



# Louisiana Agricultural Consultants Association TURNROW TALK

Volume 7, Spring Issue

April, 2007

## President's Column

by Chad Nelson

Professional Farm Services, Crowville, LA

Once again our Louisiana Agricultural Technology & Management Conference was a success. We had around 270 people attend the meeting this year. This meeting has become one of, if not *the* premier agricultural meeting in Louisiana. I am proud to be part of the "team" that put the meeting together. There is a lot of work and preparation that goes into the meeting and I would like to thank the program planning committee, executive board, and all the LSU researchers that give their time to make the meeting what it is today. The quality of information presented at the conference is essential to the profession of agricultural consulting and research.

There are many uncertainties in agriculture right now, and that was apparent at the meeting. Almost all of the talk in the halls was about how cotton acres would be drastically cut and corn acres would increase significantly. For any cotton consultant, this creates major uncertainty about the future of one's personal business. Corn acres in our area have more than doubled and cotton acres will be down at least 50%. The total acres we scout will be down because a lot of growers don't think you need a consultant for corn. This major shift in acreage is bittersweet for us. Our gross income will be down, but we do see the opportunity for our clients to make a profit. We believe if our clients are making money they will continue to support our business where it is needed.

With all the uncertainty, there is still a lot to be thankful for. I feel blessed to make a living doing something I love to do. I am grateful for the friends I have made in clients, industry reps, researchers, and other consultants. I am also very thankful we missed the Easter freeze we could have gotten; if temperatures would have gotten 5 to 10 degrees cooler it would have been devastating for the wheat and corn crops.

Through my becoming active in LACA, I have made some really good friends and believe that I am giving something back to agriculture. I feel that LACA is a very worthwhile organization to be a part of. There are still some consultants that are not members of LACA. If you know of those who would benefit from being a member and could give back

## Calendar of Events

NCC's Beltwide Cotton Conference  
Jan. 8-11, 2008  
Gaylord Opryland Hotel, Nashville, TN

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Southern Weed Science Society Annual Meeting  
Jan. 25-31, 2008  
Marriott Riverwalk, Jacksonville, FL

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Louisiana Agricultural Technology & Management  
Conference  
Feb. 6-8, 2008  
Location TBA

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NAICC/ASFMRA/ASAC Annual Meeting  
Feb. 20-23, 2008  
Sheraton Seattle Hotel and  
Washington State Convention & Trade Center  
Seattle, WA

to the association in kind, please ask them to join. If you are not currently active, but would like to be, please let me know and we can surely put you to work. I hope you have a safe and blessed season.

## Your Executive Board and Committees At Work

On March 22, 2007, the LACA Executive Board and Governmental Affairs Committee met with LSU Chancellor Bill Richardson, Vice-Chancellors David Boethel and Paul Coreil, and other AgCenter administrative staff. Many issues were discussed, one being of primary concern, the possibility of the AgCenter moving under the umbrella of the main campus. The LACA Executive Board and the GAC on behalf of LACA members will be proactive in supporting the current and increased level of research and service to the public that the AgCenter provides.

## LACA New Members in 2007

Joining LACA as a *Voting Member* was Wil Miller, joining as *Associate Members* were Matt Myers and Lucas Pitre, and as an *Affiliate Member*, Earl Garber. New *Sustaining Members* are A&L Analytical Laboratories, Agrotain International, and Vertices Unlimited.

## The ONLY Independent Consulting Certification

by Paul Groneberg, CPCC-I, CCA  
Chair, NAICC Certification Board

You can certify your Independence as a professional. The NAICC Certified Professional Crop Consultant (CPCC) Program offers all the advantages of other ag industry certifications but also offers a certification category that will identify you as an independent contractor. This applies to independent crop consultants and agronomists as well as individuals that do contract research.

Agricultural clients value independence because they know that independent contractors are not tied to the products in a warehouse. Growers and clients can increase profits exceeding consulting fees by three to five times or more.

There are three categories for NAICC Certification:

1. CPCC is a general category for all Professional Crop Consultants.
2. CPCC-I are professional consultants independent of product sales who derive income only from services or are employed by a firm that only sells services.
3. CPCC-R is a new category for professionals who conduct Contract Research. Researchers can certify as CPCC-R or CPCC-IR.

### Why Certify

The CPCC certification program has been enthusiastically received by Washington D.C. policy makers because of the rigorous standards for CPCC's.

A CPCC certification will make you exempt from the following WPS requirements: personal protective equipment, and requirements for emergency assistance and decontamination supplies.

Independence makes professionals more marketable.

A certified consultant professional is more marketable.

Additional benefits of a NAICC certification that are specific to Consulting and Contract Researchers are:

- credits higher education.
- credits independence from product sales
- gives membership in a professional crop consulting society.

- offers a voice in NAICC certification.

### Qualifications:

Education - must verify minimum of a Bachelors Degree.

Experience - Bachelors degree - 6 yrs, Masters - 5 yrs. and PhD - 4 yrs.

Testing - if you already have another certification, this may already be done.

Case Study - use a field situation from your consulting background.

For full details and application forms go to [www.naicc.org](http://www.naicc.org).

### LACA Agriculture Hall of Fame Award

This year, two very deserving individuals were honored with the LACA sponsored Agriculture Hall of Fame Award. Stanley Viator and Roy Walker were the recipients of this very prestigious award bestowed only on those who have excelled in their agricultural professions.

The late Stanley Viator's family proudly accepted his award. Cary Viator, Stanley's son, talked about his Dad's dedication to agriculture and especially his love of teaching. Stanley was nominated by one of his former students, Dr. Scott Martin of Syngenta Crop Protection. To quote Scott, "He (Stanley) truly served the profession of agricultural consulting by his lifetime of devotion and by the legacy of inspired students who hope to follow in his footsteps."

Roy Walker humbly accepted his Hall of Fame plaque from Roger Carter, who had nominated him. Roy expressed how much he has enjoyed working in the agricultural industry all these years and indicated that he wasn't done yet! Roy's health is not always at its best, but he manages to always be at the consultants' meeting and has been a staunch advocate for the independent consultant for a long time. Roy is currently employed by Estes, Inc.

It is truly a deserving honor for these to be recognized by so many agricultural professionals as a recipient of the Agriculture Hall of Fame Award.

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★ Congratulations to the 2007 LACA Scholarship ★  
★ Recipients, Joseph Michael Boudreaux, Masters in ★  
★ Agronomy (Weed Science), LSU, Derek McClain ★  
★ Scroggs, PhD in Agronomy (Weed Science), LSU, Der- ★  
★ rick Bryan Goebel, BS in Agribusiness Management, ★  
★ LSU. Sponsored by LACA, Arysta LifeScience, and ★  
★ Dow Agrosciences ★  
★ ★

## Louisiana Reflections

by Bill Cox, CPCC-I

Coxco Ag Services, Inc., Las Cruces, NM

Thank you for the opportunity to attend and speak at the Louisiana Agricultural Technology & Management Conference in February. It was a real treat to see old friends, experience “southern hospitality” and learn more about LACA.

I was genuinely impressed with the quality of the speakers and the program that was presented. It was obvious to me that LACA is well respected in Louisiana and has a tremendous working relationship with the LSU AgCenter, the Cooperative Extension Service and the chemical industry. You are fortunate to live in a state where it is recognized that agriculture is a critical industry and your role in the success of that industry is vital.

I was rather amused when I read Roger Carter’s account of the ordeal he went through trying to get a Section 18 for Furadan on cotton last year. As I recall, it took 10 days from the time of his initial request until the Section 18 was granted by EPA and the State of Louisiana. I have tried various times to get a Section 18 in the state of New Mexico and it takes a minimum of three weeks just to convince them there is a problem. The difference is that you have a strong consulting organization and have earned the respect of your peers.

I have always known that Louisiana was a leader in agricultural consulting. I have made many friends from Louisiana through my association with NAICC and it was no surprise to me to witness the professionalism and dedication at the LACA meeting. That same professionalism and dedication from Louisiana consultants is a big reason that NAICC was created and has thrived for 30 years. I have attended several state consultant meetings around the country and I must say that the educational opportunities and certification program offered by LACA are second to none.

After the LACA meeting, my wife, Marcene, and I found out what “Southern Hospitality” is all about. Roger and Lise’ Carter welcomed us into their home as if we were family and spend the next 2 1/2 days showing us all over a good portion of Louisiana. We dined like kings, saw beautiful country and got to visit with old friends that we made when Roger and Lise’ brought them to see us in New Mexico some years ago. The big loser in this deal was American Airlines. They had to add enough extra fuel to the plane to get the additional eight pounds that I was packing back to New Mexico. I strongly recommend

the Crawfish Supreme at the Duck’s Nest if you are close to Ferriday.

I was struck by the natural beauty of Louisiana (to someone from the desert, anything wet and green is beautiful). I was amazed by all of the water. Roger took us to the “big ditch”. If we had 10% of that water in New Mexico, we could supply the world with onions, lettuce, peppers, and pecans.

The farming was different than anything I have experienced. The fields were bigger than anything we have in New Mexico and I could tell by the equipment we saw that the farming methods are completely different also. We spend a good deal of our time trying to get water on a field and it looked to me like growers in Louisiana spend an equal amount of time trying to get water off of their fields. I was also amazed at the number of airplanes flying while we were there. We are in a small valley that is rapidly filling up with people so agricultural aviation is almost a thing of the past.

I really appreciate the opportunity to visit your state and attend your meeting. I also appreciate your steadfast support of NAICC and the consulting profession. I would invite any of you that are not members of NAICC to join us. We need your support and dedication. I would also invite you to look me up if you are in southern New Mexico.

*Congratulations to our Winners!!!*

### LATMC PEST ID CONTEST

*Sponsored by Albaugh, Inc.*

1st	Richard Costello
2nd	Grady Coburn
3rd	Dwayne Coulon
4th	Andre’ Fabacher
5th	David Prochaska



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★  
★ What's Your Choice? ★  
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★ The LACA Executive Board and LATMC Program  
★ Planning Committee would like to ask you as a  
★ member what your choice would be for the location  
★ of our annual conference. Traditionally, it has  
★ been held in the central part of the state. There  
★ have been some who have expressed an interest in  
★ moving to Lafayette, Marksville, Baton Rouge, or to  
★ yet another venue inside the city of Alexandria. If  
★ you are a LACA member, please indicate your  
★ choice by sending an email and typing a "1" for  
★ Alexandria, "2" for Lafayette, "3" for Marksville,  
★ or "4" for Baton Rouge. This will give us an indi-  
★ cation of which locations might be suitable for fur-  
★ ther researching. Please send an email to  
★ [glpblues@bellsouth.net](mailto:glpblues@bellsouth.net) and simply type a 1, 2, 3,  
★ or 4. Please respond to this request by May 31,  
★ 2007. THANKS for your help!  
★

**Mark Your Calendars for the 2008  
LACA Sponsored  
Louisiana Agricultural Technology &  
Management Conference  
February 6-8, 2008**

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For information on membership in NAICC  
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