



A professional society representing the nation's crop production and research consultants

PRESIDENT'S COLUMN



By
Steven A. Hoffman
NAICC
2017 President

"What's in a Name?"

As an Independent Crop Consultant, I admit that I spent most of my younger years focused on the big "I" in "NAICC" to define who I was. I will always be proud that I have been able to make a living by selling independent advice to farmers. As I have grown older, I have come to also appreciate the big "A" in our name. Being an active member of professional alliances and associations has allowed me to make a difference for my clients and my profession.

I would bet that you have had the experience of speaking out to make a contentious point at a meeting. You were hoping that someone in the audience would step forward to support your view, but no one did – until after the meeting was over. Then a few of your peers sought you out to tell you that they agreed with your comments. You couldn't help but think to yourself – "why didn't these people stand up and state their opinions during the meeting?"

We know that a lone voice is easily dismissed in these situations. No matter how passionately you state your case, if you are a single voice you will usually be dismissed as "that person" who always seems to have something unsolicited to say. Several years ago, the members of the Wisconsin Association of Professional Agricultural Consultants (WAPAC) decided to work together to form a unified voice on issues that affect our industry and

our clients. We found that our combined voice could not be easily dismissed. It now carries weight and draws attention. We discovered that one of the advantages of working together with other members of a professional association is that the group is able to leverage the strengths and talents of individual members. Together, we form an impressive team. Now that WAPAC has become actively engaged, we find that other state agricultural organizations are reaching out to use our expertise on issues that are outside their realm, but affect their members. If you are not already an active member of your state association, I urge you to become one. If your state does not have a professional association, consider starting one. The NAICC will be able to help you in this endeavor.

The challenges we face in agriculture today can only be solved through alliances and associations between all of the various segments of our industry. This type of association has the power to connect the right people with the right information so that solutions can be designed, tested and adjusted.

One of the things I value most about the NAICC is that our alliance represents a

wide segment of agriculture. Our members are Independent Crop Consultants, Contract Researchers and Quality Assurance Professionals. Our industry members represent seed, biotechnology, precision ag, laboratories, equipment manufacturers, crop protection, software and biologics to a name a few. We have strong associations with University Extension Specialists, State and Federal Agencies, the Agricultural Press and Commodity Groups.

The National Alliance of Independent Crop Consultants is uniquely positioned to be a major player in helping to find solutions to some of agriculture's problems. I'll bet you still remember the excitement you had on graduation day, anticipating how you were going to go out and make the world a better place. The NAICC is the perfect vehicle for us to actually make a difference. Our members are connected and know how to get things done. Agriculture needs you to be an active part of this great alliance. I hope that you are able to attend the 2018 Annual Meeting to be held January 16-20, 2018 in Tucson, Arizona. Let's show Agriculture who we are!

RENEW Today!

Don't forget to renew your NAICC membership online by October 31 to be included in the 2018 membership directory.

NEW THIS YEAR: The 2018 Membership Directory will be mailed ONLY UPON REQUEST. There is a check box on your profile page that is defaulted to "NO". If you would like to receive a printed copy of the directory, change the check box to "YES".



NAICC GLP Training

By Tanya Webber, Chair of the Research Education Outreach Committee

Join us for the ever popular NAICC GLP Training on January 16, 2018, before the Annual Meeting. We've added a 5th module called Practical Analytical Laboratory Workshop that will focus on analytical laboratory techniques and methods, GLP compliance, analytical phase reporting, and QAU requirements. Registration is ONLINE ONLY for all modules, and early enrollment is recommended as space is limited. Once training modules are full, there will be NO onsite registrations.

Basic GLP Training: Limited to 100 participants. This session is aimed at those with 0-2 years GLP experience. It gives a basic overview of the GLP regulations with emphasis on the responsibilities of QA, Study Directors and Principal Investigators as it relates to your role in a GLP environment. The session is designed to be interactive and will provide you the opportunity to hear how others interpret the regulations and how to best apply them to your job function.

Refresher GLP Training: Limited to 60 participants. This course will refresh and challenge your GLP knowledge, and has something for everyone. You will be encouraged to think outside the box when interpreting the GLPs. Material will cover topics relevant to field, lab and sponsor GLP personnel. GLP experts will be present to moderate and answer questions.

Practical Field Workshop Pollinators: Limited to 50 participants. This interactive workshop will discuss the practical aspects of conducting pollinator studies -- honeybee research, nectar and pollen studies, semi-field studies, etc. The panel of various instructors will be describing GLP compliance, bee husbandry, sampling techniques, equipment, safety concerns, logistics, and QAU requirements. This session is designed to provide practical information for Study Directors, Principal Investigators, and QA personnel that will help them to have a better understanding of the needs and requirements for conducting these important studies. **Practical Field Workshop Sampling: Limited to 25 participants.** This hands-on workshop will focus on sampling techniques, equipment, data documentation, and GLP compliance. This session is designed to provide practical information for field technicians and QA professionals that will assist with overall trial conduct, awareness of compliance issues, and efficiency in capturing raw data.

Practical Analytical Laboratory Workshop: Limited to 50 participants. This hands on workshop will focus on analytical laboratory techniques and methods, GLP compliance, analytical phase reporting, and QAU requirements. This session is designed for Study Directors, Analytical personnel, and QA that want to expand their interpretation of the regulations and increase knowledge of industry best practices.

Go to <https://naicc.org/2018-annual-meeting/meeting-registration/> to register for the GLP Training.

Annual Meeting Links

The 2018 NAICC Annual Meeting & AG PRO EXPO is January 13-20, JW Marriott Starr Pass Resort & Spa, Tucson, AZ.

Go to <http://naicc.org/2018-annual-meeting/> to review all the details and register for the meeting.

JW Marriott Starr Pass Resort and Spa
3800 West Starr Pass Blvd.
Tucson, AZ 85734
520.791.6151
www.jwmarriottstarrpass.com

There you can:

- Make Hotel Reservations – [CLICK HERE](#) to go directly to the dedicated NAICC reservation website
- Review or Download the Preliminary Program
- Register Online at <https://NAICC.Org/2018-Annual-Meeting/Meeting-Registration/>
- Reserve a Booth For the Ag Pro Expo - <https://naicc.org/2018-annual-meeting/exhibitor-registration/>
- Register for three Training Courses: GLP, Insect Resistance and Pollinator
- Sign up for the Pre-Meeting Yuma Farm Tour; Saturday Group Tour and Spouse Tours held during the week
- Retrieve forms For the Emerging & Evolving Technology Session
- Review details for the Custom Shuttle Service From the Tucson Airport to the Starr Pass Resort

Hope to see you in sunny Tucson!

Surviving the Storm

By Torrance Lee, QA Specialist III, Valent U.S.A.LLC

Last August, when my family was visiting the sunny city of San Diego, a prominent poster was displayed in the hotel lobby detailing the California drought. It was sobering to see that the vast majority of the state was in an “extreme drought”, which is the most severe condition. As a result of the drought, the fight for water rights became contentious as environmentalists, municipalities, and farmers battled each other through the judicial system and through the court of public opinion. The quest for water caused many to seek this precious liquid below the ground. This resulted in significant subsidence as the aquifers were being depleted. Simply put, we are running out of water (with little hope in sight).

Around November, the rain started falling onto the parched land. Over the past 3 months, the rain became increasingly frequent and heavier, as the atmospheric river dumped large amounts of water throughout the state. While relief from the drought was certainly welcomed by many, it was too much of a good thing in such a short time. Local creeks were overwhelmed, and the operators at the Oroville dam found themselves in the midst of a crisis as the emergency spillway was quickly eroding. While the Oroville dam held, more than 100,000 people were evacuated. The heavy storms this year have resulted in many homes being flooded, and multiple major roads and bridges have been destroyed or damaged.

There is nothing average about nature. It seems to swing from one extreme to another. One day you could be wearing shorts, and the next day you are looking for your heavy jacket. One thing is for certain, expect the unexpected and plan for contingencies.

Despite careful planning to account for possible contingencies, life just loves to throw us a curve ball. Just like the California drought, it seems like our work can also be a series of extremes. It does not take much for that 8 hour day to transform itself to a 12 hour nightmare. And, as chaos reigns, nothing seems to go right that day. When the stress of failure seems to undermine everything we do, especially when it comes to proper documentation, it is important to stop and breathe. Although we may not have a reset (or escape) button, it is important to regain control of the situation with the expectation that the day will get better. While the temptation may exist to “Band-Aid” the situation, it is always better to seek a solution to the problem. While this may make that long day seem even longer, however, you will ultimately be thankful to have found the solution. From my experience, Band-Aids are typically temporary - and the temporary nature ultimately worsens the problem.

Life is certainly unpredictable. Even if it appears that you are living under a perpetual storm cloud, be assured that the sunshine will be coming soon. It is through trials and tribulations that we learn much about ourselves and others. It is through our struggles that we grow. And when the taste of success arrives following the uncertainty, it is that much sweeter. Through the most trying of days, it is imperative to stay calm and see things through - even to just ensure the GLPs are maintained correctly. By persevering, you will find success and thrive.

SILENT AUCTION TIME

Be a part of The Foundation's (FEAE) Silent Auction by donating and/or taking home one-of-a-kind items from throughout North America and Europe! Whether you are providing items for the silent auction or are one of the successful bidders, you are sure to have a great time. Proceeds from the auction go toward instrumental educational programs that benefit our industry at large. Send your donation ideas to Debra Fitzgerald at fitzgerald@iskbc.com.

Richard L. Jensen, Ph.D. Memorial Scholarship Applications

Applications for Richard L. Jensen, Ph.D. Memorial Scholarships are available at <http://thefeae.org/jensen-scholarship/>. We encourage you to share the application with your summer employees or college students working toward an Agriculture degree. Students working for NAICC members qualify for preferred status. Three scholarships are provided by NAICC's Foundation for Environmental Agriculture Education (FEAE):

- One \$3,000 award is given to a deserving student with an Agriculture major.
- Two \$1,500 awards are given to deserving college students in Agriculture.

Application deadline is November 1, 2017. The mission of the Foundation for Environmental Agricultural Education is to catalyze innovative education and training for current and future professional crop management practitioners including researchers and crop consultants.



Happenings on the Hill

Glenn Luedke, NAICC Legislative Assistant

U.S. TRANSPORTATION DEPARTMENT

The U.S. Transportation Department no longer requires a hazardous materials permit for transporting anhydrous ammonia domestically. If an ag retailer or grower holds a permit exclusively for hauling anhydrous fertilizer, a formal request must be sent to the Federal Motor Carrier Administration to be removed from the program.

USDA

Secretary of Agriculture Perdue has outlined a realignment of several offices in the USDA. The goal of the realignment is to improve customer service and maximize efficiency. The planned action involves innovation, consolidation and the rearrangement of selected offices into more logical organizational reporting structures. Other alignments were announced earlier in the year. Staffing arrangements involved with the realignments will come through attrition or reassignment. Realignments include: Advancing Trade-Follow Congressional directives outlined in 2014 Farm Bill; Driving Rural Development-Access to community infrastructure, workforce training, veterans employment, ag research, regulatory reform, improved access to capital and increased local control of decision making. Other areas include improvement in the FSA program and Risk Management. These actions are designed to provide a more unified USDA presence and focus more on the customer base and services provided and not on programs provided. Realignment of the office of Pest Management-Move the office of Pest Management Policy from Ag Research Services to the office of Chief Economist (OPMP coordinates USDA role in pest management process and related interagency offices. Its focus does not coincide with ARS and is better situated in the office of the Chief Economist according to USDA sources).

TRADE

Trade negotiators continue the review of NAFTA. U.S., Canadian and Mexican farm organizations are calling for a more modernized trade agreement rather than dismantle the current agreement. During the U.S. House/Senate August recess, U.S. Congressional representatives held "listening sessions" and found that trade issues were on the top of the list of concerns. Speakers at the listening sessions voiced their concern regarding food security and open trade with clear and fair rules. Representatives from all three countries in NAFTA agreed to build on the original agreement's success by looking for ways to trade more items and increase trade volume. Producers of perishable and seasonal ag products in Florida and the Southern states are asking for remedies that would protect them from unfair practices such as dumping and subsidies during their production seasons. NAFTA commenced in 1994. The agreement phased out tariffs and other trade restrictions among the three

nations. The recent initial talks focused on issues on which there is broad agreement. The talks are expected to last at least through the end of this year.

FARM BILL

Members of the House/Senate Ag Committees held grass root hearings during the August recess. Congressional leaders have stated it will be necessary to keep nutritional programs in the Farm Bill as it will be impossible to gather support to pass the Bill in Congress if such programs are not included. At one listening session, animal rights groups stated they wanted to have inputs and want an "animal welfare" title included in the language. One reason they give is that the Federal Animal Welfare Act is administered and enforced by the USDA. Other key issues discussed in the listening sessions included targeting food stamp fraud (the USDA Inspector General has stated they have found evidence of irregularities in state reporting); expand conservation efforts and give more control to local officials and crop insurance.

EPA

EPA is planning nine, two-hour long teleconferences that will focus on WOTUS. EPA has stated they are committed to an open and transparent process for reviewing the definition of WOTUS. Information gathered during the listening sessions will assist the EPA in making informed decisions as they move through the process of returning power to the states and provide more regulatory certainty to farmers/ranchers and U.S. businesses. Registration for each webinar will close prior the session.

EPA staffing is predicted to be the lowest in approximately thirty years. Employment at EPA is nearly 15,000. EPA administration has stated they plan to reduce employment through buyouts, early retirement packages and a hiring freeze.

LABOR

Little progress has been made in solving ag labor issues. Congressional leaders state that agriculture has waited too long for a "workable" guestworker program. Plans are to introduce the Agricultural Guestworker Act, designed to better serve the ag producer and consumer. The proposed Act would replace the H-2A program with a more efficient and more flexible program that would better serve the diverse agriculture industry. The Act would allow experienced unauthorized agricultural workers to continue working in agriculture by joining the new guestworker program so they can participate legally in the ag workforce. The Act would also provide growers with more flexibility. All agricultural jobs do not require the same skill levels and experience and the bill would grant the employers the opportunity to invest their time training workers for specialized or hard to fill jobs by allowing workers to stay for a longer period of time and provides flexible requirements. The legislation, if enacted, would better serve the diverse ag interests and serve year-round and seasonal demands and help solve the problems that arise when adequate domestic labor cannot be found. The Act would ensure that the marketplace and not Washington, D.C. drives the ag industry. The House Judiciary Committee plans to move this bill into action soon.

MEMBER PROFILE

1. Name: David Willis
2. Company Name: Agassiz Crop Management, Inc.
3. Location (City, State): Thief River Falls, MN
4. Years as a NAICC Member: 28
5. *How did you end up working in agriculture, research/quality assurance/consulting, or your current position? In other words, what inspired you to be where you are today?*

While in graduate school, on track to become an academic researcher in plant pathology, I attended a seminar presented by Dr. Robert Cox. His seminar introduced me to the concept of a crop consultant, a profession previously unknown to me. I bought his book, "The Private Practitioner in Agriculture", and became fascinated by the idea of being a conduit for the application of new technology "in the field". A few years later, while still in graduate school, I was offered a job opportunity to help develop a new crop consulting company. Seeing the funding, support and opportunity declining for the Extension system I jumped at this opportunity. Five years later I began my own crop consulting company, which I continue to operate.

6. *What is the most challenging aspect of your job?*

Cash flow

7. *What is the one piece of technology you wouldn't want to be without in your business?*

While certainly personal computing devices, recording and mapping software and GPS have all become indispensable, the most important "technology" for me to get the job done, has been, and continues to be, the ATV (All-Terrain Vehicle).

8. *If your friend, child, mother wanted to follow in your footsteps, what is one piece of advice you'd want them to know?*

I am self-employed, and have had few employees over the years. If that is part of their goal I'd want them to know that this is not a family friendly occupation. The number of days off available in the summer, when kids are not in school, are few. Weekends and holidays are just another workday, unless your work is done. We were able to take our kids out of school for an occasional family vacation in winter, but when they develop their own activities that becomes unworkable. You cannot sugar coat this. Even though you are working in agriculture, it is not like being a farmer, who works at home.



9. *What have some of your contributions to NAICC been (including committee service, board membership, any traditions or programs you've helped to establish, etc.)?*

A main interest of mine has been ethics and certification. I have served several terms on the Ethics Committee and now the Certification Board. Over the years I have been a member I have served several terms on several additional committees, including the Consultant Education, Consultant Education and Outreach, Membership Services, and early on, the Newsletter Committee. I served as Secretary of NAICC in the past and currently serve on the Executive Board.

10. *What is something about you, your job, your hobbies, or your experiences that most NAICC members do not know about you?*

There are probably lots of things. But to pick one, I have been a licensed radio amateur for over 50 years, since age 13. I still enjoy climbing up my antenna towers, which my wife and I put up, to work on my antennas. I have 4 towers, 50, 90, 120 and 150 feet high. In addition to working on the "antenna farm" I enjoy operating in Radiosport contests, primarily using Morse code.

11. *If you could take one week off during your busiest time of year, what would you do and where would you go?*

Wow, a summer vacation?? I think it would have to be backpacking somewhere in the Rocky Mountains.

12. *What is a favorite quote of yours?*

"If you come to a fork in the road, take it." from the infinite wisdom of Yogi Berra

Support NAICC by Serving on a Committee

In-coming President Nathan Goldschmidt will soon begin appointing committee members for the 2018 NAICC Committees. This is a great way for you to get involved in NAICC and support the Alliance. Review the committee descriptions below and let us know on which ones you are interested in serving. You can email Nathan at nathan@moarkag.com or Allison Jones, EVP at allisonjones@naicc.org. Or you can mark the committee on your dues renewal form.

Each committee is comprised of a Committee Chair person appointed by the President (occasionally two people act as co-chairs); committee volunteers are from the membership; and the President appoints an Executive Board Liaison for each committee. The role of the Board Liaison is to sit in on committee meetings when possible and to function as the point of contact between the Committee Chair and the Executive Board. A few committees also have sub-committees within their structure, and for the most part these subcommittees also have a Chair that functions the same way, but typically report to the larger oversight committee (details below).

All committees meet on Wednesday afternoon at the Annual Meeting each with the exception of the Allied Industry Committee which meets on Friday morning. Most committees will hold several conference call meetings throughout the year or conduct committee business via email communication. Any member in good standing can serve on any of the other committees.

Here is a brief description of each committee to help you decide where you would like to serve:

Allied Industry Committee is made up of eleven elected Sustaining Members and two Voting members, (appointed by the President). The purpose of this committee is to recommend ways that NAICC and industry can work more closely on projects they have in common. This committee also identifies areas of mutual concern and provides an avenue of communication. All Sustaining members are members of the Allied Industry Committee. A Working Group within this committee evaluates papers for the Emerging Technology Session using the current criteria and specifications.

One of the most vital committees is the **Annual Meeting Coordination Committee (AMC)** tasked to plan, coordinate, and find speakers for the program of the next annual meeting, with input from the **Consultant Education (CEC)**, **Research Education (REC)** and **Quality Assurance Education (QAEC)** Sub-Committees. This committee is chaired by the President-Elect.

The **Certification Board** is appointed by the President and finalizes, administers and modifies the NAICC Certification program as needed.

An integral part of NAICC and the Executive Board

decision-making process is from information coming from the Governmental Affairs Committee (GAC). It is made up of three subcommittees: GAC-Crop Consultant (GAC-C); GAC Researcher & QA (GAC-R), and the Crawfish Boil on the Hill (CBOH).

The GAC monitors and discusses legislation and regulatory issues and policies, pending, proposed and needed, specifically those that will directly impact NAICC members, but also general agricultural, environmental and food issues on which NAICC may be consulted or wish to express an opinion. The committee assists the Executive Vice President and the NAICC Legislative Assistant, Glenn Luedke, both who provide information to the membership through newsletter articles and mailings and identifies issues and develops talking points for the NAICC Board prior to hill visits.

The **Crawfish Boil on the Hill (CBOH)** subcommittee plans the annual CBOH event to be held in conjunction with the March Executive Board meeting in Washington, DC NAICC hosts Congressmen, Senators, Congressional staff, USDA, EPA and other agency personnel, as well as invited commodity and Ag association groups/ representatives for an evening of good food and networking opportunities.

The **Education Outreach Committee (EOC)** has two subcommittees: **Consultant Education and Researcher/QA Education**. They are responsible for developing educational opportunities for members outside of the annual meeting. Currently this committee is responsible for planning and promoting the Focus on Precision Ag workshop, the GLP Training course and other regional workshops held annually.

Although it is seldom needed, the **Grievance and Ethics Committee (G&E)** reviews any grievances one member may file against a fellow member and if necessary would submit to any recommendations stemming from a review to the Executive Board. They also periodically review the NAICC Code of Ethics and recommend updates as needed.

The **International Outreach Committee** works to establish contact with other consulting organizations outside of the U.S. and to look for opportunities to cooperate on educational programs and information exchange. Through contact with international consulting organizations and international members, keeps NAICC informed of issues facing consultants in other countries. This committee also acts as liaison to the Global Alliance of Independent Crop Consultants.

The committee responsible for marketing the association to sustaining members and current membership is obviously called the **Marketing Committee**. The committee is also responsible for the Consultant of the Year award program and ideas and suggestions for the NAICC website, NAICC.ORG.

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The committee responsible for recruitment of new members as well as periodic examination of the eligibility of all members is the **Membership Recruitment, Retention and Rules Committee or the MRR&R**. Members also head up the New Members Boot Camp held at the Annual Meeting and act as a liaison to new members during their first two years of membership. The committee consists of one of the five Directors, and a minimum of three other appointed members.

The **Newsletter Subcommittee** is under the jurisdiction of the MRR&R. This committee works with the Executive Vice President to source and accumulate articles for the NAICC News that are of interest to the membership and current events in crop and research consulting businesses and in agriculture.

The **State Affiliates Relations** committee was developed to work with the states consulting organizations to create more involvement from consultants on the national level. They are also focused on helping create new consulting/researcher associations in states that do not already have an organization.

The **Leadership Program** committee is responsible for developing, and implementing certain portions of the NAICC Leadership Program (NAICCLP).

Nominations Open For Consultant of The Year – Deadline is October 30, 2017

Do you know an NAICC member who has demonstrated exemplary performance this year? Consider nominating him/her for 2017 Consultant of the Year (COTY). Once again, BASF is generously sponsoring the recognition of three NAICC leaders to be honored at the 2018 Annual Meeting. Winners will receive complimentary hotel, airfare and registration! Nomination forms are available at: <http://naicc.org/member-center/forms-applications>. All nominations must be received by October 30, 2017.

NAICC Service Awards

NAICC members have the opportunity to nominate worthy recipients of the Service to NAICC and Service to Agriculture awards. The Service to Ag Award recognizes outstanding contributions and dedicated service to agriculture and its practitioners. It is given to someone who promotes agriculture and specifically someone who has a direct impact on NAICC. The Service to NAICC Award is not automatically given each year. It is given when someone who has not only gone above the call of duty, but continues to be a champion for NAICC and its members.

If you would like to nominate someone for either award, please contact Allison Jones allisonjones@naicc.org or Steve Hoffman hcc@lakefield.net



NAICC Photo Contest



The current theme is: Seasons

Upload your photo at: <http://naicc.org/photo-contest-upload-form/>

Photos must be uploaded no later than 11:59 p.m. on October 11, 2017 to be included in the current contest. Please submit no more than 3 photos per person.

Look through the next newsletter to see the winning photo.

Upcoming photo contest themes will include: Workspaces, Weather, and Harvest.

By submitting contest photos, you agree to give NAICC permission to use your photos as marketing and/or advertising for the organization.

The NAICC Photo Contest
winner for September's theme
Pests, Animals and Critters
was
"Cottonmouth Snake Sunning
on a Log Surrounded by Duck Salad
and Cottonwood Fluff"

By Linda Goldschmidt

Congratulations for winning the
gift card with this great photo!



Honorable Mentions for September's contest are photos by Linda Goldschmidt (left), Tessa Lessord (center), and Tom Rountree (right). All photos submitted can be viewed at insert gallery link here: <http://naicc.org/september-2017-photo-contest>





NAICC PRIDE

Show your NAICC pride by adding a tag line promoting your profession and the Alliance. President Steve Hoffman has issued a challenge to all NAICC Members! The person who promotes NAICC now through the end of 2017 in the most unique way or using the most different types of media will win complementary registration for the 2019 NAICC Annual Meeting in Savannah, GA! Winners will be announced at the Saturday morning group breakfast during the 2018 Annual Meeting in Tucson.

Voting Members – if you would like to use the NAICC logo and need a jpg file, email allisonjones@naicc.org. Sustaining Members can also request the NAICC Sustaining Member's logo (shown above).

Below are a few suggestions for tag lines on your email, business cards, letterhead, etc.

1. Proud Member of NAICC Since ____
2. Proud Member of (logo) Since ____
3. (just logo)
4. Join me in Tucson in January 2018 for the NAICC Annual Meeting and AG PRO EXPO

These are just a few of the many ways we can promote NAICC and agriculture. Get creative!

Be sure to send a photo or your "NAICC Pride" tag line to AllisonJones@NAICC.org.

The correct answer from the August newsletter was Spy vs. Spy.

Congratulations to Keith Ardiel for winning the gift card!

Answer the following question for a chance to win a \$50 Visa Gift Card:

What is the name of the TV show starring this fictional law enforcement team?



Submit your answer here:

<https://goo.gl/forms/QzahiW6by0ZIDdZd2>

One winner will be randomly selected from the correct answers and announced in the next newsletter.

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Amazon donates.

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