

The Harvest



News and Views from the North Carolina Agricultural Consultants Association

January 2011



2010 FALL CONVENTION YIELDS BUMPER CROP



No matter how you cut it, we did good!! The 2010 NCACA Fall Convention was one to remember. It all started Wednesday with a huge turn-out at the Tobacco Workshop followed by a great dinner at the Angus Barn. Thursday and Friday we had a full house at the sessions: 25 full consultants, 5 affiliate members and a record number of industry reps packed the room. Our industry reps produced a record level of Supporting Membership, with sixteen companies pledging over \$11,000 in support. And the traditional Thursday night Banquet, Reception, Oyster Roast, Seafood Buffet and Bluegrass Extravaganza was packed ... so packed that we actually ran out of food and drink by the night's end.....that was also a first but no one left hungry or thirsty.





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2011: WHAT LIES AHEAD FOR AG CONSULTANTS

by Bruce Neiderhauser

It sure seems that 2010 flew by so incredibly fast! All of us were kept extremely busy with tremendous insect pressure, possible weed resistance issues, terribly hot/dry growing conditions, a huge rain event in the Fall, recently inflated fertilizer prices and then perfect Fall weather to soil sample in. What will 2011 have in store for us?

Looks like 2011 has already started in some cases. The winter wheat crop is in and growing off well. Some producers have jumped on fertilizer prices before they

FROM THE FIELD: PRESIDENT'S MESSAGE

been spread and worked in.

I feel growers are excited for this New Year. If they did not book all their crops for this production year, there are still some real good marketing opportunities ahead. For next year's crops it is encouraging to see prices around \$5 for corn, \$12 for soybeans, \$7 for wheat and \$.90 for cotton. All we need to do is provide the best agronomic service possible for maximum profit potential with high yields and good quality..... that is exciting and scary!

I hope for those consultants at the Fall Meeting that we all learned something from researchers, industry and friends that can help us do our work better as Independent Consultants. There was a lot of time spent listening at the Tobacco Workshop and all the speakers Thursday and Friday. I think that the Spring Meeting fund raising shoot and educational meeting will provide everything needed for us to grow, gain recognition and increase our knowledge.

As I write this message during the Christmas holiday, I hope all of you will have had wonderful holidays full of love, family, friendship and fun. Good luck in starting 2011. See you on February 23rd!

went up more and made Fall applications. Some Fall stale bed field work has been done. Animal and industrial by-products have

NEW EQUIPMENT AT NCDA&CS SOIL LAB TO SPEED PROCESSING

From Toni Smith Wade; written by David H. Hardy, Soil Testing Section Chief, NCDA&CS Agronomic Division (919) 733-2655

Soil testing at the N.C. Department of Agriculture and Consumer Services' Agronomic Services Division is in very high demand this fall. Weather conditions have allowed growers and crop consultants to sample earlier than normal. In November, the lab analyzed 12 percent more samples than it did last year, and thousands more are lined up to be tested.

With so many samples coming in, processing currently requires five to six weeks. The division is taking steps to reduce the slowdown. A new laboratory instrument -- which should be up and running in early January -- is expected to boost the lab's processing capacity to more than 3,200 soil samples a day. This represents an increase of at least 400 samples per day above current capacity and would be a record.

Dr. David Hardy, NCDA&CS Soil Testing Section chief, reminds growers that the soil lab has more than 70 years of experience providing soil-specific recommendations and results.

"In addition to testing for nutrient levels, the lab also performs two analytical tests that allow us to class our soils for the purpose of making reliable lime and fertilizer recommendations, which have been field tested here in North Carolina," Hardy said. "But one of the best reasons to use the state lab is that we offer free advisory services through our network of regional agronomists.

"Clients who use NCDA&CS services know that analyses are thorough and complete, that recommendations are crop- and area-specific, and that advisory support is always available," he said.

Hardy knows that growers are anxious to get results. High commodity prices are causing many to consider shifting to crops such as cotton. For planning purposes, lime and fertilizer recommendations are critical. With land preparation for the 2011 crop season still several months away, Hardy said growers still have time to get the benefits of thorough soil testing.

The Field Services Section has 13 regional agronomists who can make on-site visits. They can provide advice on collecting and submitting agronomic samples, interpreting test results, liming, fertilization, irrigation and nematode management. To contact the agronomist for your area, visit: www.ncagr.gov/agronomi/rahome.htm.

The new officers for the NCACA in 2011 will be:

President – Bruce Niederhauser
Vice President – Webster Harrell
Secretary/Treasurer – Daniel Fowler



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NCSU CAREER FAIR

The CALS Career Expo was held October 29 on NC State campus. This year the NCACA booth seemed to have a steady flow of students interested in crop consulting opportunities. It was exciting to see young adults interested in pursuing agriculture. Many students had resumes in hand, interested in even a NON-paid internship or any opportunity to learn more about agriculture. If you are interested in getting their resumes, please email Mark Elliott, marke@suddenlinkmail.com. (252) 945-9143. This event is a great opportunity to find some of the best employees, Go Pack!

BACK TO BUSINESS!!!

NCACA Spring Business Meeting will be held following the Educational Meeting February 23, from 4-5pm. Anyone got any New Business or other issues to discuss? Please email Bruce Niederhauser, President, for specific items of business that need to be brought up at the meeting, bwn@suddenlinkmail.com.

FROM THE DESK OF MARK E. ELLIOTT 2011 NCACA Education Chairman

HAVE GUN WILL TRAVEL

Please mark your calendars for February 23, 2011, for the 2nd Annual Spring Fever Sporting Clay Challenge. Last year was a huge success, fun had by all. Our goal is to make this year BIGGER and BETTER. So even if you're on the fence about shooting, please pass out our flyers to your local chemical stores, Wal-Mart, Gun Shop, Car Dealership, Church, heck even your neighbor. Our goal is to raise money for agricultural college students in need, so tell everybody to help support the Sporting Clay Challenge. You can help make this event a success.

SURFS UP? Spring Education Meeting 2011

Surfing in February anyone? No thanks! Come to this year's Spring Education Meeting, February 23, 1:30-5pm, Martin County Extension Office in Williamston to hear Dr. David Jordan speak about Surfactants, Adjuvants, Oils, Crop Safeners, and other "additives" for pesticides, as well as pesticide compatibility. We all know there are lots of companies with their own "additive" products, but which should we use and why?? Please be prepared with not only some questions, but some input and comments on your experiences with these products. If anyone has a special question they would like to see Dr. Jordan cover, please email Mark Elliott, marke@suddenlinkmail.com. Other speakers for the meeting will be announced at a later date.

2010-11 PLATINUM SUPPORTING MEMBER



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2010-11 GOLD SUPPORTING MEMBERS



Bayer CropScience



The Chemical Company



Southern Soil & Water



2010-11 SILVER SUPPORTING MEMBERS

- Coastal AgroBusiness / Stine Seed Fair
- Products, Inc
- Helena Chemical
- Nichino America
- Pioneer
- United Phosphorus, Inc.

Inviting members of the **North Carolina Agricultural Consultants Association** and all friends of agriculture. Join us on Wednesday, February 23, for the second annual NCACA Spring Fever Sporting Clay Challenge. Whether you are an ag consultant, grower, ag educator or manufacturer's rep, you are invited to come out for a great time and a great cause.

Sign up, bring your growers, employees, associates or just a friend and come out to Hunter's Pointe Sporting Clays, one of the top sporting clay facilities in the area just north of Washington NC. Get in a few practice rounds, enjoy some great barbecued chicken with iced tea and the famous Hunter's Pointe beans and then shoot a round of 100 clays from 14 stations.

Not familiar with sporting clays? No problem! This event is for everyone from Sharpshooters to Greenhorns. Sporting Clays is a shotgun and clay target shooting game that uses a series of stations typically arranged around a course; it is often described as "golf with a shotgun" since each group of shooters moves from station to station trying to break the most clays. It is quite popular with novice shooters and experts.

The stations on the sporting clay course provide a variety of shooting opportunities. At one station you might be shooting at a clay pigeon rolling across the ground (a "rabbit") while at another station you might be trying to hit a pair of clays flying through the air. Sporting clay courses also change slightly from week to week so if you shoot regularly over the course of a few months, you will experience a large number of different angles and velocities.

These events use the **Lewis Scoring System** which takes all the scores and divides them into divisions after the event is shot. So it doesn't matter whether you hit 90% of the targets or 10% of the targets; you are in the running and could win a prize. But whether you hit 'em all or miss 'em all this event is about having a blast and meeting others like yourself who are involved in agriculture and who enjoy the outdoors.

Why are we doing this?

We spend some long hours in the field during growing season and while we do get together for two meetings annually, usually the agendas are full and we don't have a chance to get together informally and develop relationships as consultants, growers, educators and industry reps. And each year the NCACA awards scholarships to students pursuing an education in agriculture and we want to expand our program to ensure that we have a constant flow of good young minds entering this exciting and essential career field.

What Do You Need To Bring?

We will walk the course which is one mile long. Much of the course is through the woods but it is open and with 14 stations you'll be stopping every 100-200 yards. You can wear shorts or jeans; sneakers, boots or hiking shoes, and a hat and sunscreen is a good idea. **You need to remember to bring your own gun and ammo (you'll need 125 rounds of 7½ to 9 shot), and eye and ear protection are required.** You also might want to bring a range bag, back pack and/or shell pouch to carry your ammo around the course.

ARRIVE EARLY IF YOU WANT A FEW PRACTICE ROUNDS!

The 2011 NCACA SPRING FEVER

Sporting Clay Challenge

A sport shooting fund raising event benefiting the NCACA Scholarship Fund

**Wednesday, February 23, 2011
Hunter's Pointe Sporting Clays
506 Decoy Drive, Washington, NC
(off Highway 17, just north of town)
www.hunterspointesportingclays.com**



Schedule of Events

- 8:30-9:30am:** *Registration, Warm Up Rounds and Safety Talk*
- 9:30am – 12 noon:** *Competition Rounds: Lewis Class Scoring 100 targets on a 14 station course*
- 12 noon – 1:00pm** *Barbecue Chix Lunch (for Participants and All NCACA Members) Followed by Awards Ceremony*
- 1:30 – 5:00pm** *NCACA Spring Conference for Members At Martin County Cooperative Extension Office Williamston, NC*

Al Averitt Represents USA at GAIAC Board Meeting in Paris

By Bob Glodt

The interim board of the Global Alliance of Independent Agricultural Consultants (GAIAC) met on October 6th and 7th in Paris, France. Allen Scobie (United Kingdom), Al Averitt (United States), Ian Macleod (Australia), Patrick Stephenson (United Kingdom), Gary Coukell (Canada), Julie Coulerot (France), and Bob Glodt (United States) were present and participated in this meeting.

The idea of forming a global organization of independent agricultural consultants and contract researchers has been discussed by NAICC's International Outreach Committee at every NAICC annual meeting since 2007. Interim officers for GAIAC were elected during the NAICC annual meeting in Orlando, Florida last year. The concept of forming a global organization of independent agricultural consultants and contract researchers goes back much farther than 2007, however. The idea was discussed during the respective presidencies of Al Averitt (NAICC) and Allen Scobie (Association of Independent Crop Consultants in the United Kingdom) in 2003. NAICC's International Outreach Committee was formed in 2007 and this committee provided a forum for further discussion and the ultimate implementation of such an organization. Members of both NAICC and AICC have served on NAICC's International Outreach Committee over the past several years. One year, Julie Coulerot (PCIA France) participated in an International Outreach Committee Meeting via a Skype conference call. These individuals provided direction for the formation of GAIAC. In 2006, independent agricultural consultants in France formed a national consulting organization called PCIA. Julie Coulerot was one of that organization's founders and she has actively participated in developing and guiding in the formation of GAIAC. Julie serves as a director on the GAIAC board and was largely responsible for making hotel and meeting room arrangements for our first board meeting in Paris.

The first day of the GAIAC board meeting was held in the restaurant/coffee shop at the Grand Hotel Du Calvados at 20 rue Amsterdam in Paris, France. Although the hotel accommodations were nice, the hotel's self described name of "Grand Hotel" was a bit of a stretch. We essentially huddled around small tables and took turns sharing the only electrical outlet in the room to keep everyone's laptop batteries charged. And during the restaurant's traditional lunch period, GAIAC officers found it necessary to move our board meeting to the Starbucks Coffee shop that was located about two blocks away from the hotel.

On the first day of our meeting, we discussed various aspects of the organizations by-laws and code of conduct, and how these documents should be worded. A considerable amount of time was spent discussing the concept of "independence" and how this concept would affect potential members around the world. The GAIAC board unanimously agreed that independence was key to the focus of the organization. Possible membership categories were also explored by the group and it was decided that membership categories similar to those of NAICC would be adopted. This would allow those who support the goals of the organization to participate in GAIAC.

As an immediate priority, a web page will be established for GAIAC. In addition, applicable portions of the NAICC and the AICC code of conduct and by laws would be reviewed and melded into one document. The code of conduct and the bylaws will be reviewed and voted upon by the GAIAC board at the NAICC meeting in Ft. Worth in January of 2011.

The goals and direction of GAIAC were outlined during this time as well. Four major goals were voted on by the GAIAC board, and they are as follows: (1) Provide a catalyst for information exchange and facilitate knowledge transfer between agricultural professionals, (2) Promote sustainable agricultural production systems throughout the world, (3) Encourage and promote the role of independent researchers and agricultural advisors, and (4) Promote our industry as a career of choice for the next generation.

Gary Coukell who currently serves on the NAICC board of directors informed the GAIAC officers that the NAICC leadership wanted for NAICC's International Outreach Committee to continue to function as an NAICC committee, but to do so independently of GAIAC. All in attendance felt this was an excellent way to receive feedback and direction from the NAICC as well as other national organizations. Patrick Stephenson, Allen Scobie, and Julie Coulerot were asked to approach the leadership of AICC and PCIA to form a similar committee in their prospective organizations. GAIAC has submitted a formal request to the NAICC board to receive copies of the International Outreach Committee reports of the NAICC.

During breakfast and prior to the official board meeting on Thursday, October 7th, the GAIAC board met with representatives of three independent contract research companies that operate in Europe. They included, Hubert Galy with Anadiag, Yves Coconnier with Staphyt, and Dario Rinaldi with Battelle UK LTD. These individuals were enthusiastic about the work of GAIAC and provided valuable suggestions to the group.

On the second day of our meeting the board met at 20 avenue de l'Opera, 75001 Paris. The PCIA president, Elie Dunant could not attend but Julie Coulerot was accompanied by Phillippe Drouet another PCIA member. He spoke very little English but his understanding was good and both he and Julie provided valuable input on the many challenges PCIA now faces in France. Karenina Johnson (UK) who has worked as an agricultural advisor in Pakistan also spoke to the GAIAC board and explained many of the challenges independent agricultural advisors face in this region of the world as well. She told our group that on several occasions Taliban guards were employed to insure safe passage to those areas in Pakistan where her work was being conducted. It was interesting to learn that many of the same challenges that PCIA currently faces are the same challenges that NAICC and AICC faced when these organizations were formed over 20 years ago. And interestingly enough, GAIAC will face many of these same challenges as well. We were all comforted in reflecting on the fact that both NAICC and AICC grew from a handful of members to over 500 and 250 members respectively.

At the conclusion of the meeting, our GAIAC chair, Allen Scobie provided direction and purpose for our continued efforts of navigating uncharted water by stating, "All of us here today have a passion for seeing this thing through, and none of us can possibly know what GAIAC will be like 20 years from now. But we must all be comforted by the fact that same passion and dedication that worked so well when we formed our respective national organizations will work for GAIAC in the future."



The Ag Consultant

They wake up early to meet the sun,
knowing there aren't enough hours
in the day to get the tasks done.

Not only do they have to check some fields,
making recommendations that'll bring
their growers maximum yields,
they also have to practice philosophy,
psychology, and diplomacy skills.

From diagnosing why the stand is skippy to none,
to explaining why it's necessary to save time for fun,
to what's causing the cotton crop to wilt,
to lending a hand on the new shed being built.

The Ag Consultant must be witty and wise,
showing a sense of control, and maybe
even humor when the real urge is to cry.

But, when the long day is over,
reports delivered and tailgate talk done,
the satisfaction and pride of helping
grow America's food is second to none.

Submitted by Mary Wilks

**Drake Webster Harrell
12-16-10
5lbs 18.5 Inches Long**

**Executive Mgmt Team:
Kelly Andrews
kellybob@bellsouth.net
919-271-5471
Brad Aderhold
adverse@nc.rr.com
919-247-0422**