



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

PRESIDENT'S COLUMN



By
Matt Eich
NAICC
2019 President

NAICC Annual Meeting – a Success!

We are a few weeks out after our Annual Meeting in Savannah, GA. I may be biased; however, I feel this was one of the best meetings we've held in years. The meeting was held at the Westin Savannah Harbor Golf Resort and Spa, in conjunction with the Savannah Convention Center. Both were very nice spaces and hosted us very well. The Annual Meeting had the highest attendance ever with 772 registered. The educational tracks were excellent, with big congratulations to the Education Committee Chairs: Daniel Fowler, Eric Flora, Jennifer Jarrell, and Lori Rodaway and to the committee members that put together a great educational program. I also want to thank Allison Jones, our Executive Vice President and her crew for making the meeting wonderful. Donna Landis, as always, kept our meeting rooms on track and all the AV prepped and ready for our presenters, for that we can all be appreciative.

This year was packed full of training as well. On Tuesday we rolled out Efficacy Training offered to anyone interested in learning more about efficacy trial work. The room was filled to standing room only with 93 in attendance. A huge congratulations to Anna Meszaros, David Moore and Eric Flora for putting together a great workshop. The committee is looking at an all-day

training for the meeting in San Antonio instead of the half-day we had this year.

The Global Alliance of Independent Agricultural Consultants (GAIAC) held a workshop on the commercial production of hemp and other minor crops. Attendance was strong. We heard Al Averitt and Dan Moser speak on Industrial Hemp, how it's grown, and the regulations surrounding it. We also heard about some minor crops grown in the UK by Patrick Stephenson. GAIAC is already planning another workshop for our 2020 meeting in San Antonio.

The Research Education Committee Outreach once again held the GLP Training with 125 in attendance, with 47 attending the Basic GLP Module. A big thank-you to Co-Chairs Tanya Webber and Deb Green, on a job well done.

The planning has begun for our meeting in San Antonio in 2020. Our Annual Meeting Coordinator and President Elect Matt Winslow, along with CEC Chair Daniel Fowler, REC Chair Eric Flora, and QAC Chairs Lori Rodaway and Jennifer Jarrell are already hard at work planning a great meeting. So far, the topics proposed look excellent, and will shape up to be have educational content for all attendees. We look forward to seeing everyone next year in San Antonio!

Attrition

This was the first year NAICC held a meeting using a convention center rather than just utilizing the hotel space. The use of the convention center was viewed to be very positive, and with our current growth we will continue to utilize convention centers when necessary. We will again be using a convention center in 2020 in San Antonio and in 2021 in Monterey, CA.

Because the Westin could not hold all our attendees, NAICC entered an agreement with the Hyatt in Savannah to hold the balance of our attendees so they were guaranteed a room within close proximity to the Westin and the Convention Center. The Executive Board has been notified that we did not fill our room block commitment that we contracted with the Hyatt, and in fact we missed our minimum by 80 room nights. One reason might have been that attendees stayed in other hotels. Because of the agreement NAICC had with the Hyatt to fill these projected rooms; NAICC will be on the hook for the 80 room nights that were not filled, potentially \$12,000.

The board has heard that many people stayed at other hotels outside of the Westin and Hyatt, which is probably why we did not meet our contractual obligations with the Hyatt. The board understands that

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NAICC News Changes Format

Beginning in 2019, *NAICC News*, the newsletter for NAICC members, will be published four times throughout the year, instead of the usual nine. In months the newsletter isn't published, you will receive *NAICC News Shorts* to your email inbox, with up-to-the-date information and some fun articles from our membership. The NAICC Newsletter Committee is looking forward to 2019 with some new features we hope you'll enjoy. The committee welcomes articles from the membership and other professional organizations, to help keep our members informed on hot topics in the research, quality assurance and consulting world. Articles may be submitted to any committee member or Lisa Wheelock-Roney, Chair at lwheelock@greatlakesag.com.

President's Letter

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many have to look for the cheapest lodging; though locations are selected where the hotels fit the needs of our attendees, while trying to keep the cost down.

Allison Jones has done an excellent job negotiating down the cost; however we will still have to write the Hyatt a large check totaling \$7333. This cost to NAICC could be allocated otherwise, to benefit the membership as a whole, for instance adding to the quality of the Annual Meeting experience. In the future, the Executive Board will need to weigh the option of blocking fewer rooms for the Annual Meeting, or like in Savannah, having to pay the balance of the unfilled rooms.

NAICC Mourns the Loss of Member Mike Harper

It is with a heavy heart and great sadness that we let you know that Mike Harper, FMC Industry Affairs Manager, and NAICC Sustaining Member unexpectedly passed away Tuesday, February 12. Mike will be greatly missed by his NAICC and FMC families. Mike was very active in NAICC and with our state affiliate members. Mike was recently elected as the Vice Chair of the NAICC Allied Industry Committee and would have served as chair in 2020. He also served as a member of the Leadership Program Committee where he contributed not only his time but was instrumental in FMC's recent, generous donations to that program. Mike was currently working with our Governmental Affairs Committee and Leadership participants to attend meetings next month with various commodity groups in Washington, DC. He also served on the Board of Directors of the NAICC Foundation for Environmental Agriculture Education where he was active in the fundraising activities, as well as offering new and innovative ideas to further The Foundation's mission.

The obituary for Michael C. Harper follows:

Michael C. Harper, 62, of Columbia, passed away unexpectedly Tuesday, February 12, 2019, in Marksville, Louisiana. He was born August 23, 1956, in Bloomington, Indiana, a son of Mark and Ann (Wilson) Harper. He was a 1975 graduate of Columbus North High School in Columbus, Indiana and a 1979 Agriculture Economics graduate and member of the Phi Delta Theta fraternity of Purdue University. On June 22, 1985, Mike was united in marriage to Bobbi King, who survives at their home.

Mike worked for FMC Corporation for 39 glorious years as an Ag Chemical Sales Rep, and most recently, as the Industry Relations Manager. He was involved in Missouri FFA and The University of Missouri School of Agriculture. In addition to being involved in Grant's Boy Scout troop and coaching Shelby's middle school basketball team, Mike enjoyed fishing, hunting, gardening, and cheering on Mizzou and Purdue athletics. He also liked spending time with neighbors and friends. Mike was an avid reader and never missed the opportunity to learn something new. He never met a stranger he couldn't talk to and was a wonderful friend to all who knew him. Mike was always open and willing to offer

www.naicc.org

Crawfish Boil on the Hill and Legislative Visits

The Executive Board along with some members from the Government Affairs Committee will host the 22nd Annual Crawfish Boil on the Hill on March 27th, 2019 at the Longworth House Building, Washington, D.C. at 6:30 PM. All members are welcome to attend. The Executive Board is working on visits with key Congressmen and Senators and developing our position papers for this year. The 2019 Leadership program Class; John Gottula, Anna Meszaros, and Melissa Nelson will also be in attendance completing Module II, the Ray Young Government Affairs module.

advice, whether it was requested... or not. He loved going to the beach and to his new favorite place, the farm. Mike enjoyed Cardinals baseball, and going on family vacations, always stopping on road trips to explore new places.

In addition to his wife and parents, Mike is also survived by his daughter, Shelby (fiancé Sean O'Hagan) of Philadelphia, Pennsylvania and son, Grant of St. Louis, brother Terry Harper (Tracey) of Alpharetta, Georgia, brother Steve Harper (Renee) of Cary, North Carolina, and sister Mary Harper of Indianapolis, niece Lauren (Harper) Lummus (Reid, Harper, and Greyson) of Cumming, Georgia, and nephew Geoffrey Harper (Andrea) of Chicago, Illinois. He will be greatly missed by customers, co-workers, friends, but most of all, his family.

Friends will be received from 4:00 p.m. to 8:00 p.m. Monday, February 18, 2019, at Our Lady of Lourdes Catholic Church in Columbia. A Memorial Service will be held at 11:00 a.m. Tuesday, February 19, 2019, at Our Lady of Lourdes Catholic Church in Columbia.

Expressions of sympathy may be made in Mike's honor to: The Indiana FFA (<https://ffa.givingfuel.com/ffadonate/>); Phi Delta Theta Fraternity, Theta Chapter, Purdue University; Phi Delta Theta at Purdue Alumni Relations Center, P.O. Box 7007, Alberta Lee, MN 56007-8007; The University of Missouri School of Agriculture- Please choose Division of Applied Sciences (<https://securelb.imodules.com/s/1002/giving/index.aspx?sid=1002&gid=165&pgid=5006&cid=9137&dis=229.230.231.232.233.234.235.236.237.238.239.503.504>); Central Missouri Honor Flight (<http://centralmissourihonorflight.com/donate/>)

Arrangements are under the direction of Parker-Millard Funeral Service and Crematory; 12 East Ash Street, Columbia, Missouri, 65203; (573) 449-4153. Condolences may be left online for the family at www.ParkerMillard.com.



NAICC Honors Award Winners

Service to NAICC Award

One of the highest honors within NAICC is receiving the Service to NAICC or the Service to Agriculture Award. The purposes of the Service to NAICC and the Service to Agriculture Awards



are to honor someone for distinguished service within agriculture industry and also in recognition of outstanding contributions and dedicated service to NAICC, the American farmer and agriculture practitioners. It is given to someone who goes beyond the call of duty to help promote agriculture, and specifically someone who has a direct impact on NAICC.

This year, NAICC is proud to bestow the Service to NAICC Award to James Todd, a Voting member who has been active in the Alliance since 2001. In these 18 years, he has served NAICC in the following capacities::

- President
- Secretary
- Chair of the Governmental Affairs Committee for 5 years
- Member and/or Chair of the following committees –
 - Newsletter Involvement
 - Membership Services
 - Membership Recruitment & Retention Committee,
 - Crawfish Boil on the Hill
 - Allied Industry Committee
 - Consultant Education Committee
 - Nominating Committee
- James has attended all but one Annual Meeting since he joined.

James is a true leader within NAICC. In addition to serving in all the capacities mentioned above, James represented NAICC in front of Representatives, Senators and at the Crawfish Boil on the Hill for over 10 years. For the past 5 years he has instructed the Leadership participants on how Washington works and how to interact with policy-makers and representatives of commodity groups and other agricultural associations.

James continues to represent NAICC at meetings throughout the year in Washington, but also across the country. He has been invited twice to participate in CropLife's Government Affairs Summit, as well as been called to Washington to meet with EPA or USDA on many occasions – sometimes even in the middle of the

summer. He represented us at the New Mexico Crop Production Meeting in January 2018 and also attended the National Institute of Food and Agriculture (NIFA)-Tactical Science meetings in February and August of 2017 in College Park, Maryland.

James and his wife Lacey own and operate Todd Agricultural Consulting, Inc., where he provides crop consulting services in corn, cotton, grain sorghum, wheat, black-eyed peas, and sunflowers. We are indebted to James for his dedication and commitment to NAICC and appreciate the leadership he has shown for NAICC and its members and staff over the years.

Secretary of Agriculture Sonny Perdue was selected as the 2018 recipient of the Service to Agriculture Award. His plaque will be presented to him in March by members of the Executive Board and Governmental Affairs Committee.

Consultant of the Year

Since 1993, when the Consultant of the Year (COTY) award was established, NAICC has sought to honor two or three of its members who have illustrated leadership within and outside the organization. Award winners must be NAICC members of good standing, must be nominated by another NAICC member and their application must include career information, involvement in ag-related organizations, honors and awards, community involvement and educational background.

“From this information and from the references provided by those nominating candidates, we focus on the leadership exhibited by nominees, NAICC involvement and participation in local, state and other national ag-related groups,” said NAICC President Matt Eich. He added, “NAICC is extremely grateful to BASF for continuing to sponsor the COTY program.”

At the January 2019 NAICC Annual Meeting and AG PRO EXPO in Savannah, GA, NAICC honored three leaders as Consultant of the Year.



From left: Nick Paulsrud, Daniel Fowler, Matt Weller and NAICC President Matt Eich.

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NAICC Awards

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Daniel Fowler is from Roanoke Rapids, NC where he has worked as a crop consultant and agricultural researcher for the past 18 years. Since 2003, he is the owner and president of Fowler Crop Consulting, Inc. Just prior to that, he earned his Bachelor of Science degree in Agronomy from North Carolina State University. Daniel consults with grower clients in North Carolina and Virginia on cotton, peanuts, wheat and soybeans.

Fowler is active in NAICC and currently is servicing his second term as chair of the Consultant Education Committee. He is also very active in the North Carolina Agricultural Consultants Association where he served as Secretary/Treasurer from 2007-2011, Vice President in 2012, and President in 2013. A Certified Crop Advisor (CCA) since 2004, Daniel served two terms on NC CCA Board. He was also awarded the NC State University, Agronomy Club Outstanding Alumni Award for 2011-2012, and participated in the NC State Ag Leadership Program from 2008-2010 where he received the Caldwell/Collins Outstanding Leadership Development Award.

According to NAICC Member Bill Peele, "Daniel has put his heart and soul into developing a consulting business working with farmer clients and conducting field research trials. He has invested in trusting relationships with his clients that are time tested. His keen awareness of their needs, his understanding of agronomics, his willingness to work ethic and reliability are measures of his success. He is a pretty nice guy as well!!"

COTY winner **Nick Paulsrud** is a crop consultant with Centrol of Twin Valley in Valley City, ND. He has been in business for 17 years and specializes in General agronomic expertise on soybeans, corn, wheat, dry beans and barley on over 83,000 acres, as well as zone sampling, Precision Ag, and variety management.

Nick received his Bachelor of Science degree in Plant Science-Agronomy from the University of Minnesota, Crookston and went straight to work for Centrol. He is a member of the Ag Consultants Association of North Dakota and is a Certified Crop Consultant. He also holds a FFA State Degree and a FFA American Farmer Degree.

Paulsrud is also active in NAICC where he has attended numerous annual meetings in his 18 years as a crop consultant. He currently is serving his second term as chair of the Grievance and Ethics Committee. Nick has also serving on the Consultant Education Committee.

Nick's nominator speaks highly of him as commented, "Nick has maintained high levels of revenue and retains nearly 100% of his growers from year to year. He has incorporated precision ag into his consulting workload and is very professional and is a valuable resource (both technical and moral support) for the rest of our company. Nick's a solid team player, as well as an individual standout. In summary, Nick is a great crop consultant who truly wants to help his growers and always considers how his actions and decisions will affect them. He really tries to maximize the profitability of each of his growers."

Hailing from Marshall, MN, COTY winner **Matt Weller** started with Centrol Crop Consulting, Inc., from 2001-2002 as an intern. He then started full time as a Consultant in the territory south of Marshall, MN in 2004. This includes southern Lyon county, the western edge of Redwood county, and the eastern edge of Lincoln. Matt grew up on a dairy farm outside of Brooten, MN, and is a graduate of the University of Minnesota and holds a Bachelor of Science in Ag Industries and Marketing. He is a Certified Crop Adviser and a Technical Service Provider (TSP).

Matt helps his clients increase their profits with unbiased recommendations on over 50,000 acres of corn, soybeans, alfalfa, small grains. According to his boss, Matt has a strong work ethic, team player, and all around successful consultant.

Top Recruiter Awards

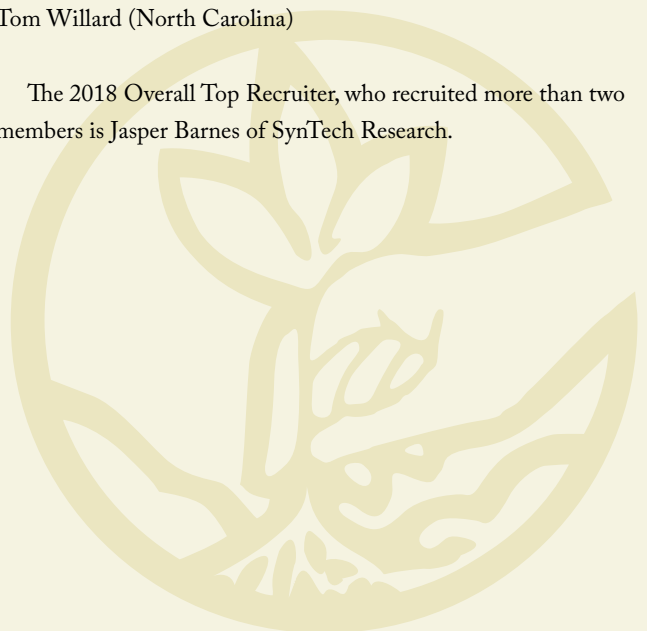
The following people recruited two or more new members from their state:

Grady Coburn (Louisiana)

Nathan Goldschmidt (Missouri)

Tom Willard (North Carolina)

The 2018 Overall Top Recruiter, who recruited more than two members is Jasper Barnes of SynTech Research.





Happenings on the Hill

House Agriculture Committee Chairman Collin Peterson of Minnesota held the Committee's organizational meeting on Wednesday, February 7. In his statement to the committee he put forth his vision for the committee, "We'll look at the state of the farm economy; the struggles facing our dairy farmers; and the impact of the trade war. We will also monitor USDA's progress implementing the Farm Bill; the ongoing evolution of the RFS; the ability of farmers and ranchers to adapt and to help mitigate the effects of climate change through our conservation and energy programs; and the ability of the Forest Service to address the evolving threat of wildfires. Also, we will work to provide responsible oversight of USDA."

A top priority for the NAICC Governmental Affairs Committee (GAC) is forming relationships with policy-makers in Washington, DC. Representatives from the GAC will join the Executive Board and Leadership Program participants in DC on March 27 to canvas Capitol Hill and host the Crawfish Boil on the Hill. The goal is to represent the membership of NAICC during this week and the GAC would like your help.

Below is a list of the 2019 House Ag Committee Subcommittee Members. If you know one of these members or someone on their staff, please notify GAC Chair James Todd toddagconsulting@gmail.com, NAICC President Matt Eich MEICH@centrol.com, or EVP Allison Jones allisonjones@naicc.org.

Chairman Collin Peterson of Minnesota and Ranking Member Mike Conaway of Texas announced the rosters for the six subcommittees of the House Agriculture Committee.

Commodity Exchanges, Energy, and Credit

Democratic members include:

Chairman David Scott, Georgia
Jeff Van Drew, New Jersey
Filemon Vela, Texas
Stacey Plaskett, U.S. Virgin Islands
Abigail Spanberger, Virginia
Antonio Delgado, New York
Angie Craig, Minnesota
Sean Patrick Maloney, New York
Ann Kirkpatrick, Arizona
Cindy Axne, Iowa

Republican members include:

Ranking Member Austin Scott, Georgia
Rick Crawford, Arkansas
Mike Bost, Illinois
David Rouzer, North Carolina
Roger Marshall, Kansas
Neal Dunn, Florida
Dusty Johnson, South Dakota
Jim Baird, Indiana

Step Two Taken on WOTUS

The EPA and Army Corps of Engineers (Corps) released a proposed rule in the FEDERAL REGISTER on Thursday, February 15, and is open for 60 days, until April 15, 2019. Over half of the U.S. Senators and 160 Democratic Representatives sent a letter to EPA Acting Administrator Andrew Wheeler and Assistant Secretary of the Army encouraging them to extend the comment period for at least 207 days.

This is the second step in a comprehensive, two-step process intended to review and revise the definition of "Waters of the United States" or WOTUS. This action was mandated by an earlier federal court decision that blocked the Administration's outright repeal of the Obama Administration's WOTUS rule. According to EPA, this proposed rule is intended to increase the Clean Water Act (CWA) program predictability and consistency by increasing clarity as to the scope of "waters of the United States" federally regulated under the Act. This proposed definition revision is also intended to clearly implement the overall objective of the CWA to restore and maintain the quality of the nation's waters while respecting State and tribal authority over their own land and water resources.

EPA and the Army Corps will hold two public hearing sessions on the proposed "Revised Definition of Waters of the United States" on Wednesday, February 27, and Thursday, February 28, 2019 at The Reardon Convention Center in Kansas City, KS.

<https://www.epa.gov/wotus-rule>

Livestock and Foreign Agriculture

Democratic members include:

Chairman Jim Costa, California
Anthony Brindisi, New York
Jahana Hayes, Connecticut
TJ Cox, California
Angie Craig, Minnesota
Josh Harder, California
Filemon Vela, Texas
Stacey Plaskett, U.S. Virgin Islands
Salud Carbajal, California
Cheri Bustos, Illinois

Republican members include:

Ranking Member David Rouzer, North Carolina
Glenn Thompson, Pennsylvania
Scott DesJarlais, Tennessee
Vicky Hartzler, Missouri
Trent Kelly, Mississippi
James Comer, Kentucky
Roger Marshall, Kansas
Don Bacon, Nebraska
Jim Hagedorn, Minnesota

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Nutrition, Oversight, and Department Operations

Democratic members include:

Chairwoman Marcia L. Fudge, Ohio
Jim McGovern, Massachusetts
Alma Adams, North Carolina
Jahana Hayes, Connecticut
Kim Schrier, Washington
Jeff Van Drew, New Jersey
Al Lawson, Jr., Florida
Jimmy Panetta, California

Republican members include:

Ranking Member Dusty Johnson, South Dakota
Scott DesJarlais, Tennessee
Rodney Davis, Illinois
Ted Yoho, Florida
Don Bacon, Nebraska
Jim Hagedorn, Minnesota

General Farm Commodities and Risk Management

Democratic members include:

Chairman Filemon Vela, Texas
Angie Craig, Minnesota

David Scott, Georgia
Al Lawson, Jr., Florida
Jeff Van Drew, New Jersey

Republican members include:

Ranking Member Glenn Thompson, Pennsylvania
Austin Scott, Georgia
Rick Crawford, Arkansas
Rick Allen, Georgia
Ralph Abraham, Louisiana

Biotechnology, Horticulture, and Research

Democratic members include:

Chairwoman Stacey Plaskett, U.S. Virgin Islands
Antonio Delgado, New York
TJ Cox, California
Josh Harder, California
Anthony Brindisi, New York
Jeff Van Drew, New Jersey
Kim Schrier, Washington
Chellie Pingree, Maine
Salud Carbajal, California
Jimmy Panetta, California
Sean Patrick Maloney, New York
Al Lawson, Jr., Florida

Republican members include:

Ranking Member Neal Dunn, Florida
Glenn Thompson, Pennsylvania
Vicky Hartzler, Missouri
Doug LaMalfa, California
Rodney Davis, Illinois
Ted Yoho, Florida
Mike Bost, Illinois
James Comer, Kentucky
Jim Baird, Indiana

Conservation and Forestry

Democratic members include:

Chairwoman Abigail Spanberger, Virginia
Marcia L. Fudge, Ohio
Tom O'Halleran, Arizona
Chellie Pingree, Maine
Cindy Axne, Iowa

Republican members include:

Ranking Member Doug LaMalfa, California
Rick Allen, Georgia
Ralph Abraham, Louisiana
Trent Kelly, Mississippi

Additionally, Committee Chairman Collin Peterson and Ranking Member Mike Conaway serve ex officio on all six subcommittees.

Spotlight On Cooperative Members

AUVSI 2019 XPONENTIAL™

The Power Of Belonging

The new year is already speeding ahead, and so is the fast-changing market of unmanned and autonomous systems. You need to stay up-to-date on the latest capabilities and rules and regulations while establishing a realistic roadmap for unmanned technologies and setting expectations internally. Attend AUVSI XPONENTIAL 2019, the industry's largest event in the world, and get all the solutions and information you need. See all the latest advancements so you can continue growing your technological capabilities. Gather information from a variety of exhibitors, vendors and Education Sessions. <https://bit.ly/2PPkPgn>.

AGRO Division of The American Chemical Society

by Paul Reibach

AGRO, a Division of the American Chemical Society, brings together a worldwide community of scientists and stakeholders to advance knowledge and promote innovative solutions for the protection of agricultural productivity, public health, and environment. AGRO division represents a dynamic, multi-disciplinary group of scientists. AGRO strives to serve its younger members with opportunities to attend ACS National Meetings. It also strives to provide professional development and networking opportunities

to all its members. Some members are chemists; however, others are toxicologists, chemical ecologists, agronomists, soils scientists, engineers, microbiologists, and other disciplines related to agriculture science.

AGRO has historically focused on the science of pesticides, but it has recently expanded the scope of scientific programming to include emerging areas in agricultural science such as bioenergy and biofuels.

As part of the AGRO mission we have developed a series of goals, one of which relates to liaison with organizations with similar interests. NAICC is one such organization. Our goal is to increase AGRO's outreach to scientific and public communities. Our hope is to establish relationships with organizations such as NAICC which will lead to expanded topics and symposia participation and promote mutual attendance at our respective annual meetings.

Planning has begun for the 258th ACS National Meeting in San Diego, August 25-29, 2019. Symposia reflecting the National Theme "The Chemistry of Water" are highly encouraged. The Division of Agrochemicals has issued a Call for Papers. Submission Deadline: Wednesday, March 20, 2019. Information can be found at <https://callforpapers.acs.org/sandiego2019/AGRO>

We look forward to partnering with NAICC to continue fostering a safe and productive agricultural industry. Please visit our web page at <http://www.agrodiv.org/>.

Spotlight On Sustaining Members

Lange Research and Consulting started with individual memberships and has grown to become a sponsor, exhibitor and Sustaining Member of NAICC.

On The Road With Lange Research

by Brenda Lange

Lange Research and Consulting (LRC) is known for traveling and working on the road. This is now easier with the addition of the LRC Mobile Laboratory. The lab is a customized trailer designed with worker exposure studies in mind, but capable of providing a clean and comfortable field station on the go. Cameron Lange designed the lab using a custom built 40-foot gooseneck trailer. He worked with an Indiana based manufacturer to outfit a self-contained unit suited for conducting field studies at remote locations. LRC has used several versions of mobile units, ranging from rented U-Haul trucks outfitted with boxed-up equipment and supplies from the local Walmart; to our previous mobile lab, a moderately customized 20-foot research trailer.

After several years of working on the road with less-than-perfect facilities and a shortage of storage and workspace, a plan was developed to build a mobile unit that would allow us to provide the same quality of work on the road that can be accomplished at our permanent field stations. The first objective in the design was readiness: the lab had to be ready to go with room to stock basic field research supplies, while allowing for space to add study-specific equipment and supplies needed for multiple study possibilities. Cleanliness was another requirement. Three separate rooms allow for sampling to occur away from sample storage and other study activities, and additionally an isolated clean storage room was added to prevent contamination. Finally, it had to be built and designed for long term use, with durability and versatility in mind.



The lab includes the following features:

- The trailer is a 40-foot long gooseneck trailer with 8-foot ceiling height. Two rooms with separate entry doors are located on the main floor and a clean storage room is located at the front above the gooseneck.
- An 8,500 watt diesel generator provides ample power for built-ins, lighting, and multiple freezers, as well as specialized study equipment and air sample pump charging stations.
- Four GLP sample storage freezers are equipped with primary and backup temperature monitoring systems, as well as 24/7 monitoring and alarming of temperature departures and power outage, which via 4G link-up alerts researchers of any problems.
- Full restroom, including shower
- Built in refrigerator and freezer capable of running on propane or AC power
- Custom fluorescent interior and halogen exterior lighting
- Support free, 20-foot electric awning
- Separate heat and A/C units for each work room
- Every inch of the interior was designed for optimum storage and use of field research equipment and supplies, including custom cabinetry, open storage shelves with secure tie downs, and a built-in tool chest for small tools and parts.

To date we estimate our new trailer has logged over 20,000 miles, conducting studies in remote locations in over a dozen states. Worker/operator exposure studies, pollinator health studies, and volatility/flux air monitoring studies are just the beginning. We are eager to explore where the Lange Mobile Laboratory will take us next.



NAICC Member Profile

1. *Name:* **Sandra (Sandy) Mackie**

2. *Company Name:* **BASF Agricultural Solutions**

3. *Location:* **Research Triangle Park, NC**

4. *Years as a NAICC Member:* **19**

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?*

It was a Forest Gump moment for me. I had graduated with a Chemistry degree and was just starting out in medical research for the University of Florida in Gainesville. I asked a colleague who was retiring what her advice for me would be. She said, "Go to industry". So that's what I did – I joined Union Carbide at their manufacturing facility in Woodbine, Georgia, making Temik.

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

Dealing with the ever-changing regulatory requirements of all the various countries where approvals must be granted before a biotech product can be deregulated.

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

My computer. I live on my computer whenever I am at work. Who knew that the most important class I would take in high school was "Typing"? Yes, Typing, they didn't have Keyboarding back then!

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 have been proud to contribute to advancements in agriculture. It's been a good life, but you won't get rich.

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.)?*

- Currently serving my third term on the NAICC Executive Board as the non-voting member representative.
- FEAE for the past 5 years and am currently secretary. I usually organize the scholarship recipient review process.
- First graduate of the NAICC Leadership Program, now "paying it forward" by being the Board liaison to the Leadership Committee.
- Active on the Governmental Affairs Committee (Researcher), so I can be informed when we go to Washington D.C. for the Hill visits and Crawfish Boil.



- Allied Industry (including committee chair 3 times) since joining NAICC.

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

I am an avid collector, specializing in antique advertising, country store and soda shop collectibles, and Rock & Roll music. I have a collection of over 20,000 45 rpm records as well as a jukebox to play them on.

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

I would go camping at the beach with my friends and family – any beach anywhere will do!

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

"Life is not a journey to the grave with the intention of arriving safely in a well preserved body, but rather to skid in broadside, thoroughly used up, totally worn out, and loudly proclaiming, "Wow what a ride!" Hunter S. Thompson

Snapshot in Time

February 1st-8th, 2019

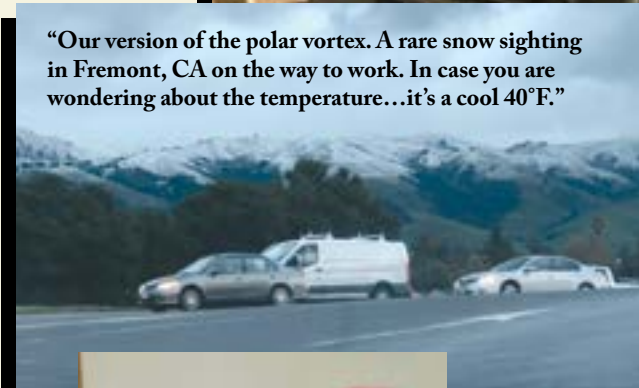
The Newsletter Committee Members were asked to take one picture in a given timeframe to depict life in their “neck of the woods”. Enjoy!



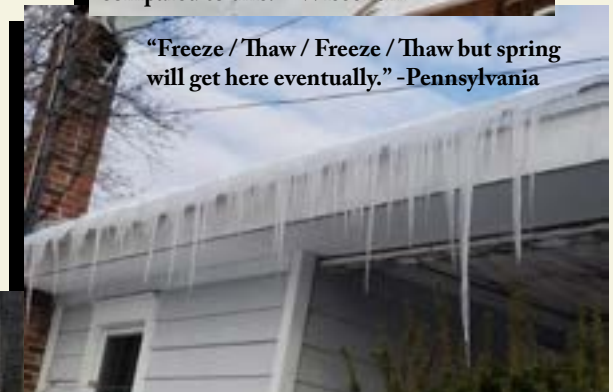
Coffee and Clutter”
-Nebraska



“The Polar Vortex was a piece of cake compared to this!” -Wisconsin



“Our version of the polar vortex. A rare snow sighting in Fremont, CA on the way to work. In case you are wondering about the temperature...it’s a cool 40°F.”



“Freeze / Thaw / Freeze / Thaw but spring will get here eventually.” -Pennsylvania



“Gong hei fat choy”
-Pennsylvania



“A couple good reasons to head into work, even in the bitter cold!” -Iowa



“There is no winter for California research”

Watch your inbox for how YOU can participate in the next Snapshot in Time, and a chance to WIN a gift card!

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Agriculture Education.**

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Go to smile.amazon.com

amazonsmile

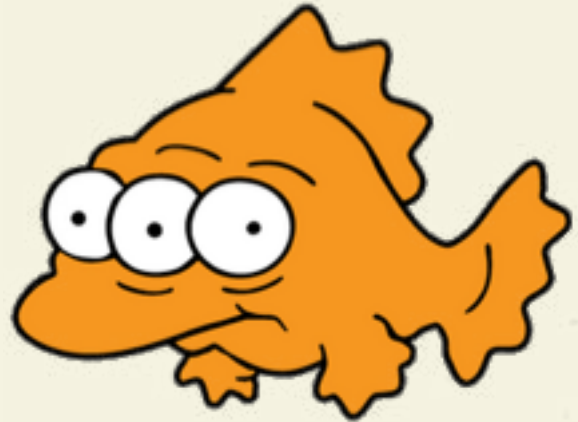
Always log onto smile.amazon.com
for your purchases to qualify

The correct answer from the January newsletter
was Midnight in the Garden of Good and Evil.

Congratulations to Carol Lee
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 fictional fish
shown below?



Submit your answer here:

<https://goo.gl/forms/5xBbYp5unravnzUa2>

copy and paste link in browser

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



Quote to Ponder

The best way to predict the future is to
create it.

~Dan Miller



**National Alliance
of Independent
Crop Consultants**

Allison Jones Executive Vice President
Donna Landis Director of Member Services

P.O. Box 209
Vonore, TN 37885
Phone: 901.861.0511 Fax: 423.264.0071
E-mail: AllisonJones@naicc.org
memberservices@naicc.org
www.naicc.org

Matthew Eich, B.S. President

Central Crop Consulting, Inc.
21853 465th Avenue
Volga, SD 57071
Phone: 605-690-8748
E-mail: meich@central.com

2019 NAICC Annual Meeting - Savannah, GA

NAICC Leadership Program



2018 Leadership Class participants Greg Whittington and Nathan Casper (second and third from left)



2019 Leadership Class participants Anna Meszaros and John Gottula with FEAE President Dennis Hattermann. Not picture is participant Melissa Nelson



Nathan Casper speaking at the New Members' Boot Camp



Greg Whittington, 2018 Leadership Program Participant

2019 NAICC Annual Meeting



Nathan Goldschmidt passes the gavel to Matt Eich



President Elect Matt Winslow and 2019 President Matt Eich

2019 NAICC Annual Meeting - Savannah, GA



Fernando Urzau Gutierrez wins big at the Exhibit Hall Extravaganza



Gary Coukell, David Wilde and Ken Greer visit in Exhibit Hall.



Mary O'Hanlon and Marcene Cox defeat their husbands in a game of cornhole



FEAE Silent Auction



Volunteers preparing backpack snacks for children in the Savannah area



Executive Board and FEAE Board Joint Meeting



Bill Tarter and panel participants



Delaney Howell, Keynote Speaker with Matt Eich, Dennis Hattermann and Nathan Goldschmidt

2019 NAICC Annual Meeting - Savannah, GA

Meeting Attendees Visit With Exhibitors During AG PRO EXPO

