALIFICATIONS:

- Submitting company or person must be either a Sustaining or Voting member of NAICC, or an exhibitor at the AG PRO EXPO, January 19-22, 2011 at the Worthington Renaissance Hotel.
- Submissions must have broad appeal to members attending the NAICC Annual Meeting.
- Submissions must represent emerging ag technologies not previously presented at a NAICC meeting.

SPECIFICATIONS:

- Submissions must consist of an abstract of 100 words or less describing the new or emerging technology.
- A maximum of five (5) submissions per company or person is permitted.
- A maximum of three (3) oral presentations per company or person may be granted.
- Oral presentations will be limited to five (5) minutes in length. A maximum of five (5) PowerPoint slides may be submitted for each oral presentation. Slides must be sent electronically or on a disk to the NAICC headquarters. Do not use "master" slides.
- The Allied Industry Committee will review all submissions and determine the final oral presentations.

FEES:

- Each NAICC Sustaining or Voting member will be granted one (1) submission at no charge.
- A \$500 fee will be charged for each additional submission.
- A \$500 fee will be charged for ALL submissions made by non-members.

PowerPoint slides for all oral presentations will be included in the handout that will be available during the Emerging Technologies Session on January 20. Submissions not chosen as an oral presentation will have the 100 word abstract included in the handout. The \$500 submission fees will be used to cover the cost of handout materials.

DEADLINES:

October 29	100-word abstracts due to NAICC headquarters
November 1	Committee meeting to select papers
November 2	Companies notified of acceptance
December 3	PowerPoint slides due to NAICC headquarters



**National Alliance
of Independent
Crop Consultants**

**Allison Jones
Brenda Weber**

**Executive Vice President
Managing Editor**

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

**Orvin E. Bontrager, CPCC-I, CPAg, CCA
President**

Servi-Tech, Inc.
1717 N. Street / Aurora, NE 68818
(402) 694-9311 / Fax: (402) 694-5362
E-mail: bontrager@hamilton.net

