



OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN




By
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NAICC
2013 President

Fall is Soil Sampling Time

There is little doubt that fall is my favorite time of the year. Of course, a lot of that has to do with the fact that the growing season is winding down and I am a huge college football fan. But it also means harvest time and a time to see what went right and what went wrong in the growing season. For my business it means the beginning of the 2014 crop season. As soon as crops begin to be harvested, we are in the field collecting soil samples and making fertility recommendations for 2014.

I have often felt that this is the greatest service I offer my customers. In many instances, there is no single place that farmers can save more money than by soil sampling and applying the correct amount of fertilizer. The key to accurate soil samples is consistency. In other words, fields should be sampled at least every other year so that changes can easily be tracked. Samples should be collected in a consistent manner using the same procedure for each field and the same procedure year after year. Furthermore, the same lab should be used year after year to ensure consistent results and eliminate variability from labs. I utilize soil samples primarily as a way of tracking changes in fertility levels and fine tuning fertilizer recommendations for each

individual field. When making fertilizer recommendations, I look at samples collected over the past several years rather than just one year's worth of data to make my recommendation.

Over the past few years, I have started deep nitrate sampling. In other words, collecting a sample from 0-8 inches that will undergo a complete nutrient analysis and then collecting a sample from 8-24 inches that will be analyzed for nitrogen only. In west Texas, we generally get very little winter precipitation and in my particular area we have clay loam soils. Therefore, we can expect very little nitrogen loss due to leaching throughout the winter months.

Deep nitrate sampling has proven to be a very useful tool in cotton production. High levels of soil nitrogen have been shown to greatly affect the quality of lint. Thus, it is important to manage nitrogen levels to match crop needs and avoid excess nitrogen to help ensure good lint quality. Certainly, discovering high levels of nitrogen in cores taken at 8-24 inches can represent the potential to reduce nitrogen rates applied during the upcoming season. In this instance, farmers can end up saving a significant amount of money. Therefore, deep nitrate sampling has proven to be useful for grain production as well.

There are many different types of deep sampling probes available that can be used to collect samples to 24 inches or greater. In my particular instance, I was able to lease a unit from a retired

consultant to collect my samples. His unit was mounted on a UTV that had a self-contained hydraulic unit. A local machine shop constructed a probe with a hydraulic cylinder to collect samples. This setup has proved to be a fast and efficient way to collect soil samples. Other consultants in the area have mounted probes on tractors and pickups as well. No matter how you collect your soil samples, just remember to be consistent and sample at least every other year.



2014 NAICC Annual Meeting

Laissez les bons temps rouler! (Let the good times roll!)

The 2014 NAICC Annual Meeting will be held in New Orleans, a place that will surely invigorate your spirit! Make plans to join us on January 29-February 1 at the Sheraton on Canal.

Famous for its unique culture, New Orleans truly offers something for everyone. After each fulfilling day of NAICC meetings and networking, you can:

Eat, Drink & Be Merry! Avoid the shame of boring chain restaurant eating and dive into hot Cajun and Creole cuisine. Prepare to savor forkfuls of culture, tradition and recipe perfection that have earned New Orleans its culinary legacy at <http://www.neworleanscvb.com/restaurants/listings/>.

Experience the French Quarter: The original settlement of New Orleans, called Vieux Carré, The Quarter is the oldest neighborhood in the city. Established by the French in 1718, the location was, and is still, a valuable site for trade due to its strategic position along the Mississippi River. The French Quarter boasts a storied history of international influence with cultural contributions from the French, Spanish, Italians, Sicilians, Africans, Irish and others - all evident in the development of this global port settlement. So much of what makes New Orleans unique is captured in the melting pot atmosphere of the French Quarter - it's a neighborhood full of surprises and magic.

Take a Tour: New Orleans is a city abundant in culture, food and history, but where to begin? Start with what you love. Whether your goal is to wander sprawling antebellum plantations or taste-test every classic cocktail, there's a tour to suit your style. History lovers can explore iconic battlegrounds, the city's European origins, and historic jazz landmarks while hearing stories and lore from professional historians. Looking to delve into the world of the supernatural? Take a nighttime tour of a cavernous haunted mansion. There are even thrilling excursions for adventurers who want to spot alligators in the untamed Louisiana bayou.

Take a Musical Journey: It is said that in New Orleans, culture bubbles up from the streets. Nowhere is this more evident than in the music scene. You'll know it when you come across a street performance that rivals any ticketed show you've seen. Or when you find yourself inspired to sway, clap and move like never before. The city is the birthplace of jazz and a mecca for gospel, R&B and ultimately, the rock and pop we love today. New Orleans is one big stage.

Aspire Artistically: New Orleans' Old World roots have created a strong foundation and long-standing appreciation for the arts. Early residents of the city often traveled back to Europe for musical instruction or training in the visual arts. And operatic performances took place in the city as early as 1796. Today the scene thrives via countless galleries, performance spaces and museums. But perhaps what sets the city's cultural institutions apart is its ability to embody the *joie de vivre* (joy of life) mentality. New Orleans' unique culture and love of food, music and fun blends perfectly with its vibrant arts scene creating experiences you can't find anywhere else.

Take a Romantic Getaway: CNN Traveler named New Orleans one of the Top Eight World's Truly Romantic Cities in 2012. The city's southern hospitality and friendly culture inspire

guests to slow down, relax and enjoy the important things in life - friends and family. Maybe it's the vestiges of French culture, but the *joie di vivre*, or joy of life, and appreciation for good food, drink and company have created a special place for love. New Orleans offers a variety of nightlife options from cozy cocktail bars to lively music clubs in which to dance the night away. Or, simply stroll the centuries-old cobblestone walkways of the French Quarter hand-in-hand to create life-long memories.

Learn a Different Language: New Orleans features a language all its own. Here's a crash course:

- **NOLA:** Short for- New Orleans, Louisiana
- **Banquette:** Sidewalk.
- **Bayou:** Choctaw for "small stream." It's a creek with a slow current, flowing from a river or lowland lake, often through swamp areas, usually in a delta region.
- **Cajun:** Nickname for Acadians, the French-speaking people who migrated to Louisiana from Nova Scotia, starting in 1755.
- **Cities of the Dead:** New Orleans cemeteries. Because of the high water table, the city spends the afterlife buried above ground instead of six feet under it. Elaborate monuments cluster together like small communities.
- **Fais-do-do (fay-doe-doe):** It means, "Put the kids to sleep." And party hearty. In the old days, when Cajuns would celebrate, they brought the kids with their blankies so the little ones could snooze while adults would eat, drink, and dance their way through the night.
- **Gumbo ya-ya:** "Everybody talking at once."
- **Krewe:** Members of a carnival organization, as in Krewe of Rex. A variation of "crew," the word was invented by 19th-century New Orleanians, who privately bankrolled the balls and parades (as is still the case).
- **Lagniappe (lan-yap):** A little something extra. A free coffee or dessert or a few extra ounces of boudin put the "bons" in "bons temps."
- **Laissez les bons temps rouler!** (less-say lay bon tonh roo-lay): Let the good times roll.
- **New Orleans:** Pronounced noo aw-lins or new or-lins or new or-lee-yuns, but not new orleans. Unless referring to the street or the parish of or-leens. Or when you're singing. Confused yet?
- **Pass a good time:** Live it up.
- **Secondline:** The people who follow a brass band on the street while swinging a handkerchief in a circle over their heads. These second-liners also have a special shuffle step or dance they do when following the band commonly referred to as "buck jumping" or "secondlining."
- **Vieux Carré (vyeuh kah-ray):** Literally, "Old Square" or "Old Quarter," it refers to the French Quarter. Before it was "Old," "French," or a "Quarter" of any kind, the area was just the "Ville," the entire city of New Orleans.
- **Yat:** A local denizen. Named for the Ninth Ward greeting, "Where y'at?"

Source: New Orleans Convention & Visitors Bureau

Explore the free New Orleans Guidebook in print, online or on the iPad at <http://www.neworleanscvb.com/visit/request-vg/>.



Happenings on the Hill

Updates on Legislation Impacting NAICC Members

by Glenn Luedke
NAICC Legislative Assistant

FARM BILL

Several farm organizations plan to put pressure on their Congressional representatives during the August recess and demand passage of a new long-term, comprehensive Farm Bill before the existing extension expires. Sometimes just getting the House and Senate's attention on Farm issues is a challenge when you consider:

- One in four Americans lives in nine cities, each with a population of over five million.
- Fifty-five percent of the population lives in cities with a population of one million+. Twenty-five percent of the population lives in "rural America" while only 2% are involved in farming/ranching.
- Only sixty members of the House have any meaningful portion of their Congressional district in a rural area or an area with any significant sectors of their constituents classified as farmers.

House majority leader Cantor insists Farm Bill proposals will go to conference and the differences ironed out. After the recess, it is expected the House will move forward on a "nutrition-only bill" (this bill cuts \$40 billion over 10 years). Senate Majority/Minority Leaders have named Senate conferees to reconcile the differences that exist in the current legislation already approved by the Senate and House: Stabenow, MI, Leahy, VT, Harkin, IA, Baucus, MT, Brown, OH, Klobuchar, MN, Bennet, CO, Cochran, MS, Roberts, KS, Chambliss, GA, Boozman, AR Hoeven, ND.

IMMIGRATION REFORM

The Senate recently passed the Border Security, Economic Opportunity and

Immigration Modernization Act of 2013. The Act calls for a balanced immigration reform bill that includes a fair and workable farm labor provision. Farm groups will encourage the House to pass the legislation including an earned adjustment for experienced undocumented agriculture workers and a new flexible guest worker program.

USDA

House members reintroduced legislation to establish a new tax-exempt non-profit organization to foster public/private partnerships within the ag research community. The "Charitable Agricultural Research Act" would establish the legal structure for ag research organizations, a concept that builds on existing models for Congressionally-mandated foundations focused on medical research, natural resources and certain priorities. The stated goal would be to increase funding going to ag research in time of declining public funding but an ever increasing demand on food needs. Many farm organizations have expressed support of this legislation.

EPA

Farm organizations have voiced support for legislation that would require USDA review of EPA proposals affecting agriculture. H.R. 2776 would establish a formal review panel and ask USDA to conduct economic impact statements on EPA proposals including farmer and ag industry input. The farm organizations have stated the EPA does not fully understand the impact EPA policies can and do have on the ag industry. (Examples cited included the ongoing debate defining "waters of the U.S.", release of farm operation information, treatment of spilled milk, etc.).

A draft committee report to the House Interior-Appropriations spending bill would put pressure on EPA to protect bees and other pollinators from neonicotinoid pesticides. The use of these chemicals has been banned by the European Union; however, the EPA has so far declined to follow that decision. The committee report encourages EPA to take appropriate regulatory action to protect bees from pesticides and directs the EPA to adopt a comprehensive assessment process that considers the risk of pesticides on bees.

Farmworker advocates and environmental groups are urging lawmakers to demand EPA push a long-stalled rule to enhance worker protection standards to better prevent worker's exposure to

pesticides should EPA not move forward with its release. In some cases, this is being linked with the immigration reform debate. The July 26 Federal Register stated the EPA had submitted a draft worker protection revisions document to the USDA for review. FIFRA requires EPA to provide the Secretary of Agriculture with a draft proposal 60 days prior to its publication in the Federal Register. Because of the review process by the USDA and the White House Office of Management and Budget review, the proposal will delay action until December.

House Farm Bill Reduces Regulatory Burdens on Farmers

In a recent radio interview, GA Congressman Austin Scott discussed the FARRM Act that seeks to soften the impact of the most burdensome regulatory pressures (i.e. NPDES) plaguing U.S. farmers, ranchers, and rural communities:

"I was pleased to be an original cosponsor of the Reducing Regulatory Burdens Act, which ends an extra permit requirement for the application of pesticides that are already federally regulated. The extra permit requirement is the result of a misguided court ruling and, without a legislative fix, will only result in an administrative and financial nightmare for agricultural producers, public health agencies, the federal government and state agencies. This is yet another reason why enacting a new farm bill this year is so important."

CROP INSURANCE

Facts from National Crop Insurance Services:

- 697,000 policies processed through July 22, 2013, represent 178 million acres/\$64 billion in liabilities and generating \$2.4 billion in farmer paid premiums
- In 2012, farmers invested more than \$4.1 billion to purchase more than 1.2 million crop insurance policies, protecting 128 different crops
- Crop insurance policies protected more than 281 million acres in 2012, with insured acreage equal to 86% of planted cropland
- Farmers have spent over \$30 billion of their own funds on crop insurance since 2000
- To date in 2013, Kansas, Iowa, Texas, Nebraska and Illinois lead the way in the number of crop insurance policies purchased

Sustaining Value Abounds in NAICC

by Allison Jones, Executive Vice President

NAICC's Sustaining Membership program has been well received over the years and we have seen an increase in our Additional Sustaining Members. Many thanks to all our faithful Sustaining Members!

The "Additional Sustaining Member" component was created in the late 90's to give companies an opportunity to enroll additional individual members, whether at the same location or at another office across the country. Often, the Sustaining Membership is handled through either the Sales or R&D department of companies and there has to be a concerted effort to communicate NAICC information to interested parties in the company.

Daryl Wyatt, NAICC Board Member and Project Manager with The Carringers, Inc. was the first to take advantage of an additional individual sustaining membership when he was Senior Biologist in Residue Chemistry with AgrEvo USA Company.

Wyatt attended the 1997 NAICC Annual Meeting in San Antonio. He felt the experience gave him important insight into the conduct of GLP field residue trials. According to a quote from an article written about him at that time, "The NAICC is an excellent organization for sponsor company researchers," explains Wyatt, "because it is a good way for company personnel to disseminate information to contract researchers, Quality Assurance professionals, and crop consultants. It is extremely valuable for contract researchers and QAs because they can make contacts (network) with sponsor representatives, which helps them generate future business. And it's good for sponsor company representatives/crop consultants because it provides the opportunity to meet contract researchers and discuss any potential needs and/or problems for the next year."

If you are not an individual member but rather an employee of a Sustaining Member company, you are eligible to become an "Additional Sustaining Member." The fee is \$200 and allows you to have your own membership, participate on committees and receive your own newsletter and NAICC updates via email. To join, go to <http://naicc.org/wp/wp-content/uploads/2012/09/Additional-Sustaining-Member-Application.pdf>.

Wyatt was also impressed that NAICC members must abide by a code of ethics and be sponsored by two existing members before they can be approved for membership. He felt that this is a statement of commitment and dedication for the contract researcher to the contract research business. He utilizes the newsletter for current information about NAICC involvement in regulatory issues, new trends/technology, *NAICC News*, and the event calendar. And of the NAICC Annual Meeting Wyatt says, "The Annual Meeting is an excellent opportunity for a member to hear presentations on current topics, network with other individuals in the industry, view exhibits and posters, participate in discussion groups on various topics, and receive valuable training. It is especially helpful for company representatives/study directors/project managers because it enables them to meet with contract researchers from all regions of the U.S. In order for me to contact as many contract researchers as I did at the Annual Meeting, I would have to spend considerable amounts of time traveling or on the phone."

Daryl and others on the Executive Board hope others will join as Additional Sustaining Members. To learn more about the NAICC Sustaining Membership program see box on the right.

NAICC Renewal and Dues

As we prepare for NAICC membership dues renewal and meeting time within NAICC, please keep our procedures in mind:

1. Only individual NAICC members or the official contact for Sustaining Members can serve on committees. NAICC certainly wants members who are willing to volunteer their time to participate in committees; if you are interested, please contact NAICC headquarters (allisonjones@naicc.org) to volunteer.
2. If you are paying dues or meeting fees from outside the U.S., you must pay in U.S. dollars. Checks that do not indicate U.S. funds will be returned or you will be invoiced for the exchange amount and NAICC bank fee. We have corrected the issue on our website so that all credit cards from foreign countries are now accepted.

ATTENTION: Sustaining Members

Now is the time to prepare for the 2014 NAICC Annual Meeting. The following information will be delivered to your email, mailbox and on NAICC.org in the next few weeks:

- Emerging Technology Call for Papers
- AG PRO EXPO Exhibitor Information
- Annual Meeting Sponsorship Opportunities
- 2014 Sustaining Membership Renewals

We look forward to partnering with you in 2014!

New Member Profile

In January, NAICC warmly welcomed new member **Anna Meszaros**, Research Scientist and QA professional with Pest Management Enterprises, LLC in Cheneyville, Louisiana. She works with sugarcane, rice, citrus, soybean, cotton, sorghum, corn, wheat, cotton, mustard, and pecan.

Anna earned her MSc in Crop Protection/Entomology. She worked as a Research and Extension Associate in the LSU AgCenter Department of Entomology (sugarcane, rice and biological control laboratories) for four years before joining Pest Management Enterprises.

Anna is involved with the Entomological Society of America (member, meeting participant, committee member), Louisiana Crop Consultants Association (member, meeting participant). She joined the NAICC for opportunities in networking, knowledge exchange and learning new technologies, and is particularly interested in the International Outreach Committee. In the next five-ten years, Anna would like to increase her involvement in disciplines other than entomology.

As to her thoughts on what companies need to do to stay on top in this industry and partner with the NAICC, Anna recommends cultivating good working relationships among personnel from land grant universities, USDA ARS, private contract research and consulting businesses, and agro-chemical/seed.

Welcome, Anna!

2014 ISPA Conference Announced

The International Society of Precision Agriculture (ISPA) will hold its 12th International Conference on Precision Agriculture at the Hyatt Regency in Sacramento, California, on July 20-23, 2014. Look for details at www.ispag.org.

Precision agriculture (PA) techniques, technologies and their applications are now 'mainstream agriculture' and can certainly help towards solving the problems and challenges that face agricultural production worldwide. The 2014 conference will report current research in PA, including practitioner 'A to Z' sessions and the latest technologies in the commercial exhibition. There will be extensive networking opportunities leading, hopefully, to collaboration in research and international research proposals. Field trips will be organized by the University of California, Davis to view the latest research and application of PA.

The abstract submission process opened on August 1, 2013. Go to www.ispag.org for more information.

Latest 'Focus on Potato' Webcast Now Available

To improve resistance management against the Colorado potato beetle and other insect pests, pest management practitioners need an improved understanding of insecticide rotations. The latest 'Focus on Potato' webcast, "Rotating New Chemistries in Potato Pest Management" offers just that. Dr. Russ Groves, Extension Vegetable Entomology Specialist & Associate Professor at the University of Wisconsin, Madison, discusses the need for effective rotation of insecticide chemistries to build adequate and longer-term control of problematic insect pests.

This 30-minute presentation is open access through October 31, 2013. Other presentations are also available at www.plantmanagementnetwork.org/fop.

NAICC Annual Meetings

2014

January 29 - February 1
Sheraton New Orleans
New Orleans, LA

2015

January 21 - 24
Peppermill Resort & Spa
Reno, NV

2016

January 27- 30
Lake Buena Vista Palace
Orlando, FL



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