

# DIRECTORY

For:  
76th Annual Convention  
Madison, Wisconsin  
July 16-19, 1995



# REPORT

From:  
75th Annual Convention  
Atlanta, Georgia  
July 17-20, 1994

**NAAMO**  
c/o Marketing Division  
90 West Plato Blvd.  
St. Paul, MN 55107

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# 1995 Program

North American Agricultural Marketing Officials  
1995 ANNUAL MEETING • JULY 16-19, 1995  
The InnTowner, Madison, Wisconsin

## Sunday, July 16, 1995

- 4 - 8 p.m. Registration - Hotel Lobby
- 6 - 8 p.m. Reception/Cash Bar (Bascom Room)  
Host: Wisconsin Agri-Business Council
- 8 - 10 p.m. Hospitality  
(Executive Board Room)

## Monday, July 17, 1995 - Day 1

- 6 a.m. - 5 p.m. Registration - Hotel Lobby
- 7 a.m. - 8:15 a.m. Continental Breakfast (Bascom Room)  
Presiding - Wayne Miller, N. Carolina  
Invocation - Bud Sholts, Wisconsin
- 8:30 a.m. Roll Call of States (Graaskamp Room)  
Ralph Groschen, Minnesota  
NAAMO Secretary/Treasurer  
Presiding: Michael Lester, Wisconsin
- Welcome  
Tommy G. Thompson,  
Wisconsin Governor
- 9 a.m. Developing International Markets  
(Graaskamp Room) Dr. Robert Walton
- 9:30 a.m. The Mexican Market: Opportunities  
During Crises (Graaskamp Room)  
Francisco Obregon O, Under Secretary  
of Economic Development, Sonora

- 10 a.m. Break (Bascom Room)
- 10:20 a.m. Cuba - A New Market On the  
Horizon  
Brian Dykeman (Graaskamp Room)  
Presiding: Brian Smith, Nova Scotia
- 10:50 - 11:50 a.m. Internet - A Tool to Improve  
Marketing & Communication  
Capabilities (Graaskamp Room)  
Dawn Jones, Jay Mattison
- 12 noon - 1:30 p.m. LUNCHEON: Update on Organic  
Certification & FSMIP  
(Bascom Room)  
Hal Ricker, USDA  
Presiding - Vance Young, New Jersey  
Invocation - John Gamble, Alabama
- 1:30 p.m. New Marketing Innovations &  
Programs (Graaskamp Room)  
Presiding - Bryce Malone, Louisiana  
(A) Nova Scotia - Brian Smith  
(B) Wisconsin - Debra Crave, Bud Sholts  
(C) North Carolina - Wayne Miller  
(D) Iowa - Steve Pedersen
- 3 p.m. Break (Bascom Room)
- 3:20 - 4:45 p.m. Standing & Special Committees  
Meetings (Graaskamp - Board,  
Bascom A and Bascom B Rooms)
- 5:30 - 8 p.m. Reception/Dinner  
Host: International Chamber of  
Agriculture (ICA)  
William T. Graham's Home

## Tuesday, July 18, 1995 - Day 2

- 7 - 9:30 a.m. Registration - Hotel Lobby
- 7:30 - 8:45 a.m. Continental Breakfast (Bascom)  
Presiding - *Steve Pedersen*, Iowa  
Invocation - *Wayne Yokley*, Missouri
- 9 a.m. Bus Leaves InnTowner  
*Bus Travels To:*  
Kincaid Farms - Vegetable Farm  
Review of research projects  
Lunch - Heaven City Restaurant  
Rushing Waters Fisheries, Inc. -  
Aquaculture Operation  
Crave Brothers - 500 Cow Dairy Farm
- 4:30 p.m. Bus Returns to InnTowner
- Dinner/Evening On Your Own
- 6 - 10 p.m. Hospitality (Executive Board Room)

## Wednesday, July 19, 1995 - Day 3

- 7 a.m. - 7 p.m. Registration - Hotel Lobby
- 7 a.m. - 8:15 a.m. Continental Breakfast  
(Bascom Room)  
Presiding: *Cliff Wulff*, Alberta  
Invocation: *Bryce Malone*, Louisiana
- 8:30 a.m. Motivational Speaker: Meeting  
the Challenge of Change  
(Graaskamp)  
Presiding: *Carol Chesbrough*, California  
*Susan Stephani*

- 9:30 a.m. Futuristic Marketing  
(Graaskamp Room)  
*Nelson Pugh*, Florida
- 10 a.m. Break (Bascom Room)
- 10:15 a.m. Table Top Breakout Sessions I  
(Graaskamp & Executive Board Rooms)
- 11 - 11:45 a.m. Table Top Breakout Sessions II  
(Graaskamp & Executive Board Rooms)
- 12 - 1:30 p.m. Luncheon - New Uses Update  
(Bascom Room) *Mark Nestlen*, NASDA  
Presiding - *Jim Rubingh*, Colorado  
Invocation - *Don Rogers*, Georgia
- 1:30 - 2:30 p.m. Alternative Crops & New Uses  
(Graaskamp Room)  
*Will Hughes*
- 2:30 p.m. Regional Meetings  
Western NAAMO (Graaskamp Room)  
Southern NAAMO (Bascom A)  
Midwest NAAMO (Bascom B)  
Northeast NAAMO (Board Room)
- 3:15 - 3:30 p.m. Break (Hallway)
- 7 p.m. NAAMO Banquet  
(Ameche Room)  
Presiding - *Wayne Miller*, N. Carolina  
Invocation - *Randy Parker*, Utah  
Presentation of Awards

# 1995 Executive Members

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### Alaska

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## 1995 Affiliate Members

### **National Produce Market Managers Association**

President, Ray Farber  
Philadelphia Fresh Food Terminal  
3301 So. Galloway St.  
Philadelphia, PA 19148  
(215) 336-3003

### **National Market News Association**

President, Spurgeon Hyder  
North Carolina Department of Agriculture  
Division of Marketing  
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Raleigh, NC 27611  
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### **National Livestock Marketing and Grading Association**

President, Rick Tanger  
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# 1995 Standing Committees

## **International Trade Committee**

*(International Markets)*

Eric Moore - Ontario, Chair  
Eldon Fastrup, Kansas, Co-Chair  
Masao Hanaoka, Hawaii  
Rick Maloney, Oklahoma  
Steve Pedersen, Iowa  
Jo Randall, Illinois  
Linda Day-Schmal, Oregon

## **Market Development Committee**

*(Domestic Markets)*

Bob Williams, West Virginia, Chair  
David Austin, New York, Co-Chair  
Carol Chesbrough, California  
Steve Edwards, Wyoming  
Jack Gallagher, New Jersey  
Carol Hannah, Montana  
Brian Dykeman, New Brunswick  
Wayne Mack, South Carolina

# 1995 Special Committees

## **Audit Committee**

Steve Pedersen, Iowa, Chair  
John Sandbakken, North Dakota, Co-Chair  
G. Brian Smith, Nova Scotia

## **Bylaws and Organizational Procedures Committee**

Bob Williams, West Virginia, Chair  
Eldon Fastrup, Kansas  
Gordon Macatee, British Columbia  
Roger Barlow, Mississippi

## **NAAMO Fund Utilization Committee**

John Sandbakken, North Dakota, Chair  
Mary-Ann Lanyon, Ontario  
Cresswell Hizer, Indiana  
Russell Mathews, New Mexico  
Ralph Ward, Virginia  
Wayne Miller, North Carolina

## **NAAMO Marketing Award Committee**

Vance Young, New Jersey, Chair  
Bob Pellegrino, Connecticut, Co-Chair  
Jim Rubingh, Colorado  
Bud Sholts, Wisconsin

## **Nominating Committee**

To be appointed at start of annual meeting

## **Program Committee**

Jim Rubingh, Colorado, Chair  
Bryce Malone, Louisiana  
Nelson Pugh, Florida  
Steve Pedersen, Iowa  
G. Brian Smith, Nova Scotia  
Vance Young, New Jersey  
Bud Sholts, Wisconsin

## **Regulatory Services and Governmental Relations Committee**

Bryce Malone, Louisiana, Chair  
Edward D. Kern, Alaska, Co-Chair  
Stephen Murray, Prince Edward Island  
Peter Mosher, Maine  
Bob Pellegrino, Connecticut  
Pat Robbins, Arkansas  
Don Rogers, Georgia  
Gerald Dotson, Kentucky

## **Resolutions Committee**

Randy Parker, Utah, Chair  
Cliff Wulff, Alberta, Co-Chair  
James Duffy, Massachusetts  
Joe Gaines, Tennessee  
Ralph Groschen, Minnesota  
Gordon Macatee, British Columbia  
Nelson Pugh, Florida  
Errol Small, Maryland  
Steve Volpe, Rhode Island

## **Transportation, Distribution and Packaging Committee**

Ralph Groschen, Minnesota, Chair  
John Wake, Arizona, Co-Chair  
Bernard Gaudreau, Quebec  
Katherine Fedder, Michigan  
Arthur Scheunemann, Washington  
Robert Smallwood, Delaware  
John Stark, Pennsylvania  
Wayne Mack, South Carolina

## 1994-95 Officers and Executive Committee

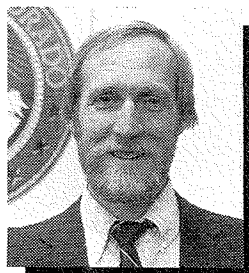
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# 1995 Regional Officers

## Midwest Region

Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin

*Lasby Lowes, Ontario - Chairman*

*Steve Pedersen, Iowa - Vice-Chairman*

*Ralph Groschen, Minnesota - Secretary/Treasurer*

## Northeast Region

Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont

*David Austin, New York - Chairman*

## Southern Region

Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, Virgin Islands, West Virginia

*Joe Gaines, Tennessee - Chairman*

*Bryce Malone, Louisiana - Vice Chairman*

*Don Rogers, Georgia - Secretary/Treasurer*

## Western Region

Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming

*Masao Hanaoka, Hawaii - Chairman*

*John Wake, Arizona - Vice Chairman*

# 1994-95 Secretary's Report

As you may recall, last year we were required to establish our own federal tax ID number for the first time since the organization began in 1920. This required us to incorporate somewhere and Minnesota was convenient for me. Minnesota state law requires any change in the Constitution to be formally registered with a fee payable to the Secretary of State. In order to make the need for such fees and registration less likely in the future, we have proposed to include only the most basic features of the organization in the Constitution and put the remaining articles in the By-Laws. This should make life easier for all concerned as this old worn out Secretary moves on. The office of record will continue to be the Marketing Division of the Minnesota Department of Agriculture.

As of July 7, 1995, the official NAAMO executive membership count stands at 47 executive members with 38 U.S. and 9 Canadian members. In addition, we have four associate members.

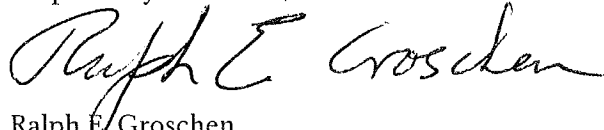
I note that in the 1986 NAMO Directory and Report there were 48 executive members including Puerto Rico and the Virgin Islands. That left only four states as non-members. Now, with the excellent participation from our Canadian provinces, we could set some real impressive membership records with a little marketing finesse. If you know any likely candidates from a neighboring state you might put in a plug for NAAMO and bring them into the fold.

Hats off to Steve Edwards and his Wyoming staff for a nifty newsletter and to a few members of the executive committee who made recruiting phone calls to some of the states not participating in NAAMO.

The financial condition of the organization just keeps rolling along as the combined value of the checkbook balance and the CD have now reached \$50,462.01. Don't forget - there is still \$3,000 available for regional workshops. And, the Executive Committee is still looking for good funding ideas!

Here is hoping that you and your staff are on top of your game and continue in the search for more effective marketing and market development programs for your clients.

Respectfully submitted,



Ralph E. Groschen  
Secretary/Treasurer

# 1994 Business Meeting Minutes

75th Annual Meeting  
NORTH AMERICAN AGRICULTURAL MARKETING OFFICIALS  
July 20, 1994  
Atlanta, Georgia

President Wayne Yokley called the meeting to order. There were twenty one states and seven provinces represented.

Ralph Groschen read the Treasurer's Report and the Audit Committee recommended the report be approved. The vote to approve was unanimous. A motion was made and seconded to approve the minutes of the Nova Scotia meeting. Minutes were also approved on a unanimous voice vote.

The following resolutions were passed:

1. Be it resolved that NAAMO recommends that NASDA supports the Environmental Protection Agency's action finalizing the Renewable Oxygenate Standard (ROS) for Reformulated Gasoline.
2. Be it resolved that NAAMO recommends that NASDA support appropriate funding for USDA to ensure full implementation of NAFTA and quick resolution of any NAFTA-related disputes.
3. In light of GATT and NAFTA trade developments, be it resolved that NAAMO urge NASDA to ensure that the States-Provinces Agricultural Accord places high on its agenda those activities which will contribute the most to enhancing United States and Canadian shares in agricultural food products to the best interests of both parties.
4. Be it resolved that NAAMO urge NASDA to encourage Congress to fund the Market Promotion Program at the highest level possible for FY 1995, with the goal and justification that the United States maintain and expand the export of food products and agricultural commodities for the best interests of our industry.

5. Be it resolved that the participants in the 75th annual meeting of the North American Agricultural Marketing Officials (NAAMO) held in the Atlanta Underground in Atlanta, Georgia commend and express deepest gratitude to the Georgia Department of Agriculture and staff. The accommodations and the overall session were outstanding.

Two Constitutional and one By-Laws amendments were offered as follows:

Constitutional amendment #1 restricted associate membership to "agricultural officials", rather than "persons", and allowed honorary members to attend meetings. The amendment was moved, seconded and was passed on a unanimous voice vote. (See Article III "Membership" of the Constitution)

Constitutional amendment #2 reduces the standing committees to 1) Domestic Markets and 2) International Markets. All other committees should be ad hoc and named by the president each year. The amendment was moved and seconded. The motion was passed. (See Article V "Committees" of the Constitution)

By-Laws amendment #1 requires the annual report to be prepared, published and distributed to the membership within 90 days following the annual meeting. This motion was passed on a voice vote. (see Article III "Conduct of Business" in the By-Laws)

A unanimous ballot was cast for the New Officers who were elected as follows:

President,	M. Wayne Miller	North Carolina
1st Vice President	Jim Rubingh	Colorado
2nd Vice President	G. Brian Smith	Nova Scotia
Secretary/Treasurer	Ralph E. Groschen	Minnesota
Member-at-Large	S. Wayne Yokley	Missouri
Member-at-Large	Eldon Fastrup	Kansas

It was moved and seconded that any region could be reimbursed up to \$3,000.00 for expenses related to the conduct of an educational regional conference for the furtherance of activities related to NAAMO's purpose.

Ralph Groschen reported the Special Board meeting and other activities that resulted from the NASDA's request that NAAMO acquire it's own Federal Tax ID number. Minnesota will become the office of record and some additional changes will be necessary in the Constitution and By-Laws to allow for the most efficient operation of the organization after the Secretary/Treasurer position is passed on.

The NAAMO Fund Utilization Committee offered some suggestions for use of organizational funds. It was moved, seconded and unanimously passed that The host state can use up to \$5,000.00 for the execution of NAAMO annual meeting activities and that the executive committee may approve additional expenses up to \$7,000.00 upon a request and documentation of need from the host state.

The State of Wisconsin offered to host the 1995 NAAMO conference in a location to be named.

Outgoing President Wayne Yokley was acknowledged for his leadership as NAAMO President and for his years of service to the organization.

Meeting was adjourned.

# 1994 Special Board Meeting

July 18, 1994

A special Board Meeting was convened by President Wayne Yokley to formalize the organization of the North American Agricultural Marketing Officials (NAAMO).

## Members Present:

Wayne Yokley	Wayne Miller
Jim Rubingh	Ralph E. Groschen
Masao Hanaoka	Brian Smith

A motion was made by Wayne Miller and seconded by Brian Smith to formally adopt the by-laws as presented by Secretary/Treasurer Ralph Groschen.

Motion was adopted unanimously on a voice vote.

Members discussed the first slate of officers for incorporation as follows:

Wayne Yokley	Wayne Miller
Jim Rubingh	Ralph Groschen
Masao Hanaoka	Brian Smith

Ratification was completed by all members.

Motion was made by Jim Rubingh to authorize the Secretary/Treasurer to have the original articles become a part of the permanent record. Seconded by Brian Smith.

Motion was passed on a unanimous voice vote.

Ralph Groschen informed the members of the board that legal counsel advised that the Constitution be streamlined to include only the basic articles required by Minnesota Law. Remaining articles will be included in the by-laws which can be altered by the action of the group without additional filing fees and paperwork.

# 1994 NAAMO Attendees

John Wake .....	Arizona
Carol Chesbrough .....	California
Ken Smith .....	California
Tina Smith .....	California
Jim Rubingh .....	Colorado
Ted Helms .....	Florida
Nelson Pugh .....	Florida
Donald Rogers .....	Georgia
Brenda Rogers .....	Georgia
Emily Rogers .....	Georgia
Masao Hanaoka .....	Hawaii
Patsy Hanaoka .....	Hawaii
Steve Pedersen .....	Iowa
Pat Pedersen .....	Iowa
Carrie .....	Iowa
Erica .....	Iowa
Eldon Fastrup .....	Kansas
Dorothy Barnes .....	Kansas
Bryce Malone .....	Louisiana
Linda Malone .....	Louisiana
Ralph Groschen .....	Minnesota
Wayne Yokley .....	Missouri
David Austin .....	New York
Wayne Miller .....	North Carolina
Linda Miller .....	North Carolina
Joe Sanderson .....	North Carolina
James "Jim" Graham .....	North Carolina
John Sandbakken .....	North Dakota
Julie Sandbakken .....	North Dakota
Rick Maloney .....	Oklahoma
Joe Gaines .....	Tennessee
Lochiel Gaines .....	Tennessee
Amanda .....	Tennessee
Andy .....	Tennessee
Randy Parker .....	Utah
Ralph Ward .....	Virginia

Robert Williams .....	West Virginia
James Smith .....	Wisconsin
Arlene Smith .....	Wisconsin
Stephen Edwards .....	Wyoming
Harold Ricker .....	USDA
Sonia Johnson .....	USDA
Dale Miller .....	USDA
Donald Bay .....	USDA
John Van Dyke .....	USDA
Susan Cress .....	NASDA
Cliff Wulff.....	Alberta
J. Booth .....	British Columbia
Gordon Macatee .....	British Columbia
Gilles Lavoie.....	Canada
Lasby Lowes .....	Manitoba
Brian Dykeman .....	New Brunswick
Brian Smith .....	Nova Scotia
Ashley .....	Nova Scotia
Wendi .....	Nova Scotia
Cynthia .....	Nova Scotia
W. R. (Bill) Allen .....	Ontario
Eric Moore.....	Ontario
Louise Moore .....	Ontario
Christoper Moore.....	Ontario
Bernard Gaudreau .....	Quebec
Claudette Lehoullier .....	Quebec

# President's Report

S. Wayne Yokley  
75th Annual Meeting  
Atlanta, Georgia • July 17-20, 1994

The word that best describes the past year is "change." Administrations, both state and federal, have changed. Services provided to agricultural producers and marketers are being transformed to incorporate innovative and efficient methods for marketing agricultural products.

Among the many changes being made there also exist new opportunities for the agriculture industry. Traditional farming is taking on a new perspective as producers engage in alternative enterprises and commercial farming operations. Producers and processors are also taking advantage of new export markets as trade barriers fall in support of free trade between countries.

As we approach the beginning of the 21st century it is essential for those of us involved in agricultural marketing to look toward the future. What will happen to the family farm as we once knew it? What services can we provide to develop and enhance our ever-changing agriculture industry?

Fortunately, the NAAMO organization exists to provide us with ways to communicate with individuals directly involved in the decision-making process throughout the United States and Canada. NAAMO also gives us the opportunity to discuss future issues and concerns affecting agricultural marketing.

The agriculture industry will continue to undergo numerous changes, but NAAMO can be at the forefront, leading us into the 21st century.

It has been an honor and sincere pleasure to help meet these industry changes of the past year while serving as your President. I want to especially thank the members of our Executive Committee: Wayne Miller, Jim Rubingh, Ralph Groschen, Masao Hanaoka and Brian Smith, for their help and assistance throughout the year.

My very best wishes go out to Wayne Miller, our new President.

I hope you will join me in building upon NAAMO's foundation to meet the challenges ahead.

# Treasurer's Report

North American Agricultural Marketing Officials  
July 1, 1993 - June 30, 1994

<b>Beginning Checkbook Balance (July 1, 1993)</b>	<b>\$28,268.45</b>
<b>Receipts</b>	
Bank interest earned	\$560.12
Executive dues paid for 93 (2@ \$150)	300.00
Associate dues for 93 (1@ \$30)	30.00
Executive dues paid for 94 (45 @ \$150)	6,750.00
Associate dues paid for 94 (11 @ \$30)	330.00
<b>Total Receipts</b>	<b>\$7,970.12</b>
<b>Disbursements</b>	
Printing of /93 Directory and Annual Report	557.63
Canadian Discounts (Exchange Rate)	104.59
Davis Trophies	183.68
NAAMO '93	2,000.00
Randy Harmson	904.51
Ken Geuns	589.21
NASDA	500.00
Market Development Fund	647.00
Wayne Yokley	512.40
NAAMO '94 Georgia	5,000.00
Wayne Miller	40.28
Minnesota Secretary of State	80.00
<b>Total Disbursements</b>	<b>(\$11,119.30)</b>
Beginning balance of checking account	\$28,268.45
Minus disbursements over receipts	<u>3,149.18</u>
Ending checkbook balance (June 30, 1994)	\$25,119.27
Certificate of Deposit Value 7/1/93	\$20,250.69
Increased Value Reported 3/8/94	<u>499.31</u>
Certificate of Deposit Value 6/30/94 (Maturity date August 9, 1994)	\$20,750.00
<b>NAAMO Fund Balance</b>	<b>\$45,869.27</b>

# Officers

## Past Presidents

1920	Dr. Eugene H. Porter, Albany, NY
1921	L.G. Foster, Orlando, FL
1922	Alexis L. Clark, Morristown, NJ
1923	F.B. Bomberger, College Park, MD
1924	Porter R. Taylor, Washington, DC
1925	Hugh J. Hughes, St. Paul, MN
1926	Willard Munson, Amherst, MA
1927	L.M. Rhodes, Jacksonville, FL
1928	H. Dean Phillips, Albany, NY
1929	W.T. Derickson, Dover, DE
1930	C.W. Waid, Columbus, OH
1931	Lawrence A. Bevan, Durham, NC
1932	Randall B. Etheridge, Raleigh, NC
1933	M.H. Brightman, Washington, DC
1934	H.B. Davis, WV
1935	George A. Stuart, Springfield, MA
1936	H.M. Newell, Chicago, IL
1937	Webster J. Birdsall, Albany, NY
1938	E.A. Flemming, Columbus, OH
1939	S.B. Shaw, College Park, MD
1940	H.A. Dwinell, Montpelier, VT
1941	Warren W. Oley, Trenton, NY
1942	S.S. Roberts, Santa Ana, CA
1944	N.S. Nichols, Nashville, TN
1945	Benjamin P. Storrs, Hartford, CT
1946	C.M. White, Augusta, ME
1947	F.C. Gaylord, Lafayette, IN
1948	Randall B. Etheridge, Raleigh, NC
1949	Frank McKennon, Salem, OR
1950	Matt Jennings, Nashville, TN
1951	J.H. Meek, Mine Run, VA
1952	Miles A. Nelson, Lansing, MI
1953	C.J. Carey, Sacramento, CA
1954	W.L. Cathey, Atlanta, GA
1955	W.L. Witte, Madison, WI

1956	Wesley Windisch, Columbus, OH
1957	George H. Chick, Augusta, ME
1958	F.W. Risher, Tallahassee, FL
1959	W.A. Wunsch, Messila Park, NM
1960	J.E. Youngblood, Columbia, SC
1961	W.J. Peter, Topeka, KS
1962	Louis A. Webster, Boston, MA
1963	Harold W. Poulsen, Sacramento, CA
1964	Don E. Wilkinson, Madison, WI
1965	John A. Winfield, Raleigh, NC
1966	Spencer G. Duncan, Albany, NY
1967	S. Lew Ray, Denver, CO (Unexpired term filled by C. Harold Bray, Frankfort, KY)
1968	John D. Stiles, Tallahassee, FL
1969	S. Hollis Shomo, Richmond, VA
1970	Robert W. Powell, Oklahoma City, OK
1971	William P. Charron, ME
1972	Erwyn E. Witte, Denver, CO
1973	Robert F. Thayer, Madison, WI
1974	Ben Baisdon, Austin, TX
1975	M.C. Combs, St. Paul, MN
1976	John F. Glatt, Salem, OR
1977	John J. Repko, Trenton, NJ
1978	Curtis F. Tarleton, Raleigh, NC
1979	Kenneth T. Boughton, Topeka, KS
1980	Robert Goldman, CT
1981	Felix Welch, AL
1982	Ken Meier, OR
1983	Gail K. Danilson, Des Moines, IA
1984	John J. Fitzgerald, Boston, MA
1985	Robert B. Rogers, Columbia, SC
1986	Edward D. Kern, Palmer, AK
1987	Gary O. Swaim, Indianapolis, IN
1988	Michael McCarthy, Albany, NY
1989	Bryce Malone, Baton Rouge, LA
1990	Jed Adams, Sacramento, CA
1991	Jim Smith, Madison, WI
1992	H. Vance Young, Jr., Tallahassee, FL
1993	Masao Hanaoka, Hawaii
1994	S. Wayne Yokley

*Note: No meeting in 1943*

## Past Secretaries

1920	Guy C. Smith, PA
1920-21	W.A. Munson, MA
1922	H. Dean Phillips, NY

## Past Treasurers

1920	Alex L. Clark, NJ
1921-22	Daniel C. Rogers, MO

## Past Secretary/Treasurers

1923	H. Dean Phillips, NY
1924-25	F.B. Bomberger, MD
1926	Paul L. Miller, IA
1927-28	W.T. Derickson, DE
1929-30	F.B. Bomberger, MD
1931-36	Sidney A. Edwards, CT
1937-40	Warren W. Oley, NJ
1941-42	*
1944	J.H. Meek, VA
1945-51	Fain G. Cesar, OK
1952	Harold A. Kaiser, IL
1952-55	J.H. Meek, VA
1956-61	Don E. Wilkinson, WI
1962-64	Paul T. Rowell, OR
1965	Charlie B. Wigham, MN
1966	Clarence W. Funk, PA
1967	Spencer G. Duncan, NY
1968-70	Robert F. Thayer, WI
1970-71	Vern Divers, WA
1971-75	Curtis Carlton, NC
1976	Forrest Strand, MI
1977-78	Dale Gullickson, SD
1979-80	Philip R. Smith, KY
1981-83	Sidney C. Miller, MD
1984-85	Melvin W. Jefferson, VA
1985-88	Thomas R. Yates, VA
1989-90	M. Wayne Miller, NC
1990-92	Jim Rubingh, CO
1992 -	Ralph Groschen, MN

NOTE: No Meeting in 1943

\*J.H. Meek appointed to fill unexpired position.

## Past Meetings

<u>Year</u>	<u>Place</u>	<u>Year</u>	<u>Place</u>
1921	Chicago, IL	1962	Orlando & Miami Beach, FL
1923	Chicago, IL	1963	Denver, CO
1924	Chicago, IL	1965	Pacific Grove/ Sacramento, CA
1925	Chicago, IL	1966	New Orleans, LA
1926	Chicago, IL	1967	Oshkosh, WI
1928	Chicago, IL	1968	Corpus Christi & Austin, TX
1929	Chicago, IL	1969	Norfolk, VA
1930	Chicago, IL	1970	Philadelphia, PA
1931	Washington, D.C.	1971	St. Petersburg Beach, FL
1932	Washington, D.C.	1973	Springfield, IL
1933	Washington, D.C.	1974	Winston-Salem, NC
1934	New York City, NY	1975	Estes Park, CO
1938	Cleveland, OH	1976	New Orleans, LA
1939	Jacksonville, FL	1977	Columbia & Charleston, SC
1940	Boston, MA	1978	Portland, ME
1941	St. Louis, MO	1979	Hutchinson, KS
1942	Washington, D.C.	1980	Portland, OR
1944	Washington, D.C.	1981	San Antonio, TX
1945	Washington, D.C.	1982	Hershey, PA
1946	Sacramento, CA	1983	Des Moines, IA
1947	Benton Harbor, MI	1984	Seattle, WA
1948	Portland, OR	1985	Ft. Lauderdale, FL
1949	New York City, NY	1986	Hyannis, MA
1950	Memphis, TN	1987	Deerwood, MN
1951	Richmond, VA	1988	Las Cruces, NM
1952	Biloxi, MS	1989	Baton Rouge, LA
1953	San Diego, CA	1990	Bethel, ME
1954	Lafayette, IN	1991	Osage Beach, MO
1955	Madison, WI	1992	Calgary, Alberta & Kalispell, MT
1956	Boston, MA	1993	Halifax, Nova Scotia, Canada
1957	Lexington, KY	1994	Atlanta, Georgia
1958	Phoenix, AZ		
1959	Asheville, NC & Atlanta, GA		
1960	Columbus, OH		
1961	Portland, OR & Seattle, WA		

# Constitution

## I. Name

The name of this organization shall be "North American Agricultural Marketing Officials" (NAAMO).

## II. Purpose:

To develop a broad program in service work for agricultural products with the view of improving the marketing, handling, storage, processing, transportation and distribution of agricultural products, emphasizing better preparation for market; the collection and dissemination of marketing information; the best type of facility and equipment, and the most efficient method of operating; the establishment of more efficient marketing methods, practices and facilities; the development of new and expanded uses; and the improvement in transportation services and facilities, in order that the products may be marketed in an orderly manner and efficiently distributed.

## III. Membership

There shall be three classes of membership:

(a) Executive membership shall be open to U.S. state and Canadian provincial marketing heads whose responsibilities involve directing agricultural marketing activities.

(b) Associate membership shall be open to persons agricultural officials whose work or interest brings them into contact with agricultural marketing activities relating to food and farm products.

(c) Honorary membership is granted to all past presidents of the association who have retired from active executive membership. Such membership requires no dues and entitles the individual to all regular mailings and meetings of the association.

## IV. Officers and Executive Committee

(1) The officers of the association shall be president, first vice president and second vice president elected from the

executive membership and a secretary-treasurer who may be elected from the associate membership.

(2) There shall be an Executive Committee consisting of the president, first vice president, second vice president, secretary-treasurer and two members at large, one of whom shall be the retiring president, if continuing as an executive member.

When a new secretary-treasurer is elected, the retiring secretary-treasurer, if continuing as a member, shall be for one year a member of the Executive Committee as an ex-officio member.

(3) Officers and members at large of the Executive Committee shall be elected at the annual meeting and shall serve from the time of election to the close of the next annual meeting except for the secretary-treasurer, who if replaced, shall serve an adequate time to compile and distribute the annual report.

## V. Committees:

Standing Committees shall be:

(1) ~~Committee on Regulatory Service and Governmental Relations~~ Domestic Markets

(2) ~~Committee on Market Development~~ International Markets

~~(3) Committee on International Trade~~

~~(4) Committee on Transportation, Distribution and Packaging~~

The chair, vice chair and other members of each standing committee shall be appointed annually by the president, following his election.

The president shall appoint other ad hoc committees to deal with specific subjects or concerns of the membership as warranted.

A nominating committee shall be appointed by the president at the beginning of each annual meeting and shall consist of four executive members, one each from the four regional areas of the association, in attendance, there to serve and report at the business session of that meeting.

## VI. Meetings:

There shall be held an annual meeting at which time business shall be transacted and matters of general interest

presented for discussion. Special meetings may be called by the president with the approval of the Executive Committee.

#### **VII. Amendments:**

Amendments may be made to the Constitution by favorable vote of two-thirds of the executive members present at any annual meeting, provided that a written copy of such proposed amendments shall have been furnished by mail or otherwise to each executive member at least one month in advance of such annual meeting.

## **By-Laws**

#### **I. Duties of Officers and Executive Committee**

(1) The president shall preside over all meetings of the association, call special meetings of the association and of the Executive Committee, and in general, perform all acts and duties usually required of the executive and presiding officer.

(2) The first vice president shall, in the absence of the president perform all the duties of that office. The second vice president shall in the absence of the president and first vice president, perform all duties of that office.

(3) The secretary-treasurer shall keep a complete record of the Association and executive committee activities, and serve all notices and calls.

(4) The secretary-treasurer shall be qualified by suitable bond, the fee for which shall be paid by the association and shall have the custody of all monies in such bank or banks as shall be approved by the Executive Committee and shall sign, as secretary-treasurer, all checks of the association, and keep a full and accurate record of all financial transactions of the association in books belonging to the association and deliver such books and properties to his successor in office and shall make a full report of all receipts and disbursements of funds of the association at each annual meeting or at such other times called upon to do so by the Executive Committee.

(5) The Executive Committee shall act for the association in determining the place and time for holding each annual meeting and for determining the nature of the program of such meeting; shall also be empowered to arrange for special meetings and conferences and policy. In case of a vacancy occurring in any office or committee membership, the Executive Committee shall have power to fill such vacancy by appointment for the remainder of that fiscal year through the next annual meeting.

#### **II. Duties of Committees:**

The chair of each standing committee shall submit a report at each annual meeting, which shall include a summary of the developments and progress during the year in the field covered by the committee and a statement of matters recommended for special discussion and action at the meeting.

### III. Conduct of Business

(1) It shall be the policy of the association to allow full discussion of all questions in general meetings where both executive, associate and honorary members may be present and take part.

(2) The executive members may meet in executive session whenever they deem such procedure to be desirable.

(3) In case of the absence of any executive member, another person from the same state department, division or bureau in attendance, may be authorized to act with full authority.

(4) The executive members alone, or the duly authorized agent shall be entitled to vote.

(5) The annual report of the activities of the organization shall be prepared, published and distributed to the membership following the annual meeting each year.

### IV. Membership Fees:

(1) There shall be a membership fee to be set by the executive membership at the annual meeting and will remain in effect until changed by a vote of the executive membership.

(2) Membership fees shall be payable during each calendar year, and executive members maintain their membership in good standing through that calendar year. A paid-up executive membership shall be transferable to a successor for the remainder of that annual period.

(3) Annual report shall be sold to non-members at twenty-five dollars (\$25) per copy.

### V. Regional Organizations

Regional organizations within the association shall include those states and provinces within geographical regions conforming to the regional organizations within the National Association of State Departments of Agriculture, as follows:

#### Northeastern Region

*North American Agricultural Marketing Officials*  
Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, New Brunswick, New Foundland, Nova Scotia, Prince Edward Island and Quebec (15)

#### Midwest Region

*North American Agricultural Marketing Officials*  
Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, Wisconsin, Manitoba and Ontario (14)

#### Southern Region

*North American Agricultural Marketing Officials*  
Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virgin Islands, Virginia, West Virginia (17)

#### Western Region

*North American Agricultural Marketing Officials*  
Alaska, California, Colorado, Guam, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming, Alberta, British Columbia and Saskatchewan (16)

Such regional organizations shall elect a chair who shall serve as executive officer, and such other officers as may be needed.

A report of the meetings held and actions taken by such regional organizations shall be transmitted to the secretary of the national association, for inclusion in the permanent records of that parent organization.

### VI. Amendments

Amendments may be made to these by-laws by favorable vote of two-thirds of the executive members present at any annual meeting, provided that a written copy of such proposed amendments shall have been furnished by mail or otherwise to each executive member at least one month in advance of such annual meeting.

For additional copies send \$25 to:

NAAMO  
P.O. Box 7292  
St. Paul, MN 55107

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