



OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Dennis Hattermann
NAICC
2011 President

You Are NAICC

Well, it is that time of year again. It's time to start thinking about the NAICC Annual Meeting. I don't know if it is the cooler temperatures or wrapping up field work or what but the meeting starts to come to mind in the fall, at least for me. For many of you it may be coming to mind because you are finally seeing the light at the end of the tunnel in the field and finally have room in your mind for such thoughts (well except for our members in the deep south where things are still moving right along if not increasing, i.e. Florida).

This year's meeting is in Reno, Nevada. The venue will provide a lot of fun so I hope we can get some work done. Hear that board members? The NAICC is very fortunate to have some very dedicated and talented professionals on the Executive Board to work with and I am grateful to all of them for all they do for the organization.

One of my goals as President is to increase membership and meeting attendance, especially by a group that has shallow repre-

sentation in our organization, lab scientists. These people analyze samples sent from the field for GLP research trials so they are the other half of what we do to provide reports for regulatory submission.

We have a session this year catered to these folks that has lab and field people telling their side of the story to educate the other side. Study directors are familiar with both sides but even they are typically either field or lab oriented and trained so they, too can learn from this session. Those that are strictly in the field or the lab can, of course, learn a lot from the "other side". I hope you will take the time to encourage lab scientists to join our organization and come to our meeting. They also have just as much to gain as the field people in the area of business development and marketing as well as gaining knowledge.

We also have some joint sessions planned with consultants and researchers to help build cohesion and interaction between these two groups. The most significant of these is part of the Plenary Session and is titled "Research, Crop and QA Consultants: Professionals Working Together." This session has talks from three NAICC members that have extensive experience in crop consulting and research consulting. Actually, all three of them do both which gives them a perspective that those of us who do one or the other do not have. This is a very compelling subject for me and should be for you as well if you are interested in expanding your horizons. I have been interacting with consultants for years but am not utilizing this resource as much as I could be. This is a must see Plenary Session.

We also have a session on legal issues complicating field research contracts and a communications session on written communications (emails to reports), images, and presentation skills. These are things that can make us all more professional and training that would require you to go to another meeting with the added expense of registration, lodging travel, etc. We are trying to get as many benefits under one roof as possible for our members.

Specifically for the consultants, we have the usual favorites: portrait of a consultant and precision ag and crop round tables, irrigation and water management issues. There will also be a communications session similar to the one in the researcher session mentioned above in the consultant's session.

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NAICC ELECTION RESULTS

Congratulations to the following newly elected Executive Board members:

James Todd, President Elect
Donna Landis, Secretary
Debra Keenan, Treasurer
Steve Hoffman, Director
Daryl Wyatt, Director

Returning to the 2012 Executive Board are:

Blaine Viator, President
Dennis Hattermann, Past President
Gary Coukell, Director
Amy Beth Dowdy, Director
Rick Kesler, Director

NAICC Mourns the Loss of Brenda Weber, NAICC NEWS Managing Editor

By Allison Jones, Executive Vice President

It is with great sadness that we report that NAICC NEWS Managing Editor Brenda Weber passed away after sudden complications from a congenital brain cyst. Brenda, 41, is survived by her husband Joe and two young daughters, Claire and Ava.

She was born in Dillon, Montana, and graduated from Gonzaga University in Spokane, Washington. Brenda was as much at home on the family ranch as she was leading her husband and daughters on adventures through India and Europe. She had friends all over the world and focused above all on family.

After graduation, Brenda worked as an advertising and public relations account executive, and later as a freelance writer. When Brenda left the corporate world in Kansas City where she worked on ag accounts, she became the managing editor for the NAICC NEWS in 1999. Brenda not only took pride in writing the NAICC NEWS, but worked on many NAICC publications including the annual meeting programs, articles for Ag Professional magazine and NAICC membership recruitment materials. She continued as

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President's Column

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If you are not a member of the NAICC you can join now and get a complimentary Annual Meeting registration. Meals are included and the meeting registration cost is valued at over \$500.

They didn't have that when I joined. Oh well, I would have joined anyway. You can't keep me away from this organization but the first experience is the key. You know what they say about first impressions. Do you remember yours? Maybe we should write a book of memoirs.

We've also lowered the registration fee for members - 24% less than last year's fees. What a deal! Also included in the registration fee is complimentary registration for the Focus on Precision Workshop on Wednesday, January 18. This half-day workshop is led by our Education Outreach Committee and highlights several of our members and how they use Precision Ag in their business. There is also a roundtable discussion so everyone can participate.

To make it even more appealing, the hotel room rates are \$89 and \$119 depending on which tower you stay in at the Peppermill Resort Spa Casino.

This meeting is shaping up to be better than ever, and with more attendees every year it is obvious that this is the place to be for all crop, research and QA consultants. As I mentioned before, if there is any way we can help meet your needs better as an organization or at our annual meeting, please do not hesitate to contact me because Allison, the Board and I are here to serve you since YOU ARE THE NAICC! We could not do what we do without your support and we are making a difference. See you in Reno.

Brenda Weber

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managing editor when her husband's job took them to Texas, North Carolina, India and London.

She was adventurous and loved life to the fullest. She would blog about every city they lived in and/or visited and allowed her friends to enjoy the beauty she experienced in her travels. We became good friends over the years and often talked about raising girls. She was a strong source of strength and encouragement. I will miss her greatly. This newsletter is dedicated to Brenda and the joy she brought to NAICC and me.

Did You Know...

Did you know that NAICC members can place classified ads in the NAICC News? NAICC will accept ads for help/positions wanted, equipment and services related to the practice of crop and research consulting, educational product updates, etc.

Classified ads are sold in increments of one-inch tall by one column wide (or one column inch). Space charges are \$50.00 per column inch, \$500 for a quarter page, \$1000 for a half-page and \$2000 for a full page ad.

Of course, there has to be legal jargon...
NAICC reserves the right to accept or reject any advertisement based on content and space availability. These decisions are entirely at the discretion of the editor. Acceptance of advertising in the NAICC NEWS in no way constitutes approval or endorsement of the product or service presented.

GLP ALERT! Highly-Praised GLP Training at NAICC Annual Meeting

By Mark Tumey, Dow AgroSciences, and Chair of Training Course.

The Education Outreach QA/RC Subcommittee is again sponsoring a 4-hour GLP training session, 7:30 am to noon, on Tuesday, Jan 17 at the NAICC 2012 Annual Meeting. It is titled "Applying GLP Fundamentals – Contract Field Researcher and QA Professionals".

Although this course is similar to the one presented in 2011, based on feedback from prior participants, we are devoting the majority of the training to practical applications with scenarios and facilitator-led discussion.

This course will be of benefit for both beginning QA and field research GLP personnel, as well as our more experienced individuals. Please plan on joining us for an exciting and thought-provoking time!

ALERTS:

- This course has been sold out in previous years. Sign up early so you do not miss out!
- At only \$125, it is a real bargain for your GLP training \$s, and includes a continental breakfast too!
- There is a separate application form for this course; available on the NAICC website.
- This year our experienced facilitators include: Mark Tumey, Dan Ramsdell, Nathan Goldschmidt, Lisa Wheelock, and Tracey Froggatt. WOW!!
- 2011 participant testimonials: "Very good program!"; "It was definitely worth my time".

NAICC Considering Trip to the UK

The NAICC International Outreach Committee, under the leadership of Andrew Watson, is investigating the possibility of a tour of the UK for NAICC members. The tour will last 7 days and starts from London Heathrow Airport and travels north via Cambridge, York in England and finally Edinburgh, in Scotland.

This path will show the diverse climate and agriculture across the UK. The tour involves two nights in each of the historic cities. In each city, there will be time for tourist activities as well as scheduled agriculture-related tours nearby. The cost of the tour is estimated at \$1500-\$2000 per person and includes airfare, lodging, ground transportation and meals. The dates in 2012 have not been selected and we would like your input as to the best time for the tour.

If you are interested in attending such a tour, please send an email to JonesNAICC@aol.com. Your response is not a commitment, but just gives us an idea of whether or not there is enough interest for a tour.

Questions Needed For The QA Session ‘Panel Discussion’

By Valen Straub

The Surveys are in...

Hopefully you are not like me. I am just one of those people who really do not like to fill out survey forms after a training session or meeting. You know it's imminent. The training session is coming to a close. Someone gets up with a stack of papers in his/her hands and for some reason I start to squirm. My head automatically starts to turn, looking for an escape route. I have the usual excuses: I have a plane to catch, I need to meet someone, I want to check out the restroom, my stomach is growling, etc. But in the end, I do fill out those surveys but I must admit that I take the easy way out. I usually give a good to high rating because I don't want to hurt anyone's feelings. Even though my rating is anonymous I still feel that someone put a lot of time and effort into coordinating the session. And when asked to write any additional comments, I usually say 'Good Job' or 'Really enjoyed the training on xxx', trying not to offend. But now that I am on the flip side, I find that I am greedy to hear those comments, good or bad, and I desperately want to hear your suggestions. I have come to realize that it is through these very suggestions and comments that ideas for new and improved QA Sessions are born. From the surveys collected at the 2011 NAICC Annual meeting in Fort Worth we learned that many of you want more Panel Discussion time. And that is exactly what we have scheduled for 2012.

The Panel Discussion is scheduled for Thursday afternoon, January 19, 2012 during the 4:15pm – 5:30 pm QA Session. We have assembled an amazing group of Panelists (I like to think of them as the 'Fabulous Four') to help facilitate some of those knotty issues you may have concerning GLP/APHIS compliance. These panel-

ists are well informed and have specific points of view regarding their areas of expertise. **Renee Daniel** of Perspective Consulting will be on hand to field general GLP/APHIS questions. **Lisa Wheelock** of Great Lakes Agricultural Research Service will represent Field QAs. For those of you on the laboratory side of the QA profession, Angela Dawson of **EPL-Bio Analytical** will be available to focus on your questions. And finally Annette Leslie of **Pioneer Hi-Bred International** will answer Sponsor related GLP-Field Study issues.

Our 'Fabulous Four' have been assembled and now all we need are **your questions**. Your issue or topic of interest may be set forth as a question, a hypothetical incident, an actual experience, etc. Questions can be directed at a certain panelist or if they are general in nature, all the panelists will be called upon to express their views. Between now and the Annual Meeting in January, I would really like to hear from you. I anticipate this will be a lively and informative session but only if we have the questions to get it started. Please send your questions directly to me at Valen@labservices.com.

And yes at the end of all the QA Sessions we will continue to hand out surveys. Don't be afraid to tell us what you think. It is your great ideas and comments, and I truly mean this, that will enable the QA Education Subcommittee to bring you sessions addressing the most relevant issues in our profession. Our objective is to continue growing QA involvement in the NAICC and provide a strong QA continuing education component in the Annual Meeting. I look forward to hearing from you all and seeing you in Reno!

Speaking of Surveys...Researcher consultants, don't forget to take the survey at:

<http://www.surveymonkey.com/s/NAICC2011ResearcherSurvey> regarding researcher certification!

2012 NAICC ANNUAL MEETING

Don't forget to register for the 2012 NAICC Annual Meeting, January 18-21 in Reno, NV. Early registration ends December 27. Hotels reservations MUST be made by December 17 in order to get the \$89 and \$119 rates at the Peppermill Resort Spa and Casino.

Check out the AWESOME hotel at: <http://www.peppermillreno.com>

Print forms or register on line at:

Registration (print)	http://www.naicc.org/meeting/2010/present/NAICC-RegistrationForm'12.pdf
Registration (online)	http://www.naicc.org/Meeting/registration.cfm
Hotel reservations	https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=5612430
GLP Workshop	http://www.naicc.org/meeting/2010/present/GLPFlyer2011.pdf
TSP Training	http://www.naicc.org/meeting/2010/present/Technical%20Service%20Provider%20Training.pdf
Focus on Precision Ag	http://www.naicc.org/meeting/2010/present/Registration%20Form.pdf



Happenings on the Hill

Final Spending Bill Supports IPM

The House and Senate agriculture funding committees have convened a conference committee to resolve their differences. While final Senate action has not yet occurred, nothing will change in the Senate related to Integrated Pest Management (IPM) funding in the final bill. Generally, IPM did better than expected in the conference.

In conference, the committee can choose either the House or Senate spending level, or adopt a compromise. On all of the IPM programs, the conference committee adopted the level that is best for IPM. In one category, the final bill is higher than either of the House or the Senate bills.

IPM funding is found in three budget categories: Integrated Activities, Extension, and National Institute of Food and Agriculture (NIFA).

1. **Integrated Activities** includes the IPMCenters and the methyl bromide program. The Centers are funded at \$4 million (Senate level) rather than at \$2.994 million designated in the House bill. Centers were funded at \$2.994 million in FY 2011. Integrated Activities also includes \$1.996 million for the methyl bromide program.
2. **IPM Extension** - The conference committee chose the higher Senate level, \$9.918 million, rather than the lower House amount of \$8.4 million for IPM Extension. This is a small drop from the FY 2011 level of \$9.938 million.
3. **NIFA** - This bill consolidates all of the existing IPM programs and IR-4 into a budget category called

“Improved Pest Control.” This was proposed in the FY 2012 budget. The House had funded this category at \$14 million and the Senate at \$15.1 million. The final bill includes more than either the House or the Senate levels - \$15.830 million. This means that NIFA IPM funding will be about \$4 million - last year’s level of funding.

Although these levels are still \$350,000 less than the Administration’s request, securing higher levels across the board is a major accomplishment in the present budgetary environment. IPM Voice’s work in Washington and the contacts made by IPM supporters locally has paid off. We could not have expected a better result.

The above information was provided by the IPM Voice. NAICC is a proud member of the IPM Voice and worked with the organization to ensure continued funding of the IPM Center. We encourage you to join IPM Voice.

Join IPM Voice!

Integrated Pest Management (IPM) has been delivering important economic, environmental and health benefits to agriculture and communities for more than 40 years. **IPM Voice** is a new, independent nonprofit corporation working to increase IPM adoption, awareness and support.

Our mission is to advocate for integrated pest management (IPM) that is genuinely progressive and seeks continuous improvement of environmental, social and economic conditions through application of accepted scientific principles. We comprise diverse philosophies and approaches united to support a broad foundation upon which IPM will be strengthened and improved.

IPM Voice has been able to accomplish several significant goals in 2011:

- Officially incorporated as a non-profit organization.
- Hired Jim Cubie, former chief counsel for the US Senate Agriculture Committee, to advise and assist with our efforts to educate policymakers.
- Instrumental in saving USDA Regional IPM Centers in the FY 2011 budget by initiating a single contact to a key House decision maker. Combined with support letters from IPM stakeholders, this effort was able to restore partial funding to the Centers.
- Assembled a set of fact sheets to inform policymakers and others about the importance of IPM and its benefits to constituents.
- Visited congressional offices in Washington, DC to inform key House and Senate members and staffers of the importance of IPM programs.

IPM Voice is proud of what we have been able accomplish with the help of our members, but as a new year approaches, there is much work to be done. .

Visit www.ipmvoice.org/join to join IPM Voice via our secure server.

NPDES Update

Even though the deadline of October 31 has come and gone, ag groups in Washington and across the US are holding out hope that the Senate will pass HR 872. The bill passed the House of Representatives earlier this year with bipartisan support, but has stalled in the Senate.

NAICC and others have signed a letter that will go to the Senate leadership encouraging them to pass the law by the end of the year. Other Senators are sending letters on their own encouraging the legislation be brought to a vote.

Without relief, many pesticide users, including agricultural producers, state and local governments, and public health agencies, are now subject to the new permitting program, potential citizen suits and the substantial penalties of the CWA. The need for expansion of the NPDES permit program in view of the additional burden and unwarranted legal jeopardy it now imposes on pesticide users is in question.

Satellites Could Jeopardize Ag Technology

By Glenn Luedke

Commodity groups and farm organizations met recently with Congressional leaders and staff to make their point that LightSquared's planned use of the electromagnetic spectrum for a new wireless broadband system would disrupt current GPS systems. Conflicts would arise, even if filters are established to lessen interference. Concern by ag group intensifies daily and continued testing is requested to solve the problems regarding the technical issues before the FCC removes conditional waivers for LightSquared.

A coalition has been formed to monitor and "Save Our GPS". For more details, go to <http://saveourgps.org>

NAICC ANNUAL MEETING AND AG PRO EXPO DATES

January 23-26, 2013
JACKSONVILLE, FL
Hyatt Jacksonville



January 29- February 1, 2014
NEW ORLEANS, LA
Sheraton on Canal

Come Join Us In RENO!



NAICC ANNUAL MEETING AND AG PRO EXPO

January 18-21, 2012

Peppermill Resort Spa Casino • Reno, Nevada

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