



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

**PRESIDENT'S COLUMN**



By  
*Matt Winslow*  
NAICC  
2020 President

## During These Times...

Growing up, I heard about the Great Depression and learned about it in school. My great grandparents lived through it and often talked about what it was like, making ends meet, and living off the land around them. My childhood was modest. We didn't have a lot but we got by. And as the crop consulting business grew so did our means to live. We lived off of trust

in God and Faith that He would get us through. That same principle applied to my great grandparents as well.

Fast forward to 2020 and here we are again. Slightly different circumstances but similar challenges all the same. Businesses with forced closure, agriculture markets that are low, stock market volatility, and uncertainty of the future. But we are still here, we are still working, and all of us are in this together with a vision for the future.

Over the last few months, the NAICC Board has met via conference call to determine our next steps forwards. At this time, our annual meeting in Monterey is still on schedule to be live and in person. We are monitoring the situation on a routine basis and will update the membership in September. In the middle of August you will be receiving a survey regarding the 2021 Annual Meeting. It is vital that you respond so the NAICC Executive Board will know how to move forward during these unprecedented times.

During this time of uncertainty, the NAICC is more than an organization. It is a community of agricultural consultants, researchers, quality assurance professionals, and its sustaining members that serve this country now more than ever to provide assistance to its farmers and industry clients through services that are critical to this nation's agricultural infrastructure. I want to encourage all of our members and other agricultural professionals reading to remember that we are in this together so talk to one another. Communicate. We may be physically distant but it is easy to be social from afar. Make an effort to connect with someone just to see how they are doing. We will get through this, and through God's grace we will survive and be stronger and more united as an organization than ever before.

To all of our membership I want to thank you for your support and I pray that everyone is safe, healthy, and successful as we navigate through this.



## Happenings on the Hill

By Rick Kesler, Governmental Affairs Liaison

### NAICC SUBMITS COMMENTS ON IMIDACLOPRID TO U.S EPA

The neonicotinoid class of chemistry is under review by EPA and NAICC submitted comments during the public comments period in May. This comment period has subsequently been expanded until possibly the end of the year.

Input for these comments was gathered from the American Soybean Association (ASA), the National Cotton Council (NCC), and also from extension entomologists at the University of Virginia and the University of Georgia. Thanks to NAICC leadership

including Charlie Mellinger, James Todd, Steve Hoffman and Matt Winslow for their input and review.

Favorable comments for Imidacloprid were submitted and included discussion about soybean, cotton, citrus, and sorghum IPM and IRM programs; pollinator protection; selective control of pests protecting beneficials; and other areas of concern.

The comments as submitted can be found at [NAICC-Comments-on-PID-for-Imidacloprid.pdf](#) for a more in-depth review.

### NAICC JOINS CLA ON LETTER TO PRESIDENT ABOUT MEXICO DENYING GLYPHOSATE IMPORTS

In November of 2019, Mexico denied imports of glyphosate. This spring Mexico's Secretary of Environment and Natural Resources (SEMARNAT) has stated publicly that they want to

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move Mexico to a Precautionary Principle in pesticide regulations. This would mean moving from a Risk based system based on science (similar to the U.S. system), to a Hazard based system (similar to the EU system).

In a hazard-based system, if something could possibly happen, then regulations should reflect that. This would be instead of regulations based on science. Mexico is currently focused on glyphosate, but they have a list of 200+ other products that this could expand to. If a hazard-based system is adopted, the next step could be the lowering of MLRs which could have a big impact on trade with the U.S.

The letter from CropLife America (CLA) that NAICC signed onto explains the threat of adapting such a hazard-based system and urges the U.S. president to engage directly with President Lopez Obrador before the Minister's actions grow into a larger international trade conflict.

## USDA CONTACTS NAICC FOR INPUT ON PROPOSED CLOPYRALID MITIGATION MEASURES

The USDA reached out to NAICC to discuss and gather input about EPA's proposed mitigation measures for clopyralid. The question is if clopyralid is persistent in manure after animals have grazed treated forage, is the disposition of this manure/compost a problem? As of this writing we are in the process of reaching out to members and gathering input to provide back to USDA.

## U.S. NINTH CIRCUIT COURT OF APPEALS VACATES EPA'S DICAMBA REGISTRATION

On June 3, 2020, the Ninth Circuit Court of Appeals issued an order vacating EPA's pesticide registrations containing the active ingredient dicamba: Xtendimax, Engenia and FeXapan.

Since that time the original plaintiffs, the National Family Farm Coalition and three other environmental groups, have filed a motion to overturn EPA's Cancellation Order and BASF and Corteva (along with Bayer) have been allowed to intervene in the case. CLA and AFBF have also filed amicus briefs which the court has agreed to accept.

Potential impacts of the dicamba court decisions:

- The registrations of XtendiMax, FeXapan, and Engenia are set to expire December 20, 2020. How this impacts their 2021 registration is unclear.
- There is an Endangered Species Act portion of the original law suit that the court has not considered yet.

- Has a possible precedent been set for the FIFRA definition of "adverse impacts to the environment"? Will EPA need to consider monopolies and "the social fabric of farming communities" in future registrations?
- FIFRA defines adverse effects to the environment as "any unreasonable risk to man or the environment, taking into account the economic, social, and environmental costs and benefits of the use of any pesticide." In an unprecedented move, the court looked at economic costs and claimed that Monsanto had created a "near monopoly" on dicamba-resistant traits with its seed technology.
- The court also considered social costs and found that registration of dicamba "has torn apart the social fabric of many farming communities."

To plan for the 2021 season, growers and consultants will need a timely decision this year from the U.S. EPA on the registration of dicamba-based herbicides in soybeans and cotton; otherwise, certain choices could be lost. The restocking of products for the following season cannot occur until EPA has made a registration decision for 2021 on dicamba herbicides for OTT use in dicamba-tolerant (DT) soybean and cotton. A timely registration decision by the U.S. EPA gives farmers, state regulatory agencies, and the agricultural supply chain the necessary time to make informed seed decisions, finalize state registrations, and distribute product where it will be needed, respectively. Remember the voice that consultants have by reminding EPA of the importance of having timely information about products for next season when you are talking with your clients this summer.

**Please make note of the new  
NAICC mailing address:**

**NAICC  
700 Wood Duck Drive  
Vonore, TN 37885**

**The phone and fax numbers  
stay the same.**

**Phone: (901) 861-0511  
Fax: (423) 264-0071**

# Secretary Perdue: President Trump Delivers USMCA, A Huge Win For U.S. Agriculture

(Washington, D.C., July 1, 2020) – Today, The United States-Mexico-Canada Agreement (USMCA) enters into force, replacing the decades-old NAFTA. USMCA is a better deal for America's farmers, consumers and workers that will set them up for success for decades to come. U.S. Secretary of Agriculture Sonny Perdue penned an oped in the North Carolina Fayetteville Observer saying, "USMCA creates more market access for farmers from across our nation to sell their wholesome and nutritious products to our closest neighbors. This is a better deal for America that will grow our economy and put more money in the pockets of American families."

More here from [Secretary Perdue's oped](#):

"On my first day as Secretary of Agriculture, President Trump promised he'd fight for better deals for American farmers. That is why the president renegotiated the decades-old NAFTA and modernized it into a better deal for America's farmers, consumers and workers that will set them up for success for decades to come..."

"We are shown once again that President Trump has the backs of America's farmers and thank him on the delivery of this much better deal..."

"USMCA helps all of America's diverse agricultural industries. This new and improved deal secures greater access to markets and lowers barriers for our agricultural products..."

"USMCA eliminates Canada's unfair Class 7 milk pricing scheme that was creatively developed to allow unfairly low-priced Canadian dairy products to undersell U.S. products in Canada and in third-country markets. United States poultry and

egg producers will also see expanded access to Canada's market, directly benefiting American producers in states like Iowa, Georgia, Arkansas and California..."

"It includes rules to address all agricultural biotechnology, including gene editing, in support of 21st century innovations in agriculture. The agreement also improves the flow of trade with new and enforceable rules to ensure that sanitary and phytosanitary measures to protect human, animal, or plant life or health are science-based and transparent..."

"USMCA also updates the rules of origin for processed fruits to ensure preferences benefit U.S. producers. Most importantly, the new agreement maintains the tariff-free access for nearly all U.S. agricultural commodities shipped into Mexico and Canada, providing America's farmers and ranchers continued market access..."

"The implementation of this deal sends a strong signal to other important export markets such as the United Kingdom and the European Union that President Trump and Congress are serious about pursuing and enacting future agreements that create better economic opportunities for all parties involved. The United States is open for business, and our farmers are ready to export more of their wholesome and nutritious products to consumers around the world..."

Additionally, Secretary Perdue joined FOX News' Sandra Smith this morning on America's Newsroom to talk about the USMCA. Click [HERE](#) to watch.

## MEMBER CORNER: A Thought I Wanted To Share

By Blaine Viator, Ph.D.

My youngest son Luke (14) is working in the fields with our team two days a week. That's the age when dad started me.

Luke is doing great, and dad was calling to see how he was doing every week. He has been stuck at home a lot both because of COVID and also helping my mom. I knew he needed to get out in the field. We finally dried up enough so we weren't going to be in the mud. Dad had both knees replaced last year, but still mud walking is hard. So he came with me and our scouting team including his grandson all day today.

He hasn't missed a lick. He found the tiniest sugarcane borer larvae, checked all of the new cane varieties for mosaic disease on the primary station, and taught Luke a lot (and me too). He is unfortunately an expert on the Cajun red banded stink bug (Roger) as he found the first one in US soybeans in the early 2000's. So he gave Luke and the whole crew some tips and history on the pest.

He never once complained of the heat, unlike some of our scouts (LOL).



*Three generations of Viators in the field.*

We are looking for an experienced Quality Assurance Manager who will be responsible for directing quality assurance services on US EPA GLP agrochemical, FIFRA projects, and developing and implementing quality systems for other company processes. Recommended skillset include design and implement quality system analysis and methodologies for all aspects of corporate services and proficiency in designing and conducting audit procedures for internal and client deliverables.



Our mission is to provide tools, information, and analyses to help clients solve complex environmental challenges. We bring together over 45 scientists, engineers, modelers, application developers, and project managers with diverse backgrounds and skills and a shared commitment to scientific integrity, innovation, and focus on client needs. Stone is proud to be an EOAA employer. We do not discriminate on the basis of race, color, religion, marital status, age, physical or mental disability, medical condition, pregnancy, sexual orientation, gender identity or expression, veteran status, or any other status that is a protected category prohibited by federal, state, or Vermont laws. Please visit our website to learn more about this position.

[www.stone-env.com](http://www.stone-env.com)

# A Perk of Being Pregnant in July

By Lisa Wheelock-Rooney

July 10, 2020: Most of you remember I'm pregnant, 9 months along to be exact. When your pollination belt doesn't fit around your waist anymore, you improvise! I just couldn't resist this photo opp before I go on maternity leave on the 20th. One for the baby book! Looks like I'll miss corn pollination season this year...darn!



Congratulations to our Newsletter Committee Chairperson Lisa Wheelock-Roney and husband Brian on the birth of their daughter Gianna Leona Barbara Roney born on July 19, 2020.

Everyone is healthy and happy.



Lisa and Gianna

## SPOUSE INTERVIEW with Jan Hattermann



Jan's first NAICC attendance was in Texas, 2011 (the time before Reno). She had been a teacher, and had difficulties getting away for a week in January, but attended because Dennis was President of NAICC that year. She loved it right away, and felt like with the spouses it was an instant family. She enjoys helping where she is needed... folding shirts, fund raising, etc., which leads to more bonding each year. Jan really enjoys the spouses of NAICC, and they have become a support group for each other even outside of NAICC. They keep in touch via social media and email; they support each other through health issues and other things as they come up.

Watch your email mid-August for a member survey regarding the 2021 NAICC Annual Meeting and AG PRO EXPO.

The survey will take less than 3 minutes and your input is vital to NAICC's future and success.

# Spotlight On Sustaining Member

## AGPRO has changed its name and changed its logo.



<https://www.farmjournal.com/farm-journals-agpro-relaunches-as-the-scoop/>

## Get ready for The Scoop.

Working with the most successful individuals and teams in ag retail, The Scoop delivers need-to-know information to ag retailers, crop consultants and farm managers in the way they want to consume that information. Whether reading our print publication, receiving our daily eNewsletters or stopping the social media scrolling to find our posts with important information, we provide solutions to key influencers in the agricultural channel. Our audience includes the multipliers and maximizers of information as they each influence tens of thousands of acres.

## Farm Journal's AgPro Relaunches as The Scoop

Lenexa, Kan., (May 14, 2020) — While the mechanics of ag retail might seem the same as in the past, the dynamics of the industry have changed. Professionals are doubling down to secure their position as a trusted adviser for farmers. With these changes in mind, Farm Journal's AgPro is boldly reinventing how news and information is delivered to ag retailers and consultants by becoming The Scoop in July 2020.

"The Scoop will reach more trusted advisers to the American farmer than any other brand in the market," said Charlene Finck, President of Farm Journal. "Our new approach to communicating with this influencer audience comes at a time when change is a constant. We know The Scoop will be a welcome 'fresh brand' for

marketers who rely on this audience to influence farmer purchases, as well as equipment purchases and facility improvements for ag retail and co-op locations."

The Scoop will be a 100% digital-first, social-friendly platform anchored by a new website and a daily eNewsletter called The Daily Scoop. TheDailyScoop.com will continue to be the digital leader in the retail market, building off the market domination of AgProfessional.com by attracting 66% of all retail market visits and 30% more page views than any other brand. The print edition of The Scoop will continue to reach more decision makers in the channel than any other brand.

Guided by editor Margy Eckelkamp and an advisory board of leading ag retail managers, crop consultants and C-suite leaders, content will highlight ag retail facility improvements and industry news, offering trusted advisers access to inside, behind-the-scenes information to create a union of influencers like no other serving the ag retail business.

For more information, contact Doug Catt at [dcatt@farmjournal.com](mailto:dcatt@farmjournal.com) or (913) 948-4694.

## Five FEAE Scholarships Available For 2020

NAICC's Foundation for Environmental Agriculture Education (FEAE) will provide multiple scholarships in 2020. Members and friends of the NAICC, please consider undergraduate and graduate students that might meet the qualifications and bring this scholarship to their and/or their parents' attention!

Three undergraduate scholarships will be awarded: one for \$3,000 for the Richard L. Jensen, Ph.D. Memorial Scholarship and two \$1,500 scholarships. One of the \$1,500 is the Belchim Crop Protection Scholarship and the other is the NAICC Foundation Scholarship. One application submission will be eligible for all three undergraduate scholarships and will be awarded based on merit.

Also available for the first time are two graduate scholarships will be available: a \$3,000 Edward H. Lloyd Memorial Graduate Scholarship and a \$2,000 graduate scholarship sponsored by Wilbur Ellis.

Application deadline is November 1, 2020. Please review the scholarship criteria and application form at [FEAE Scholarships](#).

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for your purchases to qualify

**Quote to Ponder:**

*People do not decide their futures, they  
decide their habits and their habits  
decide their future.*

*- F.M. Alexander*

The correct answer from the February  
newsletter was Jed Clampett  
from The Beverly Hillbillies.

Congratulations to Jeff Miller  
for winning the gift card!

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

Can you name the TV sitcom  
this living room is from?



Submit your answer here:

<https://forms.gle/uqernuVKf7Fv64dS6>

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

**Buy and Sell Equipment on the  
NAICC Website**

Have something to sell? Looking for a specific piece of  
equipment? Check out the [NAICC Member Marketplace](#).  
Log in to [Members Only](#) portal on the NAICC website and  
scroll down to the **NAICC Member Marketplace**.  
Choose Items for Sale or Items Wanted. It is just that easy.



**2020 Newsletter Committee:**

Lisa Wheelock-Roney, Chair, Madi Boehm, Randy Darr, Amalia Easton, Mark Kottmeyer, Brenda Lange, Carol Lee, Renee Minion, Patrick Stephenson, Laurie Bennett, Board Liaison



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