

What can an Independent Crop Consultant do for you?

Crop consultants improve your profitability by providing sound recommendations specifically for your farm.

This may include:

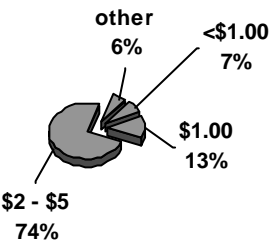
- Fertility recommendations
- Soil sampling
 - To determine nutrient availability
- Crop scouting
 - To monitor crop growth & development
 - Insect populations
 - Weed populations
 - Disease incidence
- Manure management
 - Manure planning and nutrient crediting
- Hybrid & variety selection
- Equipment recommendations
- Custom hire recommendations

In a 1994 Iowa State University survey, crop consultant users were asked, “For every dollar you spend on your consultant, estimate how many dollars you received in return.”

The response...

...30% estimated that they doubled their \$1 investment
...10% estimated that they tripled their \$1 investment
...12% estimated that they quadrupled their \$1 investment

Return on a Dollar Spent on Consulting



Sustaining Members

—Agribusinesses that support the IICCA activities—

Bayer CropScience
Dennis Campbell.....563/847-1995

Dow AgroSciences
Sam Ferguson.....402/334-2764

FMC Corp
Thomas Quade.....816/801-5623

Garst Seed Company
Jim Bueltel.....712/792-0803

Midwest Laboratories
Joe Thelen.....515/986-4379

Monsanto
Emilio Oyarzabal.....515/965-3021

Mycogen Seeds
Rod Nothwehr.....712/732-9323

Nitragin, Inc.
Kyle Luther.....217/877-2617

Pioneer HiBred International
Brent Wilson.....515/253-5800

Power Technology Solutions
Carl Lindahl.....970/345-2070

Stine Seed Co.
Bob Hall.....

Syngenta Seed Treatment
Jerry Johnson.....515/331-3393

Independent Advice *with* Industry Cooperation

Iowa Independent Crop Consultants Association (IICCA) members make recommendations to clients specific to each farm and situation. IICCA members do not sell products or participate in the actual purchase of products: These responsibilities are left to the client/farmer. An independent consultant provides unbiased recommendations based on each farmer’s individual needs, drawing from a base of all available products and management techniques.

The professional services are conducted on a fee basis, and are not subsidized by the sale of fertilizer or pesticide products. This independence from product sales assures that recommendations are made with the farmer’s best interests in mind.

In order to maintain a favorable working knowledge of products and their intended use, IICCA encourages cooperation with ag related industries.

The IICCA maintains a Sustaining Membership category for companies which manufacture and/or distribute products that may be used by the clients served by IICCA members. These members provide regular technical updates on the products, which allows the IICCA members to be on the cutting edge of new technologies.

Information about the IICCA may be obtained by contacting
Kirk Leeds, Executive Director, IICCA
4536 114th Street
Urbandale, Iowa 50322
515/727-0648 or 515/251-8657
e-mail: kleeds@associationinsight.com
View the IICCA website at
www.iowacropconsultants.com.

Iowa Independent Crop Consultants Association

Spring 2004 Membership Directory



Affiliate Member
of the National Alliance of
Independent Crop Consultants

Directory of IICCA Voting Members

—Voting Members possess a minimum of a four year degree and four years of independent crop consulting experience.—
Voting Members adhere to a Professional Code of Ethics and do not derive any income from the sale of agricultural products.

♦ Voting-Certified Members

Voting-Certified Members are consultants who meet IICCA requirements and also possess an industry-approved certification, such as an Iowa Certified Crop Advisor, CPCC-1 or ARCPACS

<p>Ahlers, Michael Ahlers Consulting 6733 270th St. Hartley, IA 51346-7631 (712) 735-4302 msahlers@evertek.net</p>	<p>♦Ascheman, Robert Ascheman Associates 2921 Beverly Drive Urbandale, IA 50322 (515) 276-7371 rascheman@aol.com</p>	<p>♦Beeler, Gary Beeler Agronomics 3175 Pleasantview Trail E Peru, IA 50222-8217 (641) 728-4317 glbeeler@l-rule.net</p>	<p>♦Bierstedt, Scott Advanced Crop Mgmt 1221 C Hwy 18E, PO Box 6 Algona, IA 50511 (515) 295-4905 scottb@netamumail.com</p>	<p>♦Broesder, Ellen Lady Bug Crop Consulting 1204 360th St. Bancroft, IA 50517 (515) 885-2714 bugs@heartlandtel.com</p>	<p>Burma, Jeff (Provisional) Biosolids Mgmt. Group, Inc. 915 8th St. Suite 204 Boone, IA (515) 433-6044 jburma@bmgenvironmental.com</p>	<p>♦Clark, Chris Iowa F.I.R.S.T P.O. Box 271 Ida Grove, IA 51445 (319)364-4488 iafirst@pionet.net</p>	<p>Connelly, Kay C8MP Ltd 2919 Lovejoy Dr. Cedar Falls, IA 50613 (319) 2667648 kconnelly@cfu.net</p>
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<p>McQuown, Wesley Ag Technology, Inc. 4703 N Heatherwood Dr. St. Joseph, MO 64506 (816) 233-7252 wmcquown@msn.com</p>	<p>♦Metzger, Brice Advanced Crop Mgmt. 1221 C Hwy 18E, PO Box 6 Algona, IA 50511 (515) 295-4905 bricem@netamumail.com</p>	<p>♦Moore, Frank Three Rivers Consulting 18726 115th St. Cresco, IA 52136 (563) 547-4794 crescoflm@hotmail.com</p>	<p>♦Nielsen, Dan Nielsen Agronomics, Inc. 1104 22 St. SW Austin, MN 55912-9633 (507) 434-9633 nielsenag@deskmedia.com</p>	<p>♦Raasch, Mark Mark's AC Services 3021 Hope Ave Odebolt, IA 51458 (712) 830-8123 croprecon@yahoo.com</p>	<p>♦Schaaf, Stan Schaaf Consulting Ltd 2523 T Ave Villisca, IA 50864 (712) 826-3210 slschaaf@netins.net</p>	<p>♦Smidt, Tom Smidt Crop Mgmt. PO Box 594 Greene, IA 50636-0594 (641) 823-4817 smidtcp@iowatelecom.net</p>	<p>♦Streit, Bob Central Iowa Agronom-ics 2177 200th Ave. Boone, IA 50036 bstreit@willinet.net</p>
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Affiliate Members

—Members whose income may be related to activities other than consulting—

Mike Aldinger, Precision Farm Mgmt.(515)648-3269	Ivan Wikner.....(515)276-2623
Byron Peters, Ag Plus Consulting.....(712)364-2885	

Academic Members

—Members from academic institutions who support consulting—

Allan Ciha, PhD.....(515) 987-3113	Joyce Hornstein, Iowa State...(515)294-1101
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