



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

## PRESIDENT'S COLUMN



By  
*Matt Winslow*  
NAICC  
2020 President

## NAICC Executive Board Makes Tough Decisions In Covid-19 Era

The year 2020 has been unique for everyone, and NAICC has faced its share of challenges. I wanted to take this opportunity to update you on some decisions the NAICC Executive Board has made on your behalf. I praise God that we have each other to lean on during these challenging times.

### NAICC 2021 Annual Meeting & AG PRO EXPO Is Canceled

In line with the recent survey sent to 1168 NAICC members and annual meeting attendees, the NAICC Executive Board voted to forgo any type of annual

meeting or trade show in 2021. This includes face-to-face, virtual and hybrid meetings. This aligns with 64% of the survey respondents who voted for no meeting in 2021. According to the NAICC attorney, not having an annual meeting or business meeting in 2021 will not violate any of our by-laws or affect the business of the association moving forward.

The 2022 Annual Meeting & AG PRO EXPO will be January 25-28 in Orlando. NAICC is looking to book future annual meetings in San Antonio in 2024 and Monterey in 2025. We are pleased to announce that the city of Monterey was very understanding and did not charge us any penalties to move the meeting to 2025. Other cities being considered for 2023 are Las Vegas, Memphis, Nashville, and St. Louis. [CLICK HERE](#) for the opportunity to share your input on these and other cities that should be considered to host the 2023 Annual Meeting & AG PRO EXPO.

### NAICC To Consider Hosting Webinars

Also, in line with the same survey results, the Executive Board asked staff to investigate webinar platforms and work with the Annual Meeting Coordination Committee, the Crop Consultant, Contract Research and QA subcommittees on potentially hosting webinars in 2021.

Webinar topics may include the traditional pre-meeting sessions such as GLP training, Efficacy Workshop and Crop Consultant Workshop. The subcommittees will also decide whether or not to make some of the slated 2021 Annual Meeting educational sessions available in webinar format. Some or all of the webinars may have CEUs. If you have a specific topic that you would like to see as a webinar, please send your ideas to [allisonjones@naicc.org](mailto:allisonjones@naicc.org).

### CEUs for 2020

The NAICC Certification Board is currently taking under advisement the possibility to suspend or reduce the required number of CEUs to be reported in January 2021 due to the lack of meetings in 2020 because of the pandemic. However, current Certified Professional Crop Consultants (CPCC) will still report their 2019 CEUs as usual when they renew their dues for the coming year. The final decision will be announced via email and the *NAICC News*.

### Future Executive Board Meetings

Due to the restrictions posed by the COVID-19 pandemic for in-person meetings, the Executive Board will not meet in person in November. They met 10 times this year, in person in January and via monthly teleconference, to carry out the business of the Alliance on your behalf. They will continue to meet each month via conference call.

# Membership Renewal

Thank you for your continued support and dedication to NAICC! We are proud to have you as a current member and look forward to our continued relationship in 2021. Please click on the button below, to pay your membership dues and update your member profile to keep it current in the online directory.

**RENEW YOUR NAICC MEMBERSHIP**



## Happenings on the Hill

By Rick Kesler, Governmental Affairs Liaison

### NEGUSE/UDALL FIFRA REFORM BILL

The proposed FIFRA Reform Bill would significantly change key parts of the Federal Insecticide Rodenticide and Fungicide Act (FIFRA). If enacted, this legislation would in effect replace the U.S. Environmental Protection Agencies (EPA) science-based risk/benefit procedures with a more European Union (EU) type hazard-based process.

Crop Life America (CLA) has sent a letter to all members of Congress, with more than 300+ supportive signatures – including NAICC’s, to all members of Congress supporting FIFRA as currently written.

CLA and friends are now moving into the second phase of support for FIFRA with a call campaign to all Democrat members of Congress (333) to explain why FIFRA works the way it is currently written and to point out the dangers of the proposed changes from the Neguse/Udall bill. On September 14, I was able to sit in on five separate calls to Congressional staffs. The calls were with: Rep. DelBene (D-WA), Rep. Gonzalez (D-TX), Rep. Garamendi (D-CA), Rep. Bustos (D-IL), and Rep. Costa (D-CA). There was good discussion and good overall support from the staffs, but all were from ag districts. It will be interesting to see how the calls go when they move into more urban districts.

The sponsors of this bill are working to build a coalition of support and developing an ideology around the bill. CLA, NAICC and others are entering a long-term campaign approach to supporting FIFRA as written. Supporting FIFRA as written will be a marathon effort and not a dash to the finish line

### MEXICO/GLYPHOSATE UPDATE

In 2019, Mexico denied imports of glyphosate. This spring Mexico’s Minister of Environment and Natural Resources stated publicly that they want to move Mexico to a Precautionary Principle for pesticide regulations. This would mean moving from a risk based registration system based on science (US EPA type) to a Hazard based system (similar to the EU system).

It now looks like the Environmental Minister, Toledo, who was the one advocating the Precautionary Principle will be leaving that administration. His successor is likely to be from another Non-Governmental Organization (NGO), and we will have to wait to see how this all shakes out. If Mexico moves forward with this, some think that it will be in violation of the USMCA.

### DICAMBA UPDATE

Earlier this summer, the Ninth Circuit Court of Appeals issued an order vacating EPA’s pesticide registrations for products

containing dicamba. Currently the registrants are working with EPA to get reregistration ASAP. Many state departments of agriculture are also very engaged. The hope is to get a reregistration for these products by the end of October. One key issue is that this reregistration has to be good for farmers while at the same time being palatable to the same courts that suspended the registration back in May.

### CHLORPYRIFOS UPDATE

The EPA released its new draft risk assessment for chlorpyrifos on September 22. This included human, ecological and drinking water assessments. The agency identified dietary and occupational handler risks but found no risks of concern for the remaining residential uses of chlorpyrifos. It also identified potential ecological risks.

There will be a public comment period during the same 60 day period that the agency plans to issue its Proposed Interim Decision during October of this year. There was also a Scientific Advisory Panel (SAP) held in September whose report will be released in December 2020. Depending on the SAP’s findings, EPA may further revise the human health risk assessment. It will then determine the next steps in the registration review process for chlorpyrifos.

### ENDANGERED SPECIES ACT UPDATE

The 1973 Endangered Species Act (ESA) has not been reauthorized since 1998 and has been unauthorized since 1992. Legislation is currently working its way through Congress to reauthorize and amend the Act. There are many changes to the Act that could affect ag and they have received hundreds of thousands of letters (many form letters) during the comment period.

One key area that is the focus of many of those letters is around the definition of habitat. Those that will be impacted the most by the definition are focused on the importance of limiting habitat to areas that species can currently use as part of its life cycle. NGO’s and some legislators are arguing that habitat should be expanded to include areas that may be restored in the future. Another area of concern is the Fish and Wildlife Service’s proposed changes to the Critical Habitat Impact Analysis and Exclusion area of ESA.

### USDA SEEKS INPUT ON READY-TO-GO TECHNOLOGIES

The USDA is looking for input on the Agriculture Innovation Agenda (AIA). AIA has been developed to find innovative “ready to go” technologies to align resources and programs to execute a comprehensive strategy for rapid deployment of top technologies and practices that will benefit U.S. agriculture. USDA is looking for innovations that have already been developed that they can help promote through their programs. The types of innovation that they are looking for are ones that will help deliver their benchmark goals of increasing U.S. ag production by 40% while reducing the environmental footprint by 50% by 2050. Comments and ideas can be submitted through the Federal Register by following this [LINK](#).

*Continued on page 3.*

Continued from page 2.

## ASA/NAICC MEETINGS

NAICC has begun a series of meetings with commodity associations to discuss key issues facing both groups and exploring areas where we may work together for the good of both memberships. Allison and I had the first of these virtual meetings with the American Soybean Association (ASA) on September 15th. After lengthy discussions, we are exploring the possibility of working together to provide the most current and in-depth information on resistance management to their Take Action website as a first step in building a closer working relationship.

## EPA WANTS TO PHASE OUT BT CORN AND COTTON

The Environmental Protection Agency is taking comments on a plan that would phase out many of the existing Bt corn and

cotton plant protection traits. The EPA says Bt resistance has been reported for corn earworm, fall armyworm, western bean cutworm, and the southwestern corn borer. The agency reports insect resistance risk factors including a lack of high-dose toxin in pests, cross-pollination with non-Bt plants, and ineffective resistance monitoring methods. Numerous product lines would be phased out over a three to five year period including some Herculex, Optimum, QRome, PowerCore, SmartStax Enlist, Widestrike lines from Corteva; Agrisure and Attribute lines from Syngenta; Bollgard II (developed by Monsanto, now under Bayer), TwinLink (developed by Bayer, now under BASF) and some YieldGard and Genuity products from Bayer. The public comment period runs through November 9th. EPA's proposal can be found at <https://www.regulations.gov/docket?D=EPA-HQOPP-2019-0682>

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# Building Relationships is the Key to Service

By Randy Darr, President, Soil-Right Consulting Services, Inc.  
Certified John Maxwell Team Leadership Trainer

As I write this article on October 1, I celebrate the 34th anniversary of starting my agricultural consulting company. In 1986, there were few job openings for new agriculture college graduates. The agricultural economy of the time was a great struggle. Farm bankruptcies were at an all time high. Farm Aid had started in 1985 under the leadership of Willie Nelson, John Mellencamp, and Neil Young. The dark cloud of discouragement in the agriculture community was sucking the hope out of everyone. Fortunately, I was too dumb to understand how the cards were stacked against me.

I had a tremendous amount of help and training from older consultants from around the country keeping me encouraged and able to carry on. I know of at least 20 individuals that started in the agriculture consulting business at the same time. I am the only one left in business from that group. Now 34 years later, I look back and ask the question of, "How did it work?" I have found the primary key to having success in a service business is building relationships. Building long lasting relationships gives your organization the ability to last a long time.

There are 4 factors in building relationships that will get you on track to building those long-lasting relationships that sustain and build your organization.

1. Be good at more than what you are hired for: I guess you could call this a liberal arts philosophy. Broaden your life experience and explore other things inside and outside of agriculture. Personally, I do quite a bit of study. History, economics, the world economy, personal communication, and accounting just to name a few. I was fortunate to being raised on a farm that allowed me to work with everything from hogs, cattle and chickens to corn, soybean, strawberries, and alfalfa. Understanding farm logistics has been a big help. None the less, having the ability to discuss topics outside

of your specific job is valuable in developing relationships.

2. Have a conversation rather than a sales pitch: I once told a young man that came to work with me, to practice how he talks to people about what we do. I told him to practice on anyone that will listen even if they do not farm. I said, "Be able to explain what we do whether you are in a bar or at church." I eventually had a chuckle when I learned that he told another employee that he doesn't go to bars. It had to be explained to him that he was missing the point. The point was to always be ready to have a conversation about what we do rather trying to sell.

3. Don't always be closing: Search out whether you fit together. Ask questions to identify problems and then provide solutions. Base your search on the needs of the client and not your perception of what they need.

4. Build a relationship with more than the person writing the check: If you concentrate on adding value to people, you will find it enjoyable to build relationships with multiple members of an organization. That can be other family members or employees. I will never forget once during a Memorial Day weekend; I was in the field working (Memorial Day weekend is a bad time for us to take a day off as you all are aware). One of the family members tracks me down and invites me to a barbeque they were having while also working. That was nice of them to invite me. Ended up I was the only one there that wasn't part of the family. I will never forget that.

Concentrating on building relationships takes work to make it last. For my 34 years in this business, it has been enjoyable to build relationships. There are several other factors in building relationships, but these are the most important in my eyes. If you work on these 4, you can build relationships that last well beyond 34 years.



*“Catalyze innovative education and training for current and future professional crop management practitioners”*



**FOUNDATION FOR ENVIRONMENTAL AGRICULTURE EDUCATION**

## **Applications Are Now Being Accepted for the 2021 FEAE Scholarships Until December 01, 2020 for Two Graduate Scholarships and Three Undergraduate Scholarships**

The FEAE (Foundation for Environmental Agriculture Education) was established in 1991 by the National Alliance of Independent Crop Consultants (NAICC). As a 501(c)(3) foundation, the mission of the FEAE is to catalyze innovative education and training for current and future professional crop management practitioners, including both researchers and crop consultants. In 2021 the FEAE is excited to offer five (5) scholarships to deserving Undergraduate and Graduate students who are pursuing a degree in agriculture.

### **UNDERGRADUATE SCHOLARSHIPS**

FEAE is providing three (3) Undergraduate Scholarships to be awarded in 2021 to deserving Undergraduate students in agriculture.

#### **The \$3,000 RICHARD JENSEN SCHOLARSHIP**

commemorates one of the early members of the National Alliance of Independent Crop Consultants. Two \$1,500 scholarships known as the BELCHIM CROP PROTECTION SCHOLARSHIPS have been generously donated by Belchim Crop Protection to further help support the agriculture industry.

Each completed application that meets all of the necessary criteria will be eligible for each of the undergraduate scholarships and will be awarded based on merit. The Scholarship check will be awarded upon presentation of verified registration. The application deadline is December 1.

#### **Undergraduate Scholarship CRITERIA:**

1. The applicant must be a full-time student pursuing a four-year degree in a major or discipline closely aligned to crop production, such as Soil Science, Agronomy, Entomology, Horticulture, Plant Pathology, Weed Science, or Crop Science.
2. The applicant must have completed a minimum of one year toward a four-year degree.
3. Submit to the Review Board the following:
  - Completed Application
  - Current Transcript with proof of enrollment
  - Résumé with Work History included
4. Two letters of reference attached or mailed separately.

[Mail-in Undergraduate Application Form](#)

[Online Undergraduate Application Form](#)

### **GRADUATE SCHOLARSHIPS**

FEAE is providing two (2) Graduate Scholarships to be awarded in 2021 to deserving Graduate students in agriculture.

The \$3,000 EDWARD H. LLOYD MEMORIAL SCHOLARSHIP is provided in remembrance of Edward H. Lloyd who was a founding member of the NAICC. The \$2,000 WILBUR ELLIS GRADUATE SCHOLARSHIP is sponsored by Wilbur Ellis to help support the agriculture industry.

#### **Graduate Scholarship CRITERIA:**

1. The applicant must be a full-time student pursuing a graduate degree in a major or discipline closely aligned to crop production, such as Soil Science, Agronomy, Entomology, Horticulture, Plant Pathology, Weed Science, or Crop Science.
2. The applicant must have completed an undergraduate degree.
3. Submit to the Review Board the following:
  - Completed Application
  - Current Transcript with proof of enrollment
  - Résumé with Work History included
4. A Letter of reference from your major professor or other faculty advisor, and one additional letter of reference. attached or mailed separately.

Each completed application that meets all of the necessary criteria will be eligible for each of the graduate scholarships and will be awarded based on merit. The Scholarship check will be awarded upon presentation of verified registration. The application deadline is December 1.

Please share with eligible students. Click on the links below to print or apply online.

[Mail-in Graduate Application Form](#)

[Online Graduate Application Form](#)

# Spotlight On Sustaining Member



*Not only is Belchim a Sustaining Member of NAICC, but they also sponsor TWO scholarships through the FEAE. See page 4 for more details.*

Belchim Crop Protection is an agrochemical/biological company with a strong commitment to research and development, working to empower farmers through innovative crop protection products and high-end technical support.

One of their core values is to “provide solutions to growers,” and their research and development efforts reflect the growing desire for sustainable solutions that will stand the test of time in an increasingly restrictive regulatory environment. They are committed to take a product from research through regulatory approval, and finally to the growers through their distributor partners.

Belchim proudly takes part in supporting organizations such as the NAICC and are a sponsor of the Foundation for Environmental Agriculture Education (FEAE) Scholarship Program to further support the agricultural industry.

Belchim’s US crop protection portfolio consists of a variety of fungicides such as Cosavet® DF Edge; an OMRI 80% Sulfur, Buzz Ultra® DF; a 75% Tebuconazole, Unicorn® DF; a 70% Sulfur, 4.5 % Tebuconazole and ReLoad® a 53.6% Phosphite. In addition, they offer insecticides such as Imidashot® DF; a 70% Imidacloprid and Tenchu® a 20% Dinotefuran for treatment of Rice Stink Bug (RSB). They offer a soil surfactant, Integrate 80 and they are the exclusive distributor of the herbicide SpinAid®; a 15.9% Phenmedipham product for processed spinach and garden beets.

Recently TOUGH® 5EC received EPA approval. TOUGH® 5EC is a selective, contact herbicide that enhances post-emergence control of actively growing broadleaf weeds through an underutilized mode of action. It features a wide window of application, is fast acting (7-10 days) and does not cause injury to crops. Recently approved for use in corn, mint and chickpeas, TOUGH® 5EC’s active ingredient is pyridate, which synergizes with HPPDs and enhances atrazine, making it easy and effective addition to any integrated weed management program. TOUGH® 5EC is especially effective on pigweeds, palmer

amaranth, common waterhemp, kochia, common lambsquarters, black nightshade and marehail. It is even effective on strains resistant to other more commonly used herbicides like glyphosate and HPPDs.

Over 120 field trials with top universities in the past few years have proven that TOUGH® 5EC helps corn growers achieve up to 100% control of actively-growing broadleaf weeds. In particular, when glyphosate, mesotrione, atrazine, plus TOUGH® 5EC are used together in the tank mix, results show up to 100% control of herbicide-resistant weeds. Photos below were taken during a field trial ten days after treating Lambsquarters at Iowa State University in 2018.

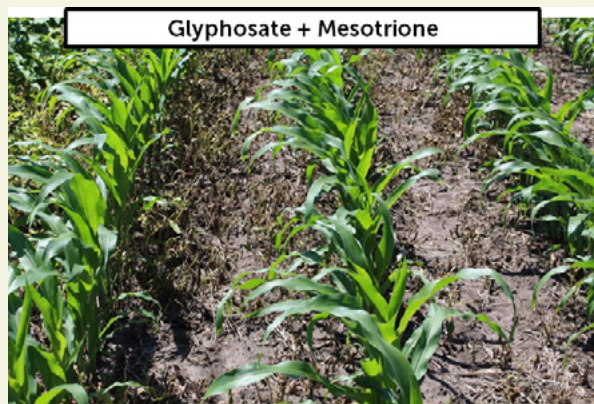


TOUGH® 5EC is also labeled for Mint and Chickpea where there is currently a lack of post-emergence broadleaf weed options. In mint, other available post-emergence products options cause some damage to the mint itself, essentially lowering the viable yield and/or the quality of the crop. While in chickpeas, there are currently no other post-emergence products that can be used due to the open structure of the plant canopy, and pre-emergence products depend on water for activation. A product that controls weeds to preserve the quality and yield in mint, and increase the yield in chickpeas, is extremely valuable to growers.

Visit [www.belchimusa.com](http://www.belchimusa.com) to see more information about Belchim Crop Protection.

View the TOUGH® 5EC Introductory Video <https://www.youtube.com/watch?v=b-1BEgFz-to>

Dr. Bill Johnson, Professor of Weed Science at Purdue University, evaluates TOUGH® 5EC Herbicide for enhancing control of glyphosate-resistant common Waterhemp in corn. <https://www.youtube.com/watch?v=EmOVYwfpSAw>



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## NAICC Photo Contest



Show us your NAICC Annual Meeting T-Shirts!  
Do you have a whole closet full or was 2020 your first meeting?

Let us know by entering the NAICC T-Shirt photo contest  
on the [NAICC Facebook Page](#) for a chance to win a  
\$50 Visa gift card.

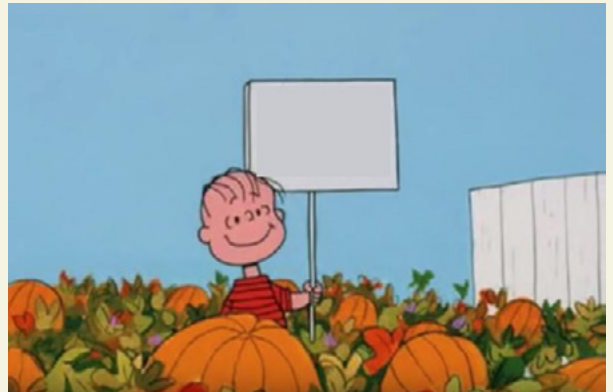
Deadline to enter is October 30th. One winner will be randomly  
drawn from all the entries. One entry per NAICC member. All  
entries will appear in the next issue of *NAICC News* or Short.  
Photos submitted become property of NAICC. #NAICCTshirts

The correct answer for the sitcom living room  
from the July newsletter was Big Bang Theory.

Congratulations to Tracy Knerrer  
for winning the gift card!

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

Who was Linus waiting to see in this  
animated holiday classic?



Submit your answer here:

<https://forms.gle/NQysx8JuLrAxB8xLA>

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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