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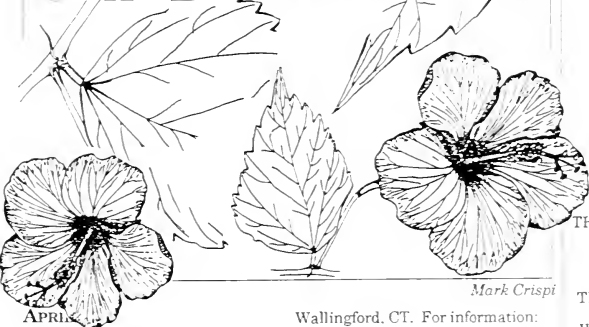
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## CALENDAR



Mark Crispin

**APRIL**  
**16 Pleasant View Gardens 'Spring Fling.'** Pleasant View Gardens, Pittsfield, NH 03263. For information: (603) 435-8361.

**26 National Arbor Day.**

**JUNE**

**14-16 WF&FSA (Wholesale Florists and Florist Suppliers of America) Trade Show.** Orange County Convention/Civic Center, Orlando, Florida. For information: (703)241-1100

**18-21 Grow America Trade Show & Conference.** Sponsored by Greenhouse Product News magazine, Nashville Convention Center, Nashville, TN. For information: Janet Curry at (708) 298-6622.

**19 Joint Maine/New Hampshire FTD Clambake.** Bar Harbor, ME. For information: Paul Godbout; (603) 625-5155.

**23-24 New Hampshire FTD Annual Meeting.** (The program will include a seminar entitled "Managing People for Improved Results.") Site to be announced. For information: Paul Godbout; (603) 625-5155.

**JULY**

**9 Connecticut Nurserymen's Association Summer Meeting.** Hosted by Kogut Nursery at Mountainside Outing Club,

Wallingford, CT. For information: (203) 872-2095.

**12-15 American Association of Nurserymen Convention.** Orlando, Florida. For information: (202) 789-2900.

**13-17 International Floriculture Industry Short Course.** Cincinnati Convention Center, Cincinnati, Ohio. Sponsored by The Ohio State University and Ohio Florists' Association. For information: (614) 487-1117.

**31 Massachusetts Nurserymen's Association Summer Meeting.** For information: (617) 266-6800.

**AUGUST**

**4-10 Perennial Plant Symposium.** Farmington CT and Long Island, NY. For information contact Dr. Steve Still, Perennial Plant Association, 2282 Schirtzinger Road, Hilliard, OH 43026, (614) 771-8431.

**7 New England Nurserymen's Association Summer Meeting.** In conjunction with the Rhode Island Nurserymen's Association Summer Meeting. Portsmouth, RI. For information: (617) 964-8209.

**14 New Hampshire Plant Growers' Association Summer Meeting.** Pleasant View Greenhouses, Pittsfield, NH. For information: Chris Robarge at (603) 862-1074.

**22 Griffin Greenhouse Supply Open House.** Tewksbury, Mass. For information: (508) 851-4346.

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The *Plantman* is published in early February, April, June, September, October, and December with copy deadlines being the 5th of each prior month. While camera-ready is preferred, as set-up assistance is available at a nominal fee. Free classified advertising is offered as a member service. We will carry a short message (no artwork or logos) for one or two issues of *The Plantman*.

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For further information, please contact the editor: Robert Parker at the UNH Research Greenhouses, Durham, NH 03824, (603) 862-2061; or PO Box 5, Newfields, NH 03856, (603) 778-8353.

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SPECIAL THANKS

The New Hampshire Plant Growers Association would like to thank John Farmer, President, East Lampson, for the 2 1/2 day training provided for the NEPGA Board at the Eastern Regional Nurserymen's Meeting at the Concord Hotel in New York the past January.

The Association would also like to thank all those who helped with the NEPGA Board at The Farm & Forest Exposition - Manchester in February. This includes Thompson School, Durham, and Tim Pross, Meredith Gardens, Dexter Harbor set up the booth, their assistance in what the show was over. Those manning the booth during the show included Tim Pross, Joe Longoria, Longoria's Garden Center, Lebanon, Hoy Long, Meredith Gardens, and John Brown, Saxeony Farm, New London.

Plant material was donated by Pleasant View Gardens, Pruski's, and Meredith Gardens.

In both cases, the effectiveness of the booth was increased by the donations of time and materials by individual members. To everyone who helped, thank you. Your efforts are appreciated.

Sales—A Point of View

Bruce Holmes

When people think of salesmen, they usually think of that slick, smooth-talking, pushy used-car salesman everyone has come to dread. In the plant industry, the salesmen are usually quite a bit different. It's very important, obviously, to sell, sell, sell. But a key to success for any salesman is to sell correctly. If he over-sells customers and they get stuck with a lot of inventory, they aren't likely to buy again. Since there aren't endless customers, it's important to have customers year after year. Most of us develop a relationship with our customers—we almost become a member of the family. The salesmen is trusted and looked to for advice and direction, whether it's for a new crop being grown or new technology on the field.

Since I've started working for Skudelsky, I've seen more greenhouses and garden centers than I've ever seen before, and I'm beginning to gather a lot of information that can be shared between one grower and the next. Since I've had many years of experience growing plants and running retail garden centers, sales is not new to me, but it is now the most important part of my job. I enjoy meeting people, learning from their experiences and techniques, and seeing how each business is run.

I would also like to say there is no truth to the idea that the salesman has it easy. There are a lot of miles between customers, a lot of nights on the road, many hours on the telephone, and a lot of problems caused by the shipping industry. But nothing is more satisfying to anyone than being successful!

One of the keys to success is sales. Everyone in this business is a salesperson in one form or another. If you're in the business of growing plants, sales is one item that can make the difference between failure and success. As Alar Eves pointed out in our last issue, it will be extremely important to maximize every bit of business you can. In this economy, the successful business is going to need to have costs, buying techniques, overall expenses, and sales calculated exactly in order to be profitable. If you want advice in MIS-calculations, you might try Saddam Hussein. I think he may have written a book on the subject.

One of the most common problems or questions I've run into is "What can I grow or sell in the off-season to utilize personnel and equipment and give additional profits from the increased sales?" What everyone wants is another spring season somewhere else during the year. Sorry, but I haven't come up with the pet rock idea that will make everyone millionaires, but when I do, JUST IMAGINE!

Here's to the safe return of the troops, and to a successful year for everyone!

Reporting almost live from one of New Hampshire's famous frost-beaves, Tim Bruce Holmes. Good selling everyone!

Bruce Holmes is Skudelsky's marketing representative for accounts in New Hampshire, Vermont, and Maine. Bruce can be reached at 603-869-9127.

*Tuesday, February 5, 1991*

The February meeting of the NH Plant Growers' Association was held on February 5 at Pleasant View Gardens in Pittsfield. Board members Chris Robarge, Bob Demers, Bruce Holmes, Tom Price, and Alan Eves were there, along with Joe Longacre and John and Henry Huntington.

The main topic of discussion was the summer meeting and what would be done to attract more members. The meeting will be held on August 14 at Pleasant View Gardens. There will be side trips to Millbear Nursery and D. C. Cole Growers. A possible side trip to Van Bergham Nursery in Deerfield was discussed, but it was felt the distance from Pleasant View made it impractical.

John Huntington would look into different meal options.

Discussions included the possibility of having a speaker on a meal program that would offer credits for pesticide license reapplication.

Details—horseshoes, bus rental, toilets, aprons, a tent—were a bit brought up.

It was decided to emphasize the trade show, working to make it far larger than last year's. Each board member was to contact the people with whom he did business and a list of those responding favorably would be used to promote the meeting.

The meeting adjourned at 9:30.

*Monday, March 4, 1991*

The meeting began at 7:15 at Pleasant View Gardens. Tom Price, Thomas Robarge, Jennifer Gould, Bob Demers, Kirk Wyatt, and Jeff Henry and John Huntington were there.

Last month's minutes and the financial report were read and approved. Correspondence was read.

Tom said that, because of the cancellation of the Granite State Flower & Garden Show, he—after phoning other board members—had purchased exhibition space at the New England Landscape Exposition, also in Manchester. This cost \$250. There was a discussion on how to use the space and it was decided that Tom and Bob Demers would work out a display and organize the manning of it.

During the report on *The Planterman*, the editor expressed his concern about the high cost, but it was felt that the current format should be kept. It was then decided that a larger printing of *The Planterman* (June/July) could be used as part of a membership campaign as well as promotion for the Summer Meeting. The sequence of separate mailings was planned and finalized.

There was more discussion about the Summer Meeting. Speakers and topics for possible recertification credits will be arranged by the next board meeting. Several other meal possibilities will be looked into and the menu will be finalized at the next meeting. Lists of possible vendors will be brought in at the next meeting as well. Over 300 vendors attending seems a possibility. Chris will look into hiring a bus or a van for the trip to Loudon.

It was also decided to look into the idea of twilight meetings at Van Bergham Nursery, Deerfield, and Corley Christmas Tree Farm, Rochester, in the early fall. Speakers and recertification credits would be worked into the programs.

The meeting adjourned at 9:30.

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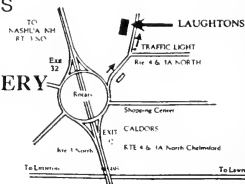
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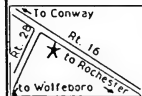
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## Partial Credit System Approved

On February 21, The New Hampshire Pesticide Control Board held a public hearing on the partial credit system for recertification for private pesticide applicators. About a dozen people—apple growers, Christmas tree growers, people from co-operative extension—testified at the hearing.

Pesticide Control Board member Jeff Huntington (Pleasant View Gardens, Pittsfield) said that most people were very positive about the new system.

The growers stressed that changes in the industry—new products, new rules—happen so often that one meeting every five years “wouldn’t be enough to keep us up to date.” It was felt that more frequent informational meetings could be better publicized, to show the public concerned about pesticides that “we know what we’re doing; we do care.”

Concern was expressed about the limited number of opportunities to earn credits in the greenhouse and nursery industries; for this system to work well, it was felt that more workshops and twilight meetings might be needed.

The changes were approved by the Board. Although the implementation process isn’t over, it’s safe to say that New Hampshire now has a partial credit system for recertification.

## And the Winner Is...

Debrah Defreze of Jasmine’s Flower Shop in Seabrook won the New Hampshire FTD America’s Cup Design Competition. This annual competition, held this year in Portsmouth on January 27, consisted of three parts: designing a table setting for Superbowl Sunday, designing a bridal bouquet, and using a “surprise

## NEHPGA Summer Meeting Set for August 14

The New Hampshire Plant Growers Association will hold their annual Summer Meeting at Pleasant View Gardens on August 14. Besides the facilities at Pleasant View, members can tour Millican Nursery next door and D.S. Cole Growers in Louden.

Along with the tours, the Board is planning a bigger trade show, a good meal, and talks that could give those attending credit toward pesticide applicator’s license recertification. There will be an auction, door prizes, horseshoes, volleyball....all on August 14 at Pleasant View Gardens in Pittsfield.

package” (which gives each contestant a similar container and flower material) to create an original design.

Using such flowers as freesia, ranunculus, roses, and lilac blossoms, Debrah created a bridal bouquet in tones of soft lavenders, creams, and pinks.

Her Superbowl Sunday Table was another thing altogether. Using a football for part of the centerpiece and a wrist band as a napkin holder, the color scheme was red and royal blue. The plant material included delphiniums, anthurium, ginger, and tropical foliage.

And from her surprise package, she created a stylized arrangement of iris, daisies, mini-dianthus, snaps.... “I had no idea what my end products would be like when I went on stage,” Debrah said. “I hate to kill the process with too much planning.”

Second prize winner was Ray Savage of Flowers by Ray Savage of Keene, and third prize went to Becky Servant of Emerson Gardens in Lebanon.

## Another New Owner

Windham Nurseries, in Windham, NH, is under new ownership. Doug and Tracy Grattan, up from Billerica, Massachusetts, bought the busi-

ness in November. Doug, formerly in power line construction, is fairly new at this line of work, but “a sister-in-law had worked here a couple years ago,” so she’s familiar with the operation.

Windham will remain a full-service retail garden center and florist shop. Doug is working to attract “your average home-owner” with reduced prices and a 10’ floor plant sale that has been going on this winter.

New products available include a wider variety of plant material, along with items like fountains, reflecting pools, and statuary. He hopes to expand the wholesale aspect of the business as well.

We welcome Doug and Tracy to New Hampshire and wish them success. Windham Nurseries is located off Route 93 (take Exit 3 to Route 111) in Windham.

## A Success...

The NH Farm & Forest Exposition, held in Manchester in early February, is seen as a success. There was a good turnout—20,000 general admissions. And attendance at the specific commodity meetings was high, with standing room only in areas like “NE Beef Production” and “Dairy Goat Management.”

Zib (at the NH Department of Agriculture) felt that the high attendance was due to the quality of the speakers. This year, the Farm & Forest Board supported organizations sponsoring speakers by giving matching grants to help with expenses. The results were top-notch speakers and higher attendance.

After a final meeting “to wind things up,” the Board won’t meet again until August, when it starts planning for next year. 1992’s a primary year in



New Hampshire. Primary-related booking have priority, so the date's still uncertain.

## ...and a Casualty

The 1991 Granite State Garden & Flower Show, scheduled to be held at the Manchester Armory on March 6-10, was cancelled on February 11, "a casualty of the Persian Gulf War."

The Armory rental was doubled (from \$500 to \$1000 a day) and the Board was reminded that should conditions in the Gulf warrant, the Garden & Flower Show "would be required to vacate the premises at a moment's notice."

Expenses were high. Along with the rent, the Board was told that the Manchester Police Department would require a 15% increase (to \$5400) in the fee paid to the three officers needed during the show and that there was a good possibility that they'd be required to add a fourth "to insure security at this time." A fee to the fire department was \$1700; the janitor's fee, \$2000; a permit from the city of Manchester "to run a fair" cost \$300; dumpster rental was \$400. John Jacobs, President of flower show organization, felt

"there was no way we could recoup our costs."

But things look good for next year. The Board began working on the 1992 Show on April 4. Members are seriously considering holding the event at the Philips Exeter Academy Field House "during the spring break when the students aren't there". John feels it is "a good spot, only 30 minutes from Manchester." The building has a glass roof, there's adequate parking, and—importantly—costs would be substantially lower. (For example, rental would be "\$2000 for the entire eight days—and this would include the services of two security guards".)

The Board is also actively looking for sponsors to help offset any costs incurred should this sort of unexpected financial situation happen again. And Jacobs said he'd been discussing with the New Hampshire Landscaper's Association "their membership's full support of and participation in a 1992 show".

This year's cancellation was disheartening, but from the sound of things right now, next year's show might really be "better than ever." For more information, contact John Jacobs at Mr. Bee's (603-627-7667).

## Aaron Wentworth: 1934-1991

Aaron A. Wentworth of Rollinsford, vice-president and operator of the family business, Wentworth Greenhouses of Rollinsford, died January 11, 1991, at the Wentworth-Douglas Hospital after a brief illness. He was 57 years old.

Born January 4, 1934, he was the son of Andrew and Mary (Chick) Wentworth. He was a lifetime resident of the Dover-Rollinsford area. A well-known horticulturist, he was also a member of the Maine Obsolete Auto League.

Survivors include his wife, Janice (Henderson) Wentworth, two sons, Daniel and John, his father, a brother and a sister, and several nieces and nephews.



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## Fungus Displays Potential for White Fly Control

Reprinted from Nursery Business Grower, February 1991

A University of Florida scientist has won a US patent for a fungus that safely kills one of the world's most damaging agricultural pests—the sweet potato whitefly.

Dr. Lance S. Osborne, an entomologist at UF's Institute of Food and Agricultural Sciences, has discovered a fungus that kills the whitefly quickly without harming the environment. The whitefly feeds on more than 500 plants worldwide and transmits viruses and diseases that cause more than 70 diseases.

The patented fungus, *Paecilomyces fimosoroseus*, is found throughout the world, but still must undergo extensive testing before it is available as a commercial product.

"It has potential, but it has a long way to go," Osborne says. "There's a large step between finding something and being able to put it in a form that can be utilized by a grower."

Osborne has signed over the rights to the patent to the University of Florida Research Foundation, which in turn has entered into an agreement with W.R. Grace & Co. to develop the fungus for commercial use.

## Company Highlighted

Reprinted from GrowerTalks, February 1991

Johnson International Floriculture, Hudson, Massachusetts, and its Mexican sister company, Invernaderos Johnson de Mexico, were featured in an article in the January 7 issue of *Forbes* magazine. *Forbes* highlighted the company as a leader and innovator in establishing American-owned production in Mexico.

## An Up-to-Date Pesticide Management Guide

Through the efforts of five Ohio State University faculty members, the Ohio Florists' Association has developed a 64-page commercial floriculture pesticide management guide titled *Floriculture Crops: Chemical Use Booklet—A Guide for Insecticide, Miticide, Fungicide, Growth Regulator, and Herbicide Application*.

The booklet contains—among other things—current, easy-to-read chemical application charts for insects, mites, diseases, growth regulators, weeds and algae; procedures for pesticide mixing and application; tips for increasing pesticide efficiency, and guidelines for integrated insect and mite management programs.

The guide, which was circulated as the January 1991, *Ohio Florists' Association Bulletin*, may be purchased for \$15 by OFA members and for \$20 by non-members. This includes postage and handling.

For information: OFA Services, Inc. 2130 Stella Court Suite 200 Columbus, Ohio 43215-1033 telephone: (614) 487-1117

## An International Tree Planting Campaign

The American Association of Nurserymen (AAN) has joined forces with Rotary Club International, the US Forest Service, the National Arbor Day Foundation, state foresters, and others in an ambitious program to encourage tree planting throughout the world. The Program, "Preserving Planet Earth," will be launched with tree planting events across the nation held at noon (EST) on Friday, April 26, to coincide with National Arbor Day.

Tips on selecting quality trees, a listing of state trees, and an illustrated guide to proper tree planting were

provided by AAN for inclusion in the program's information kit being sent to Rotary Club presidents all over the US.

Rotary International has more than 25,000 clubs and over one million members worldwide. To participate in local "Preserving Planet Earth" activities, contact your local Rotary International club president.

## Solution Found to Floral Foam Residues

Reprinted from GrowerTalks, February 1991.

Research by John Sacalis and Dominic Durkin, Department of Horticulture, Rutgers University, shows that floral foams used in floral designing contain generally high salt and acidity levels due to residues from the manufacturing process. These residues reduce lower size and performance. Rinsing foam blocks prior to use can reduce the residue levels, and the effects of high salt levels can be partially offset by using floral preservatives. Roses, Inc., Haslett, Michigan, has adopted a set of guidelines for arranging roses in floral foams that alleviate the problem. Call (517) 339-9544.

## Filtering System Controls Growth

Reprinted from Nursery Business Grower, February 1991

Clemson University horticulturists and agricultural engineers are studying the effects of copper sulfate as a liquid filter system in greenhouse roofs to see if they can produce shorter, more marketable plants.

"Many producers have trouble keeping such plants as chrysanthemums and poinsettias compact and well-branched," says John Kelly, a horticulturist on the project. The copper sulphate filtering system apparently helps.

The copper sulphate liquid is poured into chambered acrylic panels on the

greenhouse roof, turning the material blue. This changes the quality of light that gets through to the plant by eliminating specific wavelengths of light.

"By filtering out far red light, which is just before infrared on the color spectrum, and permitting red light to enter the greenhouse, we were able to grow very short compact plants," says Kelly. "Chrysanthemums grown under the copper sulphate were 40-46% shorter and darker green than plants grown under other filters or natural sunlight."

All other plant varieties tested showed similar trends, with particularly favorable results in poinsettias. Reduced height and deeper color were visible in less than a week of light-treated growth.

For more information:  
John Kelly  
Department of Horticulture  
Clemson University  
Clemson, SC 29634  
(803) 656-2603

## New from Holland— A Dianthus...

*Reprinted from Greenhouse  
Manager, February 1999*

A new lilac dianthus has been developed by West-Stek b.v. of Kweintshoul, Nederland.

'Lilactop' is a hybrid with denticulate petals that contrast sharply with protruding light-colored stamens. This new pot flower has a dense growth habit and matures at 7 inches. It is an 8-to 12-week crop from the cutting stage to a viable plant.

The flower gets its name from a "lilac top" that is evident when at least three flowers have obtained color and about 10 viable buds have formed. 'Lilactop' flowers over a period of six months; individual flowers bloom for 3-4 weeks before shrinking and fading.

For information:  
West-Stek b.v.  
Kweintshoul, Anjerstekken  
Hooghe Beer 16-2295 MX  
Nederland  
telephone 01742-8341

## ...a Winter Mum

*Reprinted from Greenhouse  
Manager, February 1991*

Anemone-flowering chrysanthemums are known for their low production during winter. But a new white chrysanthemum variety is being touted as a heavy bloomer.

'Expo White' from Hilvo B.V. is an anemone-shaped spray mum that can be grown year-round, but is especially suited to winter production.

Flowers have a yellow-green center and a diameter of 2 1/2 inches. Average stem length is 35 inches. Growing time (without supplemental lighting) is nine weeks.

For information:  
Hilvo B.V.,  
Boekhorsterweg 6a  
Postbus 181, 2210 AD  
Noordwijkerhout, Nederland

## AAN and ALCA to Cooperate in Legislative Efforts

*Reprinted from AAN Today,  
February/March 1991*

The American Association of Nurserymen (AAN) and the Associated Landscape Contractors of America (ALCA) have signed an agreement whereby AAN will provide legislative

consulting services to ALCA. The agreement recognized "common interests and objectives" between the two organizations in the area of legislative action.

The AAN/ALCA cooperative effort will cover a range of legislative services, with emphasis on monitoring and reporting on bills in Congress and participation in AAN's Legislative Leadership Conference, scheduled for September.

AAN and ALCA are currently exploring other cooperative efforts in publication sales and other areas.

## And the Beet Goes On....

*Reprinted from GrowerTalks,  
February 1991*

1991 has been selected the "Year of Beet and Cosmos" by the National Garden Bureau, Inc., Downers Grove, Illinois. Food trends in the 1990's, both in restaurants and at home, emphasize the use of natural ingredients in food preparation, so gardeners need encouragement on the ease and benefit of growing vegetables from seed, according to Nona Wolfram-Koivula, NGB executive director. Promotional materials are available. Call (708) 963-0770. ♣



**TIPS**

### From the Griffin Guru Drinking Water Pollutants

No one intentionally sets out to contaminate their own well or foul a drinking water supply, yet it happens. An article published in a Boston newspaper reported the EPA has set limits for 27 drinking water pollutants. They also revised standards for eleven other pollutants because of updated information.

The article specifically mentions "widely used agricultural pesticides" and "fertilizer runoff," concluding with the direct quote "most of the cancer cases are associated with pesticides."

I don't think I need a better reason to look for ways to tighten up my operation. I probably would start by calculating the exact amount of spray to be used to prevent the need to dispose of the unused mixture. Then I'd make sure as much fertilizer as possible stays in the container and doesn't overflow or leach out onto the bench or ground.

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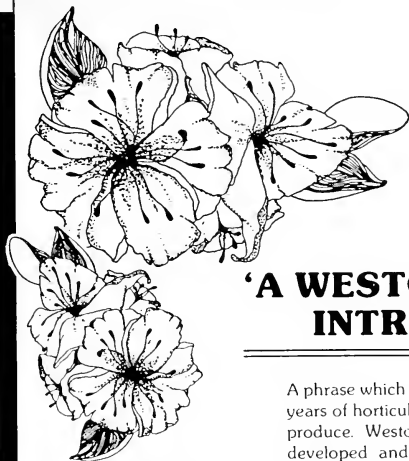
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- *Rhododendron Milestone (1972)\**
- *Rhododendron April Snow (1978)\**
- *Azalea Jane Abbott (1942)\**
- *Azalea Vyking (1958)\**
- *Azalea Pink and Sweet (1963)\**
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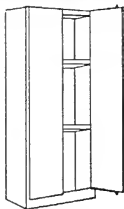
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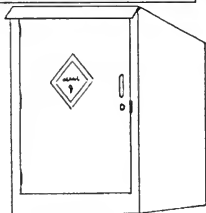
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# The THREAT of LYME DISEASE in NEW HAMPSHIRE

DR. ALAN T. EATON

**M**any New Hampshire residents have heard a lot about Lyme Disease recently. The disease is caused by a bacterium which can be transmitted by the bite of a certain species of tick. This species, *Ixodes dammini*, was first detected in New Hampshire in 1985 and is becoming more common. People who work outdoors (like plant growers) should be informed.

Symptoms of Lyme Disease frequently (not always) begin with a red zone around the site of the bite. This usually appears within 20 days of being bitten by an infected tick. It slowly expands in size, and is often ring-like and warm to the touch. The rash fades and eventually disappears. Not every victim shows this characteristic rash. Other symptoms include fatigue, fever, headaches, and stiffness and pain in muscles and joints. If left untreated, irregular heartbeat, arthritis (esp. knees) and nervous systems disorders can result. The symptoms mimic many other diseases, so physicians check blood tests and symptoms when diagnosing patients.

Most human cases are contracted from encounters with the tiny nymphs of this species. They are about the size of a poppy seed, so many victims are unaware that they have been bitten. Data from southern Maine suggests that a low percentage of our ticks actually carry the bacterium that causes the disease.

There has been almost no information on the number or geographic distribution of human Lyme Disease cases in New Hampshire. Also, until now there has been very little data on the distribution of *Ixodes dammini* in the state. Lacking this information, we have had two problems: 1. Many residents and visitors to low risk areas of the state have been needlessly worried. 2. Others, who

live in higher risk spots, may have been oblivious to the threat.

During the fall of 1990, I checked deer and moose for this tick. Added to our previous data, the studies gave enough information to alleviate both problems. As the map shows, the "deer tick" is not evenly distributed in New Hampshire. The highest populations are in Strafford and Rockingham counties. No doubt they occur in other towns, in addition to those noted. The tick also has been found along the eastern edge of Hillsborough, Merrimack, and Belknap counties. In the West, ticks and Lyme Disease cases in dogs tend to be found in those towns that border the Connecticut River. Elsewhere in the state, the tick is scattered and irregularly found.

There is little data from the northern section of the state, but the discovery of a tick on a moose in Berlin points out the possibility that the tick may occur where moose are abundant. One caution should be mentioned. Survey efforts have not been evenly distributed across the state. Grafton County, for example, has not been adequately surveyed. We will have a more accurate picture as time goes on.

Places which have all three of the following characteristics are of greatest concern: 1. Southeastern NH 2. where deer are abundant, and 3. in tall grass and/or thick brush. The best way to avoid contracting Lyme Disease is to stay out of such areas, especially from May through October. If you do visit such places, wear long pants and tuck your pant cuffs into your socks. A long sleeved shirt with snug cuffs and collar, tucked in at the waist completes the outfit. Yes, this is recommended for both men and



TICKS—  
ENGORGED FEMALE ON RIGHT

women. The purpose of dressing this way is to keep any ticks you encounter on the outside of your clothing, where they may be spotted or brushed off. It helps if the clothing is light colored, since the ticks are dark. Applying an insect repellent to your pantleg can add more protection. At the end of the day, a strip search will reveal any ticks that got by your defenses.

If you find a tick that you would like identified, you can take it to either of two places: 1. The state entomologist, Health & Human Services Building, Hazen Drive, Concord NH or 2. your County office of UNH Cooperative Extension. If your sample is not immediately recognized (some are difficult) there may be a \$3.00 fee for identifications through UNH Cooperative Extension.

Lyme Disease is successfully treated with antibiotics when caught in the early stages. Treatment during the later stages is less successful. Compared with some parts of the Northeast, the threat of Lyme Disease here is low. For more information on ticks and Lyme Disease in New Hampshire, contact UNH Cooperative Extension for the \$50 publication, *Biology and Control of Ticks in New Hampshire*. 1\*

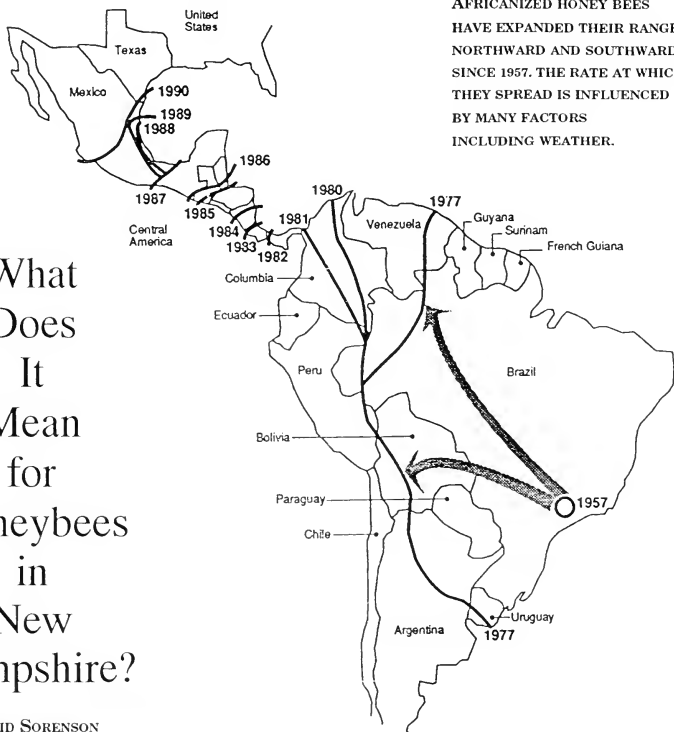
*Acknowledgement: Most of the tick data presented on the map are from A. T. Eaton. Additional data were provided by Drs. J. F. Burger, Clifford McGinnis, and S. E. Theuwe.*

*Alan Eaton is an Extension Specialist, Entomology, UNH Cooperative Extension.*

AFRICANIZED HONEY BEES HAVE EXPANDED THEIR RANGE NORTHWARD AND SOUTHWARD SINCE 1957. THE RATE AT WHICH THEY SPREAD IS INFLUENCED BY MANY FACTORS INCLUDING WEATHER.

# What Does It Mean for Honeybees in New Hampshire?

DAVID SORENSON



THE general public has a special fear of stinging insects and a number of sensational news stories and motion pictures about the Africanized Honeybee (AHB), also known as the Brazilian bee and the "killer bee," have played on this fear. The result has been a mixing of fact, fiction, myth and misinformation preventing a clearer understanding of the issue. This bee has been moving north in South America for almost 30 years and just recently, (October 1990) arrived in Hidalgo, Texas.

In contrast to the AHB, the European honeybees have been delighting humans with their honey for

more than 40 centuries. The Bible refers to this sublime nectar as "the heavenly food" and describes certain lands as "flowing with milk and honey."

White settlers were reported to have brought the European honeybee to North America, where North American Indians regarded it as a creature of ill omen: "the white man's fly." Today this "white man's fly" is responsible for helping to pollinate more than 90 different cultivated crops with a combined annual value of \$30 billion. It is easy to see why the honeybee is so important to the nation's agricultural economy.

The Africanized honeybee (AHB) is also a controversial topic among bee researchers and beekeepers. How far north into the United States the bees will eventually spread is not yet clear. Some experts believe that the Africanized bees won't be able to take cold winters, which will limit their spread north. Others believe the Africanized intruders will be able to survive anywhere that honeybees now live in North America.

There are two primary concerns about the intrusion of the AHB into this country. European honeybees that interbreed with them may become harder to manage as pollinators of crops and may not be as efficient when it comes to honey production.

One-third of the American diet is directly or indirectly dependent on crops that are pollinated by honeybees. They also produce about \$150 million worth of honey a year.

In New Hampshire the honeybee's value to pollination of crops (apples, blueberries and vine crops mainly) is estimated to be around \$60 to \$70 million. It is not exactly known how many colonies of honeybees there are in New Hampshire, but is estimated there are as many as 4000+ colonies. This does not include the 1200 to 1500 colonies brought into the state by migratory beekeepers.

So what does all this mean for honeybees in New Hampshire? It means beekeepers are going to be required to manage their bees better than they have ever done before. They will need to become educated as to how to split/divide their colonies and raise their own queens rather than purchase packages for the southern states. Samples of overly aggressive bees will have to be sent to a lab for identification.

The beekeepers will need to educate the general public that, although the AHB's are more easily provoked to stinging than are the European honeybees, they are not a marauding danger. The AHB will sting in greater numbers and are likely to follow an attacker farther, but

swarms are not out searching for victims. Researchers say it's not so much that they are more aggressive as that they are more defensive. Should you come across a swarm of bees hanging from a tree, get out of the area immediately and report this swarm to the police, a local beekeeper, or your local County UNH Cooperative Extension Office.

There will probably be more stinging incidents once Africanized honeybees become fully established in the United States, but the chance of being fatally stung by them remains less than the chance of being killed by lightning.

We will continue to depend on honeybees as the major force in pollinating crops in New Hampshire and we will have to learn to work with the Africanized honey bee until researchers find a solution—perhaps the genetic engineering of a superior bee. ❧

*David Sorenson, UNH Cooperative Extension Educator—Agricultural Resources and Extension Apiculturist, is located in Carroll County, NH. For further information, write Dave at 34 Main Street, PO Box 367, Conway, NH 03818, or call him at (603) 447-5922.*



## New Hampshire's Response

In the February/March issue of *The Plantsman*, Bob Childs wrote about southern New England's concern about the Hemlock Woolly Adelgid. It seemed sensible to ask Siegfried Thewke, New Hampshire's State Entomologist, how New Hampshire viewed this insect.

New Hampshire's response is serious—a quarantine has been established against the adelgid. Quarantined areas include the West Coast states and Alaska and Connecticut, Massachusetts, Rhode Island, New York, New Jersey, Pennsylvania, Maryland, Delaware, and the District of Columbia.

Commodities covered include hemlock seedlings, hemlock nursery stock, hemlock logs with bark, and hemlock lumber with bark.

Seedlings and nursery stock coming into New Hampshire must be accompanied by a declaration from officials in the state of origin that the material is free from infestation.

Logs and lumber can only be shipped to pre-approved sites in New Hampshire. If it is shipped to other sites, it must be accompanied by a certificate from the state of origin stating where the material was grown and that both this area and the material itself are free from infestation.

There are occasional spot inspections of plant material at New Hampshire nurseries and garden centers to see if these regulations are being followed.

For further information, contact Siegfried Thewke, State Entomologist, at (603) 271-2561.

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			249	250-	
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	2-0	6-9"	.28	.20	.14
	3-0	6-12"	1.16	.81	.58
Eastern White Pine	2-2	6-12"	.28	.20	.14
	2-0	6-9"	.28	.20	.14
	3-0	6-9"	.28	.20	.14
Mugho Pine Pumilio	2-2	3-6"	1.20	.84	.60
	3-0	3-5"	.34	.24	.17
	2-0	2-4"	.28	.20	.14
Red Pine	3-0	9-15"	.32	.22	.16
	2-2	6-12"	1.20	.84	.60
Colorado Blue Spruce	2-0	6-9"	.24	.17	.12
	2-2	9-15"	1.00	.70	.50
Norway Spruce	2-0	6-12"	.24	.17	.12
	2-2	9-18"	1.16	.81	.58
White Spruce	2-0	6-9"	.24	.17	.12
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American Arborvitae	2-2	6-12"	1.10	.77	.55
	2-0	4-8"	.24	.17	.12
Canadian Hemlock	2-2	6-12"	1.50	1.05	.75
European Larch	2-0	6-12"	.30	.21	.15
Japanese Larch	2-0	6-12"	.30	.21	.15

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	P2	3-6"	.55	.35
	P2	1-3"	.55	.35
Japanese Black Pine	P2	3-7"	.55	.35
	P2	5-8"	.55	.35
	P2	5-10"	.55	.35
Mugho Pine Pumilio	P2	5-9"	.55	.35
	P2	4-8"	.57	.37

These container grown seedlings come in trays of 67 cavities each and are shipped either in 2 or 4 tray boxes. Therefore, we request that you order an even number of trays. There is a container deposit of \$3.35 per tray which is refundable upon return of the containers in good condition, within 60 days, at the expense of the purchaser.



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# LEDGEWOOD FARMS

SEEDLINGS *are* IMPORTANT

**Seedlings** are central to Ledge-wood Farm, a 40-acre greenhouse and market garden operation run by Ed and Sally Person in the foothills of the Ossipee Range in Moultonboro, New Hampshire.

In the back section of a 28x48 pipe frame poly house are four 6x12 benches, each with wooden side walls and hoop roof frame—four miniature greenhouses. Their poly coverings can be rolled up or down, depending on the venting needed, and on top is a wooden sliding vent—two 2x6's with a slots cut in them, the top piece sliding to allow its openings to correspond with those in the piece below it—somewhat like an old-fashioned lime spreader.

Hot water heat comes from standard baseboard fin-tubing installed under each "greenhouse" and each of the four has its own temperature control. Temperatures range from 68 to 80 while the house enclosing them remains around 60. A misting system is being added. There are no artificial lights—they tend to make the seedlings stretch."

Seeds are sown from the first of February through mid-April. Each "house" holds 36 trays. Plugs and trays are sown on a weekly basis—the houses aren't necessarily refilled each week, but "every Monday, something is seeded."

"We're unusual at Ledge-wood Farm," Ed Person said, "in that we use up this much greenhouse space for our seedlings. But we feel germination is the most important part. If your seedlings are poor, you'll have a bad crop."



**The** original farm was built to house the crew building Castle in the Clouds, just down the road. Five hundred workers camped on the edges of the fields. The front third of the barn was originally two apartments—probably for chief foremen or managers. Now it is Ed and Sally's home.

Ed's father's career was in education. Growing plants was a hobby and Ed's parents bought the farm in 1957 as a place where he could pursue this interest when he retired. But from the first, the farming was serious—there was poultry then, and vegetables. Ed's mother ran the farm on a day-to-day basis; his father worked evenings and weekends. The money earned was an important part of the family income. Two glass houses were bought (in 1960 and 62) and moved up from Massachusetts for bedding plant production. They are still in use. And Ed's parents still help out, coming up from Florida each March to their house across the road.

Ed followed his father's career path—teaching high school science in Plymouth, working the farm after work. After four years of this, he saw that the farm was growing and that he couldn't do both well. The decision was made to farm full-time. His first task was to expand the summer season into late spring and early fall and, still within this time frame, increase production enough to bring in a reasonable yearly income. He succeeded: today, along with Ed and his parents, his sister and brother-in-law are able to work on the farm too.

Ledge-wood Farm hits a very specific market window—the summer Lakes Region tourist trade. There are two

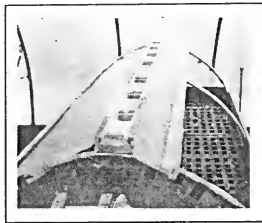
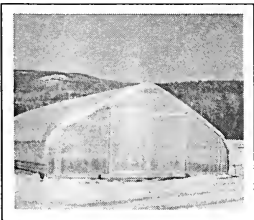
stands—one at the farm and one on Moultonboro Neck, nine miles away. The season is short and it's important that by June first, these are stocked with home-grown vegetables, bedding plants, and flowers.

**Eight** new houses, ranging in size from 14x48 to 28x96, have been built. All are pipe frame poly houses. (Ed experiments with different coverings within the polyethylene lines, but not anything else.) There are six walk-in tunnel houses as well.

The houses are simple. The floors are dirt; the benches, often wood and wire frames set on concrete blocks. Because they are empty from October until February, Ed sees no point in building more expensive structures.

There is no specific potting area. The pots, the seedlings, the mix (Fafard #2) is brought to the house where the plants will be grown; a portable table is set up, and the potting is done right there. Space is saved, as well as carrying time. In one of the longer (28x 96) houses, Ed converted a standard overhead monorail track into a circular system that conveys a three-wheel cart that can carry 24 trays to any spot along the central aisle.

A house was built this year—a 28x60 double poly with a sand floor and—for the first time—rolling benches. ("We'll increase our growing space by 25%.") The end walls are 7/16 wafer board painted white. Because the house won't be used until mid-February, the light loss isn't critical. Each house is used for a specific crop—or for crops that are compatible. "This way," Ed says, "the crop can



be grown in the exact conditions it requires. You'll get a better crop—one that people will want to buy." This new house will be used for growing 7000 4" geraniums—usually seed geraniums; he doesn't have to over-winter stock plants and doesn't bring in any disease or insect problems with bought cuttings.

Five houses (28x48, 28x60, 28x96, and the two glass 22x40's) are used for bedding plants. Along with the geraniums, 500 hanging baskets and 2500 trays (eight six-packs per tray) of annuals and vegetables are grown. One of the glass houses is filled with 3000 4" pots of impatiens and begonias (mostly wax; some tuberous). The bedding plants are standard—what his customers expect. They are ready on May first and gone before Memorial Day.

Tomatoes grow in three poly and two hoop houses (a total of about 10,080 square feet). Seedlings are planted in staggered rows in raised beds in which buried hot water pipes keep the soil temperature at 70 degrees. There are three plantings two weeks apart—the first is around March fifteenth.

The plants are trellised from crosses installed on the lowest purlin, watered with trickle tubing, fed with a proportioner. They grow quickly—up to a foot a week; fruit grows in clusters of 7-10. Each house is picked every third day; around 15,000 pounds is harvested each year. Ed grows 'Jet Star' ("it's fool-proof"), and—less familiar to the home gardener—a cherry called 'Presto,' and standards like 'Vision,' 'Buffalo,' and 'Boa,' all specifically bred toward higher temperature tolerance. There are few insect problems; sometimes he has to spray for grey mold, a fungus that can spread to blossoms and prevent fruit set.

The five unheated tunnels used for early vegetable production are planted around May first. Ed takes up the

black plastic used for weed control (he can reuse it for about five years), rototills the soil, puts the plastic back down, and plants his crop, often through last year's holes. (After the poly on the ends of the houses is taken off for ventilation, air circula-

cucumbers grown in hoop houses. There are strawberries in June and beets, beans, carrots, and new potatoes are at the stands by July first. The first corn is planted April 15 (the field is a six-acre south-facing slope of gravel; the temperature is moderated by Winnepesaukee) and ready for sale by the fifteenth of July. And the melons grown in a hoop house are ready by the twentieth. Thirty percent of Ed's sales are wholesale—he supplies produce to the local IGA and to one local restaurant. That is all. Everything else is sold at the stands.

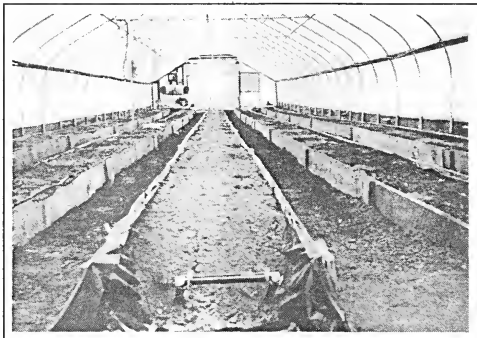
After mid-June 80% of the fieldwork is harvesting. ATV's—easier and less expensive than trucks to

operate—pulling wagons haul in the picked crop. And the use of ATV's allows the side roads through the fields to be narrower, which in turn allows more space for crops.

Vegetables are picked daily—more perishable ones in the morning, ones that can be stored overnight without losing their freshness in the afternoon. They are immediately washed, then delivered by truck. Retired people manage the stands—they handle customers well and enjoy the chance to meet people.

**Many** of Ed's houses are built from his own designs. His first structure came about in 1987, when the rafters of a newly purchased house were bent by wind funnelled between two other buildings. He looked over the house and felt that, although the design seemed sensible, the pipe used wasn't of heavy enough gauge (it was designed by a southern company) to withstand northern weather.

He repaired the house, putting cross-pieces at the top and braces against the purlins—and it's still in use, but this didn't really solve the problem. So he built his own, figuring things out as he went along. It came out pretty well...he built one for a



tion can be vigorous and Ed keeps the plastic down with lines of string kept taut along the ground surface.)

In another—14x48—tunnel house, he grows cut flowers—snaps, zinnias, statice, bachelor's button, strawflower, calendula. Again, seedlings are planted around May first. He chooses simple plants that grow well together and that are also fairly bulky—that will create a good bouquet without a hundred stems." Each bouquet has ten stems and sells for three dollars. Enough flowers are cut in the tunnel house from mid-June until the middle of July to produce 600 bouquets. (By then, field-grown flowers are being cut.)

**There** are twenty acres of land in crop production and by June 15, most of the activity moves into the fields.

Although he tries new vegetable varieties every year, he still grows many of the older types. ("The older hybrids are less fussy; 'Lady Bell'—thirty years old—is still the best sweet pepper.") There are no gourmet or "oddball" types. Along with the usual early vegetables—greens, lettuce, peas—planted in mid-April, there are the tomatoes, squash, and



neighbor...then another...the business grew. Last year, he sold greenhouse frames to 200 customers from Alabama to Colebrook and west to Ohio.

The process has become standardized. Three different diameters of pipe in three gauges are used. Templates made of 90-degree angle iron, with markings for length, angle, and distance between bolt holes, have been set up.

Drilling the holes is a two-person job—one person walks the pipe, the other uses the drill. It's important that the bolt holes are on the same plane; however, round pipe self-centers in a 90-degree trough; the drill will go through the exact center. The template design includes holes drilled at appropriate intervals at the apex of the angle iron; after the first hole is drilled in the pipe, the pipe is slid down the template until the hole is directly above the first hole in the angle iron. A bolt is slid through both holes and the next bolt hole is accurately placed.

After the holes are drilled, the pipe is taken to a bender, on which the curves are made. The bender is a hydraulic press operated by an electric motor and a piston. Curves are made by moving the pipe through the bender and pressing on the pipe at designated points. Each pressing is done with a single stroke. The arc of the bender is set; the degree of the curve on the pipe is controlled by the number and closeness of pressings. It's the last part of a smooth and logical operation—it takes 20 man-hours to complete a 28x96 frame.

Ed—often with his wife Sally—delivers 75% of the finished frames. The first 25 miles are free; after that, it's a dollar a loaded mile. Along with delivery comes advice and information. This type of greenhouse is often sold to smaller growers—often people just starting out—and, for Ed, the personal service is important.

**Just** as each of the four miniature "houses" used for germination has

its own temperature control and ventilation, each greenhouse and field is also a self-contained unit of a certain temperature or soil type. Each is used for the crops it grows best. The three larger units of the Ledgewood Farm operation—bedding plants, vegetables, greenhouse construction—work well because the smaller units operate smoothly. All are intertwined. Every detail—every seedling—is important.

For northern New Hampshire, where farmland is often marginal and markets more limited, Ledgewood Farm seems to be an example of how to use resources with ingenuity, while retaining an understanding of the community and respect for the land. (B.P.) ❖

*For further information, contact Ed Person at Ledgewood Farm, RFD 1; Box 375, Moultonboro, NH 03254; the telephone is (603) 476-8829.*

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# "Tanstaaf!"

Carl Woodbury

*"One thing not a surprise because Whoh and I pushed it through during time we still amounted to something in government: a brass cannon on a pedestal in middle of Old Dome and over it a flag fluttering in blower breeze—black field speckled with stars, bar sinister in blood, a proud and jaunty brass cannon embroidered overall, and below it our motto: TANSTAAF! That's where we hold our Fourth-of-July celebrations.*

*You get only what you pay for—Profknew and paid, gaily.*

*But Prof underrated yammerheads. They never adopted any of his ideas. Seems to be a deep instinct in human beings for making everything compulsory that isn't forbidden...."*

Robert Heinlein  
*The Moon is a Harsh Mistress*

THE above motto from Robert Heinlein's *The Moon is a Harsh Mistress* is as applicable to members of the New Hampshire Plant Growers' Association as it is to the movement to free Luna City. "There ain't no such thing as a free lunch!" The tightening of environmental regulations in the state has lead to an increase in illegal disposal activities with enterprising entrepreneurs taking advantage of the general public and their lack of knowledge regarding the do's and don'ts of solid waste. As explained below, you should be suspicious of any unsolicited offers of free "good, clean fill!"

**1. Petroleum contaminated soils.** The leaky underground storage tank program (LUST) in the state requires the replacement of tanks which leak petroleum products to the environment. The replacement of these tanks generates soil contaminated with oil and gasoline. Do

not accept any fill materials from a service station or any fill that has a petroleum odor. The use of these soils as fill is prohibited.

**2. Cement and brick.** These may be good solid fill, but current statutes and rules regulate these materials as solid waste. A landfill permit is required for their disposal. Upcoming changes in the rules may soften the regulatory requirements in the future, but until then, do not accept or use these materials as fill.

**3. Demolition debris.** This type of material, all the waste generated from the demolition of buildings and other structures, may only be disposed of at a permitted landfill. If you take it in, you will be held responsible for its removal. Do not believe assurances to the contrary!

**4. Stumps.** Changes in the law during 1989 allow you to bury stumps generated on-site without a stump dump permit. However, you may not

accept loads of stumps from off-site for use as fill. This activity would classify you as a commercial stump dump. Do not listen to "friendly contractors who wish to do you a favor!"

**5. Leaves, clippings and yard waste.** Again, changes in the law during 1989 deregulate the disposal of these materials substantially. The composting of this waste does not require a permit but landfilling does. Do not accept these materials as fill.

*Additional information and fact sheets on all these waste streams may be obtained by contacting the DES's Public Information and Permitting Office at 271-3306. What you don't know can hurt you, so it would behoove you to ask questions.* ♣

*Carl Woodbury is a Waste Management Specialist in the NH Department of Environmental Services.*

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# Business Entities

## Advantages and Disadvantages

Elizabeth L. Bayne

Every business owner should periodically review his or her business and evaluate its legal and tax structure to be certain it is appropriate for their unique business. The considerations are many and may require professional advice from an attorney and accountant.

### Proprietorship

The proprietorship is the most common form of business among farm operators. It is not a separate legal entity from the owner/operator. A proprietorship has one owner who reports profits and losses on a farm or business schedule on their personal tax return. Income tax is paid on the net profit of the business whether or not the profits are withdrawn. No payroll taxes are paid on the owner's draw. Bookkeeping for a proprietorship is less complex than for a partnership or corporation. The proprietorship is the form of choice for the small-to-mid-size business.

### Partnership

A partnership is a relationship existing between two or more persons who join together to operate a trade or business with the intention of sharing profits and losses. A partnership does not have to be a written agreement, but it is highly recommended. The partnership is a separate legal entity that files its own tax return, but pays no tax. All profits and losses are allocated to the partners based on the partnership agreement. Each partner pays tax on their share of the partnership profits whether they were drawn out for personal use or left in the partnership for business use.

The legal and accounting requirements of a partnership are greater than those of a proprietorship's, but less than a corporation's. In general, a partnership is simple to form and liquidate and usually doesn't result in serious tax consequences compared with a corporation.

The partnership form of business is an excellent means for combining capital and management of individuals into a fairly simple business form. It is also an excellent way to bring the next generation into a farm business.

The partnership form of business can have both general partners and limited partners. This can be useful if a partnership includes partners who, for instance, contribute capital but are not involved in the management or operation of the business.

Partnership can be set up in the Partnership Agreement to terminate upon death of a partner or to continue after death in the case of a partnership with more than two partners. A two-partner partnership terminates upon death of a partner.

### Corporation

Some businesses are logical candidates to operate in the corporate form because of potential liability issues. These might include trucking operations or food service businesses.

Corporations are good vehicles for ease of transfer of ownership interests. This is typically done through sale or gifting of corporate stock. Shares of stock as units of ownership provide a good way to transfer a business to the next generation in an organized manner. The sale of stock in a corporation will always result in capital gain income, which is a significant advantage as it can be sold on the installment method. If the business were a proprietorship or partnership, depreciable assets could not be reported as an installment sale.

The corporate form can also be a tax benefit to a profitable business. The tax rates on income up to \$75,000 are the same or lower than the personal tax rates. Also social security tax is due on only wages paid by the corporation and not on all profits of the

### Sawtelle's Tips

*Keep your customers coming back! Offer an incentive to keep them coming to you. A small business card can inexpensively be printed that is stamped or marked each time a purchase of, for example, ten dollars or more is made. When the card is full it is redeemable for ten dollars worth of merchandise. (Remember your cost is less than this!) You can set a time limit that is card is good for. I designed one of these cards for a pick-your-own strawberry farm titled "Bloomin' Strawberries." The card had twelve strawberry blossoms on the front with the directions on the back. (Of course the farm logo, address, and phone number were there too!) Each time a \$10.-or-more purchase was made, one blossom was stamped with a strawberry. The card had to be redeemed within one year of the date of issue. Certain items can be excluded if you wish. Why not make one of your own? Customers love them!*

*It's time to think about...yes...CUSTOMER SERVICE. You hear a lot about it lately. It deserves attention. Consumers consider service, or lack of it to be one of the four most important influences in selecting a business from which to buy. Conduct a training session on customer service for your employees.*

*Remember the tool of multiple pricing this spring! It works! \$2.99 each or 3 for \$7.99. Volume is the name of the game. Offer discounts on six-packs for those who buy fifteen or twenty. Don't underestimate quantities people will buy.*



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business as in a proprietorship or partnership business. A corporation can also provide certain fringe benefits to owner/employees tax-free to the employee and deductible to the corporation.

For tax reporting purposes, there are two types of corporations: S Corporations and C Corporations. While both are separate legal entities, there are significant differences in their tax treatments. An S Corporation is generally not a tax-paying entity, but allocates profits and losses to its shareholders much like a partnership. This can be an advantage to the shareholders, as they can use losses to offset non-farm income. It also can result in less total tax by splitting income among family members who are stockholders.

Corporations have some significant costs and complexities of operating that should be evaluated carefully before choosing the corporate form. A corporation, being a separate entity, must keep separate books that are more complex and difficult to live with than those of a proprietorship or partnership. A corporation can result in significantly more cost in payroll taxes on shareholder employees. For instance, owners' wages could be subject to unemployment tax and workmen's compensation.

The potential tax costs of liquidating a corporation can be much worse than those of a proprietorship or partnership as there is often double taxation upon termination.

Legal and accounting costs of forming, operating, and terminating a corporation are significant and should be considered when the corporate form of business is chosen.

The corporation, once formed, takes on a life of its own, continuing until terminated. The corporation does not terminate upon death of the shareholders. This can be an advantage in certain situations to ensure continuation of operation of the business.

Whatever form—sole proprietorship, partnership or corporation—you choose, it is important to research the options carefully to make the best decision for your unique business. ★

*Elizabeth L. Bayne is a Farm Tax Specialist and Manager, Financially Related Services at Farm Credit of the Connecticut Valley, ACA, PO Box 1009, White River Junction, VT 05001. This farm credit office services Grafton, Sullivan, and Cheshire counties in New Hampshire. For further information, call Elizabeth at (802)295-9127.*

*Tina Sawtelle, principal of Sawtelle Marketing Associates, consults with agricultural direct retail businesses on marketing and merchandising. In addition, she teaches agricultural business management techniques to students at the Thompson School at UNH. For information, call (603) 659-8106.*



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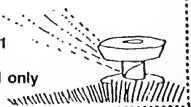
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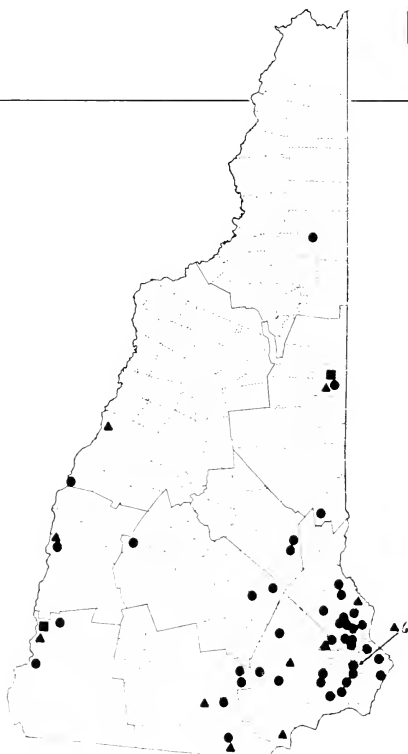
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