LARGEST INDEPENDENT CROP CONSULTING FIRMS

By the CROP DECISIONS editors

The 50 largest independent crop consultants serving the United States reported they provide full or partial service to 8,637 agricultural producers, totaling 5.7 million crop acres, in *CROP DECISIONS* magazine's annual listing of the largest consulting firms.

The survey includes key profile data and information about the independent consulting firms (see accompanying table). In October, *CROP DECISIONS* mailed over 600 questionnaires to firms believed to be providing independent crop consulting services. To be eligible for inclusion in the listing, a firm must provide full-service (defined as making a minimum of seven visits per year) to its clients. An independent crop consultant is defined as one that charges a fee for its services and does not sell or provide the products that it recommends.

More Services Offered

The service most widely offered by consultants is making soil fertility recommendations, followed by crop inspection and scouting. The fastest-growing new service is seed variety recommendations, with 80 percent of the firms now making it available. That compares to 35 percent in the survey taken five years ago. Another fast-growing service is making site-specific farming plans. In 2001, 50 percent of the firms made this service available, compared to only 10 percent five years ago.

The 50 largest firms are headquartered in 23 states. Louisiana has the most firms, followed by Minnesota. Iowa and Illinois are tied with the third most firms.

Other key findings of the survey include:

- **Stanworth Crop Consulting**, Blythe, California, is the oldest firm, established in 1922.
- There were eight new firms established in the past five years, with **Agriwest Crop Management**, Boise City, Oklahoma, being the newest.
- **Servi-Tech**, Dodge City, Kansas, is the largest firm in number of full-service clients.
- **Crop Quest**, Dodge City, Kansas, is the largest firm in number of full- and partial-service acres.
- **Control Crop Consulting** of Twin Valley, Minnesota, has the most staff members who have earned the Certified Professional Crop Consultant-Independent (CPCC-I) designation.

Firms were asked to provide their data as of Aug. 1, 2001.

5 NEWEST FIRMS

Firm	Year Established
BMP Agronomics, Charles City, IA	1999
PRISM Technologies, Marshalltown, IA	1998
Ag Systems, Mechanicsville, VA	1997
AgroTech Consulting, LeSueur, MN	1997
MEA Inc., Scottsbluff, NE	1996

10 LARGEST BY NUMBER OF FULL–SERVICE CLIENTS

Servi-Tech, Inc,. Dodge City, KS	2,600
Crop Quest, Inc., Dodge City, KS	2,500
Brubaker Consulting Group, Ephrata, PA	1,300
Centrol Crop Consulting of Twin Valley, Twin Valley, MN	487
Agri-Basics Soil Service, Lebanon, PA	302
Agricultural Consulting Services, Inc., Rochester, NY	250
Centrol, Inc. of Morris, Morris, MN	230
Calvin Viator - Agricultural Consultant, Thibodaux, LA	225
PRISM Technologies, Marshalltown, IA	200
Centrol, Inc., Cottonwood, MN	190

5 OLDEST FIRMS

Firm	Year Established
Young and Young Consultants, Wisner, LA	1954
Hunter/Long Consulting, Lubbock, TX	1955
Pro-Tech Ag, Lexington, MS	1968
Stanley Viator–Consultant, New Iberia, LA	1970
Taralan Corporation, Buffalo, MN	1972

10 LARGEST BY NUMBER OF FULL & PARTIAL–SERVICE ACRES

Crop Quest, Inc., Dodge City, KS	1,100,000
Servi-Tech, Inc., Dodge City, KS	997,228
Centrol Crop Consulting of Twin Valley, Twin Valley, MN	765,000
Brubaker Consulting Group, Ephrata, PA	500,000
Centrol Inc. of Morris, Morris, MN	454,000
Pro-Ag Consulting, Windsor, IL	400,000
Calvin Viator - Agricultural Consultant, Thibodaux, LA	222,000
Centrol, Inc., Cottonwood, MN	195,000
Agricultural Consulting Services, Inc., Rochester, NY	150,000
Crop Pro-Tech, Inc., Bloomington, IL	135,000

5 LARGEST BY NUMBER OF CPCC-I's

Centrol Crop Consulting of Twin Valley, Twin Valley, MN	15
Centrol, Inc. of Morris, Morris, MN	9
Centrol, Inc., Cottonwood, MN	8
Seaman Crop Consulting, Hugaton, KS	3
Glades Crop Care, Inc., Jupiter, FL	3
Pro-Ag Consulting, Windsor, IL	3

Firm Name (City, State)	Year Established	No. of Clients: Full Service	No. of Clients: Partial Service	Total Acres (full & partial)	Staff Size: Professional Full-time	Staff Size: Professional Part-time	Staff Size: Seasonal	Staff Size: Other Full-time	No. of Certified Staff: CPCC-I	No. of Certified Staff: CPAg	No. of Certified Staff: CCA	Services Provided: Integrated Crop Mgmt	Crop Protection & Scouting	Pest Mgmt Recs	Seed Variety Recs	Soil Testing	Irrigation Scheduling	Site-specific	Fertility Recs	Contract Research	Marketing Advice/Planning
Advanced Crop Management (IA)	1994	21	0	21,266	3	1	1	0	0	0	3	X	X	X	X	X		X	X	X	
Ag Systems (VA)	1997	12	12	108,000	2	2	0	0	0	1	2	X	X	X	X	X	X		X	X	X
Agri-Basics Soil Service (PA)	1989	302	38	37,000	4	0	2	0	0	0	1	X	X	X		X			X		
Agricultural Consulting Services, Inc. (NY)	1983	250	0	150,000	15	0	3	12	1	0	10	X	X	X	X	X	X	X	X		
Agricultural Management Services Inc. (LA)	1978	65	0	70,000	4	0	24	3	0	0	1	X	X	X	X	X	X	X	X	X	X
AgroTech Consulting (MN)	1997	13	17	30,000	1	0	1	1	0	1	1	X	X	X	X	X		X	X		
AgSkill, Inc. (CO)	1986	40	20	25,000	2	1	1	0	1	0	1	X	X	X	X	X	X		X	X	
Baker Consulting (MS)	1990	2	0	17,000	0	1	2	0	0	0	0	X	X				X		X		
BMP Agronomics (IA)	1999	27	5	21,500	1	1	2	0	0	0	1	X	X	X	X	X		X	X		
Brubaker Consulting Group (PA)	1978	1,300	500	500,000	41	5	10	0	0	5	10	X	X	X	X	X	X	X	X	X	
Calvin Viator — Agricultural Consultant (LA)	1974	225	0	222,000	0	0	0	0	1	0	0	X	X	X	X	X			X		X
Central States Agronomics, Inc. (NE)	1981	73	3	51,400	4	0	4	0	1	0	0	X	X	X	X	X	X		X	X	
Centrol Crop Consulting of Twin Valley (MN)	1981	487	318	765,000	27	0	32	2	15	9	14	X	X	X	X	X	X	X	X	X	
Centrol, Inc. (MN)	1980	190	0	195,000	11	0	6	2	8	0	0	X	X	X	X	X	X	X	X		
Centrol, Inc. of Morris (MN)	1979	230	230	454,000	11	0	9	0	9	0	0	X	X	X	X	X	X	X	X		
Cochran Agronomics (IL)	1982	100	0	35,000	1	1	0	1	1	1	0	X	X	X		X		X	X		
Coxco Ag Services Inc (NM)	1980	25	0	20,000	1	1	2	0	1	0	0	X	X	X	X	X	X		X		X
Crop Pro-Tech, Inc. (IL)	1976	150	60	135,000	8	2	20	2	2	1	4	X	X	X	X	X		X	X	X	X
Crop Quest, Inc. (KS)	1992	2,500	1,000	1,100,000	80	0	15	5	1	0	7	X	X	X	X	X	X	X	X		
Crop Tech Inc. (IN)	1993	7	45	24,000	2	0	2	0	0	0	1	X	X	X		X			X		
David L Ricke Consulting Services (IN)	1981	6	51	92,500					1	0	1		X			X		X	X		
Delta Ag Service Inc. (CA)	1978	7	0	16,100	1	0	1	1	0	0	1	X	X	X				X	X		
FMS (IA)	1989	50	0	25,000	1	0	0	0	0	0	0	X	X	X	X	X			X		
Glades Crop Care, Inc. (FL)	1973	95	11	100,000	25	6	0	4	3	0	0	X	X	X	X				X	X	
Hunter/Long Consulting (TX)	1955	45	0	40,000	3	0	3	0	0	0	0		X	X					X		
Lambert Agri Consulting Inc (LA)	1981	12	0	33,000	1	0	1	0	1	1	1	X	X	X	X			X	X		
M & M Agricultural Consultants (SC)	1980	40	10	20,000	2	0	5	0	0	0	1	X	X	X	X	X			X		
M & M Consulting, Inc. (VA)	1977	80	0	50,000	2	0	0	1	1	0	1					X			X		
McLawhorn Crop Services Inc. (NC)	1982	20	1	38,000	3	0	16	3	1	1	0	X	X	X	X	X		X	X		
MEA Inc. (NE)	1996	13	5	18,000	1	0	1	0	0	0	1	X	X	X	X	X	X		X	X	
Mid Nebraska Crop Consulting (NE)	1977	60	10	18,800	1	0	3	0	0	0	1	X	X	X	X	X	X		X		
Mike Dailey - Crop Advisor (OH)		15	25	35,000	1	0	0	0	0	0	1	X	X	X	X	X			X		
Mowers Soil Testing PLUS, Inc. (IL)	1976	30	5	38,000	10	0	7	7	1	1	9	X	X			X		X	X	X	
Northern Ag Management (ND)	1987	26	0	90,000	2	0	3	0	0	0	1	X	X	X	X	X			X		
Pest Management Enterprises, Inc. (LA)	1975	70	12	72,000	7	1	6	1	0	0	1	X	X	X	X	X	X		X	X	
PRISM Technologies (IA)	1998	200	50	25,000	2	0	4	1	0	0	2	X	X	X	X	X		X	X		
Pro-Ag Consulting (IL)	1986	0	1,296	400,000	6	2	6	7	3	2	0	X	X	X	X	X		X	X		
Progressive Crop Service (OH)	1985	38	64	68,000	4	0	2	6	0	0	2	X	X	X	X	X		X	X		
Protech Advisory Services Inc. (NC)	1985	25	5	36,000	2	1	22	2	1	0	0	X	X	X	X	X		X	X	X	
Pro-Tech Ag (MS)	1968	25	0	30,000	2	0	2	1	1	1	2	X	X	X	X	X	X	X	X	X	
Seaman Crop Consulting (KS)	1977	82	12	95,670	3	1	7	1	3	0	0	X	X	X	X	X	X	X	X	X	X
Servi-Tech, Inc. (KS)	1975	2,600	100	997,228	84	0	29	69	1	4	29	X	X	X	X	X	X	X	X	X	
Skinner Ag (MS)		25	0	20,000	0	0	4	0	0	0	1	X	X	X	X	X	X		X		
Soil-Right Consulting Services (IL)	1986	76	0	40,000	1	0	4	0	1	0	0	X	X			X		X	X		
Southern Ag Services Inc. (GA)	1995	14	3	20,000	1	1	7	0	1	0	0	X	X	X	X	X	X		X	X	X
Stanley Viator - Consultant (LA)	1970	70	0	60,000	1	1	5	0				X	X	X	X	X			X	X	X
Taralan Corporation (MN)	1972	90	20	59,000	6	2	0	1	0	0	4	X	X	X	X	X			X		
Terra Firma Ag Consulting Inc (CO)	1988	25	5	20,000	0	0	0	1	0	1	1	X	X	X	X	X	X	X	X		
Webfoot Ag Services (LA)	1995	12	5	17,000	1	1	1	0	0	0	0	X	X	X	X	X	X		X	X	
Young and Young Consultants (LA)	1954	22	0	37,778	3	2	5	2	0	0	0	X	X	X	X	X	X		X		