

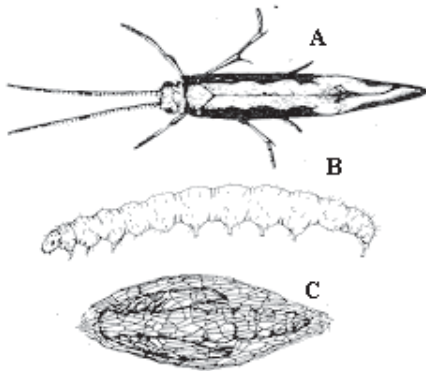
PLANT & PEST ADVISORY

VEGETABLE CROPS EDITION \$1.50

SEPTEMBER 10, 2003

Pest Notes

Gerald M. Ghidui, Ph.D., Specialist in Vegetable Entomology



Diamondback moth. A, Adult. B, Larva. C, Cocoon.

✓ **Cabbage:** Fields with cabbage seedlings are showing damage caused by **flea beetles**. Damage appears as small, round “shot” holes in the young foliage, and holes become more irregular shaped as the leaf expands. All of the recommended materials for flea beetle control are effective, including Ammo, Asana XL, Capture, Danitol, Fury, Mustang or Mustang Max, Provado, Sevin, Thionex or Warrior T. Do not overuse pyrethroids (Ammo, Asana, Capture, Danitol, Fury, Mustang, Mustang Max, Warrior) to prevent **aphid** outbreaks. It is best to alternate non-pyrethroid materials into your spray program if repeated sprays are necessary.

Cabbage looper and **diamondback moth** larvae are also active on cole crops. The current cool weather will slow their activity, but temperatures are not cold enough to reduce the population or prevent damage. For cabbage looper, many pest management materials are labeled and effective (see page F14 of the 2003 *Commercial Vegetable Production Recommendations for New Jersey* for additional suggestions and recommendations). However, for diamondback moth larvae, pyrethroid materials are *not* effective. For diamondback moth larvae, consider only Avaunt, Proclaim, or SpinTor, or any of the biological insecticides labeled for diamondback moth (such as Agree, Biobit, Crymax, Cutlass, DiPel, Javelin, Ketch, Lepinox, Mattch, Prolong, XenTari). Consult the label of any pesticide for all rates and restrictions before use.

✓ **Corn, sweet:** **Corn earworm** adults are still active, and corn in the silking stage of plant development is attractive to earworm moths for egg deposition. Silk spray schedules are critical to ear protection (consult the NJ IPM Updates for recommended silk spray schedule for your area, which is based on local moth activity). Asana, Baythroid, Fury, Mustang, Mustang Max, Lannate, Larvin, Pounce, Ambush, and Warrior are all labeled in sweet corn for corn earworm management. These materials will also control **European corn borer**, which may also still be active at this time. Make sure sprays are directed at the ear zone (1-2 nodes above and below the ear on the stalk) for adequate spray coverage of the ear. This will ensure maximum ear protection from corn earworm.

✓ **Pepper:** **European corn borer** activity is low, but still ongoing. Borer infestation in the fruit never reached a high level throughout most of the state because of the earlier weather conditions (cool, wet conditions during much of the growing season). At the RAREC research farm, borer infestation in fruit had been 1-2% during the entire year, suggesting

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an unusual year for ECB activity. These conditions also likely delayed the borer activity somewhat, so the moth activity is likely extended at this time (with cooler weather on the way for next week, moth activity should significantly diminish. Keep track of this activity through local blacklight or pheromone traps or with the IPM Update in this newsletter, to determine moth activity in your area).

If European corn borer moths are still active, it is recommended to protect fruit with either Asana, Baythroid, Confirm, Lannate, Pounce, Ambush, SpinTor or Warrior. However, because **corn earworm** moth activity is increasing in many areas, and are potential pests of green and especially red peppers, it is recommended to use only Asana, Baythroid, Fury, Mustang, Mustang Max, Sevin, or Warrior.

Note: Although not listed in the 2003 *Commercial Vegetable Production Recommendations for New Jersey*, Warrior T is now labeled for peppers (rates are the same as the current Warrior label for fruiting vegetables – both bell and nonbell peppers were added to the fruiting vegetable group and approved by the federal EPA early this year).

✓ **Tomato: Corn earworm** populations are still sporadic throughout the state. Nearby southern states (Delaware, Maryland, Virginia) report an increase in activity of this pest, so it is likely moth activity will increase for New Jersey also. Pyrethroids (including Asana, Baythroid, Danitol, Fury, Mustang or Mustang Max, Warrior) have been very effective against corn earworms thus far, but should not be overused (many non-pyrethroid materials are labeled and effective and could be used in a rotational program, including Avaunt, Confirm, cryolite, Guthion, Intrepid, Lannate, Monitor, and SpinTor).

Beet armyworms and **yellow-striped armyworms** have also been sporadic, and some fields have reached thresholds from these pests. Worms are leaf feeders when small, but larger larvae bore into the fruit. It is important to identify these worms early, before significant damage is caused, and control with either Avaunt, Confirm, Intrepid or SpinTor (the pyrethroids as well as many other materials will *not* control these pests). Thorough spray coverage is recommended for maximum effectiveness, thus high pressure, high volume should be used if possible. □

Vegetable Disease Update

Edited by Joe Ingerson-Mahar, Vegetable IPM Coordinator

Report from Kris Holmstrom, Vegetable IPM Program Associate for Northern New Jersey

Tomatoes in a Hunterdon County field that is heavily infested with *Phytophthora capsici* are now showing symptoms of **buckeye rot**. This is noteworthy since there is confirmed **late blight** (*P. infestans*) in southern counties. Buckeye rot is NOT late blight, but shares some similar characteristics, most notably on the fruit. There is less obvious sporulation on the infected foliage with buckeye rot, and the field will likely have a history of *Phytophthora* crown rot on susceptible crops.

A few pumpkin fruit in one Warren County field had symptoms of **Microdochium**. This disease is characterized by numerous small, dry scabby lesions on the surface of fruit. It is not usually serious in Northern New Jersey, and was not significant in this case. □

Strawberry Update

Pete Probasco, Salem County Agricultural Agent



Remember to spray fungicides on strawberry tips each week during the propagation and inject Ridomil gold through the drip irrigation after transplanting (1 pt/A). Ridomil will help control *Phytophthora cactorum* and red stele, two diseases we see on strawberries after planting in NJ. Do not over water your plugs after they have rooted since that can start these *Phytophthora* diseases. Sometimes we don't see the disease until the following spring. □

Weed Control in Spinach

Bradley A. Majek, Ph.D., Specialist in Weed Science

A section 24C Special Local Needs label for the use of **Dual Magnum** has been issued for the control of weeds in **spinach**. To obtain a label, an indemnification agreement must be signed agreeing not to hold the manufacturer responsible for crop damage. Apply 0.33 to 0.67 pints of Dual Magnum per acre (0.32 to 0.64 lb a.i./A) preemergence to control **annual grasses** and certain small **seeded broadleaf weeds**. Use the lower rate on coarse textured soil low in organic matter, and higher rates only on medium or fine textured soils. Use overhead irrigation within two days of planting and spraying to activate the herbicide if rainfall does not occur. Not recommended for use on muck soils due to poor weed control.

Obtain a copy of the label and indemnification agreement from the Rutgers Cooperative web site at: <http://www.rce.rutgers.edu/> labels or your county agent, read, sign and have the agreement notarized, and mail it with the fee to the VGANJ (address on label). The label is valid when it is returned, signed by the VGANJ. **You must have a copy of the valid label to use Dual.** Consult the 2003 *Commercial Vegetable Production Recommendations* for additional information. □

IPM Update

Kristian Holmstrom, Program Associate in Vegetable IPM

Sweet Corn

European corn borer (ECB) adult activity is in decline in many areas of New Jersey, with higher catches in Salem and Cumberland Counties (see ECB map). This area of activity may signify the onset of a third flight in the southern counties. Currently active adults will lay eggs on all stages of corn. Check fields weekly and consider treating if greater than 12% of plants are infested with ECB alone or in combination with **fall armyworm (FAW)**. After the full tassel treatment, follow up with regular insecticide applications on silks as dictated by the local **corn earworm (CEW)** catches. The highest average nightly ECB blacklight trap catches are:

Cohansey	23	Allamuchy	2	Egg Harbor	2
Shirley	22	Allentown	2	Folsom	2
Bayside	4	Downer	2	Little York	2
Woodstown	3	East Vineland	2	New Egypt	2

Corn earworm (CEW) adult activity increased dramatically beginning one week ago. This increase coincided with southerly winds in advance of the front that brought the change from rainy weather to the current cooler drier conditions. The front had passed New Jersey by Friday of last week, and recent trap catches indicate that the CEW influx has subsided somewhat since the winds shifted to the northeast and evening temperatures have cooled. Many traps were not checked both before and after last Friday. As such, they will indicate a population that is likely higher than is currently the case. Despite this, growers should assume that there was significant egg laying by CEW during the latter half of the previous week. For this reason, strict silking spray schedules should be observed until local catches indicate otherwise. We will continue to monitor populations and weather conditions throughout the region to try to provide advance warning of CEW populations. Black areas on the map (red on the web) represent populations requiring a 2-3 day silk spray schedule. Cross-hatched areas on the map (green on the web) represent a population requiring a 3-4 day silk spray schedule. The highest average nightly CEW blacklight trap catches are:

East Vineland	33	Croton	22	Tabernacle	19
Medford	31	Cohansey	21	Elm	18
Oldwick	30	Pittstown	21	Morristown	16
Hopewell	23	Denville	20	Pennington	16

General Sweet Corn Spray Schedule

Silking Corn:	North	2-3 days
	Central	3 days
	South	2-3 days

Fall armyworm (FAW) continues to re-infest sweet corn plantings throughout New Jersey. Silk spray

schedules for CEW control should prevent FAW from damaging ears, but it is important not to skip treatments. Scout fields weekly and consider treating when 12% or more plants are infested with FAW alone or in combination with ECB. Increased spray volume and pressure often assist in control of FAW.

Corn leaf aphids are still common in pre-tassel stage sweet corn. These blue-gray aphids can become a nuisance to consumers as they move down the plant and get between husk layers on the ears. Their populations may be enhanced by repeated use of pyrethroid insecticides in the silk spray program. It is wise to make at least one application of methomyl or other non-pyrethroid insecticide in the silk spray program to minimize ear infestations of corn leaf aphid.

Corn leaf rust continues to be a threat as rain, cooler temperatures and heavier dew events all favor the development of this disease. While scouting, look for pustules on the oldest leaves of plants. Pustules rupture, emitting reddish, powdery spores. There is a wide range of host resistance to this disease, but some varieties can be adversely affected. Check the seed source for resistance in your varieties. If the variety is susceptible to leaf rust, pustules will increase on the plant until moisture stress causes a reduction in ear size. The potential for loss is greatest if the infection begins when susceptible plants are in the whorl or seedling stages. Later infections may not reduce yield, but can cause pustules on the husks, which may make ears less marketable. Consider using chlorothalonil or mancozeb (7 day schedule), or Tilt (7-14 day schedule) if rust is found in the seedling or whorl stages.

Pumpkins

Powdery mildew control requires a regular fungicide program at this time. Failure to control this disease can result in smaller fruit size, pale fruit color, and weak handles. The recommended fungicide program is for chlorothalonil +Nova to be alternated with a strobilurin type fungicide at 7-10 day intervals. It is important to remember that Quadris (a strobilurin type) is effective on PM, but is highly phytotoxic to some apple types. For this reason, Flint is a good substitute if apples are to be sprayed with the same apparatus used for spraying pumpkins and winter squash.

Downy mildew (DM) is widespread in the northern counties, and most likely is present throughout the state. This disease is favored by moist conditions and infects all cucurbit crops. Heavy sporulation when leaves are wet leads to rapidly spreading infections. Protectant fungicides are necessary to stop spore penetration on uninfected foliage. Fungicides with eradicant properties like Ridomil or Acrobat can help combat existing infections. Check fields weekly for the presence of yellow blotches becoming necrotic on the upper surface of leaves with dark, felt-like sporulation on the lower

SEE IPM ON PAGE 4

surface. The sporulation frequently occurs along the leaf veins. If this disease is found in any field, immediately treat all cucurbit crops with fungicides on a 7-day protectant schedule. Consult the *2003 Commercial Vegetable Production Recommendations* for spray materials.

As pumpkin fruit begin to mature, it is important to check fields periodically for the presence of **cucumber beetles**. Early in the season, these insects are a threat to transmit **bacterial wilt**. At this time of the season, they sometimes begin to feed on the rinds of mature fruit, causing direct damage and allowing rot organisms to establish. Cucumber beetles are often not distributed evenly throughout the field, so it is important to visit several areas to evaluate the situation. If cucumber beetles are found feeding on fruit consider treating to prevent further injury. Generally, cucumber beetle has not been a problem thus far in the northern counties. During last season's dry conditions, they were much heavier.

Tomatoes

Maintain regular fungicide applications for **alternaria**, **anthracnose**, and **septoria** control on tomatoes. Good disease management to preserve foliar cover for fruit is critical for good fruit quality.

Tomato fruitworm (corn earworm) adult activity is very heavy now in many areas. Tomato plantings in this area are at risk for infestation by fruitworm. Consider weekly treatments to prevent fruit injury until the population subsides. Fruitworm larvae often bore into the shoulders of tomatoes near the outer canopy of the plants, and are less likely to feed on foliage first. **Yellow striped armyworm** has been active in tomato fields around the state. This caterpillar is dark green when small, and darkens to black with prominent yellow stripes on each side as it grows. Small larvae feed on foliage before infesting fruit. Fruit injury is similar to that caused by fruitworm. Look for signs of foliar feeding and holes in the fruit near the calyx. Often fruit nearest the outer canopy are affected first. If fruit feeding begins to increase, consider treating for this pest. Recommendations for armyworm control may be found in the *2003 Commercial Vegetable Production Recommendations*.

This is the time of the season when **stinkbug** injury generally begins to increase significantly in tomato plantings. Stinkbug pressure in tomatoes tends to be heavier during dry seasons, and with this wet season, stinkbug injury has been minimal in scouted fields. Still, some adults in the *Euschistus* genus (larger, brown stinkbugs) have been captured recently in pheromone traps and found in corn tassels throughout the state. The adults will move into tomato plantings when surrounding host vegetation is too dry or is mowed. Adults and emerging nymphs will feed on green and ripening fruit, causing the large, yellow "cloudy-spot" injury. If this feeding is found to be increasing in samples, consider protectant sprays for stinkbug. The **marmorated stinkbug**

has recently become active in eastern Pennsylvania, where they were observed feeding on beans, tomatoes and peaches as well as non-food crops. This stinkbug is similar in appearance to our brown stinkbugs, but is somewhat larger. Adults were active in northwestern NJ last season from late August into October. Damage and control should be similar to that for the brown stinkbugs. Consult the *2003 Commercial Vegetable Production Recommendations* for spray materials.

Bacterial infections continue in many tomato plantings. These diseases are characterized by marginal necrosis, or small very dark spots on infected leaves. If the disease is **bacterial canker**, there may be stem lesions and the "birds-eye spot" or white rimmed blister on the surface of affected fruit. **Bacterial spot and speck** cause dark lesions on the surface of infected fruit. As with all bacterial infections, avoid working in fields when the plants are wet. Surface sterilize pruning and tying tools between rows, and always work in infected plantings last. Copper with mancozeb may help minimize impact, although copper sprays can cause spotting on fruit. Actigard at the lowest recommended rate may also help. Actigard should be used weekly for a total of 6 applications.

Snap and lima beans

CEW is now a major threat to snap and lima bean plantings throughout the state. Areas shaded black on the map (red on the web version), indicate CEW adult populations that are potentially damaging to these crops. Consider treating snap beans at 5-7 day intervals if local CEW activity is heavy in your area. Check lima beans for the presence of larvae, and consider treating if averages of more than 2 larvae are found per 6 feet of row up to 4 weeks before harvest. After this, the threshold is 3 larvae per 6 row feet. It is important to choose an appropriate control material, as acephate is not effective against CEW. See *2003 Commercial Vegetable Production Recommendations* for spray materials.

Cole crops

Imported cabbageworm (ICW), **diamondback moth larvae (DBM)**, and **cabbage looper (CL)** are all active now on cole crops. In addition, **flea beetle** continues to be a problem on young plantings. Check plantings at least once a week for the presence of the above pests. Consider treating if greater than 20% of plants are infested prior to head formation or if greater than 5% are infested when heads are present. For collards, kale, mustard and other leafy cole crops, consider treating when 10% or more plants are infested with any larvae. Garden State Pest Management has recently encountered a situation in central counties where DBM has become a particular problem when old cole crop plantings are left standing after harvest. As these fields are not sprayed, DBM is allowed to increase and will move into adjacent plantings. When fields are harvested, disk and cover the

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residue as soon as possible to prevent this situation. Flea beetle infestations should be treated when the pest is present on more than half the plants in the sample and damage is occurring.

Alternaria is a threat to maturing cole crops now, and will remain so for the rest of the season. Look for necrotic lesions on older tissue. The lesions often have concentric rings of within the borders. At the first sign of disease, begin a 7-10 day fungicide program. Consult the *2003 Commercial Vegetable Production Recommendations* for effective spray materials.

Peppers

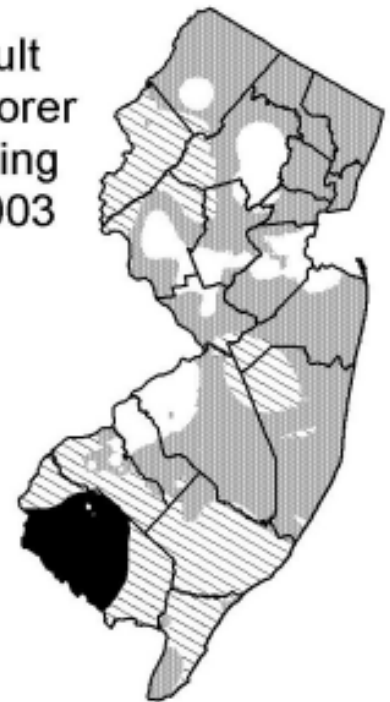
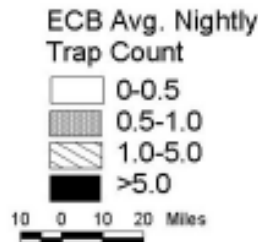
In areas where **CEW** activity is heavy, consider a weekly protectant insecticide schedule to prevent fruit injury. On the CEW map, dark portions (shaded red on the web version) represent areas where CEW activity is a threat to pepper fruit. As eggs hatch, larvae will tunnel into the fruit around the cap like **ECB** does. As the larvae feed in the fruit, bacteria enter and can result in a high incidence of **soft rot**. When scouting, look at two fruit on five consecutive plants in ten random locations throughout the planting. Consider treating for CEW if fruit injury is increasing in the field. Consult the *2003 Commercial Vegetable Production Recommendations* for spray materials.

TSSM is a threat to pepper plantings at this time. Consider spot treating if TSSM appears in the planting. Early detection and spot treatments can help prevent a difficult infestation later.

High **FAW** activity is a problem for peppers as well. When scouting, determine the type of caterpillars present in fruit (if any). FAW is generally brown in color, with an inverted "Y" on its head capsule. ECB is a pale caterpillar with a dark brown, flattened head. It is important to distinguish between the two, because Orthene is not as effective on FAW as it is on ECB. Consult the *2003 Commercial Vegetable Production Recommendations* for spray materials effective against both pests.

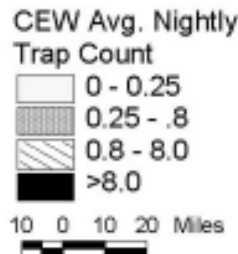
Bacterial leaf spot (BLS) is present in some areas. This disease is characterized by necrotic spots and margins on leaves. When infected, plants often drop large numbers of leaves. Fixed copper combined with maneb at 7-10 day intervals may be useful in minimizing spread in the field. Consult the *2003 Commercial Vegetable Production Recommendations* for formulations and rates. High fertility levels (to increase foliar fruit cover) may help prevent scalding of fruit. Avoid working in wet fields.

Distribution of Adult European Corn Borer for the Week Ending September 10, 2003



Data collected and processed by: Kris Holmstrom, Marilyn Hughes
Rutgers Cooperative Extension & Center for Remote Sensing

Distribution of Adult Corn Earworm for the Week Ending September 10, 2003



Data collected and processed by: Kris Holmstrom, Marilyn Hughes
Rutgers Cooperative Extension & Center for Remote Sensing

Land Application of Non-Traditional Organic Wastes Publication

A new Rutgers Cooperative Extension bulletin (E281), "Guidelines for Land Application of Non-Traditional Organic Wastes (Food Processing By-Products and Municipal Yard Wastes) on Farmlands in New Jersey", is available on the RCE web site at: <http://www.rce.rutgers.edu/pubs/pdfs/e281.pdf>.

The 36 page document is authored by Uta Krogmann, Specialist in Solid Waste Management, Barbara F. Rogers, Program Associate, Solid Waste Management, William Bamka, Burlington County Agricultural Agent, Joseph R. Heckman, Extension Specialist in Soil Fertility, and Lisa Boyles. □

WORKSHOP REGISTRATION FROM PAGE 7

- American Express cards are accepted. Please have your credit card information ready.
- By Fax: Fax your registration, including credit card information to (732) 932-8726. For non-credit card payments, include a copy of your check, money order or purchase order with your fax registration. (Payable to: Rutgers, The State University of New Jersey).
 - By Mail: Mail your completed registration form, including your credit card information or a check, money order or purchase order to: Registration Desk, Cook College Office of continuing Professional Education, Rutgers, The State University of NJ, 102 Ryders Lane, New Brunswick, NJ 08901-8519.
- Don't Miss Out On This Great Learning Opportunity To Grow Your Greenhouse Business.*

Weekly Weather Summary

Keith Arnesen, Ph.D., Agricultural Meteorologist

Temperatures averaged near normal. Extremes were 84 degrees at Seabrook and Cape May Courthouse on the 3rd, and 45 degrees at Charlotteburg on the 7th. Weekly rainfall averaged 1.92 inches north, 1.81 inches central, and 0.98 inches south. The heaviest 24 hour total reported was 2.91 inches at Toms River on the 4th to 5th. Estimated soil moisture, in percent of field capacity, this past week averaged 96 percent north, 91 percent central and 77 percent south. Four inch soil temperatures averaged 66 degrees north, 69 degrees central and 73 degrees south.

Weather Summary for the Week Ending 8 am Monday 9/ 8/ 3

WEATHER STATIONS	RAINFALL			TEMPERATURE				GDD BASE50		MON %FC
	WEEK	TOTAL	DEP	MX	MN	AVG	DEP	TOT	DEP	
BELVIDERE BRIDGE	2.02	37.70	12.22	83	50	65.	0	2511	192	91
CANOE BROOK	1.96	34.55	7.83	83	52	67.	1	2618	277	94
CHARLOTTEBURG	1.98	36.42	9.43	80	43	60.	-3	2024	163	92
FLEMINGTON	1.81	33.28	7.62	80	50	64.	-2	2454	52	89
LONG VALLEY	1.92	31.84	4.07	74	40	61.	-3	1949	-119	93
NEWTON	1.89	33.58	8.66	80	49	63.	0	2267	155	91
FREEHOLD	1.30	27.93	2.93	80	53	67.	-1	2655	116	88
LONG BRANCH	1.26	29.90	4.56	80	56	67.	-1	2484	3	80
NEW BRUNSWICK	1.62	31.33	6.02	81	54	66.	-3	2619	-58	89
TOMS RIVER	3.59	32.40	6.51	82	53	69.	-1	2652	176	82
TRENTON	1.29	25.88	1.90	80	53	67.	-2	2594	-179	84
CAPE MAY COURT HOUSE	.43	24.81	2.41	84	53	71.	0	2572	97	71
DOWNSTOWN	1.31	26.97	3.34	81	52	70.	1	2720	-61	85
GLASSBORO	1.33	28.05	3.35	80	49	69.	0	2862	103	86
HAMMONTON	1.23	23.85	-.84	82	53	71.	2	2841	80	76
POMONA	.44	22.75	.09	83	53	71.	3	2695	120	49
SEABROOK	1.11	28.75	6.11	84	55	71.	2	2932	136	66
SOUTH HARRISON	1.57	25.60	1.30	81	56	71	NA	2844	NA	NA
WES KLINE — GDD BASE 40 PINEY HOLLOW										
Last Week	248	(Ending 9/1/03)								
This Week	212	(Ending 9/8/03)								

NJ Information Network for Pesticides & Alternative Strategies

Patricia D. Hastings, Program Associate,
Rutgers Cooperative Extension Pest Manage-
ment Office

The New Jersey Information Network for Pesticides & Alternative Strategies (NJinPAS) is part of a grant-funded network designed to provide a structure to gather and transmit information on issues relevant to both current and transitional pest management strategies. Dr. George Hamilton, Specialist in Pest Management is the Coordinator of this program.

One of the key elements of this program is expedited delivery to New Jersey stakeholders of more timely pesticide-related information (such as regulation advisories, requests for comment, voluntary pesticide cancellations, pesticide security alerts, NJDEP WPS enforcement initiatives). So, NJinPAS set up and maintains nine listservs for growers, crop consultants, pesticide users, public interest groups, environmental groups, and Extension faculty and staff. There is a Network listserv for more general postings, plus 8 additional listserv subgroups for more specific distribution, including regulation notices or pesticide advisories. It is set up so that if you are on more than one listserv, you will not receive multiple postings. The information provided typically augments rather than duplicates the information you receive in the Plant & Pest Advisory, and it is maintained throughout the year.

The nine separate listserv categories for *open* enrollment are:

- Network;
- Institutions & Interiors;
- Mosquito;
- Fruit;
- Turf, Ornamentals, Greenhouse, & Nursery;
- Field & Forage Crops;
- Vegetables;
- School IPM; and
- Forests & Xmas Trees.

Contact Pat Hastings at 732-932-9801 if you would like to enroll. Or, you can enroll online at: <http://www.pestmanagement.rutgers.edu/NJinPAS/listservs.htm>.

There is an online archive of all open listserv postings made since October 2001; see: <http://www.pestmanagement.rutgers.edu/NJinPAS/listservpostings.asp>. You may choose to view postings by date, title, listserv posted, or by topic. Better yet, you can do a **word search** of the titles and topics. So for example, you can look for a specific pesticide, crop, or agency. □

Greenhouse Management: Cost Accounting and Crop Production Workshop

Monday, October 20, 2003

8:30 am - 4:00 pm

Cook College Campus, New Brunswick, NJ

Sponsored by: CSREES/USDA and the Northeast Center for Risk Management Education, Rutgers Cooperative Extension in cooperation with The Cook College Office of Continuing Professional Education

Is your greenhouse business growing GREEN (\$\$) or RED (INK)? Do you really know for sure or do you wait for your accountant to tell you?

The first part of this workshop is a software training session designed to help you better manage your greenhouse costs. During the morning session, Dr. Robin G. Brumfield, Farm Management Specialist, will introduce you to a new user-friendly cost accounting software program. The windows based application software was specifically created for greenhouse owners and managers. It enables users to easily determine the profitability of their greenhouse crops and explore a full range of cost accounting capabilities. With the software, you can analyze incremental production costs and track financial categories, as well as program costs options typically found on income statements. You will be able to generate information showing total costs, and net returns per plant. This software also will assist you when making decisions on pricing, identifying and reducing unprofitable production costs and increasing sales of profitable crops.

During the afternoon session, current trends in greenhouse crop production and environment control will be discussed. In addition, some preliminary data from the 2003 NJ Greenhouse Industry Survey will be presented.

Pre-Requisites (for the morning session):

Participants should be familiar with Microsoft Windows. To operate the free software you will receive as part of your registration fee, Microsoft Excel software should be available on your business computer.

For further information about this hands-on workshop, contact Mr. Keith Wilson at (732) 932-9271 ext. 617 or via email at kwilson@aesop.rutgers.edu.

Tuition:

\$15 (includes lunch, handouts; the cost accounting software will be provided for free)

To register:

1. Through the OCPE Website:
www.cook.rutgers.edu/~ocpe
2. By Phone: (732) 932-9271 ext. 630, Monday to Friday, 8:00 a.m. to 4:30 p.m. Visa, MasterCard or the

SEE WORKSHOP REGISTRATION ON PAGE 6

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PLANT & PEST ADVISORY

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