



NAICC NEWS

OFFICIAL PUBLICATION OF THE NATIONAL ALLIANCE OF INDEPENDENT CROP CONSULTANTS

PRESIDENT'S COLUMN



By
Al Averitt
NAICC
President

Find Home During Tragedies

There's a story I've heard about a farmer selling an old stubborn mule to an unwary buyer who complained to the farmer after the deal had been sealed that the mule was so stubborn he couldn't get him to budge — not to mention lead him home.

Hearing this, the farmer grabbed a two-by-four, smacked the mule over the head, breaking it, and told the man, "First you have to get his attention. Now you have it."

I've been doing some thinking in light of the September 11th terrorist attack tragedies. Events like these in our lives often hit us — or at least they did me — like that two-by-four in the story. They sure got my full attention. I started thinking about things we have taken for granted.

I guess if anything good is allowed to come from such an event it is, in part, the realization of our mortality and how we might change our perspective of the world around us and just how fragile our worlds can be. Often we realize there are important things that need doing that we haven't yet done or that we should make some changes to be better stewards of our lives.

During tragedies we tend to draw closer to our families and to our extended families to include our friends and all with whom we have relationships. This includes friends within our Alliance. What's happening in this situation? We all stand together, small differences and all, because we have some core beliefs and principles we hold very much in common. To my notion, these

things sort of make us related or as Webster would more appropriately say, "connected."

But isn't life full of little tragedies mixed in with some "big ones" and sprinkled throughout with some good times mixed with a few "great times?" Don't great things occur simultaneously with bad things? That's the world we live in. Somewhat of a paradox, isn't it.

The good always seems to come from our relationships. It is sad that it often takes a tragedy to bring out the best in us or to get us to call out to God for help. The next paradox is how we can become stronger through acknowledging our weaknesses. In the aftermath America certainly seems to have become a little more secure and stronger as a result of our vulnerability. An increase in our pride and patriotism certainly has been evident.

How does this relate to the NAICC? Well, try to imagine yourself standing Anywhere, USA on Sept 11th (interesting how we all know exactly where we were) and seeing and hearing the news of the attacks on New York and Washington, thinking either of these two ludicrous thoughts to yourself: "I wish we North Americans had gotten ourselves organized into some sort of country with a national government so we could defend ourselves against such nonsense...." Or "I wish I had decided to become a member of this great organization called the USA because I want to have the opportunity to pursue happiness and freedom and I want my rights protected."

At the risk of not being the first to say so, I will say I am proud and thank God that I am an American. My membership/citizenship in the USA is extremely important to me — almost as much as my membership in the NAICC — because within both there are extremely talented, educated, ethical and dedicated folks specializing in maintaining my best interest on a broader scope than I can handle alone in this huge yet shrinking world in which we live in 2002.

If your line of work fits with those of us in the NAICC, then you have a family that is waiting for you to come home. Come join us

in Albuquerque. You are already a part of us due to our common ground and because America's farm families are important to you. And you know the tragedy that has been ongoing for them for at least the past six or seven years. Ever think of yourself as warrior for our national security? Well, you are.

In some agronomic way you help farm families survive the unwavering pests and other obstacles that threaten their livelihood. And you should have a right to do so, but we all need to stand together to express ourselves to our fellow countrymen who do not know us well and to protect our freedom to serve the farmer. The NAICC works diligently to help you keep these rights by developing and maintaining working relationships with EPA, USDA, Congress and others. We need your support and skills to do as Robert Kennedy, US Attorney General said, "Few have the greatness to bend history itself. But each of us can work to change a small portion of events. And in the total of all those acts will be written the history of this generation."

Come on home. Your family is waiting.

Comments are welcome and can be sent to aaveritt@earthlink.net.

Gilbertson, Morin and Viator Named Consultants of the Year

Integral to the success of our business is the visible recognition of exemplary crop consulting professionals. This business is made up of people who think overtime is simply part of the workday, who hold themselves to the highest of professional standards and who are active in helping others in their communities.

This year we're honored to select **Rick Gilbertson, Glenn Morin and Calvin Viator** as NAICC/BASF Consultants of the Year.

Rick is a consultant with Pro Ag Crop Consultants, Inc., in Sauk Rapids, MN. His specialty is in developing pest and nutrient management plans for clients throughout

central Minnesota, particularly for farmers with environmentally sensitive irrigated sands adjacent to metropolitan areas. His business also serves irrigated potato production in the area.

Rick has been an NAICC member and has held his Certified Professional Crop Consultant-Independent (CPCC-I) since 1993. He's been involved with the **Minnesota Independent Crop Consultants Association** since 1982, and has also been involved in the American Forage and Grassland Council, the Minnesota Forage and Grassland Council and the American Society of Agronomy. In 1994 Rick earned the Minnesota Forage and Grassland Council outstanding service award.

Outside work, Rick's been heavily involved in community and family life, serving as Township Supervisor from 1984 to 1990. He was appointed to the Benton County Planning Commission from 1992 to 1997. And he's been involved as a Cub Scout and Boy Scout leader, a Little League coach, Sunday school teacher and chairman of his church congregation.

Glenn has been a consultant for 20 years, and he's with the New England Fruit Consultants in Montague, Massachusetts. He specializes in tree fruit crop production, contract research and product development, marketing strategies and analysis and environmental compliance. Glenn also serves as Research Director for NEFCON, which has helping define market placement and industry incorporation for various pest control products, growth regulators and harvest aids.

Glenn is a member of the National

Alliance of Independent Crop Consultants, the **Massachusetts Alliance of Crop Consultants**, the Entomological Society of America and the Massachusetts Fruit Growers Association. He services a three-state area: Massachusetts, New Hampshire and Vermont, working with over 2,500 acres of apples, peaches and pears.

As a member of NAICC, Glenn served as treasurer of the NAICC Executive Board from 2000-02. Currently, he serves on the Administrative Services Committee, the Budget Review Committee and the Annual Meeting Budget Review Task Force.

Glenn is a member of the USDA Northeast Regional IPM Center Steering Committee, the University of Massachusetts IPM Steering Committee and the University of Massachusetts Tree Fruit Advisory Committee.

Consultant of the Year Calvin Viator, Ph.D., has been a consultant for 35 years. His company - the largest crop consulting business in Thibodaux, LA — is called Calvin Viator, Agricultural Consultant. When he began his business in 1970, he was the sole consultant. Today, he has a staff of nine professional consultants.

Calvin specializes in crop, pest and fertility management of sugarcane first and foremost - with 218,000 of the 225,000 acres being sugarcane acres (that's 45 percent of the sugarcane in Louisiana)! On the remaining 7,000 acres, Calvin helps growers manage corn, soybeans and milo.

Calvin is a member of the NAICC, the **Louisiana Agriculture Consultants Association (LACA)**, the American Society of Sugarcane Technologists, the American Phyto-

pathological Association, the American Soybean Association and the American Farm Bureau. He's served as charter president and secretary/treasurer of LACA and has been invited to speak at several annual meetings of the American Society of Sugarcane Technologists. Calvin's been instrumental in educating many about the sugarcane industry as a professor at Nichols State University.

Calvin holds his CPCC-I, as well as being certified in all categories of ag consulting by the Louisiana Department of Agriculture.

The Consultant of the Year award program is sponsored by BASF and the NAICC. Winners were nominated by peers and reviewed by NAICC's awards committee, with final selection made by a committee of NAICC, BASF and *Crop Decisions* magazine representatives. The following were considered in the review of each applicant: business expertise, involvement in professional organizations, client references, honors and awards, community involvement and industry development.

BASF will cover flight, lodging and registration expenses for each winner for the NAICC Annual Meeting in Albuquerque. The winners will be recognized during the BASF Consultant of the Year Alumni dinner (held in conjunction with the NAICC annual meeting) and during NAICC's President's Lunch and Awards Ceremony. In addition to receiving plaques to commemorate their awards, each winner will also receive editorial recognition in *Crop Decisions* magazine and in *NAICC News*.

NAICC Honored for Real Commitment to FFA

NAICC was recently honored for its outstanding support of the National FFA Organization. The Alliance was recognized as a five-year exhibitor at FFA's National Agricultural Career Show, held at the Kentucky Fair and Exposition Center, October 24-26, 2001.

Representing NAICC at the show were **Randy Darr**, Shipman, IL; **Melvin Nicholson**, Greencastle, IN; **Phil Cochran**, Paris, IL; and **David Ricke**, Greensburg, IN. Darr and Nicholson were presented with a plaque commemorating the real commitment NAICC has made to the career show as a continuing exhibitor.

The career show is an integral part of the National FFA Convention and highlights career opportunities for agricultural students. Representatives of agribusiness, universities and industry associations met with students throughout the three-day event. More than 270 exhibitors presented information at the event, showcasing the diversity of agriculture and its related fields. Attending the 35th annual career show were more than 45,000 members of the FFA, their advisors, supporters and guests.

FFA is a national organization of 457, 278 high school members preparing for leadership and careers in the science, business

and technology of agriculture. The organization has 7,312 local chapters throughout the United States, Puerto Rico, Guam and the Virgin Islands.



C. Coleman Harris presents NAICC's five-year plaque to Randy Darr and Melvin Nicholson.

MEET THE 2002 LEADERSHIP!

NAICC is pleased to announce a strong cadre of leaders who will provide the Alliance with direction in the new year. Our new President-Elect is **Ray Young**, and **Bruce Niederhauser** has been elected for a two-year term as Treasurer. **Larry Sax** will serve as Secretary, while **Bob Glodt** and **Loarn**

Bucl will be Directors.

The following Board members will return in 2002: **Phil Cochran**, Past President; **Al Averitt**, President; and Directors **Tim Case**, **Chris Cole** and **Bill Cox**.

About the New Leaders

Ray Young is an ag consultant with Young

& Young Consultants in Wisner, LA. Not only has he been a consultant since 1949, he is a farmer and a business partner to his son, Jesse Young.

Ray holds a Bachelor of Science in General Agriculture from Louisiana Tech, and a Master of Science in Entomology

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from Louisiana State University. He's a member of the **Louisiana Agricultural Consultants Association** and the Farm Bureau.

Wearing many hats, Ray has been a Naval Aviator, an elected juror on the governing body for Franklin Parish and past chairman of Louisiana Federal Land Bank. He has also served on the Bank's board since its original charter.

Ray is a charter member of CAAP (a national organization developing Cost of Production Crop Insurance). He received the "Cotton Grower" Cotton Achievement Award in 1989 and was named to the National Professionals Hall of Fame. In 1988 Ray was honored as **Progressive Farmer's** Man of the Year to Louisiana Agriculture. Ray has been named by his peers to the Louisiana Agriculture Hall of Fame, and he's a Distinguished Alumnus of the Year for Louisiana Tech.

Other honors include the Lifetime Achievement Award of the Louisiana Ag Business Council, first Louisiana Farmer of the Year by the Louisiana Ag Network, "Cotton Farming's" Cotton consultant of the Year and American Cyanamid Consultant of the Year.

Ray has been an NAICC member for 11 years. He's served on the Membership Committee, the Board of Directors, the Legislative Advisory Committee, Dads in DC Committee and has been a liaison to the Allied Industry Committee. Ray represented NAICC at the EPA Worker Protection Workshop (Sacramento, 2000) where he made contacts with EPA concerning the Consultant and Research exemptions from worker protection and is currently in talks with EPA Assistant Administrator concerning exemption and Resistance Management for BT crops.

"I believe strongly in what NAICC has done for its members and the profession over the past years. I also believe in what it is doing through its members for American Agriculture," said Ray. "In this day of so much new technology, it takes a lot of expertise to properly apply this technology to yield a return. NAICC has become a visible force with our regulators in recent years.

"We shall strive to be even more involved with governmental agencies to help our growers survive in a competitive global agriculture. We will foster a greater sense of sharing among our members to better serve our grower clients and the companies for whom we do research. This is more necessary now than ever with all the products we have to deal with and the regulations thereof.

"I will devote myself, with the help of our NAICC Board and membership, to the task of continuing these efforts. We will do this in order to help maintain Viable American Agriculture. This, I believe, is necessary to

be assured of a safe, affordable and abundant food & fiber supply for our nation and much of the rest of the world. Therefore, WE, as Ag Consultants and Researchers, are critical to America's National Security!

New Secretary Larry Sax is an Agronomist with Sax Agricultural Services, Inc. in Brandon, South Dakota.

Larry earned a Bachelor of Sciences in agronomy at North Dakota State University. He's a member of the **South Dakota Independent Crop Consultants Association** and the American Society of Agronomy.

Larry's been in crop consulting for 14 years, with four years of agronomic research experience. He was manager of Centrol, Inc. of Morris, MN for 10 years and served as chairman of the Centrol Managers Association. He's also been a Board member and President of **Minnesota Independent Crop Consultants Association**.

An NAICC member for eight years, Larry has served as Chairman of the Membership Recruitment, Retention and Rules Committee and is a past Member of the NAICC Web site committee.

Regarding his role as 2002 NAICC Secretary, Larry stated that he wanted the position "to help the Alliance meet its short-term and long-term goals.

"I believe organizations work best when members contribute who have the abilities needed, time available and willingness to help. When asked to be nominated for this position I considered these things. I believe I have the abilities needed for the position. (I have served in similar positions within other organizations.) I have the willingness to do the job. I will have the time available. And most importantly, my family is willing to support me if I am elected to the office of secretary.

"An organization operates well with two types of people; people with a vision for the organization and others who are willing to do the work. I am not a person who has a new goal for the organization, but I am willing to help do some of the necessary work."

Robert Glodt, new NAICC director, is President of Agri-Search, Inc. in Plainview, Texas.

Robert attended Texas A&M University, where he gained a Bachelor of Science in Entomology. He's a member of the **Texas Association of Agricultural Consultants** and the **High Plains Association of Crop Consultants**. He's served as president of both organizations.

Robert has been a member of NAICC for 10 years and has served as chairman of the Ethics and Grievance Committee. He's a member of the Newsletter Involvement Committee.

"Since going into business in 1980, I have worked in contract research as well as agricultural consulting. I have seen and adapted

to many changes in both the research and consulting professions over the past 21 years," said Robert.

"Up until recently however, the majority of the changes I have seen in these two professions did not threaten our industry," he continued. "In many areas of the United States, the agricultural consulting profession is rapidly losing ground to the dealer-sponsored scouting services.

"Although NAICC has done an excellent job in promoting our profession, we need to increase our focus in the crop consulting arena and begin to work with chemical companies, universities and government agencies to insure that they are fully aware of some of the problems that independent consultants are currently experiencing.

"Contract researchers over the past three to four years have been asked to assume a more active role in various aspects of GLP. NAICC must continue to develop programs that remind sponsors of the enormous task researchers face in maintaining fully compliant facilities. I feel that the NAICC research community should be more willing to collectively convey the needs and concerns of contract researchers to companies. As an NAICC director, I pledge to be an independent thinker when working to develop solutions to problems."

The other new director, Loarn Bucl, is a Certified Crop Advisor and owner of Production Advisory Services, Inc. in Sublette, Kansas. He's been a crop consultant for 26 years, and he holds a Bachelor of Sciences degree in Crop Protection from Kansas State University.

Loarn is a member of the Kansas Leadership Institute. He's also been an NAICC member for 12 years, serving on the Board from 1997 to 1998. Loarn has served on numerous committees, including the Legislative Advisory, Nominating, Ethics and Grievance and Membership Recruitment, Retention & Rules. He was also the Board Liaison to the Ethics and Grievance Committee.

About his involvement in NAICC, Loarn stated: "All independent crop consultants have benefited from the existence of NAICC. We need to keep NAICC on track and as members we need to grow the association and play a part in continuing the good work that is currently in progress.

New to the Treasurer position in 2002 is Bruce Niederhauser, Agronomist/Consultant with IMPACT Agronomics, Inc., Washington, North Carolina.

Bruce has a Bachelor of Science degree from Colorado State University, where he studied horticulture with a concentration in vegetable crop production. He's been a member of the NAICC for 10 years and a member of the **North Carolina Agricultural Consul-**

tants Association for 12 years. He served as secretary/treasurer of the state organization from 1996 to 1998, and he chaired the Budget Committee for two years.

Prior to being a private/independent consultant for 12 years in North Carolina, Bruce spent 10 years working for Frito-Lay and PepsiCo Foods International.

For NAICC, Bruce served as Secretary in 2000 and 2001 and has been active in the

Membership Recruitment, Retention and Rules Committee for four years, serving as committee chairman for two years.

Regarding serving as Treasurer in 2002, Bruce wrote: "Again, it is an honor and a pleasure to be nominated to serve as treasurer for the NAICC. As secretary for the last two years, I have learned a lot about the complicated "inner" workings of the NAICC. The Alliance is comprised of a unique group

of Consultants, Researchers and Industry that need strong representation in Agriculture.

"This presents a huge challenge as an organization from a political and financial standpoint. As individuals we are dedicated to our family, lives at home, careers and country. As members of the NAICC we should be dedicated together to strengthen the future of our profession. As Treasurer I will serve the membership to the best of my ability."

Waters Receives Richard L. Jensen Memorial Scholarship

The FEAE and the NAICC are pleased to announce that Todd McKinney Waters is the 2002 recipient of the Richard L. Jensen Memorial Scholarship. Through the award, Todd will receive \$1,000 for the 2002-03 academic year.

Todd is pursuing a Bachelor of Science degree in agronomy/crop production at North Carolina State University. Prior to attending NC State, he studied pre-science at Beaufort Community College. He's been active in National Agronomy Club meetings, is a brother of the Alpha Zeta Honor Fraternity and is involved in the agriculture awareness committee at NC State's agronomy club.

Todd's gained practical experience as a field scout supervisor, field specialist and

custom combine operator, working for a crop consulting firm, two farms and a custom harvesting business.

"My career goals are to apply my knowledge and working experience to the enhancement and sustainability of agriculture," said Todd. He plans to rely on his character and strong work ethic to build a successful consulting firm, and he anticipates becoming an active member of the Alliance.

In addition to building his background for a career in agriculture, Todd's been a member of a volunteer fire department, his church, Boy Scouts and Adopt a Highway.

The Richard L. Jensen Memorial Scholarship Fund is managed by NAICC, and the scholarship is sponsored by FEAE. To qualify

for the scholarship, students must currently be pursuing a four-year degree in a crop production or crop protection major, and must have achieved a minimum of two years working toward the degree. At least one summer internship or job with a crop-consulting firm – with preference to an NAICC-member company – is required.

Each applicant must submit to the Scholarship Review Board the following:

- Scholarship application
- Transcripts
- Work History
- Reason for desiring the scholarship
- Resume
- Proof of enrollment in college/university
- Up to three letters of reference

SPOTLIGHT ON THE STATES

Kansas Association of Independent Crop Consultants Annual Meeting, February 5-6, 2002, Marriott, Wichita, KS. For more information contact Dan Filbert at (620) 348-3460 or crop management@awav.net.

Mississippi Agricultural Consultants Association Annual Meeting, February 5-6, 2002, Bost Extension Building B, Mississippi State University. For more information contact Marianna Hayes at P.O. Box 38, Lexington,

MS 39095, (662) 834-9938, (662) 834-4788 (fax) or mhayes@msagconsultants.com.

Louisiana Agricultural Consultants Association Annual Meeting, February 7-8, Louisiana Convention Center (next to the Hampton Inn, Alexandria, LA). For more information visit <http://www.louisianaag-consultants.com/calender.html>.

Independent Agricultural Consultants of Colorado Annual Meeting, February 7-8,

2002, Denver, CO. The meeting will be held at the Park Inn at Peoria and I-70. For more information contact Randy Haarberg at (970) 358-4514 or Brian Lauritsen at (719) 336-3957.

Georgia-Alabama Crop Consultants Association Annual Meeting, February 21 - 22, 2002, Auburn University Conference Center, Auburn, AL. For more information, visit www.georgiacropconsultants.org.

Wishing You a Happy and Prosperous New Year!

ALERT!
Watch Your Mailbox
and/or E-mail
for Important
WPS Survey!



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Independent Crop
Consultants

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