

Don't Miss the 2020 Mid-Atlantic Fruit and Vegetable Convention

The 2020 Mid-Atlantic Fruit and Vegetable Convention educational program as always offers three days of educational sessions for vegetable, potato, berry, and fruit growers and marketers plus a large industry trade show. Todd Hunt is this year's keynote speaker – addressing "Communication Bleeps and Blunders in Business". Don't miss out on the following opportunities at the 2020 Convention which runs from January 28 to 30 at the Hershey Lodge in Hershey.

Lancaster County Farm Market Bus Tour

This all-day bus tour the day before the Convention will visit several farm markets – see page 14 for details. Cost is \$60

Reduced Registration for Spouses, Children or Employees

Remember the Convention offers a reduced pre-registration fee for additional persons attending from a member farm. The first person from the farm must pay the \$75 pre-registration fee but spouses, adult children, or employees are eligible for a \$60 pre-registration fee. The purpose is to make it more feasible for growers to bring additional persons from their farms to experience the educational opportunities available at the Convention. Remember, one \$50 PVGA membership qualifies

PVGA Annual Meeting Set for January 29 at 11:30 a.m.

The Annual Meeting of the General Membership of the Pennsylvania Vegetable Growers Association will be held on Wednesday, January 29, at 11:30 in the Crystal Room of the Hershey Lodge in Hershey. All members are asked to attend the meeting.

Traditionally, the Annual Meeting had included the election of members of the Board of Directors. However, starting seven years ago, the Directors are now elected by a mail ballot which all members have received in the mail with their dues renewal notices. The terms of Christopher Harner, David Miller, Kenneth Martin, Christopher Powell, Rita Resick, John Shenk and Jeffrey Stoltzofus expire at the Annual Meeting this year. Mr. Martin and Mr. Miller have reached the 18-year term limit for serving on the Board but the rest of the incumbents are eligible for re-election. The Leadership and Recognition Committee has nominated all the eligible incumbents plus Joel Kosa of Ulysses, Joel Weaver of Windber, and Adam Voll of Wexford for election. Write-in votes are also allowed. Five of the candidates will be elected to three-year terms on the Board of Directors by the

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all persons from the farm for the membership registration rates. And children under 16 and all students are admitted free.

Keynote Presentation

Todd Hunt's keynote presentation on January 28 will be entitled "Communication Bleeps and Blunders in Business". This is an insightful look at improving communication to become more successful...with dozens of everyday examples that will leave you chuckling in recognition.

Discover "where your listener is coming from" and how to tailor your communication style accordingly.

Review the eight problem words that could cost you business.

Never think about voice mail the same again!

Todd Hunt is that rare speaker whose style and humor keep audiences riveted, while demonstrating the power of communication in our lives.



Pre-Convention Workshops

Besides the Farm Market Bus Tour, several special workshops will be offered on Monday, January 28, the day before the
(continued on page 12)

We Need Your Help at the Farm Show!

Each year over 200 PVGA members and friends volunteer at the PVGA Food Booth at the Pennsylvania Farm Show in Harrisburg. We need at least 25 volunteers in the booth at all the times. Since the Farm Show runs from 8:00 a.m. to 9:00 p.m., we need two shifts to completely cover each day from January 4 to 11, 2020. That translates into a lot of volunteer hours. Plus, this year we will again be open the afternoon of Friday, January 3, from noon to 9:00 p.m.

You say you don't come to the Farm Show? Why not break tradition and come for once? It's worth the trip just to volunteer your time to the Association and any farmer is bound to see at least a few things of interest at the Farm Show. There is a wide array of exhibits throughout the Complex. Are you really too busy in the middle of the winter to take a day off to help support vegetable and small fruit research? Last year we earned about \$195 for each volunteer shift enabling the Association to give over \$83 per member to Penn State research.

We are grateful to the many PVGA members who help out each year but we need new volunteers each year. If YOU have never helped before, PLEASE call us today at 717-694-3596 and volunteer for 2020. You'll be helping your Association besides having an enjoyable time.

NEWS



**Pennsylvania
Vegetable Growers
Association**

*An association of
commercial vegetable,
potato and berry growers.*

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Lititz

Robert Shenot '22

Wexford

Jeffrey Stoltzfus '20

Atglen

Mark Troyer '21

Waterford

Executive Director

William Troxell

Richfield

Six PVGA Scholarships to be Offered for 2020

The Pennsylvania Vegetable Growers Association is pleased to be able to offer two Rudolph Grob Memorial Scholarships each year to a child or grandchild of a PVGA member who is pursuing higher education with the goal of working in production agriculture. Six scholarships will be available in 2020 because in 2017 only one application was received, in 2018 no applications were received and in 2019 only one was received.

The Association gives the annual scholarships in the amount of \$1,000 in memory of Rudolph Grob of Millersville who served the Association for 50 years as a Director, 20 years as Secretary Treasurer and for over 20 years as manager of the Association's Farm Show Booth. Mr. Grob was a horticulture graduate of Penn State University who was employed for many years at Funks Farm Market in Millersville. The funds for the scholarships are generated by a portion of the interest earned by the Association's Keystone Fund, an endowment-type fund created by the voluntary extra dues paid the Keystone Members of the Association.

The purpose of the scholarships is to assist children and grandchildren of Association members in obtaining a degree that will enable them to pursue a career in the vegetable, potato or berry production industries. Currently applicants must meet the following criteria:

- be the child or grandchild of an Association member who has been a member in good standing for at least one year
- be enrolled in a two-year or four-year degree program;
- be in good academic standing; and
- be intent on pursuing a career in the vegetable, potato, or berry production industries.

The Board will be considering broadening the criteria for the scholarship at their meeting in January. Any changes will be announced in February.

Applications are now being accepted for the 2020 scholarships. The deadline is March 31, 2020. Applications are reviewed by the Association's Scholarship Committee which determines who receives the scholarships. The current committee members are: Carolyn Beinlich, Keith Eckel, Curtis Kaelin, Michael Orzolek and Hilary Schramm, Jr.

The \$1,000 scholarships are awarded for a one-year period. Recipients may apply for a renewal although preference will be given to other qualified students over previous recipients. It is not a need-based scholarship. Payment of the funds is made directly to the institution.

The following items must be included with a completed application form:

- A copy of the most recent academic transcript.
- Two letters of reference from someone outside of the immediate family.
- A typed essay (approximately 500 words) on one of the following topics:
 - Describe the biggest issue that has faced the Vegetable/Potato/Berry Industry in Pennsylvania in the last five years or that the Industry will face in the next five years and how you plan to deal with this issue in your future career, or
 - Describe your previous experiences with the Vegetable/Potato/Berry Industry and the role you hope to play in the Pennsylvania Vegetable/Potato/Berry Industry upon graduation.

Applications must be emailed or postmarked by March 31, 2020 and are available by contacting PVGA at 717-694-3596 or on the website at <https://www.pvga.org/services/rudolph-grob-memorial-scholarship/>. The committee may request to interview the applicant in person or by telephone as well as contact college or school advisors and/or references.

If you have a child or grandchild in college, encourage them to apply for the scholarships. If you would like to help support the scholarship effort, consider joining the Association as Keystone Member. While there is a suggested table of Keystone dues based on your gross income from vegetables, potatoes or berries, you are considered a Keystone Member if you pay dues of \$75 or more instead of the \$50 regular dues. The amount of Keystone dues over the \$50 regular dues is deposited in the Keystone Fund. The Keystone Fund principle is invested in interest-bearing accounts (money market accounts, certificates of deposit, a government bond fund and/or various stocks) while the interest is used to fund the two \$1,000 annual Grob Memorial Scholarships and vegetable research in the entomology and plant pathology departments at Penn State University.

The Pennsylvania Vegetable Growers News is the official monthly publication of the Pennsylvania Vegetable Growers Association, Inc., 815 Middle Road, Richfield, PA 17086-9205 phone and fax - 717-694-3596, email - pvga@pvga.org website - www.pvga.org

Our Mission:

The Pennsylvania Vegetable Growers Association serves Pennsylvania's commercial vegetable, potato and berry growers through education, research, advocacy and promotion.

Our Vision:

The Pennsylvania Vegetable Growers Association will be the driving force in ensuring the future viability of the commercial vegetable, potato and berry industries in Pennsylvania.

Inquiries about membership, this publication or advertising rates should be directed to William Troxell, Executive Director, at the above addresses.

PVGA Committees and Board Meet in State College for Strategic Planning

Since 2016, most of the major PVGA committees have had face-to-face meetings on the day prior to the December Board of Directors meeting in a "Committee Day" event. This year, the committee and Board members worked with Gregg Robertson of Conewago Ventures to update the Association's strategic plan that was developed five years ago. After the morning strategic planning session, the Leadership and Recognition, Educational, Government Affairs, Administrative, Berry and Potato Committees met to make recommendations to the Board about their respective areas of programming. The meetings were held at the Wyndham Gardens in Boalsburg on Monday, December 9, 2019.

The Vegetable Marketing and Vegetable Research Committees, the two other major committees, are joint committees with the Pennsylvania Vegetable Marketing and Research Program (PVMRP). Those committees met in November in conjunction with the PVMRP Board meeting to make vegetable promotion plans for 2020 and to evaluate the vegetable research pre-proposals respectively.

Some of the actions taken by the Board of Directors were:

- approved the minutes of the July 30, 2019, meeting;
- approved the financial reports which showed a value of \$233,429 in the General Fund, \$175,337 in the Keystone Fund, and \$14,940 in the Onion Committee Fund;
- confirmed actions of the Executive Committee in raising the advertising rates, retaining Stanley Heintzelman to review the 2017 financial records, and hiring Gregg Robertson to conduct the strategic planning sessions;
- tabled making changes in the scholarship criteria until the January meeting;
- recommended that the members approve changes to the Bylaws at the Annual Meeting to allow the transition to a 501(c)3 organization and otherwise update them (see separate article on the Annual Meeting);
- approved recommendations for several awards that will be announced in January;
- voted to move funds from Vanguard bond fund accounts to Dodge and Cox bond fund accounts and to discontinue monthly transfers from the general checking account to the Dodge and Cox bond fund account;
- considered several suggestions to encourage new and continued memberships;
- decided to decrease the amount budgeted for local meeting grants to \$1,500 since that amount would cover the grant requests received recently;
- instituted a monthly "On the Farm" column in the newsletter by a member of the Board of Directors;
- recommended to the members a series of Policy Resolutions for adoption at the Annual Meeting (see separate article on the Annual Meeting);
- agreed to work with Penn State University and Dr. Majid Foolad to develop an agreement to allow several growers to trial some of the new fresh market tomato varieties being developed by Dr. Foolad;
- decided to use the pre-made vegetable and chicken corn soups from ASK Foods at the Farm Show booth;
- approved a written job description for the members of the Board of Directors;

- adopted an updated version of the Standing Rules for the Association; and

- approved the following donations, sponsorships and promotions for 2020:

- National Ag County Agents Convention (Donations)	\$500
- Farm Show Reception Sponsorship (Donations)	\$500
- Farm Show Public Officials Day (Donations)	\$500
- Ag In The Classroom Program (Donations)	\$500
- Ag Science Education Mobile Lab (Donations)	\$500
- Capitol Hunger Garden (Donations budget)	\$200
- Dela. Valley Univ. A-Day Program Ad (Promotions)	\$125
- Ag Progress Days Booth with PVMRP (Promotions)	\$350
- Farm-City Day Vegetables (Promotions)	+ \$50
- Farm Show Vegetable Cooking Demos (Promotion)	\$1,650
- PASA Conference Program Ad (Membership)	\$310
- Keystone Cornucopia Reception (Legislative)	\$200
- Ag Council Research Tour (Legislative)	\$100
- Farm Show Livestock Sale (Farm Show Booth)	+ \$100
- Farm Show Bus Transportation (Farm Show Booth)	+ \$300
- Farm Show Food Court Cleaning (Farm Show Booth)	+ \$500
- Farm Show Visitor's Guide Ad (Farm Show Booth)	\$750
- Banquet at Convention (Convention)	\$500
- Ice Cream Social at Convention (Convention)	\$800 to \$1,100.

The Board also received various other reports. The next meeting will be January 27, 2020, at the Hershey Lodge during the Mid-Atlantic Fruit and Vegetable Convention.

Respirator Fit Testing Available at Convention

The label on some pesticides require the use of a respirator when handling them. A professionally fitted respirator provides the best level of protection to the applicator. Job duties involving pesticides that could require the use of a respirator and fit testing would include: the mixing and loading of certain concentrated pesticides, the application of pesticides to areas such as orchards, greenhouses, confined spaces (i.e., crawl spaces, bins, silos) and fumigation areas. Fit testing assists individuals in satisfying the Worker Protection Standard (WPS) and OSHA regulations.

In addition to the actual fit testing, a training component is also required.

In 2020, respirator fit testing and training will be available through Penn State in conjunction with a handful of meetings across the state with funding from the Pennsylvania Department of Agriculture. Completion of a medical clearance form is required and it would be helpful to complete prior to a scheduled event. For those attending the Mid-Atlantic Fruit and Vegetable Convention, fit testing sessions will be conducted throughout the afternoon of Tuesday, January 28th (noon-5:00 p.m.) and morning of Wednesday, January 29th (8:00 a.m.-noon). Simply stop by the Tower Room during those times to get your respirator fit tested. Contact Joel Imgrund at 570-556-4755 or jci101@psu.edu if you would like to pre-register (not necessary) for this fit testing, find out the scheduling details, or have a medical clearance form sent to you. Please bring the respirator that you use to the test site and arrive clean shaven. Joel can also provide information on future respirator fit testing sites being planned.

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PVGA Annual Meeting... (continued from page 1)

members. Ballots must be postmarked by January 15, 2020 and the results will be announced at the Annual Meeting. All members are urged to vote in the election.

Two years ago the members approved changes to the Association's constitution to allow the Board to appoint one director to a three-year term each year. When the mail-ballot election system was instituted the Leadership and Recognition Committee adopted the practice of nominating several more candidates than seats available. Obviously, the vote of the members determines who is elected but the results may result in certain groups (such as potato growers, processing growers, berry growers, women, etc.) or areas of the state not being represented on the Board. Thus after the results from the member balloting are determined, the Board selects an additional Board member to help insure the diversity of the Board. Implementing this system two years ago resulted in the Board of Directors having 21 members for 2018 because the members elected six members and the Board appointed a seventh. Beginning with 2019 only five Directors were elected by the membership so that over a three-year period, the number of Directors will gradually return to 18.

Over the past several years, as a result of the strategic planning initiative in 2014, the Capacity Development Committee has been working to enable the Association to expand its staff capacity to serve Pennsylvania growers. One of the changes they have been working on is changing the tax status of the Association from a 501(c)5 agricultural non-profit to a 501(c)3 charitable educational non-profit organization. That would make the Association eligible for certain grants it is currently not eligible for and also make contributions or bequests from members tax-deductible. Last year the members approved changes to the Constitution (which including changing the name of that document to Bylaws) to allow the transition to the 501(c)3 status and this summer at special meeting approved amendments to the Articles of Incorporation. We have since learned that several changes need to be made to the Bylaws to be consistent with the Articles of Incorporation and otherwise make some updates. These proposed changes are as follows:

Article I Name

Section 1 The name by which this organization shall be known is ~~The~~ "Pennsylvania Vegetable Growers' Association" (hereafter referred as the "Association" or "Corporation").

Section 2 The Association shall be incorporated as a non-profit corporation ~~and operated exclusively for charitable, educational and scientific purposes consistent the Internal Revenue Service requirements for a 501(c)3 organization~~ with offices at a location determined by the Board of Directors.

Article II Purpose

Section 1 ~~To unite in common organization those engaged in the production, handling or processing of Pennsylvania grown vegetables and small fruits and of others whose business welfare depends at least partially upon the economic efficiency of the Pennsylvania vegetable and small fruit industries.~~

Section 2 ~~To provide educational opportunities, information and materials to keep members of the vegetable and small fruit industries abreast of the latest developments.~~

Section 3 ~~To promote the vegetable and small fruit industries of the Commonwealth and their products in whatever way possible.~~

~~**Section 4** To encourage and support vegetable and small fruit research to increase the profitability of the industries.~~

~~**Section 5** To represent the interests of the vegetable and small fruit industries to the public and government officials although no substantial part of the activities of the Association shall involve~~

~~attempting to influence legislation.~~

~~**Section 6** To engage in any other activities that will benefit the vegetable and small fruit industries.~~

The purposes of the Association are as provided in the Articles of Incorporation.

Article III Membership

Section 1 Any person or organization ~~covered by Article II, Section 1,~~ with an interest in the purposes of the Association as stated in Article II may become a member by payment of an annual dues. Memberships expire on the day of the next annual meeting unless renewed.

Section 2 Dues and membership classification are to be determined by the Board of Directors and included in the Standing Rules.

Section 3 Each member shall be entitled to one vote in transacting business at any association meeting. The Board of Directors may authorize certain classes of associate members to vote.

Article VII Other Committees and Task Forces

Section 3 ~~The President shall appoint the members of all committees and task forces at the beginning of his or her term of office. The Executive Director shall appoint the members of the committees and task forces unless the Board provides otherwise in the Standing Rules.~~

Section 4 ~~When committees are empowered by the Board to make final decisions on matters, a~~ A simple majority of the number of the appointed members of a committee or task force present at any meeting shall constitute a quorum and questions shall be carried by simple majority of those present. The members of a given committee may be polled by telephone or mail on specific issues or questions, in which case a majority of the total number of appointed members shall be necessary to carry a question. ~~When committees are simply preparing recommendations for the Board, quorums will not be necessary.~~

Article VIII Association Meetings

Section 1 The annual meeting of the Pennsylvania Vegetable Growers' Association shall be held each winter in conjunction with an annual educational conference at such time and place as the Board of Directors shall determine.

Section 2 ~~The order of business at agenda at the annual meeting shall be include:~~

- (1) Proof of notice of the meeting
- (2) Reading and disposal of minutes
- (3) Annual reports of officers and committees
- (4) ~~Election of directors~~ Announcement of director election results
- (5) Unfinished business
- (6) Review of Policy Resolutions
- (7) New business
- (8) Adjournment

Section 3 A summer field day, tour or educational meeting shall

(continued on page 6)



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NEWS

PVGA Annual Meeting... (continued from page 4)

~~be held each year at such time and place as may be designated by the Board of Directors.~~

Section 4 3 Special meetings of the Association may be called by the Board of Directors.

Section 5 4 Members shall be given 15 days notice by mail of all meetings of the Association. The notice shall include an agenda of all major items of business expected to be acted upon and the text of any policy or major resolutions.

Section 6 5 Twenty-five members or two-thirds of the Board of Directors shall constitute a quorum at all meetings of the Association.

Article XII Dissolution

~~**Section 1** In the event of the merger or dissolution of the Association for any reason, all money and securities or other property of whatsoever nature which at the time be owned or under the absolute control of the Association shall be distributed at the discretion of the Board of Directors, or such other persons as shall be charged by law with the liquidation or winding up of the Association and its affairs, to an organization of its choosing which is exempt under Section 501(c)(3) of the Internal Revenue Code or the corresponding section of any future federal tax code, ideally one that has some relation to the agricultural/horticultural purposes for which the Association was originally organized.~~

In the event of the liquidation, dissolution, or winding up of this Corporation, the assets or property of the Corporation shall be distributed as outlined in the Articles of Incorporation.

Article XV Amendments

Section 1 The Bylaws of this Association may be amended by a two-thirds vote of the members present at any annual or special meeting provided that notice of such proposed amendment is included in the call for this meeting.

At the Annual Meeting, the members will also receive reports on membership, finances, the Farm Show food booth and the other activities of the Association.

The following additions to the Association's policy resolutions are being proposed for adoption by the members at the Annual Meeting. The underlined text is to be added to the resolutions.

The Association is on record as:

State Resolutions

1. Urging the Farm Service Agency (FSA) State Committee to actively inform growers of the differences between "Jack-O-Lantern pumpkins" and "Howden pumpkins" for the purposes of reporting their pumpkin acreages to FSA and to explain the possible consequences of how they report their pumpkin acreages.
2. Opposing the closing of Regional Department of Agriculture Offices.
3. Supporting online enrollment or reenrollment of lands for DMAP and Red Tag programs.
4. Supporting the increase of Red Tag and DMAP permits to 4 per hunter per property enrolled in the respective programs.
5. Supporting a requirement for PennDOT to notify CDL drivers and commercial truck owners of Spotted Lanternfly regulations and penalties with their license and registration renewal.

6. Supporting a 50-mile radius of operation from the farmer's farm(s) for farm vehicles with the Type B and Type C biennial certification of exemption.
7. Supporting research funding on the effect of new insecticides, seed treatments and diseases on honeybees.
8. Supporting the exemption of H-2A workers' wages from state unemployment contributions.
9. Supporting the state funding of the review of any mandated DEP permit instead of by the permit holder.
10. Supporting the elimination of all permit fees for farmers to repair or replace non-public agricultural culverts, pipes or bridges.
11. Supporting a requirement for government agencies and authorities levying Stormwater Management Fees to offer offsetting credits to those fees for the following:
 - a) Each acre of compliance under each of the following: an NRCS or County Conservation District approved Conservation Plan, an Erosion and Sediment Plan, an Act 38 Nutrient Management Plan, and/or an implemented NRCS Comprehensive Nutrient Management Plan.
 - b) Each approved Manure Management Plan.
 - c) Erosion controlling structures including diversion ditches, grass waterways, stone waterways and terraces.
 - d) NRCS or County Conservation District approved manure holding structures.
 - e) Each acre of forested or wooded acres.
 - f) Positive ratios of pervious to impervious areas."
12. Opposing any fee, tax or ordinance based on stormwater runoff.

State and Federal Resolutions

1. Supporting increased efforts by the state and federal governments to facilitate broadband internet access to all areas of the state.
2. Supporting the exemption of Pennsylvania agriculture from Municipal Separate Storm Sewer System (MS4) requirements mandated under the Federal Clean Water Act, and the funding by the state of all mandated Municipal Separate Storm Sewer System (MS4) implementation practices.
3. Supporting the use of water quality monitoring in local watersheds for the verification of theoretical data in the Chesapeake Bay Model.
4. Supporting the use of genetic engineering of potatoes and the modern, enhanced potato breeding methods that enable breeders to improve potato varieties much sooner than traditional breeding methods.

Federal Resolutions

1. Supporting farm labor reform to ensure growers with access to an adequate legal labor force but opposing the Farm Workforce Modernization Act in the form passed by the House of Representatives.
2. Supporting a requirement for the operator of the UAS to gain the written consent of the landowner and/or farm operator if the UAS will be operating above the landowner's private property.
3. Supporting a requirement by the U.S government, as part of the private-government relationship with the National Crop Insurance Services, (NCIS), that the NCIS Board of Directors include at least one active farmer from each of the five major geographical regions of the United States.



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NEWS

National New Briefs

U.S. House Passes Ag Labor Bill

The U.S. House this week passed an agricultural labor reform bill that seeks to expand farms' access to foreign guest workers for both year-round and seasonal labor but falls short of addressing Farm Bureau's policy objectives. The Farm Workforce Modernization Act cleared the House with a 260-165 vote and now heads to the Senate for consideration. While reforming agricultural labor is a key priority, Farm Bureau continues to have concerns over aspects of the legislation, namely that it would continue some of the high costs associated with the current H-2A program and would open up farm employers to a greater risk of being sued by workers. Farm Bureau does not support the bill in its current form but will continue to advocate for changes to bring it more in line with farmers' needs. "We will turn our attention to the Senate where we hope legislation is crafted that provides long-term solutions to the farm labor crisis," American Farm Bureau President Zippy Duvall said. "Farmers need meaningful reform that addresses the concerns of both workers and growers." Expanding farms' access to labor has been a key priority for Farm Bureau as many farm employers have found the H-2A program is not working for them. The need for access to year-round workers (the current program only allows for seasonal labor) is especially relevant in Pennsylvania, where major segments of the state's agricultural industry, dairy and mushrooms, require workers throughout the year.

From Farm Bureau Express, Penna. Farm Bureau, December 13, 2019.

U.S. House Could Vote on USMCA Soon

The U.S. House is expected to vote the third week of December on the Farm Bureau-supported U.S.-Mexico-Canada Agreement, a new trade pact that would replace the North American Free Trade Agreement and expand market opportunities for American farmers. House Democratic leaders and Republican President Donald Trump's administration reached an agreement this week on changes to move the pact forward for a vote. House Speaker Nancy Pelosi has said she plans for that to happen next week. The measure won't likely be taken up by the Senate until 2020 as Senate Majority Leader Mitch McConnell has said his chamber isn't likely to vote on the deal until after the separate issue of Trump's impeachment trial. USMCA has been a key priority for Farm Bureau. The deal is expected to increase U.S. agriculture exports by \$2 billion and result in a \$65 billion increase in gross domestic product. Among other provisions, the pact provides new market access for U.S. dairy and poultry, including giving American dairy producers greater access to Canada's protected market. American Farm Bureau President Zippy Duvall urged Congress to move quickly to ratify USMCA. "Agriculture is at a critical crossroads with the downturn in commodity prices, losses from natural disasters and the trade war," Duvall said. "This is an opportunity for Congress not only to help U.S. farmers and ranchers turn the corner on trade, but also show that Washington can still get things done on a bipartisan basis."

From Farm Bureau Express, Penna. Farm Bureau, December 13, 2019.

Sign Up Now for Expanded Conservation Reserve Program

The sign-up period opened this week for the U.S. Department of Agriculture's Conservation Reserve Program, which encourages farmers to implement conservation practices on their land. Farmers who enroll land in the program receive a yearly rental payment for voluntarily establishing long-term practices to control soil erosion, improve water quality and develop wildlife habitat on marginally productive agricultural land. The 2018 Farm Bill lifted a cap on the number of acres enrolled in the program to 27 million from 22 million. That means that more farmers will have an opportunity to participate than in previous years. Farmers have until Feb. 28 to apply for the general CRP, a competitive program in which bids for enrollment are ranked based on environmental benefit. Enrollment for the continuous CRP, which targets environmentally sensitive lands, can happen at any time. Funding for continuous CRP in the 2018 Farm Bill is targeted at practices that improve water quality such as contour grass strips, filter strips, riparian buffers and wetlands. To learn more or apply, contact your local Farm Service Agency county office.

From Farm Bureau Express, Penna. Farm Bureau, December 13, 2019.



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NEWS

State News Briefs

Pennsylvania Adopts 'Purple Paint Law'

A proposal to make it easier for farmers and other landowners to post their land to prohibit hunting and other trespassing is now law.

Gov. Tom Wolf recently signed House Bill 1772 following its passage by the General Assembly. The measure, sponsored by state Rep. Dawn Keefer of York County, allows landowners to apply stripes of purple paint on trees or fence posts in lieu of posting "no trespassing" signs.

The paint stripes will carry the same legal weight as signs. The paint stripes must be at least eight inches long by one inch wide, between three and five feet off the ground and no more than 100 feet apart. So called "purple paint laws" are already on the books in several other states.

Pennsylvania Farm Bureau advocated for the law and believes that posting properties with purple paint offers landowners an easier and less expensive option than posting signs, while sending just as clear a message. In addition, paint stripes do not require the upkeep that signs do and are not as easily defaced or removed.

From Penna. Agricultural Alliance Issues Update, Penna. Farm Bureau, December 2019.

Trespass Laws Strengthened Amid Limited Sunday Hunting Expansion

Landowners will be protected with stronger trespass laws as part of a limited expansion of Sunday hunting in Pennsylvania.

Gov. Tom Wolf today signed Senate Bill 147, following its passage last week by the General Assembly. The legislation allows expanded Sunday hunting on three Sundays while strengthening hunting related trespass violations to a primary offense with stricter penalties.

Pennsylvania Farm Bureau was neutral on the bill. In 2018, PFB members affirmed that they do not support expanding Sunday hunting but provided a set of criteria that would allow the organization to be neutral on a Sunday hunting bill. After amendments, Senate Bill 147 met those conditions, which included limiting the expansion to three Sundays, strengthening trespass laws and requiring hunters to obtain prior written permission from private landowners when hunting on Sundays. Discussions over Sunday hunting also cleared the way for passage of the "purple paint bill."

The new law will not take effect until 90 days, which means that the expansion will not happen this calendar year.

From Penna. Agricultural Alliance Issues Update, Penna. Farm Bureau, December 2019.

Small Business Tax Reform Bills Advance

A pair of bills that aim to bring Pennsylvania's small business tax policies more in line with federal standards have cleared their first hurdle in the General Assembly.

House Bill 105, sponsored by Rep. Jim Cox of Berks County, and House Bill 333, sponsored by Rep. Eric Nelson of Westmoreland County, cleared the State House Finance Committee recently and can now be considered by the full chamber.

House Bill 105 would allow small businesses to use like-kind exchanges at the state level, which is allowed by federal law and by every other state. House Bill 333 would increase the level of equipment depreciation small businesses can deduct to \$1 million from the current \$25,000.

Third piece of the package has not yet cleared the committee. House Bill 1603, sponsored by Rep. Seth Grove of York County, would allow small businesses to deduct losses against income in future years.

From Penna. Agricultural Alliance Issues Update, Penna. Farm Bureau, December 2019.

Encourage Schools to Apply for New Farm-to-School Grants

A new state grant program aims to strengthen Pennsylvania students' connection to agriculture by funding get local food into schools and/or educate students about farming. This is a great opportunity for farmers and county Farm Bureaus to partner with their local school districts on projects that educate students about agriculture, such as field trips to farms or at school events that teach students where their food comes from. Schools can also receive grants to buy food directly from local farms for school lunches. Be sure to talk to your school district right away about these opportunities because districts must apply for the grants by **Jan. 15**. In addition to public school districts, charter and private schools may also apply as long as they offer pre-kindergarten classes, kindergarten, and/or elementary education through fifth grade. The new Farm to School Grant Program is part of the recent Pennsylvania Farm Bill, which Pennsylvania Farm Bureau supported.

From Farm Bureau Express, Penna. Farm Bureau, December 13, 2019.

(continued on page 11)

HEALTHY PREDATORS, PARASITES ON PATROL

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State News Briefs *(continued from page 10)*

DEP Offers Small Business Grants to Agricultural Producers

Agricultural producers can participate in the DEP Small Business Advantage Grant to help cover expenses for projects that promote energy efficiency, protect natural resources and/or prevent pollution.

Qualified agricultural projects would receive matching funds for riparian buffers to prevent sediment and nutrients from entering streams, stream bank fencing and storm water management projects. The Small Business Advantage Grant will provide matching funds of 50 percent up to \$7,000 for costs incurred between July 1, 2019 to June 20, 2020.

Applications will be received until April 12, 2020 unless the funds are exhausted beforehand. The application will need to be submitted electronically at the Commonwealth's Single Application for Assistance website: www.esa.dced.state.pa.us/login.aspx.

From Penna. Agricultural Alliance Issues Update, Penna. Farm Bureau, December 2019.

Scholarships Available for Students Pursuing Agriculture Careers

Students who are pursuing careers in agriculture and related fields can apply for a \$1,500 scholarship through the America's Farmers Grow Ag Leaders program.

The scholarship, sponsored by Bayer Fund, is open to student enrolled or planning to enroll in trade schools, community colleges or four-year universities.

The deadline to apply is Jan. 15. To learn more, visit www.americasfarmers.com/grow-ag-leaders.

From Penna. Agricultural Alliance Issues Update, Penna. Farm Bureau, December 2019.

Video Contest Asks Students to Examine Future of Agriculture

The Pennsylvania Senate is encouraging students across the state to brainstorm new ways to support farmers and encourage the next generation of farmers through a video competition.

The "Talk to Your State Senator" video contest is open to Pennsylvania middle and high school students. Working individually or in groups, students may submit a video up to three-minutes long that addresses how the state can help preserve its agricultural heritage.

There will be separate contests for grades six through eight and nine through 12 and the top three winners in each age category will receive \$2,500, \$1,500 and \$1,000 respectively to be deposited directly into a 529 college savings account.

The deadline to apply is Jan. 31. See full contest rules and apply at www.legis.state.pa.us/talk-to-your-state-senator.

From Penna. Agricultural Alliance Issues Update, Penna. Farm Bureau, December 2019.



Seed and Service

Stokes Seeds offers a comprehensive product line from world-class suppliers for commercial growers of all sizes.

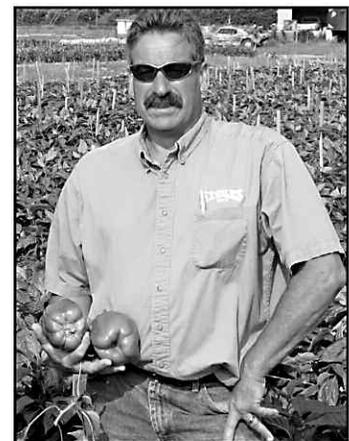
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CONVENTION

2020 Convention... (continued from page 1)

main Convention opens. PRE-REGISTRATION IS REQUIRED FOR THESE WORKSHOPS ALONG WITH THE WORKSHOP FEE. Unless otherwise noted, workshops will be conducted at the Hershey Lodge in Hershey. Further information on any of the workshops is available on the convention website at www.mafvc.org.

Tomato School - \$85 includes lunch and handouts - 9:00 a.m. to 4:00 p.m.

Tomatoes offer the best financial return per square foot of any commercial vegetable crop in the Mid-Atlantic region despite significant production challenges that can impact the yield and quality of the crop. Join our outstanding team of experts as they cover the key topics regarding commercial tomato production in the Mid-Atlantic. Topics include market trends and economic potential; economics of field, high tunnel, and greenhouse; growing systems; varieties; sprayer technologies; nutrient management; pollination; bio-based pest and disease control; and harvest and post-harvest handling.

CBD Hemp Production Intensive for Growers – Offsite at Penn State Harrisburg. Early Bird registration is \$125 before January 2, Regular registration is \$150. Registration deadline is January 17, 2020, Registration is limited. The workshop will run from 9:00 a.m.- 5:00 p.m. and cover the following topics: Propagation for CBD; In-Season Management of the Crop; Mineral Nutrition; BioControls; Phytochemical Testing; Harvesting; Marketing; and Contracting with an opportunity for Industry Networking.

Bees, Pollinators, and Pollination - \$40 includes lunch (Attendance capped at 40) 9:00 a.m.- 4:15 p.m.

We'll use hands-on identification, talks, and discussions to provide a well-rounded understanding of the diversity of bees in your farmscape, the pollination services they provide, and opportunities to help support their populations. We'll provide a structure of understanding the full array of bee species in the MidAtlantic, their current status, the stressors they face, and what you can do to support them. This program is appropriate for farmers growing bee-pollinated crops and those managing lands who wish to support bee populations.

FSMA - \$35 includes lunch 9:00 a.m.- 5:15 p.m.

This training is for fruit and vegetable growers and others interested in learning about: produce safety, the Food Safety Modernization Act (FSMA) Produce Safety Rule, Good Agricultural Practices (GAPs), and co-management of natural resources and food safety. This PSA course is one way to satisfy the grower training requirement of the FSMA Produce Safety Rule as outlined in Section 112.22(c). Participants in the course will learn about:

- Microorganisms relevant to produce safety and where they may be found on the farm;
- How to identify microbial risks, practices that reduce risks, and how to implement produce safety practices on the farm;
- Requirements in the FSMA Produce Safety Rule and how to meet them.

After attending the entire course, participants will be eligible to receive a certificate from the Association of Food and Drug Officials (AFDO) that verifies they have completed the training course.

PA Pesticide License Training - \$65 includes lunch and manual 9:00a.m. – 4:00 p.m.

If you intend to purchase and/or apply restricted use pesticides for the purpose of producing an agricultural commodity on land which is owned or rented by you, then you need a Pennsylvania Department of Agriculture Pesticide License. To become a certified private applicator, testing is required. This full day session on January 27 will cover the basics and prepare you for the pesticide applicator's exam which will take place the next morning, January 28, from 8:30 AM – 11:30 a.m.

Cultivating Leadership - \$40 includes lunch 10:00 a.m. – 4:00 p.m.

Penn State Extension's Leadership Network will facilitate this workshop for specialty crop growers, managers and supervisors looking for strategies for quality management and leadership. The speakers will cover the following topics: Managing for Stress; Enhancing Your Mentoring; Growing a Motivated Horticultural Team; Cultural Competency Toolkit for Your Farm; and Fostering Creativity and Peak Performance

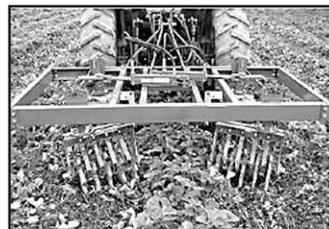
Lancaster County Farm Market Bus Tour - \$60 includes lunch. This popular annual bus tour will visit the following markets and farms. Register early to ensure a seat on the buses.

Good Harvest Farms/Good Harvest Supply and Greenhouse - Strasburg, PA

www.goodharvestfarms.com Good Harvest Farms grows fruit, vegetables, hydroponic lettuce, herbs, and flowers. We'll visit

(continued on page 13)

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CONVENTION

2020 Convention... (continued from page 12)

the 50,000 square foot greenhouse facility used for growing hanging baskets, transplants, and nursery stock; and tour the 4000-square-foot hydroponic greenhouse. In this greenhouse, lettuce and herbs are grown year round using supplemental LED lighting.

Cherry Crest Adventure Farm - Ronks, PA

www.cherrycrestfarm.com Located in the heart of PA Dutch Country, Cherry Crest Adventure Farm is 200-acre family-owned farm with 30 acres devoted to agritainment - featuring over 50 different activities for families. We'll meet with the owners and learn about the history of the farm and how the operation has grown and changed over the years.

Kitchen Kettle Village - Intercourse, PA

www.kitchenkettle.com Kitchen Kettle Village is a quaint, walkable village of local cooks, quilters, and shopkeepers consisting of over 40 shops and restaurants. Family members or key personnel of this three-generation operation will meet with us to discuss the business history, and we'll get a behind-the-scenes peek into the jam and relish-making kitchen. We'll enjoy lunch at one of the restaurants and have time for exploring and shopping built into the schedule.

Harvest Lane Farm- Lititz, PA

www.harvestlanefarmmarket.com When we visited Harvest Lane Farm Market in 2018, this business's hydroponics greenhouse was just getting off the ground. This year, we'll have a follow-up visit to the nearby 3,000 sq-ft hydroponics greenhouse where fresh greens for the farm market are grown.

Masonic Village Farm Market - Elizabethtown, PA

www.mvfarmmarket.com The Masonic Village Farm Market and bakery is open all year. In the nearby orchards, sweet and tart cherries, peaches, nectarines, plums, pears, and over 60 varieties of apples are grown. We'll hear about farm and farm market operations, including the farm's experiences with adding a new market café in 2015, and with initiating an Orchard 2 Office produce delivery system.

Annual Growers Banquet

Many of you plan to gather with friends for the evening meals at Hershey. Why not plan to join a larger group of friends and fellow growers at the Annual Fruit and Vegetable Growers Banquet on January 28. There will be door prize drawings for the ladies and brief presentations by the participating grower organizations. PVGA will present its twenty-first Annual Award at the Dinner and a Life Membership. Tickets for the banquet and reception are \$35.

Spanish Session

In an effort to provide additional education to Hispanic orchard employees, Penn State Cooperative Extension is again organizing a special session in Spanish to be held on Wednesday, January 29 at the Convention. Various relevant fruit and vegetable production topics will be presented. All are welcome and a complimentary lunch is included, so please encourage your Hispanic friends and workers to attend the day's seminars and trade show.

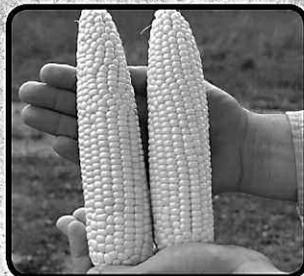
(continued on page 14)

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CONVENTION

2020 Convention... *(continued from page 13)*

Attendees must pay the regular registration fee. Employees of PVGA members are eligible for the \$60 pre-registration rate.

Ice Cream Social

After you have enjoyed dinner on your own on Wednesday, January 29, come to the Great Lobby outside the trade show hall for the twentieth annual PVGA Ice Cream Social from 7:00 to 8:00 p.m. The social will be open to all Convention attendees, so come early to enjoy a visit with old friends and to meet new friends. This year we are adding a new twist to the Ice Cream Social by designating different tables for roundtable discussions on the following topics: High Tunnel Tomatoes, Labor, Marketing Brags & Blunders, Wildlife Controls, Farm Transition, Sprayers, Making the Most of PA Produce Month. While you can still come just to enjoy the ice cream, we hope the designated tables will foster some valuable networking between growers. The ice cream will only be served until 8:00 p.m. but you can continue to visit for as long as you like.

The Hershey Lodge

The Hershey Lodge offers an indoor pool and water park, exercise and game room, and restaurants while the Hershey area has an outlet center, Chocolate World and other attractions that will appeal to whole family. So why not plan a mid-winter vacation at the Lodge. In case of a winter storm, you can still attend all the Convention events without setting foot outside - the Convention will go on regardless of the weather. A special Convention room rate makes the Lodge more affordable. Rooms are \$154 per night for up to four persons. To make a reservation, call 1-800-HERSHEY or 717-533-3311 and tell them you are with the Mid-Atlantic Fruit and Vegetable Convention. Staying at the Hershey Lodge rather than some other motel ultimately enables us to keep the registration prices down. Plan now to spend the week in Hershey.

Pre-Register

There is no better opportunity for you to meet with vegetable, potato and small fruit experts from across the nation, dozens of vendors and fellow growers in one place. Plan now to be there! Remember that pre-registration helps us make better plans and can save you from waiting in a long registration line. You also save \$15 to \$30 by pre-registering by January 24. There is a pre-registration form in the November issue of the newsletter and on the Convention website at www.mafvc.org where you can also register online. Each member's membership renewal form, mailed by first-class mail to each member, is also a Convention registration form. You can also call PVGA at 717-694-3596 and we will be happy to mail or fax you a registration form. Walk-in registration at the Convention is also available. Checks must be used for all pre-registrations by mail. Cash, checks or credit cards are accepted at the Convention.

Convention Program

The following topics and speakers have been scheduled for the educational program at the 2020 Mid-Atlantic Fruit and Vegetable Convention. *Please note, speakers, topics, times and rooms in this program are subject to change. Check for updates on the website at www.mafvc.org. The printed program at the Convention will take precedence over any pre-convention programs. This list does NOT include the Tree Fruit, and Wine*

Grape sessions which are listed in the November newsletter and on the website.

** indicates topic expected to qualify for a category pesticide update training credit*

*** indicates topic expected to qualify for a core pesticide update training credit*

Tuesday Morning, January 28, 2020

Composting - Trinidad Room

9:00 **Composting Overview** - Yichao Rui, Rodale Institute

9:45 **Composting: How We Do It at Spiral Path Farm** - Mike Brownback, Spiral Path Farm

Legumes - Wild Rose Room

9:00 **Bush and Pole Lima Bean Production and Heat Tolerance in Limas & Snap Beans** - Emmalea Ernest, Univ. of Delaware,

9:45 ***What's the Latest in Snap Bean Weed Control?** - Dr. Mark Van Gessel, Univ. of Delaware

Basic Vegetable Production - Crystal Room

9:00 **Vegetable Growing Systems** - Dr. Stephen Reiners, Cornell Univ. (tentative)

9:45 ***Pest and Disease Management Considerations** - Dr. Beth Gugino, Penn State Univ.

(continued on page 15)

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CONVENTION

2020 Convention... (continued from page 14)

Sweet Potatoes - Empire Room AB

- 9:00 **Sweetpotato in Pennsylvania: the Roadmap for Adaptation and Adoption By Stakeholders** - Dr. Luis Duque, Penn State Univ.
- 9:45 **Sweet Potato Production – A Southern Perspective on Varietal Development, Culture, Nutrition, and Trends** - Dr. Don Labonte, Louisiana State Univ.

Alliums - Empire Room CD

- 9:00 ***Allium Leafminer - When and How to Control –** Dr. Shelby Fleischer, Penn State Univ.
- 9:45 ***Stemphylium Leaf Blight Management in Onions** - Dr. Sarah Pethybridge, Cornell Univ.

Farmers Health - Magnolia Room ABC

- 9:00 **Defend Yourself Against Ticks and Vector-Borne Diseases** - Karen C. Poh and Hannah S. Tiffin, Penn State Univ.
- 9:45 **Skin Cancer Prevention** - Laura Toole, Northeast Cancer Institute

Building Creative Displays - Cocoa Terrace/Cocoa 1

- 9:00 **Signage & Display Theory** - Brian Moyer, Tanya Lamo, Alicia Anderson - Penn State Extension
- 10:00 **Hands-On Display Building** - - Brian Moyer, Tanya Lamo, Alicia Anderson - Penn State Extension

Keynote - Nigerian/Trinidad Room

- 11:00 **Communication Bleeps and Blunders in Business** – Todd Hunt

Tuesday Afternoon, January 28, 2020

Tomatoes - Trinidad Room - sponsored by the American Vegetable Grower

- 1:30 **Tomato Variety Update** - Tom Pagels, Stokes Seed
- 2:00 ***Biopesticides to Control Spot, Canker in Greenhouse Transplants** - Dr. Francesca Rotondo, Ohio State Univ.
- 2:30 ***Update on Tomato Herbicides** - Dr. Mark VanGessel, Univ. of Delaware
- 3:15 **Fixing What Went Wrong in My Tomatoes** - Steve Bogash, Maronne Bio Innovations
- 4:00 **** Calculations for Mixing Small Amounts of Pesticides** - To Be Announced

(continued on page 16)

* indicates topic expected to qualify for a category pesticide update training credit

** indicates topic expected to qualify for a core pesticide update training credit

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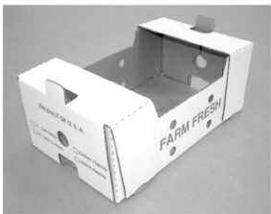
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CONVENTION

2020 Convention... (continued from page 15)**General Vegetables - Magnolia Room ABC**

- 1:30 ***Identification and Management of Foliar Diseases of Table Beets** - Dr. Sarah Pethybridge, Cornell Univ.
- 2:00 **When You Observe Your Crops, What Do You See?** - Denny Wildman, Advanced Ag East, LLC
- 2:30 **Tips for Small Potato Growers** - Robert Leiby, PA Potato Coop
- 3:15 **Basic Post Harvest Techniques** - Dr. Penelope Perkins-Veazie, NC State Univ.
- 4:00 **Are Farmers Making Any Money?** – Dr. Franklin Egan, PASA

Basic Vegetable Production - Empire Room CD

- 1:30 **Irrigation 101** - Bill Wolfram, Toro Ag Irrigation
- 2:00 **Soil, Tissue and Sap Test: Making Sense of the Numbers** - Krystal Snyder, Penn State Extension
- 2:30 **Economics: To Tunnel or Not to Tunnel** - Lynn Kime, Penn State Extension
- 3:15 **Crop Rotation Basics: Building a Multi-year Program on Limited Land** - Crystal Stewart, Cornell Cooperative Extension
- 4:00 **Veggie Starts 101: Brassicas to Tomatoes** - Nick Flax, Penn State Extension

Cole Crops - Empire Room AB

- 1:30 ***Disease Management: Alternaria Leaf Spot and Black Rot** - Dr. Francesca Rotondo, Ohio State Univ.
- 2:00 **Optimizing Cole Crop Fertility** – Dr. Stephen Reiners, Cornell Univ.
- 2:30 **New Brassica Varieties For the Northeast** - Jan van der Heide, Bejo Seeds Inc.
- 3:15 ***Lepidoptera Management 101** - Dr. David Owens, Univ. of Delaware
- 4:00 **Future of Marketing Cole Crops** – To be Announced

Soil Health - Crystal Room

- 1:30 **Soil Health Benchmark Study**- Dr. Franklin Egan, PASA
- 3:15 **Panel: Best Practices/ Q & A**- Kris Ribble, USDA-NRCS; Charlie White, Penn State Univ.; Yichao Rui, Rodale Institute

Wholesale Marketing - Wild Rose Room

- 1:30 **Industry Overview and Trends** – Mark Smith, Philadelphia Wholesale Produce Market
- 2:00 **Block Chain Marketing/Trackability**- Ed Treacy, Produce Marketing Association
- 3:15 **Retailer Panel** – Chris Keetch, GIANT; Andrea Karns, Karns Quality Foods; and Phil Bartocci, Primo Produce

Retail Marketing - Cocoa Terrace/Cocoa 1

- 1:30 **PA Farm Markets Update** - Brian Moyer, Penn State Extension & PA Farm Markets
- 2:00 **Keeping It Fresh with Marketing Ideas and Product Line** - Caleb Torrice, Tabora Farm Market
- 3:15 **To Be Announced**- Jen Brodsky, Poppy's Green Grocer
- 4:00 **Marketing Lessons from Abroad** - Carla Snyder, Penn State Extension

Wednesday Morning, January 29, 2020**Pumpkins/Vine Crops - Magnolia Room ABCD - sponsored by the American Vegetable Grower**

- 9:00 **Pumpkin Games - Worthwhile Fun with Worthless Pumpkins** - Jeff Stoltzfus, Penn State Extension
- 9:30 ****How FieldWatch Can Help With Pesticide Applications** - To Be Announced
- 10:15 ***Managing Fungicide Resistance in Vine Crop Diseases** – Dr. Margaret McGrath, Cornell Univ.
- 11:00 ***Update on Insect Control for Cucurbit Crops** – Dr. Thomas Kuhar, Virginia Tech
- 11:30 **PVGA Annual Meeting** – Crystal Room

General Vegetables - Crystal Room

- 9:00 ***Industrial Hemp IPM** - Dr. Thomas Kuhar and Katie Britt, Virginia Tech
- 9:30 **Asparagus Production Tips** - Thomas Ford, Penn State Extension
- 10:15 **Basic Growing Systems for Vegetables** - Dr. Timothy Elkner, Penn State Extension
- 11:00 **Biological/Biostimulants in Crop Production** - Dr. Michael Orzolek, Penn State Univ.
- 11:30 **PVGA Annual Meeting** – Crystal Room

(continued on page 17)

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CONVENTION

2020 Convention... (continued from page 16)

Greenhouse Ornamentals - Empire Room AB

- 9:00 ****Core Pesticide Topic** - Krystal Snyder, Penn State Extension
- 9:30 **Build a Better Garden-Retail Store** – Dr. Bridget Behe, Michigan State Univ.
- 10:30 **Best of the Penn State Flower Trials** – Sinclair Adam, Penn State Extension
- 11:15 **Diagnosing Floriculture Crop Issues** – Nick Flax, Penn State Extension

Organic Vegetable Production - Empire Room CD

- 9:00 **Habitat Plants to Support Beneficials in High Tunnels** – Dr. Margaret Skinner, Univ. of Vermont and Dr. Elsa Sanchez, Penn State Univ.
- 9:30 **Grafting for Organic Production** – Dr. Matthew Kleinhenz, Ohio State Univ.
- 10:15 **Saffron: A High Value Crop for Increasing Farm Revenues** – Dr. Margaret Skinner and Arash Ghalegholabbehbahani, Univ. of Vermont
- 11:00 **PA Preferred Petite Sweetpotato: Could It Be a Future Reality** – Dr. Luis Duque, Penn State Univ.
- 11:30 **PVGA Annual Meeting** – Crystal Room

Employee Recruitment and Retention - Cocoa Terrace

- 9:00 **Attracting the Best Employees to the Pennsylvania Fruit and Vegetable Industry** - Dr. Scott Sheely, PA Department of Agriculture
- 10:15 **Retaining Employees through Effective Team-Building and Communication** - Mary Jo Dudley, Cornell Farmworker Program; Dr. Kathleen Sexsmith, Penn State Univ.
- 11:00 **Workplace Preparedness for Future Challenges and Opportunities** - Dr. Ross H. Pifer, Penn State Law
- 11:30 **Industry Questions for Speakers**

Small Fruit - Wild Rose Room

- 9:00 **Quality and Storage Life of Berries** - Dr. Penny Perkins-Veazie, NC State Univ.
- 9:30 **What To Do After a Hailstorm** – Dr. Mark Longstroth, Michigan State Univ.
- 10:15 **Grower Innovations in Strawberry Production** – John Saylor, Saylor’s Farm
- 11:00 **Understanding Spring Frosts and Freezes** – Dr. Mark Longstroth, Michigan State Univ.
- 11:30 **A Glimpse into European Strawberry Production and Marketing** – Dr. Francesco Di Gioia, Penn State Univ.

Marketing 101 - Trinidad Room

- 9:00 **Farm Market Hack Share** - Facilitator, Tanya Lamo, Penn State Extension - To Be Announced
- 9:45 **“Under The Ground” First Year Results** – Tanya Lamo and Alicia Anderson, Penn State Extension
- 10:15 **Website Design** - Danielle Gaebel, Superfine Social
- 11:15 **Consumer Trends** – Claudia Schmidt, Penn State Univ.

Wednesday Afternoon, January 29, 2020

Sweet Corn - Magnolia Room ABCD

- 1:30 ****Pesticide Knowledge Challenge** - John Esslinger, Penn State Extension
- 2:00 **Tips and Tassels - A Review of Practices and Varieties** - Blake Myers, Siegers Seed Co.
- 2:30 ***Improving Sweet Corn Herbicide Performance** – Dr. Mark VanGessel, Univ. of Delaware
- 3:15 **Early Corn Best Practices** - Grower Panel: Brian Campbell, David King, Jeanice Ferris Britvich
- 4:00 **Current Efficacy and Management of Bt Sweet Corn** - Dr. Galen Dively, Univ. of Maryland

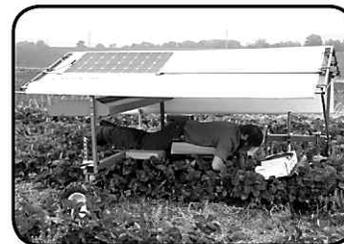
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CONVENTION

2020 Convention... (continued from page 17)**Organic - Crystal Room**

- 1:30 **Growing for Wholesale at Taproot Farm** - George Brittenburg, Taproot Farm
- 2:00 **New Morning Farm: How We Use Biocontrols** - Jennifer Glenister, New Morning Farm
- 2:30 **Influence of Cover Crops on Allium Leaf Miner in Onion** - Gladis Zinati, Rodale Institute
- 3:15 **Integrating Crop Diversity into High Tunnels** – Dr. Cary Rivard, Kansas State Univ.
- 4:00 **Reduced Tillage in Winter Squash: Effects on Post-harvest Nutrient Quality** - Dr. Gladis Zinati, Rodale Institute

Greenhouse Ornamentals - Empire Room AB

- 1:30 **The Game of the Name** - John Friel, Emerald Coast Growers
- 2:00 **Home-Grown Consumer Research** - Dr. Bridget Behe, Michigan State Univ.
- 2:45 **Successes with Vegetative Cuttings** - Dr. Will Healy, Ball Horticultural
- 3:30 **Biological Pest Management: A Grower's Perspective** - Alex Traven, Peace Tree Farm
- 4:00 **Tissue Culture Finishing of Perennials for Greenhouse Growers** - Sinclair Adam, Penn State Extension
- 4:30 **Greenhouse Grower Toolbox: Hands-On Diagnostic Tech and Techniques** (ends at 5:30)

Small Fruit - Wild Rose Room

- 1:30 ***What's Cooking with Anthracnose Crown and Fruit Rots in Strawberry Plantings** - Dr. Mengjun Hu, Univ. of Maryland
- 2:00 ***Behavior-Based Control Tactics for Spotted Wing Drosophila** – Dr. Cesar Rodriguez-Saona, Rutgers Univ.
- 2:30 **Navigating Food Safety in the Pick-Your-Own Patch** – Jeff Stoltzfus, Penn State Extension
- 3:15 **A Review of Strawberry Production Systems, Basic to Advanced** - Kathy Demchak, Penn State Univ.
- 4:00 ****Pesticide Exposure** – Leah Fronk, Penn State Extension

Hot Topics for Direct Marketers and Value-Added**Products and Services - Trinidad Room**

- 1:30 **Getting Customers in the Door and Keeping Them Coming Back for More** – Karen Paulus, Paulus Mt. Airy Orchards
- 2:00 **First Field - Our Story of Developing Value Added Tomato Products** - Theresa Viggiano, First Field
- 2:30 **Hazelnuts as a Value Added Product** - Megan Muehlbauer, Rutgers Coop. Extension, and David Hlubik, Rutgers Univ.
- 3:15 **Cut Flowers as a Low-Cost Value Added Option** - Brendon Pearsall, Pearsall Flowers, and Rutgers Univ.
- 4:00 **Sharing my Story for Expanding Farm Products & Services** - Ed Harbes, Harbes Family Farm

Thursday Morning, January 30, 2020**High Tunnels - Trinidad Room** - sponsored by the *American Vegetable Grower*

- 9:00 ****Water Quality and Pesticides** - Thomas Ford, Penn State Extension
- 9:30 ***Utilizing Bio-nematicides to Control Plant Parasitic Nematodes in High Tunnels** – Timothy Johnson, Marrone Bio Innovations
- 10:15 **Integrating Cover Crops Successfully into High Tunnel Production Systems** – Dr. Cary Rivard, Kansas State Univ.
- 11:00 **Anaerobic Soil Disinfestation Application to Pennsylvania High Tunnel Production Systems** - Francesco Di Gioia, Penn State Univ.
- 11:30 **Integrated High Tunnel Systems for Improving Organic Vegetable Production** – Dr. Xin Zhao, Univ. of Florida

Potatoes - Empire Room AB

- 9:00 **Potatoes USA** - Bryan Bender, Bender Potatoes and Blair Richardson, PotatoesUSA
- 9:30 ***Potato Insect Update** - Dr. Thomas P. Kuhar, Virginia Tech Univ.
- 10:15 ***Herbicides and Weed Control in Potatoes** - Dwight Lingenfelter, Penn State Univ.
- 11:00 **Potato Variety Evaluation Trials in Pennsylvania** – Dr. Xinshun Qu, Penn State Univ.
- 11:30 **Specialty Potatoes in PA** – Robert Leiby, PA Cooperative Potato Growers

(continued on page 19)

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CONVENTION

2020 Convention... (continued from page 18)

Leafy Greens - Crystal Room

- 9:00 **Season Long Lettuce Production** - Arthur King, Harvest Valley Farms, ,
- 9:30 **Two Years of Heat-Tolerant Romaine Lettuce Trials, Results and Insights** - Crystal Stewart, Cornell Univ.
- 10:15 **Multiple Ways to Grow Spinach** - David King, Harvest Valley Farms
- 11:00 **Comprehensive Evaluation of Lettuce for Farm-to-Hospital Market** - Lewis Jett, West Virginia Univ.
- 11:30 ***Leafy Greens IPM** – Dr. Gerald Brust, Univ. of Maryland

Cut Flowers - Empire Room CD (all confirmed)

- 9:00 **Designer Dahlias for Floral Sales** - Katie Byler, Claire's Blooms
- 9:30 ***Biocontrol Options for Cut Flowers** - Steve Bogash, Marrone Bio-Innovations
- 10:15 **New Introductions and Old Favorites for Specialty Cut Flower Growers** - Dr. Alicain Carlson, Syngenta Flowers
- 11:00 ***Implementing an IPM Program in Specialty Cut Flowers** - Ginny Rosenkranz, Univ. of Maryland Extension
- 11:30 **Hydrangeas, from Field to Vase** - Thomas Ford, Penn State Extension

Small Fruit - Wild Rose Room

- 9:00 **Fertigating Blueberries for Maximum Yields** - Dr. Gary Pavlis, Rutgers Univ.
- 9:30 **How Blueberry Plants Grow: What's Normal, What's Not?** – Mark Longstroth, Michigan State Univ.
- 10:15 **Basics for Establishing a Successful Blueberry Planting** – Mark Longstroth, Michigan State Univ.
- 11:00 **What's New in Bramble and Blueberry Varieties and Production Systems** – Timothy Nourse, Nourse Farms
- 11:30 ***A Review of Raspberry and Blackberry Insects and Mites** – Dr. Kelly Hamby, Univ. of Maryland

Agritourism - Magnolia ABC

- 9:00 **Challenges and Success Factors of Agritourism in PA** - Dr. Claudia Schmidt, Penn State Univ.
- 9:30 **Your Agritourism is Wrong and I Can Prove it** – Hugh McPherson, Maize Quest
- 10:15 **Digital Marketing Best Practices** – Sarah Cornelisse, Penn State Univ.
- 11:00 **Risk Management for Agritourism** – Lynn Kime, Penn State Univ.
- 11:30 **The Evolution of a Direct Marketing and Agritourism Business: Lessons Learned** – Jim Giamarese, Giamarese Farm & Orchards

Spotted Lanternfly Permit Train the Trainer Course - Cocoa Board Room

10:00 to Noon

(continued on page 20)

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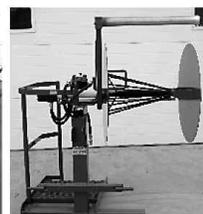
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CONVENTION

2020 Convention... (continued from page 19)

Thursday Afternoon, January 30, 2020

High Tunnels - Trinidad Room

- 1:00 **Use of Plant Biostimulant/Plant Nutrition** – Dr. Matthew Kleinhenz, Ohio State Univ.
- 1:30 **Winter Onion Production in High Tunnels** – Dr. Lewis Jett, West Virginia Extension
- 2:00 **Fruit Cluster Pruning of Tomato in an Organic High-Tunnel System** – Dr. Brian Mitchell, Colorado State Univ.
- 2:30 ***Initiating a Biocontrol Program in High Tunnel Tomatoes** – Dr. Carol Glenister, IPM Labs
- 3:00 **Current and Future Research on High Tunnel Vegetable Production at Penn State** – Dr. Francesco Di Gioia, Penn State Univ.
- 3:30 **High Tunnel Open Q/A Tips and Best Practices** - Harry Edwards, Rimol Greenhouse Systems
- 4:00 **Tips for Minimizing Wind Damage to High Tunnels** - Kathy Demchak, Penn State Univ.

Potatoes - Empire Room AB

- 1:30 ****Adjuvants** - Leah Fronk, Penn State Extension
- 2:00 **Collecting and Analyzing Data on your Potato Farm** – Dr. Curtis Frederick, Sterman Masser
- 2:45 ***Potato Disease Update** – Dr. Beth Gugino, Penn State Univ.
- 3:15 **What Can PA Cooperative Potato Growers do for You?** - Nathan Tallman, PA Cooperative Potato Growers, Inc.

Food Safety - Crystal Room

- 1:30 **Controlling Listeria in the Packing House** - Dr. Luke LaBorde, Penn State Extension
- 2:00 **FSMA: “In or Out” Common Produce Practices** - Jeff Stoltzfus, Penn State Extension
- 2:45 **What Happens When a Produce Recall Hits a Grocery Store** - to be announced
- 3:15 **GAP/GHP Audits: How Do They Differ from the Produce Safety Rule?** - Brenda Sheaffer, Penna. Dept. of Agriculture
- 3:45 **PDA Update: FSMA Inspections, What to Expect in 2020** - Penna. Dept. of Agriculture

Greenhouse Vegetables - Empire Room CD

- 1:30 **Hydroponic Herbs** - Chris Currey, Iowa State Univ.
- 2:00 **Hydroponics 101** - Chieri Kubota, Ohio State Univ.
- 2:45 **Managing Hydroponic Nutrient Solutions** - Chris Currey, Iowa State Univ.
- 3:15 **Growing Greenhouse Strawberries** - Chieri Kubota, Ohio State Univ.
- 4:00 **Pest Management BMPs for GH Vegetable** - Nick Flax, Penn State Extension

Farm Management - Magnolia ABC

- 1:30 **Can Whole Farm Revenue Protection Work for You?** - RMA representative

Small Fruit - Wild Rose Room

- 1:30 **PhylloLux – a New UV-C Light Based Technology for Control of Strawberry Diseases, Insects, and Mites** – Dr. Wojciech Janisiewicz
- 2:00 **Enhancing Fall ‘Albion’ Strawberry Production with Inexpensive Field Lighting: Does It Really Work?** – Dr. Edward Durner, Rutgers Univ.
- 2:45 ***A Review of Bramble Diseases and Their Management** - Kathy Demchak, Penn State Univ.
- 3:15 ***Weed Management in Strawberry Production Systems** – Robert Pollock, Penn State Extension

Developing a Social Media Marketing Plan - Cocoa 1/Cocoa Terrace

- 1:30 **Addressing Negative Comments** - Sarah Cornelisse, Penn State Extension
- 2:00 **Social Media Panel Discussion - Platforms Used, Best Facebook Posts, Online Ads** - Victoria Hoff, Local Homestead Products and Jason and Megan Coopey, Way Fruit Farm
- 2:45 **Free Facebook is Dead – How to Win in a Pay to Play Era** - Hugh McPherson, Maple Lawn Farm
- 3:30 **Tricks of the Trade** – panel of session speakers

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Is My Farm Profitable? The Drivers of Farm Profitability

Allan Pinto and Ariana Torres

Ensuring farm profitability is probably one of the most important tasks of every farm owner. Being profitable means that the farm is generating enough money to pay employees and bills, repay loans, and provide the farmer with enough earnings to make a living.

In a 2012 survey of fruit and vegetable farmers, Torres and Marshall (2016) found that 86 percent of interviewed farmers in Indiana reported annual revenues less than \$250,000. Of them, almost a third made less than \$10,000 annually. Their survey also found that about a third of the farmers reported additional off-farm sources of income while still spending an average of 46 hours per week on farm activities.

Most of the specialty crop farmers are satisfied with their farming systems, but they tend to indicate that they are concerned about the financial health and sustainability of their farm businesses. Using decision-making tools can help farmers evaluate how efficient their farm resources are being used and how financially healthy their businesses are. In other words, to improve profit, it must first be measured.

Calculating farm profitability is a decision-making tool that helps farmers assure financial sustainability. Farmers may use this information to create financial statements and measure their financial positions. Farm profitability provides farmers with a “moving picture” of the farm’s gain over time. Farmers can compare their performance to similar successful farms or relate current year’s performance to prior years.

For example, farmers can evaluate if their net profits are increasing or decreasing over time. Farmers can also compare the net profits of field-grown tomatoes to those from hydroponic tomatoes.

There are a few ways to calculate profits, but one of the easiest and most common is presented in Equation 1. The net profits or financial gain is the result of the total money earned (revenues) minus the total money spent on production, harvesting, and selling activities throughout the growing season (costs).

Equation 1

$$\begin{aligned} \text{Net Profits} &= \text{Revenue} - \text{Costs} \\ \text{Revenue} &= \text{price} \times \text{quantity} \\ \text{Costs} &= \text{variable costs} + \text{fixed costs} \end{aligned}$$

Costs can be further categorized as variable and fixed costs. Variable costs (or operating costs) are those that vary with the level of production; farmers do not incur variable costs if production stops. Examples of variable costs for a tomato farm are the payments for labor, seeds, fertilizers, mulch, cages, irrigation, fuel, and other inputs. Labor costs tend to be the highest input category of costs for specialty crops operations. According to the United States Department of Agriculture (USDA), “wages, salaries, and contract labor expenses represent roughly 17 percent of total variable farm costs and as much as 40 percent

of costs in labor-intensive crops such as fruit, vegetables, and nursery products”.

Fixed costs are those that farmers have to incur whether they are producing or not. Fixed costs are usually payments made to capital assets such as equipment, land, buildings, and machinery. For example, if a farmer buys a tractor, she will have

(continued on page 22)

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GENERAL

Is My Farm Profitable?... (continued from page 21)

to make her payments whether she harvested the tomatoes or not. Other examples of fixed costs are depreciation, insurance, taxes on property, and repairs and maintenance. Machinery depreciation is calculated as the price paid for the machinery minus the salvage value (the estimated resale value of an asset at the end of its useful life), divided by the years of useful life (see Equation 2). For example, a tractor that costs \$50,000 with a salvage value of \$10,000 at the end of 10 years will have an annual depreciation value of \$4,000 [annual tractor depreciation = $(\$50,000 - \$10,000)/10$ years].

Equation 2

Annual machinery depreciation = (price of machinery – salvage value) / years of useful life

Farm revenue is the quantity of produce sold multiplied by the prices received. Farmers should keep track of their produce yields throughout the season to accurately quantify farm revenue. The revenue of a farm selling 400 pounds of heirloom tomatoes from May through October at a price of \$2.50 per pound will be \$1,000.

Net profits are equal to the total revenues received throughout the growing season minus variable and fixed costs incurred over the same period. In addition, farmers can calculate their gross profit by the variable costs from the total revenues (see Equation 3). Gross profit is useful for measuring the efficiency to cover all the costs related to production. Gross profits does not equal farm net profits as they do not include fixed or asset costs, but they provide valuable information on the efficiency of a specific crop or enterprise. Gross and net profits are useful indicators of farm financial health and its ability to generate enough cash to meet obligations.

Equation 3

Gross Profit = Revenue – Variable Costs

While farmers are more likely to have control over production yield and variable and fixed costs (internal factors), market prices (external factor) may be one of the least controlled variables in Equation 1. Prices depend on the market characteristics, market demand, competition, consumer perceptions, and produce characteristics. For example, prices are influenced by the type of market channel (direct sales or retailer markets), the number of customers demanding a product, the number of competitors offering the same produce, the value customers place on the produce, and the quality of the produce offered. For more information on how production costs and customer value affect prices, see The Top 5 Things to Consider before Pricing Your Products.

Asking customers is a great way to understand their perceptions and the value they place on the produce. Farmers may ask customers at the farmers' market stand, at the time of delivery, or by developing surveys on their Facebook business pages. Ideally, farmers will know their production costs before pricing their products. Farmers should also observe what other farm-

ers and competitors are charging for similar produce. Price points from other vendors and other markets can help farmers benchmark their pricing strategy and evaluate how much money other markets are charging customers. While supermarket prices tend to offer cheaper produce because of their supply chain efficiency, their prices can provide a baseline for minimum prices. Observing produce price at direct markets (e.g., farmers markets) is a great way to compare how prices, and potential profitability, may affect farmers success.

References:

- Farm Labor. United States Department of Agriculture-Economic Research Service (USDA-ERS), www.ers.usda.gov/topics/farm-economy/farm-labor/
- The 2012 Census of Agriculture: Specialty Crops. United States Department of Agriculture-National Agricultural Statistical Service (USDA-NASS), www.agcensus.usda.gov/Publications/2012/Online_Resources/Specialty_Crops/SCROPS.pdf
- Torres, A. and M. Marshall. 2016. Fruit and Vegetable Farmer Surveys: Characteristics of Indiana Vegetable Farming Operations, Purdue Extension publication HO-270-W, <https://www.extension.purdue.edu/extmedia/HO/HO-270-W.pdf>
- Torres, A. 2017. Fruit and Vegetable Farmer Surveys: Characteristics of Indiana Vegetable Farmers, Purdue Extension publication HO-271-W, <https://www.extension.purdue.edu/extmedia/HO/HO-271-W.pdf>

*Mr. Pinto and Dr. Torres are with the Department of Horticulture and Landscape Architecture at Purdue Univ. From **Vegetable Crops Hotline**, Purdue Univ. Vol. 25, Issue. 14, June 30, 2017*



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Towards an Integrated Management Plan for Cucumber Beetles

Shelby Fleischer, Carla Thomas, and Brandon Lingbeek

Cucurbits are grown on a high percentage of vegetable farms in PA. Demand for pumpkins alone has more than doubled since the 1980s and PA is one of the top six producing states. The striped cucumber beetle (SCB) ranks among the most important pests. Adult feeding can cause stand reduction and damage flowers, foliage, and fruit rind, larval feeding on roots can impact early growth and render the plant more susceptible to soil-borne disease, and the SCB is the primary vector and overwintering host of *Erwinia tracheiphila* that causes bacterial wilt. Control with synthetic insecticides is problematic due to neonicotinoid residues in pollen and nectar and their impact on bee health. Recently, we are hearing multiple farmers claiming less control – or reduced duration of control - of SCB with neonicotinoids, suggesting resistance. This proposal focuses on cultural control that target immigrating adults and F1 adults.

Methods

We tested the efficacy of reducing striped cucumber, spotted cucumber and western corn rootworm populations in melon fields by using a perimeter trap crop and commercial lures placed around the field. At Rock Springs, PA, two 200 x 110 ft 'Aphrodite' muskmelon (*Cucumis melo*) fields, spaced 400 ft apart were planted on June 3, 2019 using 3-week-old transplants planted at 3 ft in-row spacing into raised beds with black plastic mulch and drip irrigation. We transplanted muskmelons into all 14 rows in one field and in the center 12 rows of the second field. We transplanted four-week-old blue hubbard (BH) squash (*Cucurbita maxima*) at 3 ft in-row spacing into the top and bottom rows as well as the ends of the center 12 rows of the second field on May 30, 2019 to form a perimeter around the muskmelons and applied Admire Pro at a rate of 7.0 fl oz./A. We sprayed the BH squash with Lambda-T at a rate of 3.84 fl. oz./A on June 14 and 21, 2019 and discontinued all insecticide applications once the squash began flowering. We placed three types of traps on May 31, 2019 around the perimeter of the second field: Ghost traps, Milk Jugs and Unitraps. Ghost traps consisted of a 2 x 3 ft deltamethrin impregnated net staked vertically over a white sheet on the ground with a floral scented lure (AgBio 5-compound lure P313-B5, AgBio Inc., Westminster, CO) attached to the net, and we placed ten of them around the perimeter of the field. We painted 18 milk jugs yellow, hole punched two rows of entrance holes into all 4 sides of the jug and tied them to 4-ft high wooden stakes. We tied the floral scented lure to the inside of each milk jug and placed a Vaportape II Insecticidal Strip (Hercon Environmental, 2019) inside the trap as a killing agent. For the Unitraps (Great Lakes IPM, Vestaburg, MI), we placed the floral scented lure in the trap's cage and placed a Vaportape II Insecticidal Strip inside the bucket. We replaced the floral scented lures on June 28 and July 18, 2019 and the Vaportape II Insecticidal Strips on July 2 and August 5, 2019. We recorded the number of alive and dead SCBs, spotted cucumber beetles, and western corn rootworm in the traps, and bacterial wilt infection per 1 row meter, throughout the growing season in both the melons and BH squash

(continued on page 24)



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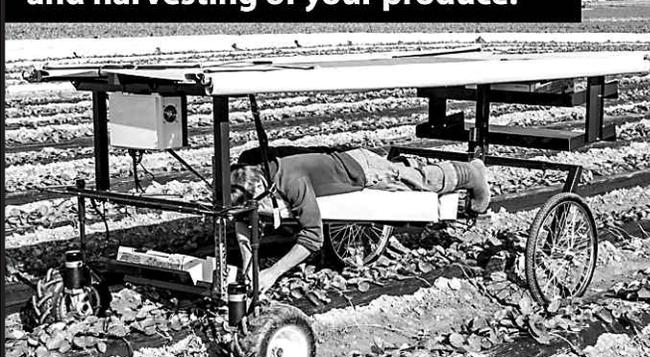
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VEGETABLE PRODUCTION

Towards an Integrated... (continued from page 23)

perimeter. We also recorded the number of dead SCBs, spotted cucumber beetles, western corn rootworm and pollinator species found in each trap type. A replicate was conducted at the Southeast Research and Extension Center in Landisville, PA, using the same plant material and a similar field layout, and the yellow-painted milk-jug traps with the AgBio lures. At Rock Springs, in addition to the beetle counts, we harvested two 25 ft sections of each blue hubbard and melon row and weighed the sample on August 12 and 19, 2019.

Results

The AgBio lure was effective in attracting beetles, but not overwintered beetles (Fig. 1). Only second generation (or later) adults were attracted to the traps. The UniTrap was much more effective in capturing adults. Unfortunately, the AgBio lure in the UniTrap also captured bumble bees (Fig 2). We used the yellow/white/green UniTrap. It is possible that the all green UniTrap would have a lower bumble bee bycatch. Also, it may be possible to install a sieve that would prevent bumble bees from entering the UniTrap. In the Milk Jug trap, the smaller hole size (1/4 inch or 6 mm) was aimed at preventing bumble bees from entering.

The BH squash consistently attracted more SCBs than the 'Aphrodite' melons planted in the interior of the field at both locations (Fig. 3; Fig. 4) (Table 1). This continued until the BH squash had stopped flowering. However, the number of SCBs found on the melons planted in the interior of the PTC did not differ from the number of beetles found on interior melons planted without a PTC. There was also no difference in yield between melons in the interior portion of fields grown with and without a PTC (Table 2).

Utility to Growers

We were able to show that both the AgBio lure and the BH squash resulted in SCB aggregation, and thus could be developed to help control beetles. But we did not reduce SCB numbers in melon fields or affect melon yield given the scale of our planting and the insect pressure in these trials.

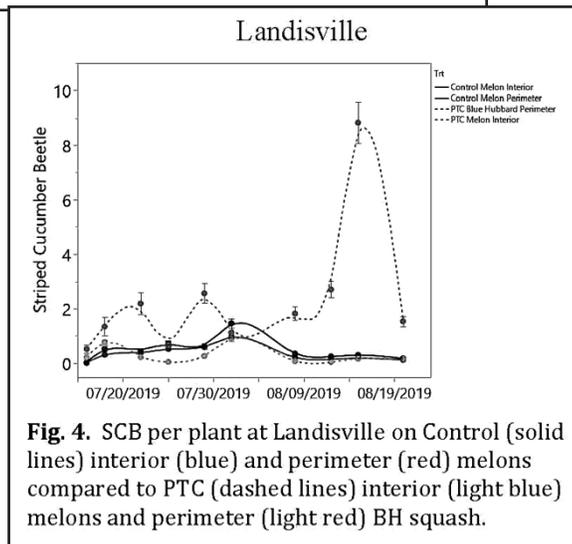
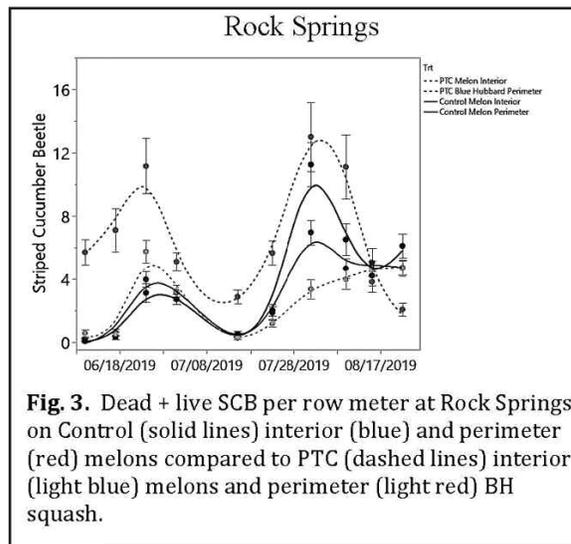
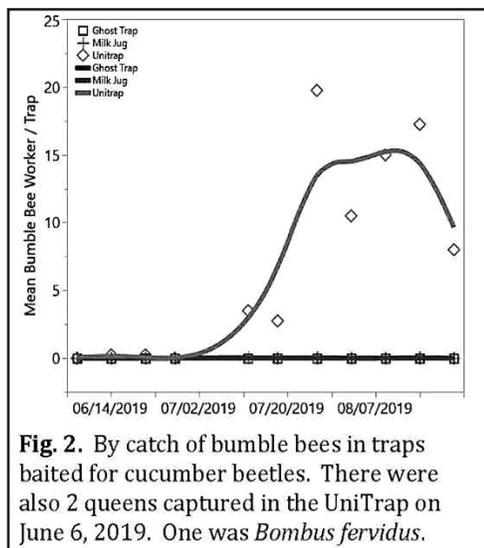
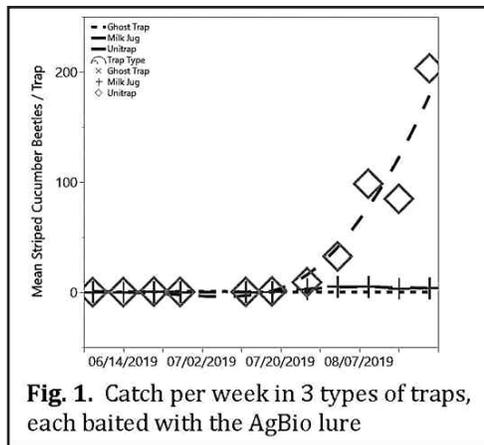


Table 1. Mean number of SCB per row meter/plant in PTC BH Perimeter, Control Melon Perimeter, PTC Melon Interior, and Control Melon Interior.

Field	Crop and Location	Rock Springs	Landisville
PTC	BH Perimeter	6.75 A	2.25 A
Control	Melon Perimeter	3.68 B	0.49 B
PTC	Melon Interior	3.13 B	0.35 BC
Control	Melon Interior	2.80 B	0.28 C

Table 2. Melon and squash yield in the perimeter and interior of a field with or without a perimeter trap crop (PTC) of BH squash that also had lures for SCB

Field	Crop and Location	Weight (kg) / 25 feet
PTC	BH Perimeter	42.5 A
PTC	Melon Interior	28.8 B
Control	Melon Perimeter	22.9 B
Control	Melon Interior	25.2 B

To develop the utility of the lures and traps, work should continue with green UniTraps, with screening, to exclude bees. These could be placed within fields to trap F1 and later generations. However, other methods or lures are needed to trap out

(continued on page 25)

Cautions with Herbicides In and Around High Tunnels and Greenhouses

Gordon Johnson

Each year, there are cases where vegetables in high tunnels and greenhouses are injured by herbicides. Drift from herbicide applications near greenhouses and high tunnels can cause major losses.

Small spray particles can move long distances with wind. This is called particle drift which is commonly associated with herbicides such as paraquat. Vapor drift occurs when the herbicide volatilizes and then moves in the air, which is common with ester formulations of 2,4-D

Growth regulator herbicides are often of most concern for drift damage to high tunnel and greenhouse crops. This group includes dicamba, 2,4-D, MCPA, MCPP, triclopyr, picloram, clopyralid, aminopyralid, and quinclorac. Drift from these herbicides can occur over one mile from where they were applied.

Sources for drift can be crop field, turf and lawn care, right of way, and other applications. Another issue is with applications to control weeds around greenhouse or high tunnel structures themselves.

Tomatoes and other solanaceous crops such as potato and eggplant are particularly susceptible to damage from these growth regulator type herbicides. The most common symptom of this injury is the twisting of petioles and deformed leaflets. Stem and petiole elongation, downward cupping or rolling of new leaves, stem splitting, vein yellowing, and stunting may also be observed.

The most susceptible period for greenhouses and high tunnels is when the sides or ends are fully open. In areas surrounding high tunnels or greenhouses, do not use herbicides that might contaminate the greenhouse or environment by volatilization or movement in water. Do not use growth regulator type herbicides, such as those labeled for broadleaf weed control in turf, near greenhouses or high tunnels. Do not use soil sterilant herbicides such as Picloram, Arsenal, Oust, or Casoron around greenhouses or high tunnels.

*Dr. Johnson is the Extension Vegetable Fruit Specialist with the Univ. of Delaware. From the **Weekly Crop Update**, Univ. of Delaware Extension, Vol. 27, Issue 12, June 14, 2019.*

Towards an Integrated...

(continued from page 24)

the immigrating overwintered adults. The BH trap plants are effective in concentrating both overwintered and F1 adults, and at larger field scales or under less pressure may have worked to increase yield. We used large (~5-week old) BH plants, deployed almost a week prior to transplanting melons. Further work should consider combining green UniTraps with screening with insecticide-treated BH trap plants at larger field scales (e.g., on-farm trials), and with varying spatial patterns, and altering the lures to attract the overwintered adults.

Dr. Fleischer and Mr Lingbeek are with the Department of Entomology at Penn State Univ. and Dr. Thomas is with Penn State Extension in Cumberland Co. This research project was partially supported by PVGA and the Pennsylvania Vegetable Marketing and Research Program.



G Johnson



G Johnson

Growth regulator herbicide damage to high tunnel tomatoes. Injury was most severe along open sidewalls. This high tunnel was next to crops fields where the drift likely came from. Note the deformation of the leaves.

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NEWS

Minutes of the January 30, 2019, Annual Meeting

Call to Order, Proof of Notice of the Meeting and Attendance - President Jonathan Strite called the meeting to order at approximately 11:40 a.m. in the Crystal Room of the Hershey Lodge in Hershey, Pennsylvania, with about 47 members present. Notice of the meeting had been published in the December newsletter and on the dues notices.

Minutes – Arthur King and Barron Hetherington moved to dispense with the reading of the minutes of the January 31, 2018, Annual Meeting and to approve them as published in the agenda. The motion was adopted.

Officer and Committee Reports

Treasurer - Secretary-Treasurer William Reynolds reviewed the year-end financial reports summarized as follows:

	2018	2018	Balance	Value
	Income	Expenses	12/31/18	12/31/18
General Fund	\$444,783	\$458,385	\$232,911	\$230,738
Keystone Fund	\$28,427	\$2,732	\$163,136	\$148,922
Onion Committee Fund	\$12,579	\$15,620	\$18,566	\$18,566

Onion Committee Fund

\$12,579 \$15,620 \$18,566 \$18,566

Jeffrey Stoltzfus moved to approved the financial report. The motion was seconded and adopted.

Executive Committee – Mr. Strite reported that the Association had worked with the Department of Agriculture to sponsor a educational session for growers on hiring H-2A employees. The Directors were also planning a strategic planning session for December 2019.

Leadership and Recognition – David Miller, Committee chairman, announced the following persons had been elected to three-year terms as Directors by the mail-in balloting: Tina Forry, Mr. Hetherington, Mr. Reynolds, Robert Shenot and Mr. Strite. The Board elected Alan Kemmerer to a three-year term as a Director.

Scholarships - Mr. Miller reported that no applications had been received for the three scholarships available in 2018.

Young Grower Award – Mr. Miller also noted that no applications had been received for the Young Grower Award for 2019.

Administrative

Budget - Mr. Reynolds, Committee chairman, reviewed the General Fund budget adopted by the Board of Directors. The budget anticipates \$432,400 in income and \$474,400 in expenditures for a deficit of \$42,000.

Membership - Mr. Reynolds, reported that 2019 membership stood at about 738 compared to 805 on the second day of the Convention last year. Membership at the end of 2018 was 1,017.

Farm Show Food Booth - Mr. Reynolds reported a preliminary profit of about \$64,675 had been earned at the Farm Show Booth on record sales of \$214,196 – all due to the volunteer labor. Several changes were instituted this year including the use of tablets to record sales and accept credit cards. The first batch of broccoli soup was faulty and was replaced. The Board had appointed a Farm Show Booth Committee to oversee the booth consisting of Mr. Reynolds, Brian Campbell, Robert Shenot, Mr. Strite and William Troxell.

Capacity Development Committee – Robert Amsterdam, Committee chairman, reported that the Committee was working on the transition to a 501(c)3 organization and establishment of a succession planning committee.

Educational Committee – Mr. Campbell, Committee chairman, reported that the Convention was going well with registration at about 975 compared to 1,092 the previous year after the second day.

The Association will be working with Penn State Extension to sponsor twilight meetings again in the 2019 season as well as to continue to support the website and produce the newsletter and email updates.

Government Affairs Committee – Rita Resick, Committee chairman, reported the Directors will visit with state legislators in March. The Association will also be represented at the United Fresh Produce Association Public Policy Conference in Washington in the fall. She then presented the Policy Resolutions additions recommended by the Board of Directors [as printed in the December 2018 issue of the PVG News].

It was noted in regard to State Resolution 5 that the member survey results for the question: “Should PVGA should continue to oppose expanding the deer hunting season to Sunday?” was 2 to 1 in favor of continuing to oppose Sunday hunting. For the question: “Would you support Sunday hunting in Northern Tier counties?” the results were 2 to 1 against supporting Sunday hunting in the Northern Tier.

Peter Flynn and Kenneth Martin moved to adopted the above policy resolutions as presented. The motion was adopted.

Vegetable Marketing Committee – It was reported the Committee met in November and had made recommendations for the Vegetable Marketing and Research Program promotion activities for 2019.

Research Committee – Scott Hoffman reported that the Association would be contributing \$60,000 to vegetable research projects that would be chosen that evening by the Vegetable Marketing and Research Program Board.

New Business

Constitution/Bylaw Revision – The Board of Directors proposed that the members re-adopt the version of the Constitution [as printed in the December 2018 issue of the PVG News]. One of the changes is changing the name of the document to Bylaws.

Mr. A. King moved adopt the Bylaws (formerly Constitution) as proposed by the Board. The motion was seconded and adopted without dissent.

Recognition of Retiring Directors – Mr. Strite recognized and thanked Timothy Weiser for this 12 years of service on the Board of Directors and David King for his six years of service as a Director.

Memorial for Deceased Members - Mr. Strite noted that the following Association members and friends had passed away since the last meeting: Samuel Beiler, David Brown, Frederick Funk, William Hanna, Jr., Robert Keller, Diane Miller, Dorothy Oswald, Josiah Stahl, Allen Weaver

Adjournment - There being no further business, Mr. Martin moved to adjourn the meeting. The motion was seconded and adopted at about 12:30 p.m. The Board of Directors immediately convened to elect officers for 2019.

December 2, 2019

William Troxell

William Troxell
Executive Director

Minutes of the July 30, 2019, Special Meeting

1. Call to Order and Proof of Notice of the Meeting

President Jonathan Strite called the telephone conference call meeting to order shortly after 8:00 p.m. with 30 members of the Association and 15 members (two-thirds) of the Board of Directors participating, thus meeting the quorum requirements of the Bylaws which are 25 members or two-thirds of the Board of Directors. The special meeting was authorized by a vote of the Board of Directors with the notice being published in the June newsletter which was mailed to all members on June 28, 2019, which should have given all members the 15-days notice required by the Bylaws.

2. Amendment and Restatement of the Articles of Incorporation

The purpose of the meeting was to consider Amended and Restated Articles of Incorporation for the Association that would allow the Association to transition from its current status as a 501(c)5 agricultural organization to a 501(c)3 charitable organization. William Reynolds and Kenneth Martin moved to approve the Amended and Restated Articles of Incorporation [as printed in the June PVG News] to be filed with the Pennsylvania Department of State Bureau of Corporations and Charitable Organizations so the Association could proceed with the process of transitioning from a 501(c)5 organization to a 501(c)3 organization by subsequently filing the appropriate forms with the United State Internal Revenue Service. The motion was adopted unanimously.

3. Adjournment

There being no further business, the meeting was adjourned at 8:22 p.m. and the regular summer meeting of the Board of Directors was then convened.

November 27, 2019



William Troxell
Executive Director

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