



The Lake Erie Regional Grape Program



Crop Update February 2, 2017

Building Strong and Vibrant New York Communities

Diversity and Inclusion are a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans, and Individuals with Disabilities.



Reminder!

*Membership Enrollment is underway!
Please contact your respective CCE
office to enroll in LERGP.*

**Wednesday, March 15, 2017-
Annual Winter Grape Grower Conference**

Register On-line!

Use the registration form on page 4 or register on-line using the
following link:

https://lergp.cce.cornell.edu/event_preregistration.php?event=281

Other dates of interest:

Thursday, February 16, 2017: 10:00am- Reporting Session for 2016 Projects and 2017 New Proposals

Monday, February 20, 2017: 3:00pm- WineMaker's Round Table

Tuesday, February 28, 2017:- NYS Berry Growers Meeting, "Protected Culture in Berries"

Wednesday, March 15, 2017:8:00am- 2017 Winter Grape Grower Conference

2017 Lake Erie Regional Grape Program Growers' Conference
March 15, 2016
Williams Center SUNY at Fredonia Campus

6:30 AM	Tradeshow set up begins
7:00 AM	Registration and Tradeshow open
8:00 AM	Welcome
8:10 - 8:30 AM	The Efficient Vineyard SCRI Project – Potential Impacts for the Grape Industry <i>Mark Amidon, National Grape Cooperative</i>
8:30 – 9:15 AM	Efficient Vineyard, Year One Results <i>Dr. Terry Bates – Lake Erie Regional Grape Program, CLEREL Director</i>
9:15 – 10:00 AM	Precision Vineyard Imaging <i>Dr. Stephen Nuske, Carnegie Mellon University</i>
10:00 – 10:30 AM	Break
10:30 – 11:15 AM	Collecting, Processing and Providing Info for Variable Rate Management <i>Jackie Dresser, Newcastle University and Rhiann Jakubowski, Lake Erie Regional Grape Program</i>
11:15 – Noon	Efficient Vineyard Roundtable <i>Thom Betts and Tracy Beckman and Efficient Vineyard Project Leaders</i> Moderated by Luke Haggerty
Noon	Excellence in IPM Award Presentation
12:10 – 1:30 PM	Lunch and Visit Tradeshow
1:30 – 1:45 PM	Climate Smart Farming <i>Speaker TBD</i>
1:45 – 2:15PM	Crop Insurance and Risk Management for Vineyard Owners Kevin Martin, Lake Erie Regional Grape Program, Penn State University
2:15 – 2:45 PM	Update on Changes in the Worker Protection Standard Regulations <i>Michael Nierenberg, NYS Department of Environmental Conservation</i>
2:45 – 3:15 PM	Respirator Fit Training and Other Requirements of WPS for Vineyard Owners <i>James Carrabba, New York Center for Agricultural Medicine and Health</i>
3:15 – 3:45 PM	Overview of Grape Insect Pests <i>Dr. Mike Saunders, Penn State University</i>
3:45 – 4:15 PM	NEWA – Where We Are and Where We Are Heading <i>Dan Olmstead, NYS IPM Program, Cornell University</i>
4:15 PM	Adjourn

LAKE ERIE REGIONAL GRAPE PROGRAM

2017 GRAPE GROWERS' CONFERENCE REGISTRATION FORM

to be held at SUNY Fredonia Williams Center
on Wednesday, March 15, 2017

Deadline for registration is Friday, March 3, 2017.

Name (1st attendee) _____ \$ _____

Farm Name _____

Address, City, State, Zip Code _____

Phone _____ E-mail _____

Are you enrolled in Lake Erie Regional Grape Program (LERGP)? Yes _____ No _____

REGISTRATION FEES	
LERGP Member 1 st attendee	\$ 50.00
Additional attendee on same farm	\$ 40.00
Non- member	\$100.00

Additional Attendees:

_____	\$
_____	\$
_____	\$
_____	\$
_____	\$

*Please add a **\$25.00 late fee** for each reservation made after March 3, 2017

TOTAL \$ _____

Please make check payable to **LERGP (Lake Erie Regional Grape Program)** and mail to: Kate Robinson
(US funds only) LERGP
6592 W Main Rd
Portland NY 14769

Name _____ NY DEC/PA PDA NUMBER _____

Name _____ NY DEC/PA PDA NUMBER _____

Name _____ NY DEC/PA PDA NUMBER _____

<u>Date Ck. Rec'd</u>	<u>Amount</u>

Call Kate at 716-792-2800 ext 202 with any questions.

Visit our New Web-site:

New website: We have been working to make resources more readily available to our growers. Recently we have established a new web address at <http://lergp.com/> and have been creating a more user friendly website. This is still a work in progress, but we hope it will give you more of the information you need when you need it. In addition, the research and extension teams have been putting together some podcasts. These are brief (approximately 3-5 minutes) videos of our specialists (so far Terry, Luke and Kevin) explaining topics such as “What is LERGP?” and “Fertilizer Prices”. You can find the link to these weekly podcasts at the new LERGP website on the right hand side. Also, if you use Facebook, you can like our page and follow us there.



Additional resources included on the website are links to disease, insect, and weed fact sheets, as well as Dr. Bates' Crop Estimation Table. In the near future we hope to add a link to the NEWA website, information on cover crops, recent years Phenology (Growth Stages), and more of what you need to know to help you to grow the best grapes possible. We also have a gallery started so you can see field photos taken by the team. There's a lot in the works for this new resource available to you and we hope you will come and take a look! Even more great ideas coming in the future! If you have any suggestions as to what you are looking to find here, please let me know. Email Kim at ksk76@cornell.edu.

Efficient Vineyard Blogs: As many of you already know, we have created a website to feature work being done with the Efficient Vineyard project, which is the Specialty Crop Research Initiative project being led by Terry Bates, Ph.D. Information from the research team is frequently added to the blog portion of the website. We are happy to announce that our own Thom Betts, local Concord grape grower and cooperator with the Efficient Vineyard project, has recently been featured in the blog. To find his article, follow this link <https://www.efficientvineyard.com/outreach/a-growers-perspective/>



The most recent blog post is from Olena Sambucci, who is part of the Economic Evaluation and Assessment group, working from UC Davis in Davis, California. Luke and Kevin have been recent contributors to the blog as well. Updates are posted every two weeks, we hope you will come and take a look.

Reducing Risk through Crop Insurance

Elizabeth Higgins, Ag Business Management Specialist

Jennifer Ifft, Assistant Professor

Jing Yi, Post-Doc

Farmers face risk every day. Crops can be wiped out by disease or frost or too much or too little rain. Prices can reach record lows. When you buy an insurance policy you trade the risk of a significant loss for a specific set payment amount (premium), with a guaranteed payment to compensate you for the insured loss if it occurs. Some losses are more likely than others and some events, should they occur, would be more catastrophic to a farm business than others. Premium rates are set by the USDA based on the likelihood of the insured event happening during the insured period and the expected amount of the payment. Higher likelihood events = more frequent pay-outs. More expensive events = larger pay-outs. Both scenarios are likely to result in higher premiums to farmers. Therefore, the decision to purchase insurance and the amount of coverage you purchase should be based on the cost of the premium and the value of the coverage offered to your business, should you have a loss.

Buying a crop insurance policy is a risk management tool available to help farmers meet their financial obligations in the event of a crop loss or a significant drop in revenue. Crop insurance payouts can be used to pay back operating loans, cover business expenses and family living expenses. Most crop insurance policies are subsidized by the federal government. Beginning farmers may have even higher subsidies available. For 2011-2015, New York farmers received \$2.93 in insurance payouts for every \$1.00 they paid in premiums. Although in some years producers do pay more in premiums than they collect, those payments, if affordable, can help a grower ensure that they can stay in business during a bad year.

An important aspect of buying insurance is understanding exactly what is covered, what is not covered, how the value of the crop is established and how losses need to be documented. Knowing this information can help you determine whether or not the specific coverage will make sense for your business. For example, it may make sense to insure crops with very high input costs, like apples, where crop losses before harvest can result in a significant financial burden to a farm.

The USDA Risk Management Agency (RMA) provides a variety of single-crop policies, although availability varies by county. The RMA has expanded crop insurance options in the past few years, improving options for growers in New York, especially small and diverse farm operations, organic producers, and beginning farmers. If you would like to request insurance on a crop that is not insurable in your county but is insurable in other counties, you may complete and submit a **Request for Actuarial Change** through a crop insurance agent. It can also be used to modify the existing terms and conditions in the crop insurance policy when specifically permitted by the policy. Please see the fact sheet on **Requesting Insurance Not Available in Your County** (link below). These written agreements require individual approval by RMA.

Whole Farm Revenue Protection (WFRP) is available to all New York farmers and allows farmers to insure all of their crops, livestock, and nursery and greenhouse crops for a revenue loss with a single policy rather than many individual crop/livestock policies. For many diversified farmers, individual insurance policies may not be available for the commodities they grow, while almost all commodities

are eligible to be covered under the WFRP policy. Further, in order to achieve a comprehensive coverage for their farms, farmers have to purchase many separate policies, which may not be practical or make financial sense. Moreover, for diversified farms using 50-75% coverage levels, premium subsidies can go as high as 80%.

If you grow a crop that is not eligible for insurance, another option is the USDA-FSA Non-insured Crop Disaster Assistance Program (NAP), which provides financial assistance to producers of noninsurable crops when low yields, loss of inventory, or prevented planting occur due to natural disasters.

Producers should consider how a policy will work, in conjunction with their other risk management strategies, to insure the best possible outcome each crop year. Federal crop insurance is sold through a network of private insurance agencies. Also, most crops insurance programs have very specific annual enrollment periods. It is critical to keep on top of deadlines if you are planning to insure your crops.

Resources:

- Crop Insurance Information and Quote Estimator: <http://ag-analytics.org/cropinsurance>
- Find a Crop Insurance Agent <http://www.rma.usda.gov/tools/agent.html>
- Factsheet on Requesting Insurance Not Available in Your County
<http://www.rma.usda.gov/pubs/rme/requestinginsurance.pdf>
- NAP-Non-insured Crop Disaster Assistance Program - <https://www.fsa.usda.gov/programs-and-services/disaster-assistance-program/noninsured-crop-disaster-assistance/index>



Cultural Practices

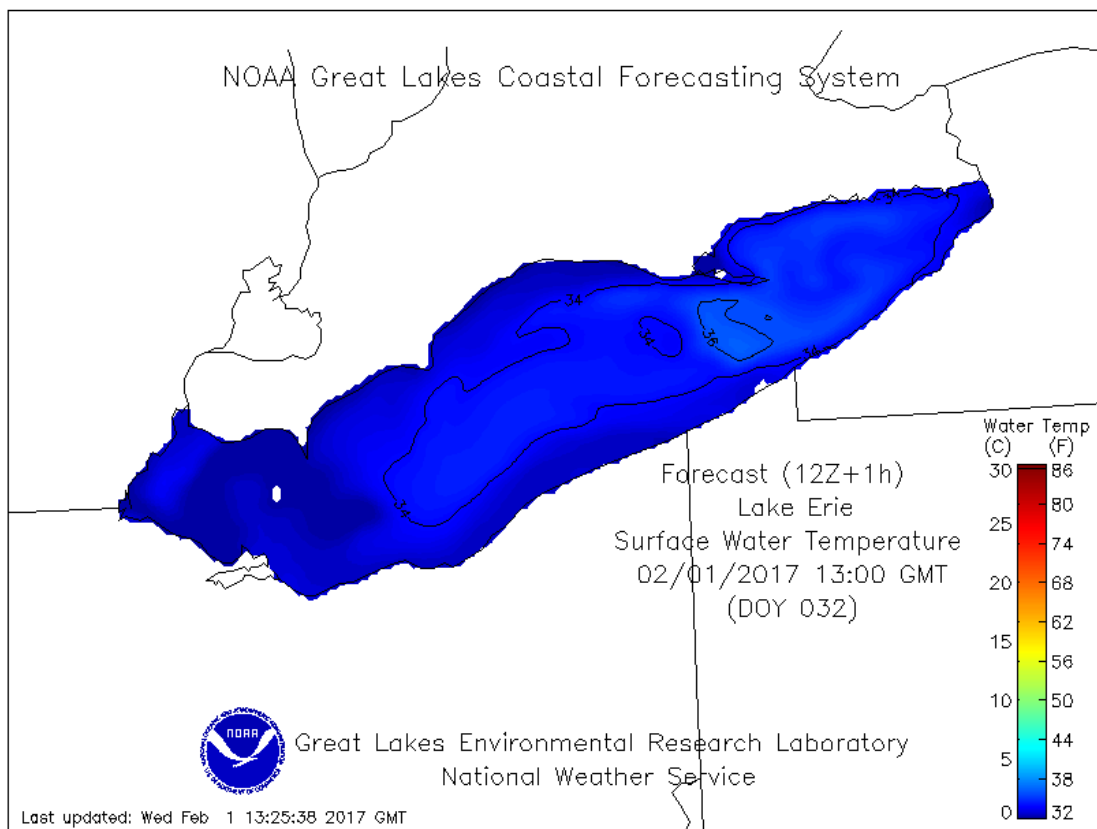
Luke Haggerty, Viticulture Extension Associate, Lake Erie Regional Grape Program

Lake Temperature

We seem to be having another rollercoaster winter. Just two weeks ago temps were in the 60's and this week we've stayed below freezing. The current forecast shows mild temperatures early next week, but lows in the teens later in the week. The colder the better and maybe there will be a chance for some ice on Lake Erie... or at least more ice than there is right now.

At this point in the season the buds are at 'maximum hardiness' and we want them to stay there for a while. Ideally, colder temperatures would cool Lake Erie to the point of partial freezing. Open water provides the region moderating effects which take some of the chill out of arctic fronts as they pass over. In most cases this moderation prevents the area from falling below zero. When the lake freezes over we lose this effect. However, when it does freeze over, the region stays cooler longer and decreases the risk of spring frost. Either way, every degree the lake drops is a step in the right direction.

Lake Temps: Currently the lake is the same temperature as it was last year at this time. For February first, the 20 year lake temperature average is 32.7°F. The current lake temperature is 34°F.



IPM

Tim Weigle, NYSIPM, Cornell University, LERGP Team Leader

Do You NEWA?

For those who have been reading the Crop Update for a while, you know that the information found on Network for Environment and Weather Applications, or NEWA, can be accessed through a number of different ways. You can use the NEWA home page <http://newa.cornell.edu> or go directly to a station home page of your choice i.e. the Portland Station (aka CLEREL) at <http://newa.cornell.edu/index.php?page=weather-station-page&WeatherStation=por>. Either way will get access to the latest weather and pest model information for your area.

A relatively new feature is the NEWA blog, “*You’re NEWA*”. This blog provides recent, relevant information on what is happening with NEWA and in the world of weather. An example of some recent posts include;

- Dan Olmstead starts as NEWA Coordinator Jan 1, 2017
- National Forum on Climate and Pests
- 2016 Drought Survey

You can subscribe to *You’re NEWA* to get email alerts each time there is a new post to the blog. *You’re NEWA* is completely spam free and you can opt out at any time. To subscribe visit; <http://blogs.cornell.edu/yourenewa/> and provide your email address in the box on the right hand side of the page.

If you have any questions on using any of the NEWA resources in your vineyard IPM strategy, please get in touch with me at thw4@cornell.edu or stop by my office at CLEREL, 6592 West Main Road, Portland, NY. We are still having trouble with our phone system but you can try to reach me at (716) 792-2800.

Research

Field Coordinator Position Opportunity:

Cornell University scientists based in Geneva, Ithaca, and Fredonia, New York, conduct applied research at the Cornell Lake Erie Research and Extension Laboratory (CLEREL) aimed at increasing the profitability of Lake Erie region grape growers while maintaining sustainable practices in the vineyard. Research-based information is then provided to the grape industry through the Lake Erie Regional Grape Program, a joint effort of Cornell University and Penn State University. Our technical support staff works with faculty researchers to study a broad range of topics to optimize grape productivity and quality, with the ultimate goal of maximizing the profitability of the growers and industries in the region.

Under general supervision of and in collaboration with Director, create, oversee, operate and maintain a research project management system for all CLEREL projects. Take a lead role in directing and performing general vineyard, farm, and laboratory activities to complete team research objectives. Oversee building systems and resolve issues through appropriate Cornell support personnel. Assist with maintenance and updating of application, applicator and pesticide reporting. Perform these tasks while ensuring strict compliance with all federal, state, university, college and NYSAES laws, rules, regulations, policies and protocols, while maintaining a safe workplace for staff and visitors, as well as protecting the natural environment.

Required Qualifications: Associates Degree or equivalent, and three to four years' experience in similar type work. Demonstrable math and computer skills with experience in word processing, spread sheets, and relational databases, web calendars and email. Sound judgment, excellent reasoning, decision-making and organization skills, and meticulous record keeping. Flexibility and the ability to adapt to and overcome constant priority changes brought on by unfavorable weather conditions, labor shortages, equipment breakdowns, emerging pest populations, and conflicts with clients' schedules. Strong communication skills to tactfully build and maintain productive relationships with clients, staff, administrators, experts, and vendors. Outstanding stewardship of the environment, client resources, and Unit resources. Must be capable of multitasking to maximize efficient use of the Team's available time. Ability to work well with others while creating a high quality and respectful work environment. Ability to work independently with minimal supervision while supporting the efforts of an overall team. Demonstrated ability to handle sensitive/confidential material in a professional manner. Must have and maintain a valid NYS driver license, and undergo a successful driving background check. Must possess and maintain New York State Department of Environmental Conservation Commercial Pesticide Applicator certifications in all categories required. Must be able to lift up to 50 lbs.

Bachelors' Degree in horticulture, plant science or other science related field. 3-4 years' experience working in a research environment, and strong agricultural research experience. Working knowledge of payroll applications, as well as NYSDEC requirements for pesticide applications.

Working Conditions

Essential Physical Requirements

Typically lifts 20 to 50 lbs

Visual

Close concentration

Hazards

Chemicals/safety precautions

University Job Title:

Field Coordinator

Level:

D

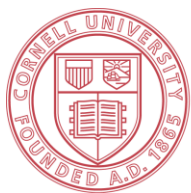
Pay Rate Type:

Hourly

The link below takes you to the official posting page and allows you to apply and post resume:

https://cornell.wd1.myworkdayjobs.com/en-US/CornellCareerPage/job/New-York-State-Other/Field-Coordinator_WDR-00009912

Diversity and Inclusion are a part of Cornell University's heritage. We are a recognized employer and educator valuing AA/EEO, Protected Veterans and Individuals with Disabilities.



Cornell University
Cooperative Extension

**Cornell and Penn State Cooperative
Extension**

Lake Erie Regional Grape Program

6592 West Main Rd, Portland, NY 14769 716-792-2800
662 N. Cemetery Road, North East, PA 16428-2902 814-725-4601
850 East Gore Road, Erie, PA 16509-3798 814-825-0900

“CORE” Pesticide Training and Pesticide Applicators License Exam
April 26, 2016
Cornell Lake Erie Research and Extension Laboratory (CLEREL)
6592 West Main Road
Portland, NY 14769

Space is limited ---Pre-registration is required for both sessions

CORE TRAINING

WHEN: 9 AM to 12:15 PM

WHERE: CLEREL Meeting room

COST: \$15

3.0 Pesticide recertification credits in the CORE category have been applied for.

The CORE training session is also designed as a review prior to taking the Commercial or Private Pesticide Applicator exam but is not required prior to taking the exam.

Preregistration for the training using the enclosed course registration form is required by **April 17, 2017**.

Questions on the training session should be directed to Kate at (716) 792-2800 ext 201

PRIVATE AND COMMERCIAL NYS PESTICIDE EXAMINATIONS

WHEN: 1 PM

WHERE: CLEREL Meeting room

COST: \$100

REGISTRATION: **NYS Department of Environmental Conservation (DEC) requires you to register for entrance to the exam session with the Buffalo DEC office at (716) 851-7220.**

DEADLINE for registration to take the test is April 17, 2017. To register, call the DEC at (716) 851-7220. You will then be sent an exam application form and test instructions by the DEC.

Any questions about your eligibility to take an exam or the status of your current certification should be directed to the Buffalo DEC office at (716) 851-7220.

Commercial Applicators: You will need the “Core Manual” and the category manual for the area(s) in which you will be certifying.

Private Applicators: You will need to get the “Core Manual” plus the private category manual for the area in which you will be certifying.

CORE and category training manuals are available through the Cornell Store by using the attached order form or by calling (800) 624-4080 or the web-site link: <http://store.cornell.edu/c-876-manuals.aspx>

Questions on Pesticide Examinations should be directed to the NYS DEC at (716) 851-7220.

**2017 CORE PESTICIDE TRAINING
REGISTRATION FORM
Wednesday April 26, 2017**

Space is limited – pre-registration is required.

To register for the training, fill out and return registration form to:

ATTN: Kate
Lake Erie Regional Grape Program
CLEREL
6592 West Main Road
Portland, NY 14769

Name(s) _____

Address _____

Phone _____

Number attending _____

Registration and payment by Monday April 17, 2017 (\$15 per person)

Make Checks Payable to: Lake Erie Regional Grape Program

IMPORTANT: This registration is for the CORE training session only.

If you wish to take the exam for a NYS DEC Pesticide Applicators License you must contact the Buffalo office of the NYS DEC by calling Mike Nierenberg or Shaun Conrad at (716) 851-7220 no later than April 10, 2017 to provide ample time for them to provide you with an exam application form and test instructions.



Scholarship Opportunities

Eligibility

To apply, any individual pursuing a full-time, post high school education (this includes colleges and technical schools) during the upcoming fall semester who demonstrates, through their career plans, experience, program of study and extracurricular activities, significant progress toward and a clear intention for a career in agriculture, forestry or commercial fishing. An associates, bachelors or graduate degree, as well as technical school attendance, qualifies as post high school education.

Candidates for the scholarship must have a permanent home address within the area served by Farm Credit East and plan to attend post high school education in the upcoming fall semester. Applicants are eligible to win this scholarship only once.

Deadline

The deadline for this year's scholarship is Wednesday, April 5, 2017 at 5pm EST. Winners will be notified by June, 2017.

Diversity Scholarship

Farm Credit East embraces human diversity in the world and within our own cooperative. To be considered for the Diversity Scholarship, a candidate must appropriately identify their racial/ethnic status on the application. It is not required however, that racial/ethnic status is divulged in order to be considered for a scholarship.

Other Details

Scholarships can be used to defray the cost of tuition, room and board, books and other academic charges. Payment will be made directly to the student in June 2017. Proof of college and photo of student suitable for publicity is to be submitted by hard copy before check will be issued. Scholarship award is merit-based.

AG EDUCATION TEACHER SCHOLARSHIP

Farm Credit East is committed to supporting programs and initiatives that strengthen the Northeast agriculture, commercial fishing and forest products industries. Farm Credit East provides scholarships to teachers attending institutes offered by the Curriculum for Agricultural Science Education (CASE). Scholarships will cover up to 50 percent of the cost of the CASE institute, not to exceed \$1,000.

Eligibility

Educator must teach in school district within Farm Credit East's seven state territory: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York and Rhode Island. Please note, this excludes Clinton and Essex counties in New York and Cheshire, Coos, Grafton and Sullivan counties in New Hampshire.

Educator must teach or will be teaching agricultural or natural resources courses.

Preference will be given to worthy candidates that are seeking support for the first time.

Funds will be provided directly to CASE.

Awards will be made at the sole discretion of Farm Credit East.

Deadline

All applications must be submitted no later than Friday, April 28, 2017. Recipients will be notified on a rolling basis, but no later than Friday, May 12, 2017.

For more detailed information and an on-line application, please visit the following link.

<https://www.farmcrediteast.com/industry-support/ag-education-teacher-scholarship>



The advertisement features a purple and blue wavy header. On the right, the logo for Diversified Crop Insurance Services is displayed, with the text "Proudly Representing" above it. Below the logo, a portrait of Mark C. Muir is shown. To the right of the portrait, the headline reads "Helping farmers to protect their revenue and preserve their equity." Below this, a paragraph states: "I will show you how crop insurance is a vital part of your overall risk management plan. Utilizing the policy that works best for your unique situation, you can take less risk and enjoy a better quality of life." At the bottom, a white box contains contact information for the Mark C. Muir Agency, including the address, phone number, and email. The background of the lower half of the ad shows a close-up of purple grapes.

Proudly Representing
Diversified
Crop Insurance Services



**Helping farmers to protect their
revenue and preserve their equity.**

I will show you how crop insurance is a vital part of your overall risk management plan. Utilizing the policy that works best for your unique situation, you can take less risk and enjoy a better quality of life.

Mark C. Muir Agency
Mark C. Muir

Serving clients in NY, OH, and PA
10509 Route 6 • Union City, PA 16438-9707
Phone: (814) 397-0033

DCIS - Toll Free: (866) 669-3429 • Email: info@diversifiedservices.com | Diversified Crop Insurance Services is a company of CCB Enterprises, Inc. and is an Equal Opportunity Provider. #6590_030416



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Dave Pieczarka
 315.447.0560



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Jared Mosier
 Phone: (301) 512-3977
jmosier1@gmail.com
 7653 Dutton Rd.
 Harborcreek, PA 16421

LERGP Website Links of Interest:



Cornell Lake Erie Research & Extension Laboratory Facebook page
<https://www.facebook.com/Cornell-Lake-Erie-Research-and-Extension-Laboratory-678754995584587/?fref=ts>

SCRI project web-site:
<https://www.efficientvineyard.com/>

Table for: Insecticides for use in NY and PA:
<http://lergp.cce.cornell.edu/submission.php?id=69&crumb=ipm|ipm>

Crop Estimation and Thinning Table:
http://nygpadmin.cce.cornell.edu/pdf/submission/pdf65_pdf.pdf



Appellation Cornell Newsletter Index:
<http://grapesandwine.cals.cornell.edu/cals/grapesandwine/appellation-cornell/>

Veraison to Harvest newsletters:
<http://grapesandwine.cals.cornell.edu/cals/grapesandwine/veraison-to-harvest/index.cfm>

Go to <http://lergp.cce.cornell.edu/> for a detailed calendar of events, registration, membership, and to view past and current Crop Updates and Newsletters.

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NARROW.**



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Lake Erie Regional Grape Program Team Members:

Andy Muza, (ajm4@psu.edu) Extension Educator, Erie County, PA Extension, 814.825.0900

Tim Weigle, (thw4@cornell.edu) Grape IPM Extension Associate, NYSIPM, 716.792.2800 ext. 203

Kevin Martin, (kmm52@psu.edu) Business Management Educator, 716. 792.2800 ext. 205

Luke Haggerty, (llh85@cornell.edu) Grape Cultural Practices, 716.792.2800 ext. 204

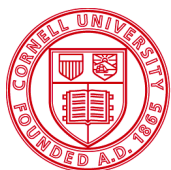
This publication may contain pesticide recommendations. Changes in pesticide regulations occur constantly, and human errors are still possible. Some materials mentioned may not be registered in all states, may no longer be available, and some uses may no longer be legal. Questions concerning the legality and/or registration status for pesticide use should be directed to the appropriate extension agent or state regulatory agency. Read the label before applying any pesticide. Cornell and Penn State Cooperative Extensions, and their employees, assume no liability for the effectiveness or results of any chemicals for pesticide usage. No endorsements of products are made or implied.

Cornell University Cooperative Extension provides equal program and employment opportunities.

Contact the Lake Erie Regional Grape Program if you have any special needs such as visual, hearing or mobility impairments.

CCE does not endorse or recommend any specific product or service.

THE LAKE ERIE REGIONAL GRAPE PROGRAM at CLEREL
6592 West Main Road
Portland, NY 14769
716-792-2800



Cornell University
Cooperative Extension



College of
Agricultural
Sciences