Thank You, NAICC Sponsors

NAICC has grown and changed as its membership and industry needs have changed. We are a voice to be reckoned with in Washington, an organization that provides development opportunities for its members and a proud group of agriculture professionals dedicated to improving our clients' business every day.

We have accomplished much in 2000 through the hard work of our members, Executive Board and staff. And we couldn't do a lot of what we do without the continued support of our sponsors. Our sponsors showed their support yet again throughout the year and through their generous sponsorships at the NAICC annual meeting.

Many thanks to BASF Corporation for sponsoring the New Members' and First Timers' Reception in Orlando. This activity helps us ensure our new members will begin a long tenure with NAICC, and introduces them to the many opportunities NAICC provides. BASF is also a gracious sponsor of the NAICC website and Consultant of the Year program, both of which are very important to the Alliance.

Bayer Corporation and Delta and Pine Land Seed Company are generous sponsors of the President's Luncheon and Awards Ceremony during the annual meeting. This ceremony is our opportunity to honor the hard work and dedication of our leadership throughout the year. Bayer was also instrumental in helping us increase our membership through their sponsorship of the annual New Members Campaign and the Top Recruiter program.

The audiovisual support provided by Central of Twin Valley, Glades Crop Care, Inc., New England Fruit Consultants and Monsanto Company will help make our meeting run smoothly. Monsanto will also provide another meeting necessity - breakfast at the Business Planning Breakfast in Orlando. Mycogen Seeds generously provided registration badges for the meeting.

FMC Corporation will provide great entertainment with sponsorship of the Everglades Adventure and Dinner on Friday, January 19, and Aventis Crop Science provided us with a reminder of the 2001 Annual meeting by sponsoring the popular Annual Meeting T-shirt.

Helena Chemical Company, Stoneville Pedigreed Seed Company and VantagePoint Network provided the necessary ingredients to keep up our energy as coffee break sponsors. And last, the incoming President's Reception to honor our new leader and the Annual Meeting Program are sponsored by Syngenta.

We sincerely appreciate the ongoing support we receive from these generous companies. Together, we're starting 2001 off strong!

NAICC Sustaining Members Want You to Have Fun

NAICC sustaining members are holding a raffle for meeting attendees that will send you and three guests to Disney or Universal Studios Theme Parks. Drawings will be held during continental breakfast and coffee breaks in the Exhibit Hall. Be sure to thank the following Sustaining Members who are sponsoring these raffle tickets:

Bayer Corporation
Crop Decisions Magazine
FMC Corporation
Monsanto Company
Servi-Tech Labs

NAICC Welcomes more than 50 Exhibitors

Like our sponsors, who provide us with opportunities to honor our leaders, share ideas and increase our membership, we couldn't have a successful NAICC meeting without our exhibitors. Each year the number of exhibiting companies has grown, and this year is no different. From research labs to industry publications, the ag industry will be well represented at the Annual Meeting Trade Show, which opens on Thursday, January 18 with a continental breakfast.

Look for these exhibitors at the NAICC Annual Meeting, and take advantage of their knowledge and the tools they offer that could improve your business.

ABC Laboratories
A.C.D.S. Research, Inc.
Adcon Telemetry
Agdia, Inc.
Ag Quest, Inc.
AGSTAT
AGVISE Laboratories
American Agricultural Services
American Phytopathological Society
American Society of Farm Managers and Rural Appraisers
AMVAC Chemical Company

CONTINUED ON PG.2
NAICc is Alive and Well

BY DENNIS BERGLUND, NAICC PRESIDENT

This year went by very fast, but I think that NAICC accomplished a lot and I had a lot of fun, too!
Looking back at 2000, we focused a lot of time and effort in Washington, DC. We met with EPA numerous times to protect our WPS exemption. We also explained to EPA that Worker Protection Standards and Good Laboratory Practices are laws that contradict one another, and can’t be followed at the same time. We developed a format for ‘scouting profiles’ that will eventually help EPA gain a better understanding of what we do in the field. We had more than 70 new members join in 2000 and that is something to be very proud of! The problem is that we had so many non-renewals that our membership numbers showed only a small net gain.

Our Research Consultant Working Group developed a strategic plan focusing on the needs of researchers. This plan will become an integral part of the NAICC’s strategic plan that will guide our efforts in future years.

Thanks to all the committees and the Executive Board! I have to confess that I often felt inadequate leading our talented and dedicated board. I know it’s hard to believe, but we often didn’t agree on things. There were many serious and sometimes heated discussions. We argued, we cried, we laughed and we became very good friends.

Many thanks to Allison! At the beginning of the year, she and I secretly agreed that she would take care of all the small decisions and I would take care of all the big ones. It just amazes me that for the whole year, there hasn’t been one big decision!

Finally, thanks to everyone else who helped this past year.

My parting thoughts on things that would help NAICC in the future:
1. Retain all members from year to year.
2. Secure a permanent WPS exemption for certified consultants and researchers.
3. Resolve the WPS/GLP conflicts for research consultants.
4. Finish the “Scouting Profiles” so EPA can make better decisions.
5. Obtain funding for the NAICC Grant Proposal.
6. Develop a continuous dialogue with EPA on IPM practices.
7. Increase our website activity.

There will always be new things that come up and doing all of these things won’t make NAICC a “perfect organization”, but it sure would help us move the organization forward.

And now I’m looking forward to a great Annual Meeting in Orlando....

NAICC welcomes more than 45 Exhibitors (cont.)
Astrix Software Technology
Aventis CropScience
BASF
Bayer Corporation
CALMAC Consulting Services
CDMS, Inc.
Centre Analytical Laboratories, Inc.
Concord Environmental Equipment
Crop Decisions Magazine
Delta and Pine Land Seed Company
EarthScan Network, Inc.
EPL Bio-Analytical Services
Farm Press, PRIMEDIA INTERTEC
Florida Food Products, Inc.
FMC Corporation
Growth Stage Consulting, Inc.
Gustafson, LLC
Gylling Data Management
Honeywell
Hydro Agri North America, Inc.
IMC USA, Inc.
ICMS
LABServices
mPower, Inc.
Monsanto Company
Mycogen Seeds
Pioneer Hi-Bred International, Inc.
Progressive Farmer
Servi-Tech Labs
SOILTEQ
Spectrum Technologies, Inc.
SST Development Group, Inc.
Stockhausen, Inc.
Stone Environmental, Inc.
Stoneville Pedigreed Seed Company
Syngenta Crop Protection
Syngenta Seeds
Tomen Agro, Inc.
VantagePoint Network
Veris Technologies

Auction Looks to be Very Successful

It’s an event we all look forward to as the annual meeting approaches: the FEEA Auction. Below is a list of items donated to date. If you haven’t registered your donations yet, please let the NAICC staff or FEEA Board members know as soon as possible to ensure that the correct preparations can be made for the auction. With your help we know we’ll have the most successful auction ever.

• Bottles of wine
• John Deere 9300T model tractor
• Suncatcher
• Turquoise and sterling silver Indian necklace and a Nambe’ Indian bowl
• Two tickets to the 2001 Brickyard Race
• One of a kind ball caps
• Memphis BBQ basket
• Texas flag throw (65° L X 48”W-100% cotton)
• Ladies handmade quilted silk jacket
• Texas grown Jasmine rice
• Homemade jalapeno pepper jelly
• Framed original artwork from December 2000 Crop Decisions magazine cover
• “Professional” Crop Consultant 18’ handmade sculpted clay doll
• “Exhausted” Crop Consultant 18’ handmade sculpted clay doll
• Discovery Channel loon stuffed animal
• Discovery Channel baby porcupine stuffed animal
You May be Better Off Paying Taxes Than Contributing to Your Retirement Plan!

By Matthew Tuttle, MBA

That's right, if you are like most business owners you could actually be better off paying yourself a higher salary and paying more taxes than putting money into your retirement plan. How can this be? For every dollar you pay yourself in salary, how much do you keep and how much goes to the IRS? Most successful business owners keep about $.60 while $.40 is owed in taxes. Now let me ask you this, for every dollar you put into your retirement plan, how much goes to your benefit and how much goes to your employees and to pay fees? If you keep less than $.60 on the dollar, your retirement plan is actually costing you money.

The Problem

Everywhere you look you are advised to put as much money as possible into your retirement plan to get a tax deduction and tax deferred growth. Most retirement plans are designed to give a contribution to employees based on a percentage of their salary. For calculation purposes, the business owner's salary is capped at $170,000 and their contributions for themselves can be no more than $30,000. Add these limitations to the fact that most plans give the same percentage of salary to everyone and you can see how many plans are designed to give the business owners less than $.60 of every dollar contributed.

But wait — you need to put money into a retirement plan to save yourself taxes and plan for a comfortable retirement. What is a successful business owner to do? Lucky for you, there are strategies to put your retirement plan in your favor.

Step 1: Plan Design

You could have the right plan with the wrong design. Most retirement plans allow you to skew contributions in favor of the business owner. The solution could be as easy as running some new numbers and changing your plan documents to reflect the new formula. For some business owners, the age and salary makeup of their companies doesn't allow them to change the contribution percentages. For them the answer could be......

Step 2: Employee Contributions

While most plans call for employer contributions, only some plans can be designed to have employees contribute with little or no employer contribution. In this case the business owner could make his or her contribution to their own account as an employee. This design can significantly lessen the cost of providing benefits to employees, but it can also reduce the amount the owner is able to put away. How can you keep the costs for employees low but get more money into accounts for the owner and possibly some key employees?

Step 3: Supplemental Retirement Plans

Supplemental retirement plans don't need to follow the rules of traditional retirement plans. Most significant is the ability to pick and choose who will participate and how much will be contributed. A supplemental plan could just cover the owner or the owner and key employees. The owner can decide how much to put in for each covered employee and the plan can be designed for the owner to get back all contributions when the employee retires or leaves.

Retirement plans can be powerful tax and retirement savings vehicles, but unless they are designed properly, you could be better off just paying yourself a higher salary and investing the money yourself. All business owners should review their plan design to make sure they take proper advantage of all the benefits of business ownership and all the tax savings strategies the IRS allows.

Want to learn more? Order the free report “Put Your Retirement Plan in Your Favor” by calling (203) 609-9077 or email tuttlem@earthlink.net. Please feel free to visit our website at www.wealthadvisors.com for more information.

Matthew Tuttle, MBA, of Stamford, Conn., is a frequent speaker on tax strategies at conventions throughout the United States. He has written two books and numerous articles on the topic.

NAICC Directory — EPA Regional Listings Updated

The 2001 NAICC directory will be mailed with the February/March issue of the NAICC News. We are in the process of updating the EPA Regional information, which was last updated in 1999. If you conduct GLP trials and have not already responded to the recent e-mail request, please send your name and EPA region(s) to the NAICC headquarters (901) 861-0512 (fax), (901) 861-1511 (phone) or JonesNAICC@aol.com. If we do not hear from you by January 21, we will publish the information we have on file from 1999.

Another Success Story

By Randy Darr, Soil-Right Consulting Services

For the fourth consecutive year, NAICC members ventured to the National FFA Convention in Louisville, Kentucky, to promote the agriculture consulting and contract research fields as potential careers for some 50,000 convention attendees. This was also the fourth year the NAICC displayed at the National FFA Career Show, held in conjunction with the National FFA Convention each October.

It was initially thought that it would take quite a bit of time to fill up the Kentucky Fair and Exposition Center. However, with the increasing popularity of the FFA, the exposition center was almost full with exhibitors, ranging from the US Marines and Oscar Meyer Mobile to John Deere and USA Today. Companies are realizing the increasing importance of being recognized by America's youth.

The NAICC is, of course, not trying to increase its market share in sales. We are trying to increase the awareness of consulting and research as potential careers, as well as publicizing our new scholar-
Another Success Story (cont.)

booth. The more experience we get, the easier it is to do. I would like to encour-
age any of you who live reasonably close to Louisville to please offer your assis-
tance for a day or two of the event. It is very exciting to see our agricultural youth. Their excitement about the future is truly what I look forward to seeing each year. Even though it pretty much shoots a week in the field for me, I wouldn't want to miss it for the world.

NAICC to Exhibit at Commodity Classic

Recognizing the importance of being involved in other key trade events, NAICC leaders will again represent NAICC at the 2001 Commodity Classic, held February 25-27.

Loarn Buc, Bill Cox and Phil Cochran will travel to San Antonio to meet with top corn and soybean producers nationwide. At this three-day trade show, the NAICC representatives will answer questions and offer insight about consulting to thousands of show attendees.

"I strongly believe the Commodity Classic offers NAICC a great opportunity to leverage our profession among some of the most sophisticated growers in the nation," said Cox, who also attended last year. "We reinforce among this audience our support in the corn and soybean industries."

The Commodity Classic is a joint effort of the American Soybean Association (ASA) and the National Corn Growers (NCGA). ASA is a national not-for-profit grassroots membership organization. It develops and implements policies to in-
crease the profitability of its membership and the entire soybean industry. ASA has more than 31,500 members, with affiliated offices in 28 states and international offices in 13 countries.

NCGA represents the interests of producers in the nation's top crop. Its goal is to enhance the profitability and usage of corn. NCGA's membership includes more than 30,000 corn growers in 48 states, with 42 affiliated state corn grower organizations.

Gary Coukell
ICMS, Inc.

New NAICC member Gary Coukell is a graduate of the University of Manitoba, where he attained a B.Sc. in Agronomy in 1993, and is completing an M.Sc. in Plant Science.

Gary has been employed by ICMS, Inc. since 1996, and holds the position of Research Coordinator. ICMS provides field research and project management services in the areas of GLP residue studies in crop, soil and aquatic environments, and evaluation of pesticide, variety, inoculum, fertilizer and production system performance.

With research stations in each of the four western provinces of Canada, ICMS has access to GLP crop zones 5, 7, 11, 12 and 14, and crops ranging from small grains and oilseeds to vegetables and fruits.

After attending his first NAICC meeting in 1997 as a guest, Gary was enthusiastic about joining. "The opportunity to exchange industry information, to access the experience of others and to be exposed to the latest technological advances in our field has never been better presented than at the NAICC meetings I have attended."

Gary is now a member of the Ancillary/Supplemental Data Committee of the NAICC Electronic Data Task Force. The intent of this Committee is to provide NAICC input in the direction and future of electronic capture of supplemental data for GLP studies.

Gary worries that the agricultural community is not being proactive enough in supporting the use of current technologies. "The consumer has enough power, and rightly so, that we could lose the right to use both the tools currently available and those that may be developed in the future with advances in technology. The agriculture community must vocally champion current and future production practices. There is not enough consumer education coming from the agricultural community."

Larry Checknita
Enviro-Test Laboratories

Larry Checknita is a graduate of NAIT college in Edmonton, Alberta, and has been trained on the analysis of herbicides in soils and crops. He has been employed by Enviro-Test Laboratories, a large analytical laboratory, for over 12 years and currently is in a supervisory position over the herbicide analysis group.

His group specializes in the analysis of herbicides (or pesticides) in soils and crops. Soils are analyzed for herbicide "carryover" and crops for spray drift effects. The group is also responsible for providing analysis of all the herbicides used today, including the sulfonylureas, glyphosates and the imidazolinones.

As a service, Larry's group provides information regarding spray drift litigation to insurance adjusters. Crop consultants benefit from services offered concerning herbicide levels in soils and crops.

Larry joined the NAICC to meet other crop consultants. He is especially interested in knowing what their needs and interests are. He offers his expertise in discussions dealing with herbicide analysis (i.e., detection limits and how these limits relate to usage patterns).

When queried on the matter of the effects of ag industry mergers/buy-outs' on contract research, he gave the following response: "Generally, it takes one to two years before both partners in an agrochemical merger can establish which pesticides they will support in registration. Consequently, there is a slowdown in the studies done until this process is complete. Also, the use of genetically modified crops reduces the need for new herbicide research, which also greatly reduces the amount of registration activity.

Larry believes that once the agricultural community catches up with the rest of the economy, research in this field will grow, but this could take two to three years.
NAICC Embraces 2001 Leadership

It is with great pleasure that NAICC announces its 2001 leaders—people who have illustrated their dedication to the organization and the industry it represents.

NAICC’s 2001 President is Phil Cochran, consulting agronomist with Cochran Agronomics, Paris, Ill. He is a graduate of Illinois State University and has been an NAICC member since 1990. Phil is involved in several other professional organizations, and he is a Certified Professional Agronomist as well as a Certified Crop Consultant-Independent (CPCC-I). As an NAICC member, Cochran has been active on numerous committees.

Al Averitt is NAICC’s 2001 President-Elect. Al is a Certified Professional Crop Consultant-Independent and president and owner of Protech Advisory Service, Inc., Lumber Bridge, N.C. An NAICC member for eight years, Al has been involved on the NAICC Executive Board, Alliance of Association Leaders and other committees. He’s also been active in several North Carolina professional organizations.

2001 NAICC Secretary is Bruce Niederhauser, elected to his second term. Bruce is an agronomist/consultant with IMPACT Agronomics, Inc., Washington, La. He’s a graduate of Colorado State University, where he studied Horticulture, and he’s been an NAICC member for nine years. He’s been active on numerous NAICC committees, and he’s a member of the North Carolina Agricultural Consultants Association.

Tim Case was elected to the position of Director for 2001. Tim owns Great Plains Crop Services in Groom, Texas. He gained his B.S. in Agronomy from West Texas A&M. Tim is a Certified Professional Crop Consultant—Independent (CPCC-I); he’s been a contract researcher for ten years and an independent crop consultant for six. He’s been active in NAICC for ten years, serving on several committees during that time.

Also serving as Director in 2001 is Bill Cox, returning after sitting out a term. President of Coxco Ag Services, Inc., Las Cruces, N.M., Bill has a B.S. in Agronomy from New Mexico State. He’s been a full-time independent crop consultant since 1974 and has been an NAICC member for nine years. Again, he’s given his time and resources to committee work during that time.

Chris Cole, elected to represent NAICC’s non-voting categories, is a technical service/regulatory affairs representative for FMC Corporation, Weatherford, Texas. Chris is a graduate of Oklahoma State University and holds a Masters in Administrative Science from the University of Texas/Dallas. Chris has been a member of NAICC for eight years, during which time he’s been an exhibitor and sustaining member representative. Chris is also active in numerous professional associations in Texas, Oklahoma and New Mexico.

Returning to the 2001 Executive Board are Dennis Berglund, past president; Glenn Morin, treasurer; Charlie Mellinger and Larry Emerson, directors.

In 2001, Dennis Berglund will provide his leadership as past president for NAICC. Dennis is CEO of CENTROL, Twin Valley, Minn. He has been an Independent Crop Consultant for 20 years and has been a Certified Professional Agronomist (ARCPACS) since 1987. Dennis has been certified under REAP (now CPCC-I) since 1992. In 1995 he was honored as Cyanamid Consultant of the Year.

An NAICC member for 13 years, Dennis has been actively involved in numerous committees. He’s also a member of the Minnesota Independent Crop Consultants Association and the Agricultural Consultants Association of North Dakota.

NAICC member Charles Mellinger, Ph.D., was elected to the position of Director in 2000. Dr. Mellinger is Director of Technical Services for Glades Crop Care, Inc., Jupiter, Fla. He began his distinguished career in agriculture with his Bachelor of Science in biology at Goshen College and his doctorate in botany and plant pathology at Michigan State University.

Dr. Mellinger has been a member of NAICC for 16 years; during that time he’s been active on nearly 10 committees. He is also a member of the American Phytopathological Association, the Entomological Society of America, the American Society of Horticultural Science the Florida Horticultural Society and CAST.

Dr. Mellinger’s wealth of professional experience and honors include more than 27 years of experience in applied field research and consulting for vegetable and field crops, ornamentals, citrus and sugarcane. He has been awarded the Florida Horticultural Society President’s Industry Award three times, and he is a CPCC-I and CPPP.

Entering his second year as Director, Larry Emerson is president of South Texas Ag Research in Brookshire, Texas. He holds a Bachelor of Science in Entomology from Texas Tech University and a Master of Science and Doctorate in Integrated Pest Management from the University of California, Riverside.

Besides being a dedicated NAICC member since 1979, Larry is involved in the Texas Association of Ag Consultants, and he’s had numerous honors. They include Post Doc, Corn Insects, University of Missouri, 1974; Field Research Rep for Bayer, 1975-1977; Independent Crop Consultant for Texas Rice, Cotton, Soybean and Grain Sorghum Growers, 1978-1994; President, Texas Association of Ag Consultants, 1982; and TAAC Outstanding Consultant of the Year, 1989.

Glenn E. Morin, entomologist with the New England Fruit Consultants in Montague, Mass., is serving his second year as Treasurer.

Glenn holds a Bachelor of Science in Zoology from the University of Massachusetts. He has been a member of NAICC since 1986 and has represented the Alliance regarding pesticide legislation, including: USDA Committee on Pesticide Use Data, National Center for Food and Agricultural Policy, PMAP Grant Programs Relevancy Committee and the USDA Tolerance Reassessment Advisory Committee (proxy).

He’s also served on several NAICC committees and he’s a member of the National and State Association of the Entomological Society of America and the Massachusetts Alliance of Crop Consultants.

We thank these leaders for their time and their energy in helping to ensure NAICC has a viable 2001.

Take Advantage of These Membership Services

C.D.M.S. maintains the world’s largest electronic database on agricultural and specialty chemical information. See us at Booth 9 in Orlando or review on www.cdms.net.

NAICC and EPA Continue Dialogue on WPS

Last month, members of the NAICC Legislative Advisory Task Force met with EPA officials and other stakeholders to discuss issues affecting crop and research consultants, including the crop and research consultant exemptions from the Worker Protection Standard. While the crop consultant exemption is still in effect, work continues on an exemption for research consultants.

Mark Jensen met with representatives from the Office of Pesticide Programs (OPP) and Office of Enforcement and Compliance Assurance (OECA) to discuss national and international compliance issues, as well as Good Laboratory Practices (GLP) and electronic data issues. Conflicts in implementing the objectives of GLP field research protocol requirements while complying with WPS regulations were also discussed. Jensen reported that there was excellent dialogue among the group regarding compliance and data integrity issues and that EPA encouraged NAICC to be active in the EPA’s national assessment of the Worker Protection Program.

The national assessment will help the Agency determine whether the WPS program is adequately meeting its intended goals of protecting agricultural workers from pesticide exposure. The first of three meetings was held in June 2000 in Austin, Texas and began the process to conduct a comprehensive review of the WPS. Dan Bradshaw represented NAICC at this meeting. This second workshop held in Sacramento, California on December 11-13 allowed EPA to form stakeholder workgroups to focus on training, enforcement, complaint, retaliation, and communications issues as they relate to the regulation.

Ray Young represented NAICC at the December WPS meeting in Sacramento. Mr. Young was able to meet with key personnel while at this meeting and reiterated NAICC’s position that the current exemption for crop consultants was imperative for consultants to implement IPM programs in the field. He and Jensen were both assured that the WPS rewrite would not change the current exemption for consultant or the exemption for non-registered pesticides.

A third meeting is scheduled in the spring 2001 in Orlando. There will be one cumulative National Reassessment meeting in the winter of 2001 in D.C. According to Jensen, “The re-write will be extensive and will specifically address farmer’s children, as well as training, enforcement, compliance, and communication issues. Marcia Mulkey, OPP-EPA, assured me that there will definitely be stakeholder involvement on all issues during the re-write and that she hoped NAICC would be an active participant.”

While dialogue on WPS issues continues, EPA officials still insisted that there are a few chemicals currently going through the registration process that require additional warning statements regarding PPE for consultants. EPA feels the exemption is legally correct but also insists on flexibility in its interpretation for liability purposes.

NAICC will continue to work with EPA’s Office of Pesticide Programs on the proposed exemption for research consultants. EPA is again reviewing the proposed language submitted by the Consortium of Crop Research Scientist in 1998. The Consortium is comprised of representatives from NAICC, various scientific societies, government agencies, and industry.

PREPARE YOURSELF FOR SEMINARS

A professional conference or seminar can be well worth the time away from the field/office if you take the right approach. Here’s how to turn your next professional meeting into a valuable experience:

• Prepare yourself ahead of time. For example, list at least five specific questions you want answered at the conference.
• Use break time to network. Talk to your peers; make lunch and dinner plans with as many different people as you can.
• Bring lots of business cards to exchange. When you receive a card, make a note of something distinctive about the person giving it to you.
• Collect handouts from all speakers – even those whose sessions you don’t attend.

FINANCIAL REVIEW
by Glenn E. Morin, Treasurer

Gross income for 2000 through December is $9,900 more than last year. Cash equivalents for this year and last year are as follows:

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<thead>
<tr>
<th></th>
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<tr>
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<td>December</td>
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NAICC members may receive a current standard financial report at any time by submitting a written request to the NAICC headquarters. In addition, requests for annual financial statements may be submitted at the annual meeting.
**NAICC WELCOMES NEW MEMBERS**

**VOTING**

**Todd Heap, M.S. (Weed Science)**  
Shoffner Farm Research, Inc.  
191 Jackson Rd.  
Newport, AR 72112  
Office: (870) 744-8237  
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Fax: (870) 744-3314  
Mobile: (870) 217-1545  
E-mail: kth@shoffneragresearch.com  
Crops: Cotton, rice, soybeans, milo, wheat, corn.  
Services: Efficacy and GLP studies for RAC, processing decline, soil and aquatic dissipation, dislodgable, rotations, and transgenic crops. Quality and professional seed stock production, condition and testing. Small and large scale demonstration and research tours.

**Curtis John Lee, M.S. (Crop and Weed Sciences)**  
Agro-Tech, Inc.  
4489 Highway 41 North  
Valva, ND 58790  
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Home: (701) 338-2589  
Fax: (701) 338-2394  
E-mail: agrotec@ndak.net  
*Services: Contract research. Regions: r7, r5*

**Provisional**

**Alexei C. Dianese, M.S. (Plant Pathology)**  
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Fax: (561) 746-3775  
E-mail: adianese@ mindspring.com  
Crops: Peppers, cucumbers, citrus.  
*Services: PI. On chemical studies for efficacy and GLP trials.*

**Roger Duane Gresh, B.S. (Computer Information Systems)**  
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Fax: (605) 448-2786  
Mobile: (605) 880-6398  
E-mail: parinc@brittonsd.com  
*Services: Contract research.*

**Rob Hummel, Ph.D. (Entomology)**  
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Fax: (229) 242-1562  
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*Services: Project management for a variety of GLP studies. Study Director, Principal Investigator for non-GLP efficacy studies.*

**Patrick C. Kennedy, Ph.D. (Entomology)**  
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*Services: Contract research.*

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Mobile: (217) 622-5980  
E-mail: hagofsptd@aol.com

**Emily S. Shepard, B.S., M.Ed. (Horticulture)**  
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Jupiter, FL 33475  
Office: (561) 746-3740  
Home: (561) 746-3775  
E-mail: exshepard@gladescropcare.com  
*Services: Contract research.*

**Scott W. Welsh, B.S. (Agricultural Science)**  
Brubaker Consulting Group  
901 Dawn Avenue  
Ephrata, PA 17522  
Office: (717) 721-9274  
Home: (717) 964-1349  
Fax: (717) 721-9275  
E-mail: scottw@brubakergroup.com  
Crops: Processing vegetable crops including peas, sweetcorn, tomatoes, agronomic crop production, nutrient management for dairy, swine and poultry.  
*Services: Manager of consulting services.*

**Hans Gabski, B.S. (Biology)**  
Gabski Crop Consulting  
11921 Meridian Road  
Chico, CA 95973  
Office: (530) 893-8852  
Home: (530) 343-4510  
Fax: (530) 893-8852  
Mobile: (530) 518-8985  
E-mail: gabskicrop@aol.com  
Crops: Almonds, walnuts, prunes and pistachios  
*Services: Insect, disease, nutrition, and weed management.*

**Lewis Henry, M.S. (Biology)**  
Stoneville R & D, Inc.  
P.O. Box 341  
Stoneville, MS 38776  
Office: (662) 335-2156  
Fax: (662) 332-0014  
E-mail: srd@tecinfo.com

**Tomen Agro**

Contacts: Roy Stewart and Mark Quick  
Route 3, Box 596  
Manning, SC 29102  
Office: (803) 473-4328  
Fax: (803) 473-4300  
Mobile: (803) 460-4210  
E-mail: rstewart@tomenagro.com  
*Services: Tomen Agro, Inc. is a growth-oriented developer and marketer of premium-branded crop protection products and services worldwide. As a basic manufacturer Tomen Agro is highly committed to product stewardship, environmental responsibility, and human safety.*

**Associate**

**Provisional**

**Tomen Agro**

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**Sustaining**

www.naicc.org
January 21-22, 2001
"Good Laboratory Practices for the Field," sponsored by the Southern Weed Science Society Endowment Foundations, Beau Rivage Hotel, Biloxi, Miss. For more information contact R.A. Schmidt, SWSS Business Manager, 1500 West University Avenue, Champaign, Ill. 61821-3133.

January 23-27, 2002
NAICC Annual Meeting, Hyatt Albuquerque, Albuquerque, N.M. For more information contact Allison Jones at (901) 861-0511, (901) 861-0512 (fax); or JonesNAICC@aol.com.

REMEmBER:
The NAICC membership booth is available for your state or professional meetings. To reserve the booth for your function, contact NAICC Headquarters.

February 1-2, 2001
Louisiana Agricultural Consultants Association annual meeting, Louisiana Convention Centre, Alexandria, La. For more information contact Cecil Parker, 5 Carl Circle, Vidalia, LA 71373, cecilagriserv@aol.com, or (318) 336-9249 (phone and fax).

February 6-7, 2001
Mississippi Agricultural Consultant's Association 28th Annual Conference, Bost Building, Mississippi State University. State consulting license re-licensure and CEU's available. Topics will include nutrient management plans, variety choice, pest control, nematode and soil fertility, a panel on the future and problems of the boll weevil eradication program and much more. For program and preregistration information, contact Marianna Hayes at 662-834-4099 or mhayes@tecinfo.com.

February 15-16, 2001
Independent Agricultural Consultants of Colorado Meeting. Best Western Executive Hotel, Denver, Colo. Contact David Green at (970) 520-2556 for more information.

February 22-23, 2001

November 5-7, 2001
Third International Conference on Geospatial Information in Agriculture and Forestry, Denver Marriott City Center, Denver, Colo. For more information, visit erim-int.com/CONF/conf.html or call (734) 994-1200, ext. 3234.