



# Newsletter Extension

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## Fruit ICM News

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### Calendar

**January 19-21, 2005: Ohio Fruit and Vegetable Growers Congress / Ohio Direct Marketing Conference**, Toledo SeaGate Centre. Contact Tom Sachs at 614-246-8292 or e-mail [growohio@ofbf.org](mailto:growohio@ofbf.org).

Also see following article.

**February 1, 2005: Second Ohio Ag and Hort Human Resource Managers' Forum**, Hilliard, OH. Contact MAAHS at 614-246-8286, [maahs@ofbf.org](mailto:maahs@ofbf.org) or [www.midamservices.org](http://www.midamservices.org) (click on "Events") for more information. Also see second following article.

**February 10-12, 2005: North American Farmers' Direct Marketing Conference and Trade Show**, Boston Park Plaza Hotel, Boston, MA. Contact 413-529-0386, e-mail [info@nafdma.com](mailto:info@nafdma.com), or click on <http://www.nafdma.com>.

### Growers Congress to Emphasize General Sessions

*Source: Today's Grower, November 2004, Vol XVII, No. 5.*

The 2005 Ohio Fruit and Vegetable Growers Congress has expanded the number of general sessions and will offer them over three days of conference activities. The Congress dates are January 19 - 21, 2005 at the Toledo Seagate Convention Centre and Radisson Hotel.

This year's congress is co-sponsored by Ohio Direct Agricultural Marketing Association, the Ohio Christmas Tree Association, and the Ohio State University. As in past conferences, an excellent trade show will be the center of daily activities, while outstanding education sessions concerning tree fruit, processing vegetables, Christmas trees, small fruit, truck crops, potatoes, and direct marketing will be offered.

By adding more general sessions, the Ohio Vegetable and Potato Growers Association (OVPGA) and the Ohio Fruit Growers Society (OFGS) desire to increase the value of an already great show to an expected 1,400 growers, marketers, exhibitors, educators, and allied industry participants.

According to OFGS President Joe Burnham IV, "We are very appreciate of our exhibitors and want to bring as much quality traffic through our show as possible. Many of these general sessions are in our new trade show classrooms and should increase value to participants and exhibitors alike."

**General session education topics include:**

- Human resource management
- Farm worker safety and regulatory compliance
- Advancements in precision agriculture
- Consumer consumption trends
- Food safety procedures
- Value added grants
- Produce auctions
- Succession planning
- Building good neighbor relations
- Developing cost effective energy strategies

Ohio State University education advisors have developed their usual strong education programming.

**Processing crops topics include:**

- Soil fumigation
- Herbicide resistant weeds
- Mechanized cucumber harvesting
- Wide cucumber row spacing
- Irrigation and fertigation techniques
- Transplant maintenance.

**Tree fruit topics include:**

- The health aspects of apples
- A US AID project in Armenia
- The new Johnny Appleseed Outdoor drama
- Apples in Kazakhstan

- Consumer, legislative and trade issues
- Post harvest apple slices
- Apple crop outlook
- Peach producer trends
- Uncommon apples
- Apple rootstocks
- Cider regulations
- Michigan peach cultural practices
- Cider producer panel
- Stone fruit marketing
- Making and marketing of hard cider
- Peach cultivars
- Stone fruit water management
- 2004 OFGS Cider Contest at the Great Big Food Show in Cleveland.

**Truck crops topics include:**

- Soil compaction and soil health issues
- Cover crops
- Sweet corn and pumpkin variety highlights
- *Microdochium* in pumpkins
- Biological cucumber beetle control
- Vegetable insecticide update
- Joint pepper research project report
- Vegetable transplant workshop

**Small fruit topics include:**

- Strawberry frost protection
- Strawberry pest management
- Strawberry plasticulture
- Small fruit disease control and weed management
- Blackberry and blueberry production
- Berry marketing

**Potato topics include:**

- Insect, weed, and disease control
- New potato varieties
- Updates on the National Potato Council, U.S. Potato Board, and the Ohio Vegetable and Small Fruit Research and Development Programs.

The Ohio Direct Agricultural Marketing Association will feature a special registration workshop on Wednesday titled *Agri-tourism: Building Success and Expanding Possibilities*. This all-day program will explore different facets of agri-tourism, one of the fastest growing areas of agriculture. Topics will include examples of farm markets that are destination sites and the role of convention and visitor's bureaus in promoting agri-tourism. Then on Thursday and Friday, they will offer sessions on direct marketing risk management, media management, school tours, farmers markets, and new marketing ideas.

The Ohio Christmas Tree Association has scheduled their education sessions on Friday and Saturday morning in the Radisson Hotel and will offer Christmas tree exhibitors special exhibiting opportunities for their day and a half winter meeting.

The trade show will kick off at noon on Wednesday with a two hour Opening Reception that will include hot and cold hors d'oeuvres. Other special events in the trade show will be an Exhibitor Breakfast, Coffee and Pastry Break, Seed and Plant Seminar, and Ice Cream Social on Thursday; and education sessions and Scholarship Prize drawing on Friday.

Additional special events will be a Crop Protection Update with dinner buffet on Wednesday, the Presidents' Networking Reception and Card Party on Thursday evening, and the annual Awards Breakfast and association annual meetings on Friday morning.

As a special addition to the conference, the OVPGA and the OFGS will sponsor a New Grower Workshop on Friday afternoon in the Radisson Hotel. According to OVPGA President Daryl Knipp, "Both of our associations felt the need to reach out to new growers, whether they are existing farmers trying to diversify or non-farm individuals desiring to enter niche agricultural markets. Ohio is becoming more urban every year, and there are ample opportunities to market locally grown Ohio produce in these urban markets."

New Grower Workshop topics include building business infrastructure on marketing, finance, regulatory compliance, and production.

## **MAAHS is Sponsoring Ohio Ag and Hort Human Resource Managers' Forum**

*Source: John Wargowsky, Executive Director - Mid American Ag and Hort Services, Inc.*

Do you have ag or hort human resource (HR) responsibilities? Would you like to interact with ag and hort HR people from across the state? Would you benefit from knowing how other HR people tackle some of the same problems you face? Do you face some tough HR problems that occur over and over? Mid American Ag and Hort Services (MAAHS) is pleased to announce the second Ohio Ag and Hort Human Resource Managers' Forum for people who answered yes to one or more of these questions.

The Forum will be held Tuesday, February 1 at Hilliard, Ohio from 10:00 a.m. to 2:30 p.m. This opportunity will provide a forum for fostering professional development and advancing effective human resource practices for human resource managers in agricultural and horticultural businesses. The featured topic at the Forum will be "Orienting and Training New Employees." Bernie Erven of Erven HR

Services LLC, a well-respected human resource expert, will facilitate this two-hour portion of the program.

John Wargowsky, Executive Director of MAAHS, will review how to properly handle Social Security number mismatch letters. The program will conclude with an open discussion.

Participants in the pilot Forum held in November agreed that MAAHS should continue sponsoring the

program and looked forward to new participants to broaden sharing and learning opportunities. Those attending the pilot Forum gained from extensive interaction and left with positive ideas to try in their businesses.

The registration fee of \$50 for MAAHS members and \$70 for non-MAAHS members includes lunch and materials. Participation in the Forum is limited to the first 40 registrants, and reservations are requested by January 26, 2004. Contact MAAHS at 614-246-8286, [maahs@ofbf.org](mailto:maahs@ofbf.org), or [www.midamservices.org](http://www.midamservices.org) (click on "Events") for more information.

## Deer Management

*Sources: Control of Deer Damage in Tree Plantations <<http://ohioline.osu.edu/for?fact/0012.html>>, Ohio Department of Insurance, the Insurance Institute for Highway Safety, and various news outlets*

Approximately 100 years ago, the population of white-tailed deer in eastern United States had declined to such low levels that re-population efforts were instituted. Today, a Google search of "Deer Crashes" yields hundreds of accounts of highway accidents attributed to deer. Deer-vehicle accidents on Ohio roadways numbered nearly 32,000 in 2003. Michigan recorded 67,760 deer-vehicle accidents in the same year.

Beyond the traffic hazard created by present deer populations, recent studies have shown that when populations exceed 20 deer per square mile, local flora can be adversely affected. This includes residential landscapes as well as forest floors. Deer will eat nuts and tree seedlings, particularly oak and hickory. Their foraging could possibly lead to the decline of nut producing trees and the explosion of maple and other less valuable species.

As you well know, deer damage in your orchards can be very costly, especially in new plantings. The following Fact Sheet is an example of many Land Grant University resources dealing with deer management. Many are available at this site: <http://wildlifedamage.unl.edu/showPage.shtml?menuID=950628779>

### Removal

The most cost-effective way to control severe deer damage is to remove the offending deer. This may be done through sport hunting or the use of an out-of-season kill permit. For information on permits, call your county game protector or nearest Division of Wildlife (ODW) District Office: Columbus, 614-265-7038; Findlay, 419-424-5000; Akron, 216-644-2293; Athens, 614-594-2211; Xenia, 513-372-9261.

A game protector or wildlife biologist will come to your production area to evaluate damage before a kill permit can be issued. He or she will also monitor your use of the permit. In the unlikely event that the game protector is uncooperative or unsympathetic, you may call the ODW main office, 614-265-6300, to seek help.

Another option that might take less of your time would be to encourage sport hunters to take deer on your land or on nearby land. Your county game protector might be able to put you in touch with a reliable hunt club or a good hunter. You might run an ad in a local or regional newspaper and charge a fee for hunting on your land. You might choose to use both hunting in season and a kill permit. A propane exploder (about \$150) can probably increase the effectiveness of shooting and keep surviving

deer out of crops between times when deer are actually killed.

Unfortunately, killing deer is only a short-term solution that probably will have to be repeated annually if you have good deer habitat near your operation. Healthy deer populations always produce surplus animals at a rate far exceeding the expectations of most people, and these surplus animals will immigrate to areas that have few deer, good food, and good cover. Deer in Ohio have been known to immigrate more than 10 miles.

## **Fencing**

Fencing is the most efficient long-term solution to a serious deer damage problem. However, fencing is also expensive. Some innovative new products and fence designs are making exclusion of deer from crops both cheaper and more effective. Development of high-

tensile steel wire, high voltage pulse generators and 5-7 strand vertical designs seem to offer effective protection at reasonable cost. Some deer may penetrate fences, but these usually are easy to deal with or tolerate. The new fences are far cheaper than genuine deer-proof fence (8-10 foot woven wire).

An inexpensive, temporary electric fence is valuable for some deer problems during snow-free seasons. This fence works by inducing deer to touch nose or tongue to the fence. The deer is shocked and thereafter avoids the fence. This fence is constructed using a single strand of 19- or 20-gauge smooth wire that is 2.5 feet from the ground. Enough 4-foot wood or electric fence posts are needed to maintain 50-foot spacing; usually these must be fitted with electric fencing insulators. Aluminum foil in 3 x 4 inch pieces is taped to the wire at 3-foot intervals and a 50:50 mixture of peanut butter and peanut oil is spread on the underside of the foil flags and on the tape. A 6-, 12- or 110-volt charger is then hooked to the wire.

Obviously, deer can jump over or crawl under this fence, but once shocked they rarely do so. To ensure that a deer is shocked on the first approach, the peanut butter bait must be periodically renewed as it weathers, and the charger must remain connected and functioning effectively (free from shorts caused by weeds, especially).

This fence is easy to set up and easy to dismantle and move. Growers who cannot economically justify the cost of a 5-7 strand high-tensile fence, such as some Christmas tree growers, may find this single-strand fence a practical solution to their damage problem.

## **Repellents**

The scientific data available for repellents are few and unclear. Hinder, Big Game Repellent (BGR), and thiram-based products show promise, with a number of important “ifs”:

- if the deer population is not high
- if the deer have good to excellent food in natural habitat
- if the crop is not a highly preferred food to deer
- if the crop is not surrounded by ideal deer habitat
- if the repellent is registered for the crop when damage normally occurs.

Some growers have reported success with human hair, lion or other predator dung, soap, Difolatan fungicide, “hot” sauce, tankage, blood meal, bone meal, feather meal, and a number of ingenious home

concoctions.

Our research indicates that there is no consensus among growers. Some believe that a certain repellent is remarkably effective, while others growing the same crop are equally sure that the repellent does not work at all. Research done in New York and Pennsylvania shows that some repellents can provide an economic net gain if they are applied according to label specifications; at least one commercial repellent is thought by a field researcher to damage crops if not applied according to directions. However, be aware that repellents may wear off fairly quickly and require frequent re-application, may be effective for only a short time, and may be expensive in time and dollars.

Much of the effect of repellents is due to neophobia, fear of anything new, found in all wild animals. You can use this fear to good advantage by inserting something new in your production area, such as old rags soaked with strange scents or aluminum pie pans that flutter in the wind. Any repellent effect will probably not last long, so you will have to time your initial application to before the beginning of serious damage and continue to think of new sights, sounds and smells. No repellent or fear is likely to deter really hungry deer.

### **Mechanical Exclusion**

An alternative that has received little attention is mechanical exclusion of deer from individual trees. It would be logical to use mechanical exclusion with long-lived and valuable plants that are especially vulnerable when young. Three or four steel fence posts or sharpened 2x4s driven into the ground around the young tree will deter bucks from rubbing. A cylinder of mesh wire around the tree would protect it from deer feeding until tree shape and scaffolds are adequately formed. Either of these alternatives would make routine maintenance more difficult. Both would incur costs in time and dollars, which might be offset by judicious scrounging of materials. Conversely, materials could be re-used many times.

### **Sources of Supplies**

Many nurseries, garden centers and farm co-ops sell commercial repellents and fencing materials. This publication contains pesticide recommendations that are subject to change at any time. These recommendations are provided only as a guide. It is always the pesticide applicator's responsibility, by law, to read and follow all current label directions for the specific pesticide being used.

Due to constantly changing labels and product registration, some of the recommendations given in this writing may no longer be legal by the time you read them. If any information in these recommendations disagrees with the label, the recommendation must be disregarded. No endorsement is intended for products mentioned, nor is criticism meant for products not mentioned. The author and the Ohio Cooperative Extension Service assume no liability resulting from the use of these recommendations.

## **Captan Amended RED Available for Comment; Cancer Classification Changed**

Source: *EPA Pesticide Program Update from EPA's Office of Pesticide Programs, 12/09/04*, <<http://www.epa.gov/pesticides>> via Joanne Kick-Raack, State Pesticide Coordinator, The Ohio State University Pesticide Education Program

In a Federal Register notice published on November 24, 2004, EPA announced the availability of an Amendment to the 1999 Captan Reregistration Eligibility Decision (RED) and opened a public comment period, closing January 24, 2005, on these changes. In addition, the Agency announced the results of its reevaluation of captan's cancer classification. This reevaluation does not amend or change the conclusions of the Captan RED.

First registered in 1951, the fungicide captan currently is used to control diseases on orchard crops, ornamentals, and turf, and also is used for seed treatments and as an in-can preservative in adhesives and paint. Captan is severely irritating to the eyes and until recently was classified as a probable human carcinogen.

In the Amendment to the Captan RED, EPA has modified certain captan labeling requirements in response to public comments and new data submitted

by an industry task force. These modifications strengthen the protections for workers regarding eye irritation, change restricted entry intervals, and change some uses (see the RED amendment for details).

EPA also has changed captan's cancer classification, based on new data submitted by the Captan Task Force (CTF). In September 2003, a Peer Review Panel of outside experts reviewed the captan cancer mode of action data and concluded that captan acted through a non-genotoxic threshold mode of action.

The new cancer classification reflects the Agency's conclusion that captan is a potential carcinogen only at prolonged high doses that are significantly greater than those likely to be consumed in the diet or encountered in occupational or residential settings.

**The Agency has concluded that captan is not likely to be a human carcinogen or to pose cancer risks of concern when used in accordance with approved product labeling.** (Editor's emphasis)

Additional information on the cancer classification change is available in the November 24, 2004, Federal Register notice on EPA's web site <<http://www.epa.gov/fedrgstr/EPA-PEST/2004/November/Day-24/p26083.htm>>. The Amendment to the 1999 Captan RED is available in the captan docket or EDOCKET #OPP-2004-0296, or on the Agency's reregistration status web page, <<http://www.epa.gov/pesticides/registration/status.htm>>.

## Terminal Market Wholesale Fruit Prices - December 16, 2004

Source: Chicago <[http://www.ams.usda.gov/mnreports/HX\\_FV010.txt](http://www.ams.usda.gov/mnreports/HX_FV010.txt)>  
 Detroit <[http://www.ams.usda.gov/mnreports/DU\\_FV010.txt](http://www.ams.usda.gov/mnreports/DU_FV010.txt)>  
 Pittsburgh <[http://www.ams.usda.gov/mnreports/PS\\_FV010.txt](http://www.ams.usda.gov/mnreports/PS_FV010.txt)>

	Chicago	Detroit	Pittsburgh
<b>Apples,</b> cartons, 12	<b>IL</b> Jonathan 2¼" min 12.00	<b>MI</b> Empire 2½" min 11-13.00	<b>MI</b> U.S. Fancy
3- lb bags U.S. ExFcy (unless	<b>MI</b> Gala 2¼" min 11-12.00	Fuji 2½" min 13.00-14.00	G. Delicious  2½" min 13.50-14.50



noted)	<p>G. Delic 2¼" min 11-12.00 Jonamac 2¼" min 12.00 Jonathan 2¼" min 12.00 R. Delic 2¼" min 11- 12.00</p> <p><b>IL U.S. Fancy</b></p> <p>Jonathan 2¼" min 12.00</p>	<p>Gala 2½" min 13.00-16.50</p> <p>G. Delic 2½" min 11-13.50</p> <p>Jonathan 2½" min 13-14.50</p> <p>McIntosh 2½" min 11-14.50</p> <p>Red Delic 2½" min 11.00-13.50</p> <p>Rome 2½" min 13.00-13.50</p> <p><b>NY Empire</b></p> <p>2½" min 14.50-15.50</p> <p>Red Delic 2½" min 14.50-15.50</p> <p>Rome 2½" min 13.50-14.50</p> <p><b>MI Controlled Atmosphere Storage</b></p> <p>McIntosh 2½" min 16.00</p> <p><b>MI U.S. Fancy</b></p> <p>Gala 2¼" min 11.50-12.00</p> <p>G. Delic 2¼" min 11.50-12.00</p> <p>McIntosh 2¼" min 11.50-12.00</p> <p>R. Delic 2¼" min 11.50-12.00</p>	<p>McIntosh 2½" min 13.50</p> <p>R. Delic 2½" min 13.50</p> <p><b>NY Combination</b></p> <p>U.S. ExFcy-Fancy</p> <p>R. Delic 2½" min 12.75</p>
<b>Apples,</b>	<b>NY McIntosh</b>	<b>NY Empire 100s</b>	<b>NY McIntosh</b>

cartons cell pack, U.S. ExFcy (unless noted)	80s 24.00 96s 22.00 100s 13.00-13.50 120s 12.00	18.50-20.50 McIntosh 100s 20.00-21.00	100s 17.00 U.S. Fancy McIntosh 80s 17.00 100s 16.00
<b>Apples,</b> cartons tray pack, U.S. ExFcy		<b>MI</b> McIntosh 100s 22.00	<b>NY</b> Cortland 64s 16.00
<b>Apples,</b> bushel cartons loose, U.S. Ex Fcy (unless noted)	<b>IL</b> Red Delicious 14.00	<b>MI</b> G. Delic 3" min 13-13.50 R. Delic 3" min 13-13.50	

The intent of listing terminal market prices is to provide information available in the public domain. It is not intended for price setting, only to assist growers in evaluating the value of their crops. Producers need to remember that the prices listed are gross; consideration must be given to other marketing costs, i.e. commission, handling charge, gate fees, and possible lumper fees

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Information presented above and where trade names are used, they are supplied with the understanding that no discrimination is intended and no endorsement by Ohio State University Extension is implied. Although every attempt is made to produce information that is complete, timely, and accurate, the pesticide user bears responsibility of consulting the pesticide label and adhering to those directions.

All educational programs conducted by Ohio State University Extension are available to clientele on a nondiscriminatory basis without regard to race, color, creed, religion, sexual orientation, national origin, gender, age, disability or Vietnam-era veteran status.

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