



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
James E. Todd, B.S.
(Agronomy)
NAICC
2013 President

35 Years & Still Going

This year NAICC celebrates 35 years since the first organizational meeting in Memphis, Tennessee in 1978. Eight members formed what we know today as the National Alliance of Independent Crop Consultants. How we have come a long way since then. Last year we had over 600 attendees at our annual meeting in Reno, Nevada. And again this year, it looks like we will have records numbers in Jacksonville.

For me, I first heard of the NAICC while I was attending Texas Tech University in the mid-1990's. One day the department chair of the Plant and Soil Science Department, Dr. Dick Auld invited me to lunch

with someone he thought I should meet. That person was Dan Bradshaw. Dan had come to pitch a new program, "The Doctor of Plant Medicine." It was from that lunch meeting with Dan and hearing about the NAICC, that I knew I wanted to be an independent crop consultant. Furthermore, I knew I wanted to be a part of an organization that promoted professionalism and allowed for consultants and researchers from across North America to come together and exchange ideas.

I attended my first NAICC meeting in 1997 and have only missed one meeting since that time. To me the annual meeting is the highlight of my year. It is the place I get to "recharge my batteries" and get ready for a new year. The annual meeting in many ways is like a family reunion. I get to see old friends that I haven't seen in a while and get caught up with what is going on in their part of the world. I love the exchange of ideas that happens not only in the presentations, but in hallways as well.

This year I had the great pleasure of serving as the chair of Annual Meeting Coordination committee and think that we have a great program assembled for Jacksonville. Phil Cochran, Valen Straub, and Ian Macleod and their respective com-

mittees have done a fine job putting together a great program for Jacksonville. I hope that you are able to attend and find this meeting rewarding and informative.

If you are not involved in NAICC, I encourage you to contact a committee chair and serve on a committee. There is no better way to get involved and meet people in this great organization. If you are already involved, I want to say "Thank You." There is no doubt that it is because of the hard work of NAICC members that we have sustained 35 years.

As we look ahead to year 36, Gary Coukell is already hard at work putting together the 2014 Annual Meeting. Along with Gary, Andrew Vrbka is the chair of the Consultants Education Committee, Mike Philips is the chair of the Researcher Education Committee, and Valen Straub is the chair of the QA Education Committee. If you have any ideas to pass along to them, please do so, I know they would appreciate your input. The success of the annual meeting depends on you and your input. So mark your calendars now for the 2014 Annual Meeting in New Orleans, January 29-February 1, 2014 at the Sheraton on Canal. It is going to be a great time and here's to another 35 years.

2013 Annual Meeting Goes Mobile (www.eventmobi.com/NAICC13)

The NAICC 2013 Annual Meeting and AG PRO EXPO is finally here. We are excited to offer you a new mobile event guide featuring speaker information, session schedules and more! It's all accessible from any device with an internet browser – smartphones, tablets, laptops and desktops.

Thanks to Precision Partners for sponsoring the new APP! How to make the most of your EventMobi app:

- Review sessions and save them to your personal agenda
- Take notes in the app and send them to yourself later.
- Update your attendee profile
- Speakers: upload your speaker bio and picture.
- Exhibitors and Sponsors: Upload your company logo, a description of services/products, and contact information.

- Share your services and social media links
- View the complete listing of sessions and speakers
- Bookmark the app to your home screen for instant access to all event information.
- Rate sessions and provide feedback in the interactive agenda listings.
- Complete the NAICC 2013 Annual Meeting and AG PRO EXPO Survey in the app (Note: this is only the means by which the survey will be conducted).



The NAICC headquarters has a new email address: AllisonJones@naicc.org

Help Raise Money for The Foundation's Educational Programs and the Jensen Memorial Scholarship Fund! Let's Make the Raffle Bigger Than Ever in 2013!

Celebrate 35 Years of NAICC Excellence by supporting The Foundation's raffle and silent auction! This year's raffle and silent auction will definitely be fun and valuable too.

Currently, the big prizes that lucky individuals will leave Florida with include:

- \$1,000 Visa gift card donated by the NAICC Executive Board members
- Custom knife by world renown knife-maker Charlie Niedermayer. His knives sell for between \$200 and \$350. (Courtesy of ICMS, Inc.)
- \$1000 Cabela's gift cards from Grady Coburn of Pest Management Enterprises
- Pair of cowboy boots donated by DuPont which will also include a \$250 gift card from Crop Quest and \$100 gift card from Mick Qualls.
- \$250 Visa gift card donated by Debra Fitzgerald

One more big ticket item would be greatly appreciated, so if you or a couple of colleagues would like to go in together on a raffle item, The Foundation would benefit greatly. Contact Debra Fitzgerald at FitzgeraldD@iskbc.com.

Let's make the silent auction every bit as exciting; simply contribute worthy items. All you have to do is drop the item off 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!

Don't forget to place your winning bid on Thursday, January 24 at the Out-Going President's Reception in the Exhibit Hall.

The St Johns River Boat Cruise sponsored by ADPEN Laboratories is now full.

2013 Nominating Committee

Make a New Year's resolution to become more active in the NAICC by joining this year's Nominating Committee. Although Committee members will still be nominated from the floor, we would appreciate your indication of interest early.

Please contact NAICC headquarters or stop by the Annual Meeting registration desk in Jacksonville.

NAICC TRAINING SESSIONS

There are still spaces available for the GLP Fundamentals, the NRCS-TSP/CAPS Training and the Focus on Precision Workshop in Jacksonville. Forms for all three workshops can be found at www.naicc.org.

Certification Reminder

CPCC certification fees and 36 CEUs are due March 1. You may mail your payment (check or credit card information) to NAICC headquarters.

New Directories Available

Updated NAICC directories will be available at the 2013 Annual Meeting.

If you cannot join us in Jacksonville, please look for your directory in the mail during February. This is a vital networking tool so please put it to work!



New NAICC 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 in their new positions:

President-Elect Gary Coukell, Secretary Marla Siruta, Directors Amy Beth Dowdy and Donna Landis.

And we appreciate our returning Board members:

President James Todd, Past President Blaine Viator, Ph.D., Treasurer Debra Keenan, Directors Steve Hoffman, Rick Kessler and Daryl Wyatt.

Together they'll make a great team!

To the right you'll find a bit of information about our newest board member.

Introducing NAICC Board Secretary Marla Siruta

We are pleased to announce that Marla Siruta, Owner/Principal Investigator of AgPro Partners Midwest, LLC, will serve as Secretary of the 2013 NAICC Board. A research agronomist for more than 11 years, Marla founded AgPro Partners five years ago. She is proud to work side-by-side with her son, McClelland, another NAICC member.

An active NAICC member for 11 years, Marla has chaired the Newsletter Committee and the MRR&R Committee. She has served as a member of the Researcher's Education Committee, Membership Services Committee, and as Hostess/Speaker at the New Member Boot Camp Luncheon.

Marla earned her Bachelor of Science in Agronomy at Iowa State University and her Bachelor of Arts in Criminal Justice at the University of Colorado. She is also a certified EMT/Paramedic. In addition to the NAICC, Marla is a member of the North Central Weeds Science Society and the Weed Science Society of America.

"I have watched NAICC evolve from a small group of people into a large organization that serves the needs of researchers, consultants, and QA alike," says Marla. "We have become a major source of training for all members. Our knowledge of the profession has become a sought-after commodity. Members of the organization have been responsible for laws being changed and regulations being adopted. We are a small group of very important people with a very large voice."

JOB ANNOUNCEMENT

PACIFIC AG RESEARCH
1840 Biddle Ranch Rd.
San Luis Obispo, CA 93401
805-594-1800
www.pacificagresearch.com

Research Station Manager & Field Biologist (position available now)



Pacific Ag Research, a widely respected agricultural research firm located in San Luis Obispo, California is looking for a candidate with at least 3-10 years of experience conducting agricultural research with a B.S., M.S degree, or equivalent experience. Research experience should include evaluating agricultural pest control products and/or agronomic crop responses. Experience working with regulated biotech crops studies a plus but not required, assisting in trial conduct or managing trials, ability to operate without daily supervision while supervising work of others, farming experience, working knowledge of irrigation equipment and use in research, good communicator, and possess GLP compliant research experience a plus but not required.

Duties involve (but are not limited to):

- managing daily operations at a 56-acre research farm 10 miles west of Five Points, California;
- daily decisions and execution of maintenance sprays and fertilization with timely support from management and other biologists as needed;
- performing a variety of product performance evaluations for insecticide; fungicide, nematicide, agronomic studies and other research specializations under the supervision of other lead biologists as needed;
- manage scheduling and conduct of daily study assessments working in coordination with other lead biologists;
- crop management tasks including planning and ensuring timely irrigation, tillage, and crop establishment through harvest resemble commercial production;
- scheduling, supervising and training farm labor to assist with daily layout and maintenance of field equipment, irrigation systems, tillage, weed control, trial assessment support, and other labor intensive trial support tasks, e.g., hand pollination in corn seed trials;
- data entry in customized databases, timely submission of station data to reporting team, and maintenance of site record keeping;
- supervising station technical and farming staff, and communicating staffing needs for resource planning along with equipment and infrastructure development on a timely basis;
- understand and manage equipment and farming needs and timeliness issues;
- follow instruction from management on overall tasks and in some cases trial specific instructions;
- and manage local field and equipment recordkeeping as needed for any regulated research (with appropriate training provided);
- attend continuing education training for professional development to improve expertise in pesticide handling, pest management, and test system refinement;
- Work directly with customers for feedback on trial work and guidance on trial establishment as appropriate to ensure customer protocol objectives met;
- contribute to strategic planning for station development to meet short and long term customer needs based on fit, and locally assist in identifying resources;
- and provide local leadership on safe operations, and product stewardship, and local compliance requirements as instructed, trained, and supported by Management.

Most research will be conducted in the San Joaquin Valley, predominately in the West Side within 50 miles of the field station. Off-station tree and vine research would be expected to be part of the year-round research program that would include production areas near and east across the San Joaquin Valley where work is currently being conducted. Some short-term travel to other areas to support other studies and technology transfer between station operations may be required at times, including the Florida Ag operation. Applicant must have a class C drivers' license and a clean driving record. The ideal candidate has a background in plant sciences, entomology, plant pathology, weed science or another related horticultural or agricultural science, and farming knowledge. Candidate should have strong verbal and written communications skills, be capable of managing time effectively, work independently and as part of a team. Must be comfortable working with Ag related chemicals and equipment, as well as be able to understand agricultural practices and lift 50 lbs. This position will also require a California QAL or QAC license within 3-4 months if not certified now. Bilingual in Spanish is a plus, but not required.

Pay commensurate with experience and skills. Company offers excellent Medical Insurance Plan, other insurance, 401K, in addition to paid travel for professional training and meetings, and other benefits. Please provide a resume to Eric Flora, Western Area Manager at eric@pacificaggroup.com.

We are seeking an individual who can grow with our organization and can manage resources productively with Management support in the San Joaquin Valley while we grow our services significantly for our customers in that production region of California.

Pacific Ag Research is a \$5,000,000 a year professional ag research business that is still growing. We aggressively invest in resources to meet our customer needs for timely and reliable decision-making for a diverse group of products to ensure we have the critical product development services for their research needs short and long term. Pacific Ag has extensive experience in categories of products that include conventional, organic, seed and trait, urban pest management products, with a several specialties such as broad pest management products for strawberry, vegetable, tree and vine, fumigation and soil applied products for disease and nematode research including mulch testing and flux study support, and of course broad success with insecticide, foliar disease and more agronomic studies of all types.

For more information about Pacific Ag Research and Florida Ag Research (Florida research operations east of Tampa) visit our web site at www.pacificaggroup.com or call 805-594-1800.

JOB ANNOUNCEMENT

Pyxant Labs is a dynamic and growing contract research laboratory located in Colorado Springs, Colorado, specializing in GLP analytical support for the life sciences industry. Pyxant Labs is a customer-centric business and our objective is to Create Outrageous Client Satisfaction™.

We recognize that experienced and highly qualified team players are essential to the success of our company. The only way to deliver on our objective is to recruit, develop, and retain exceptional people. Our human resources management practices, including training, role design, project assignments, and infrastructure support all contribute to an Outrageous Employee Experience™.

Pyxant Labs is currently seeking an experienced Program Manager to support GLP EPA studies. The Program Manager is a scientific management position overseeing the conduct of regulated studies.

The ideal candidate will possess a Ph.D. in Chemistry and/or related discipline. A Master's degree or Bachelor's degree will be seriously considered for candidates with extensive experience and a proven track record.



The following specialized knowledge and skills are highly desired for this position:

- Experience using, maintaining, and troubleshooting AB Sciex mass spectrometers and Analyst software platform.
- Deep understanding of the separation sciences and biological and environmental sample preparation, familiarity with such techniques as; HPLC, UPLC, SPE, and liquid-liquid extractions.
- Thorough knowledge of GLP and EPA Regulatory Requirements.
- Responsive to unscheduled deadlines, client needs, and crises without neglecting other duties.

The responsibilities for our Program Manager include, but are not limited to:

- Conduct of studies as Study Director and Principal Analytical Investigator to ensure compliance with Good Laboratory Practice, cGMP, and other pertinent regulations established by the Food and Drug Administration, the Environmental Protection Agency, OECD, and other regulatory agencies
- Responsibility for managing customer relationships in a manner which advances the size and quality of the client engagement
- Management and direct supervision of chemists, lab technicians, and other staff, which includes technical coaching, skills development, and competencies sign-offs for laboratory personnel
- Facilitation among operations leadership staff to forecast and plan laboratory operations activities, including maintenance of the project revenue summary and the project deliverables database
- Daily management, scheduling, and oversight of laboratory operations for assigned projects, i.e. within the operating program.
- Ownership of project outcomes in a manner which fulfills customer technical expectations for assigned projects, i.e. within the operating program.
- Performance of activities in a manner which ensures compliance with technical and laboratory policies, and procedures

Qualified applicants are encouraged to submit their resume to hr@pyxant.com



**National Alliance
of Independent
Crop Consultants**

Allison Jones Executive Vice President

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

**James E. Todd, B.S. (Agronomy)
President**

Todd Ag Consulting, LLC
1100 Way Rd.
Plainview, TX 79072
(806) 293-1273 Mobile: (806) 774-3941
toddagconsulting@gmail.com