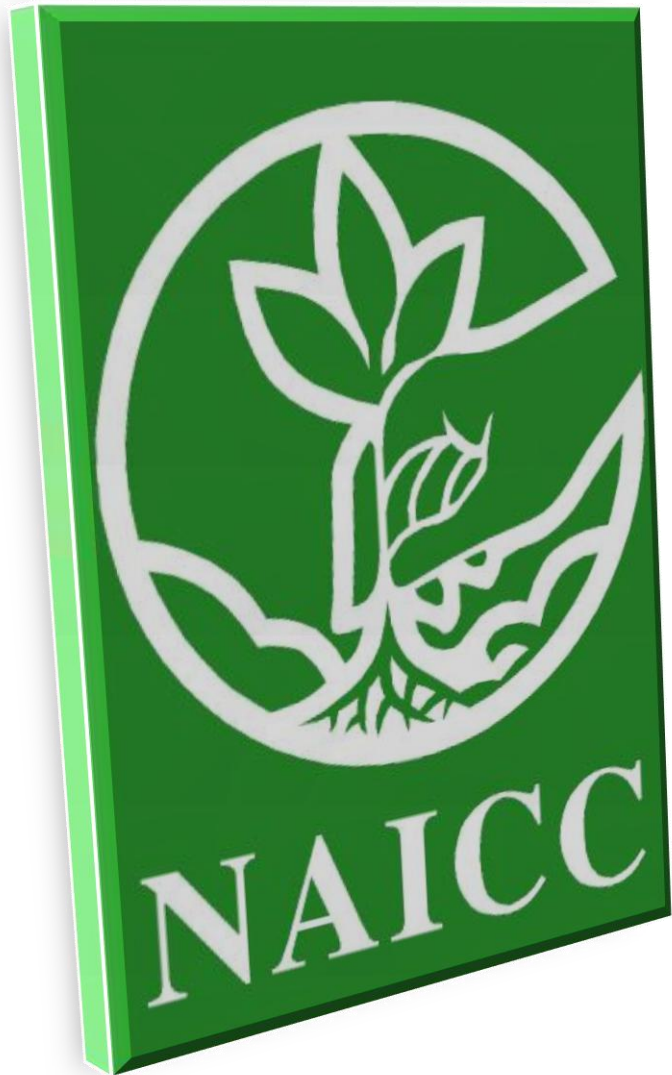


The Grower and Consultant View of IRM

Jim Steffel
LABServices, Hamburg, PA

2009 IRAC Symposium





**National
Alliance of
Independent
Crop
Consultants**

Independent Consultants to Agriculture

NAICC Charter Members

Grady Coburn

Herb Henry

Louise Henry

Richard Jensen

Stan Nemec

Earle Raun

Larry Emerson

Reed Green

Richard Kinzer

CPB Insecticide resistance 1880 – 1980

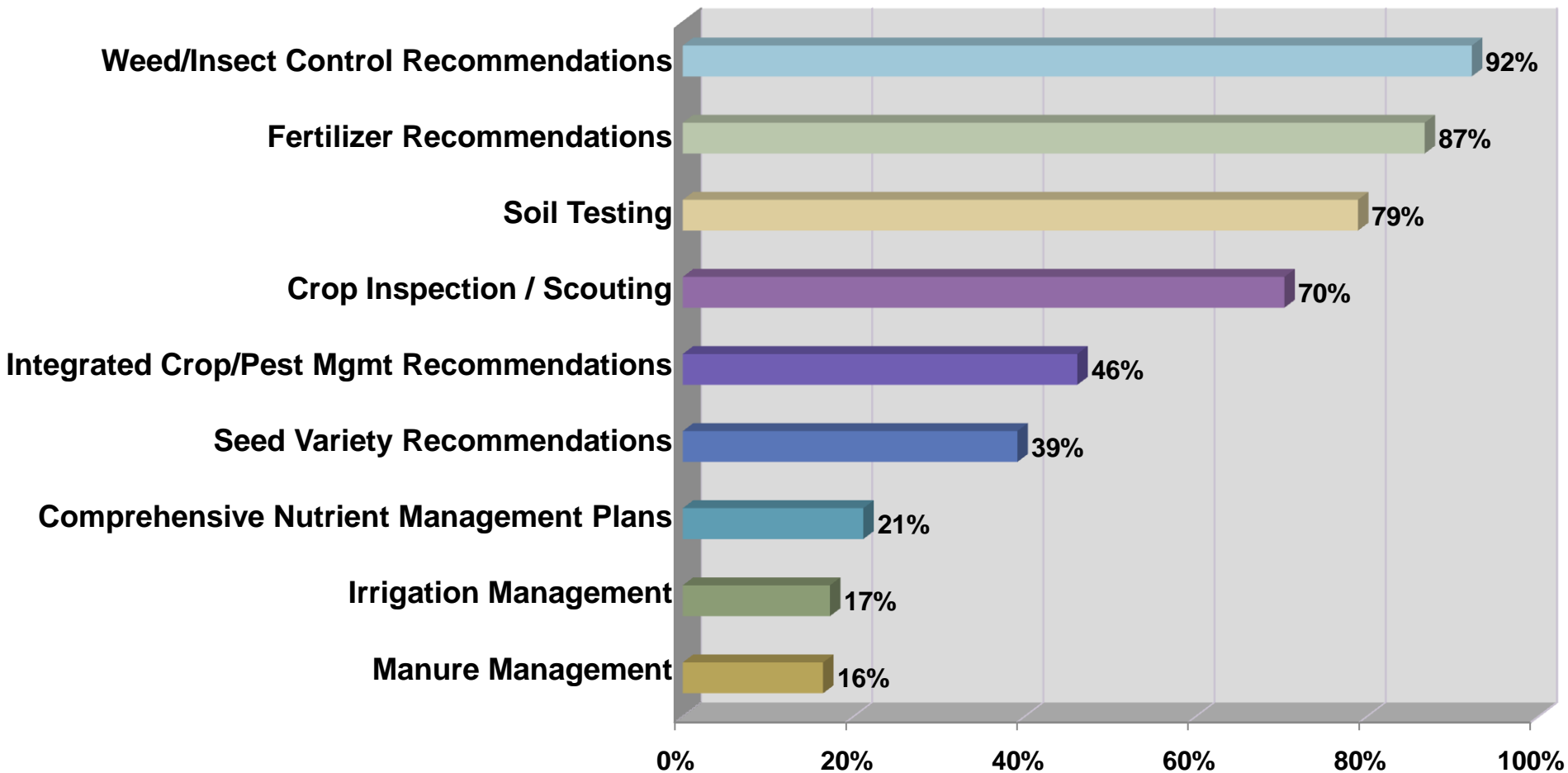
<u>Material</u>	<u>1st Used</u>	<u>1st Failure</u>	<u>General Failure</u>
Arsenicals	1880	1940	1940's
DDT	1945	1952	1953
Endrin	1957	1958	1958
Sevin	1959	1963	1970
Thimet	1973	1974	1974
Furadan	1974	1976	1978
Permethrin	1978	1979	1979
Vydate	1978	1979	1980

*data courtesy of A. Forgash

2009 IRAC Symposium



Services Crop Consultants Provide



Independent Consultants to Agriculture

- Comprised of 3 Groups of Professionals
 - Crop Consultants
 - Research Consultants
 - QA Consultants

Crop Consultant Organizations

USA • NAICC – *National Association of Crop Consultants* CCPC-I

- *ASA - American Society of Agriculture*
CCA

Crop Consultant Organizations

AU • Crop Consultant Australia

- ***AAAC - Australian Association of Agricultural Consultants***

UK • AICC - Association of Independent Crop Consultants

Global • GAIAC - Global Alliance of Independent Agricultural Consultants

Who Are NAICC Members?

22% Agronomists

13% Entomologists

5% Plant Pathologists

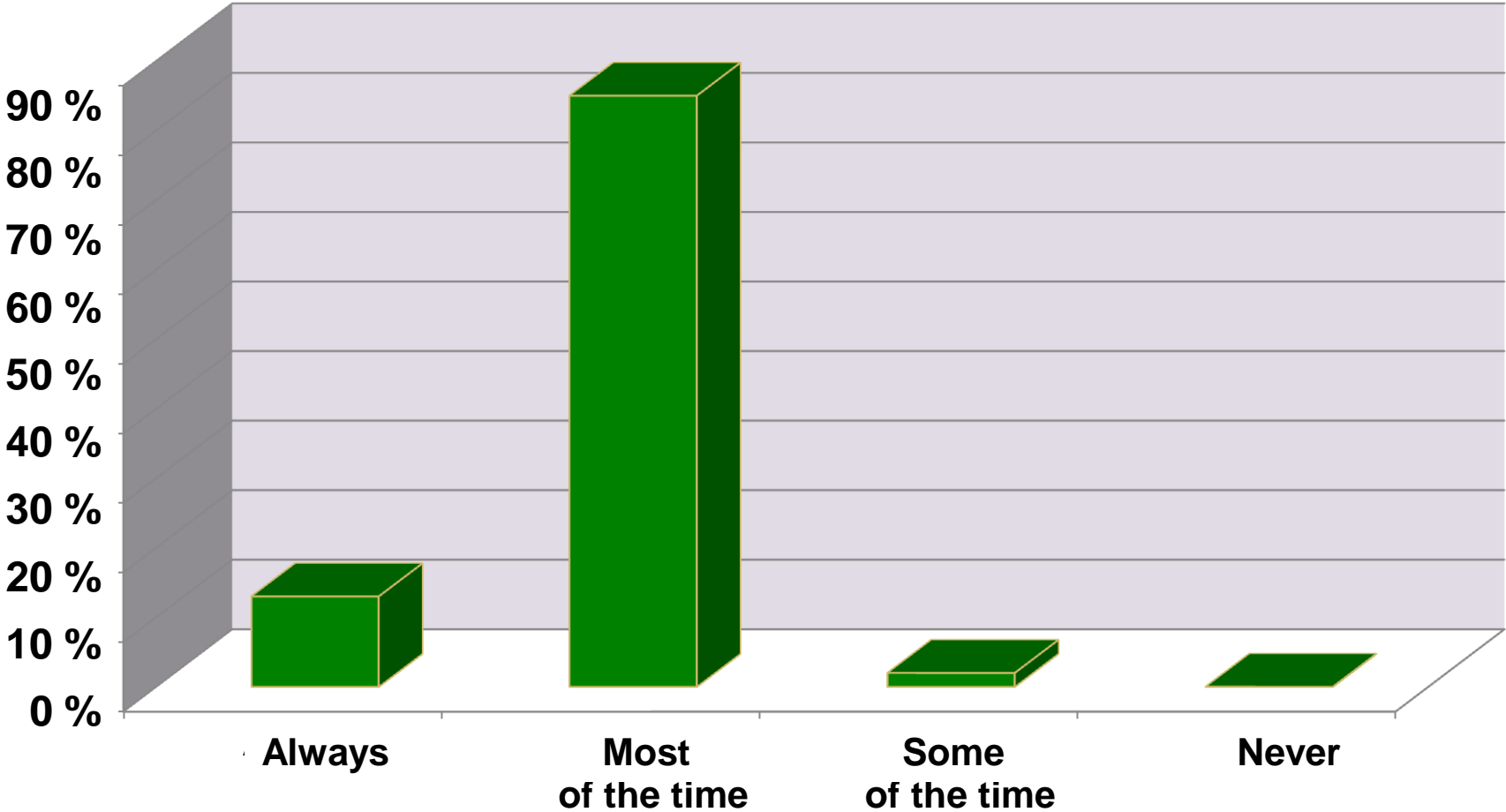
15% General Ag or Ag Business

9% Weed, Soil or Plant Scientists

“Unfortunately it is too late to prevent glyphosate resistance from developing. It’s a problem that is already with us. The challenge now is to adopt effective management techniques that can keep resistance from spreading.”

~ David Shaw, WSSA president

How Frequently Do You Follow the Advice of Your Crop Consultant?





How many **ADDITIONAL** acres are affected by your prescriptions?

% of Consultants

3x your client base	15%
2x your client base	29%
1x your client base	23%
Don't know	33%

Actual Value of Products Recommended by NAICCC Members

Location	Acres	Seed & Tech. Fees	Fertilizer	Chemicals
East Coast (1)	53,450	\$ 3,594,100	\$ 2,373,750	\$ 5,087,750
East Coast (2)	28,830	\$ 1,353,400	\$ 2,411,000	\$ 3,000,000
East Coast (3)	24,000	\$ 1,364,000	\$ 2,068,000	\$ 3,812,000
Upper Midwest	890,000	\$ 35,040,000	\$ 35,600,000	\$ 38,065,000
Southwest	19,512	\$ 1,712,937	\$ 2,305,545	\$ 3,752,405
Grand Total	1,182,592	\$ 52,163,737	\$ 48,779,735	\$ 92,640,195

Grand Total
Seed & Tech. Fees, Fertilizer and Chemicals:
\$ 193,583,667

NOTE: This is the actual dollar value of recommendations made by NAICCC crop consultants from only 8 consulting companies across the US. Each location represents data from one NAICCC crop consulting company. These values are actual and do not represent the value of copied recommendations. This document is a work in progress as we are continually adding new data to fill the gaps and to solidify existing data.



Implementation of Resistance Management

Operational Factors:

- Relative Importance
- Management and Scheduling
- Cost
- IPM Conflicts
- Grower Cooperation
- Impact of Biotechnology

Implementation of Resistance Management

External Factors:

- **Product Availability**
- **Package Size**
- **Adequate Labeling**
- **Supplier Substitution**
- **Name Game**
- **Regulatory**

Bifenthrin Agronomic Trade Names

- **Bifenthrin AG**
- **Bifenthrin**
- **Bifenture™**
- **Brigade®**
- **Capture®**
- **Discipline®**
- **Fanfare®**
- **Sniper®**
- **Wisdom™**
- **Tundra®**

Name Game

Chlorantraniliprole - anthranilic diamide

- Durivo®
- Voliam xpress®
- Voliam® flexi

Acelepryn™, Coragen®, Altacor®

Name Game

Flubendiamide - Phthalic Acid Diamide

- **Tourismo®**
- **Vetica®**

Belt™ SC, Synapse™ WG

Success

- Long Island– Colorado Potato Beetle
- Apple Mite & Codling Moth
- Corn Rootworm
- Cotton Bollworm and Budworm
- Still have phosphates, chlorinated hydrocarbon, thiodan

The Future

- Real time data to monitor resistance
- Stewardship programs
- Education
- Continued cooperation between academia, extension, industry and consultants.

National Alliance of Independent Crop Consultants

**349 East Nolley Drive
Collierville, TN 38017**

**Phone: 901-861-0511
Fax: 901- 861-0512**

www.naicc.org

**Allison Jones, Executive Vice President
JonesNAICC@aol.com**

2009 IRAC Symposium

