



## Greetings from Whately—

# NEWS

**Welcome to our 2021 Commercial Fall Newsletter.** We've included articles we think will help growers to achieve best results.

**We are pleased to announce that 2022 is the 90th year that Nourse Farms has been in existence.** This is a result of our loyal customers purchasing our plants year after year, and our dedicated employees' hard work. We appreciate your business and look forward to continuing to be your trusted source for healthy, robust plant stock.

**We've had a successful second year producing plug plants for commercial growers,** and are expanding production and variety choices for the coming season. We appreciate your support in the expansion of this program. Review our 2022 program on page 10.

**We experienced another challenging production year due to weather extremes.** For us, it was a wet season with record-breaking rainfalls. A growing season like this tests our

management skills to maintain production. With the current changes in weather conditions that we are all experiencing, growers need to adjust their management for continued success.

**We have been fortunate to have John Place as our Chief Operating Officer** for two and a-half years now. John continues to grow our business and expand his role here as he transitions to Chief Executive Officer. I hope you will be able to meet him at the Trade Shows we will be attending this winter.

For the past two sales seasons, we have experienced an unprecedented **increase in demand** for our plants. Therefore, **I encourage you to order now to get the varieties you want.**

**Wishing you the best for a successful 2022 season!**

*Tim Nourse*

This newsletter was produced by the collaborative effort of the Nourse Farms Sales and Customer Service Team.

# Strawberry Weed Control

## Selecting the Best Herbicide for Fall Application

by Tim Nourse

Growers' use of fall herbicides is an important part of overall weed control in strawberries and is one the most common topics we receive questions on this time of year. Important points to consider when selecting the best herbicide for your situation:

1. First and foremost, **identify the primary weeds** that you need to control. Two of the most common and difficult weeds are Chickweed and Purslane. Each grower may have other prominent weeds unique to your farm, and these need to be identified before deciding what herbicide to use. There are a variety of tools available for weed identification, including the MyIPM phone app, as well as the Cornell University ([cornell.edu/weedid](http://cornell.edu/weedid)) and University of Wisconsin ([wisc.edu/weedid](http://wisc.edu/weedid)) websites.

2. To control many broadleaves, **Dow Formula 40 or Weedar 64** can be a successful. To achieve good control, apply in late October or early November, while perennial weeds are green and growing. Hard frosts damage weed tissue to the point they cannot absorb the herbicide, making control difficult.

3. Prominent herbicides for fall application: **SPARTAN** - An effective herbicide that is the best for controlling Purslane. Many of our customers are reporting good control using SPARTAN. It can be applied once plants have achieved dormancy and is also popular to use at renovation.

**CHATEAU** - A very effective herbicide but requires very close calibration to avoid plant damage. I have suggested CHATEAU for Chickweed control to many growers without notice of any damage. Apply once the strawberry plants are dormant.

**SINBAR** - An effective herbicide used by growers for many years. As a result, some weeds are resistant to SINBAR. To maintain effective control, rotate other herbicides as needed. As with other herbicides, apply once

the plants are dormant.

4. Special applications:

**STINGER OR SPUR** - An effective herbicide that controls many broadleaf weeds, especially thistles and clover. Similar to the application time of Dow Formula 40, it may be applied in late October or early November when plants are in early dormant stage, but perennial weeds are green and growing.

**SELECT MAX** - An effective herbicide for the control of perennial grasses. It can be applied any time in October for effective control.

### HOW TO DETERMINE PLANTS ARE DORMANT

Strawberries achieve dormancy after 400 hours of accumulating temperatures between 32- and 45-degrees F. The leaves may look green but after 400 hours, they are dormant. If you have a cold spell where dormancy temperatures are accumulating, and then a few days when it warms up, accumulate an extra 20 or 30 hours of chill to be sure the plants are dormant to eliminate possible damage.

### SUMMARY

We have effective herbicides for fall application to control most of our weed pressure. Select the material that controls the weeds you have identified in your strawberry field. It is also important to check your sprayer calibration to eliminate over-application and possible damage. I have not included application rates as labels can be different from state to state. I suggest you check your state weed control recommended rates or the product label.



# Successful Wholesale Berry Operations

## Selling to Supermarkets, Farm Stands, CSAs & Other Retailers

by Tim Nourse

Many of our plant customers have added a wholesale component to their berry operation. With the excellent demand for locally picked fruit, this is a great opportunity for growers to increase sales. Based on our experience, I believe there are several factors to consider:

### A DEPENDABLE SOURCE OF LABOR

This is a challenging issue for all of agriculture these days and is an essential component that needs to be organized. Having a dependable crew of pickers means you will be a dependable supplier to your customers.

### GOOD DISEASE CONTROL PROGRAM

Maintaining good quality fruit for your customers is important for keeping your customers. Incorporating an effective fungicide program is a good beginning step. Berry condition is maximized by maintaining a good harvest interval. Keep the fruit picked to avoid overripe berries which adds to disease pressure. We have achieved this by picking a block of fruit every other day. Under ideal conditions of dry weather and cooler temperatures, a three-day interval can work but you can't always depend on those conditions to last in our experience.

### WEATHER CONSIDERATIONS

Weather is a factor we cannot control and needs to be managed around. Manage your fungicide applications around forecasted conditions, particularly weather events like heavy rain. This you can control and along with maintaining harvest interval, will assist in keeping fruit quality.

### REFRIGERATION OF FRUIT

If you are picking fruit for delivery and use that day, cooling the fruit is not as important. If you are holding fruit overnight for future deliveries, cooling is critical. We have found that picking fruit and delivering to the cooler throughout the day, helps maintain consistency. Removing the field heat reduces berry respiration and slows ripening. We set our cooler temperature at 34 degrees F.

### GOOD COMMUNICATION IS ESSENTIAL

Maintaining good communications with customers is very important. There are so many factors that we can't control, with changes and adjustment common. We have found that customers appreciate learning in advance, of changes to their order so they can plan accordingly. It doesn't need to be complicated; a simple message or text will work to keep your customer informed.

### CONCLUSION

Developing a wholesale component to your berry operation can increase sales and movement of berries. I believe there are some essential components to manage, as I have reviewed, to build a solid relationship with your customers.

*Order now for best variety selection!*

### Early Pay Discount

Orders over \$500,  
paid in full by:  
Dec. 1, '21 save 3%  
Jan 15, '22 save 2%  
Order early!

# FIVE POINTS TO PONDER

*Let's Start Planning for 2022!*

## TIPS FOR MEETING INCREASED DEMAND

1

Growers throughout the country have experienced good demand for locally grown fruit. A recent news story indicated berries in supermarkets are now the number one commodity.

**How do we as local producers take advantage of this trend to increase our berry sales?**

The incentive for increasing your berry production is the value of the crop. Very few crops can compete with the potential cash value per acre of berries. Buyers recognize the value of locally grown fruit and will pay the extra costs.

**One important component for increasing your berry production is the planning that is required. Things to be addressed include:**

1. The availability of land with the best soil types.
2. Availability of land that is in rotation to plant back to berries.
3. What berry types are your customers requesting? More strawberries, different colored raspberries, or fruit in a different season?
4. What berry types are you most comfortable in expanding? Do you want to expand into another berry type or increase your acreage of an existing crop?

**Opportunities we have experienced in our fruit production efforts:**

1. Continued demand for blueberries, particularly mid and late season varieties.

2. Greater interest in raspberries, especially primocane raspberries. The season requires control of SWD (Spotted Wing Drosophila) which is challenging.
3. We have experienced continued demand for strawberries. In our market area, there is a void of day-neutral strawberries.

To summarize, all indications show there is increased demand for berries. Buyers are willing to pay for the increased value locally grown berries bring. As a result, there is opportunity to increase production and overall revenue generated from the small fruit portion of your business.

Contact us if you have any questions that we can assist you with as you think about this opportunity.

2

## ASPARAGUS FERN MAINTENANCE

At this time of year, we see asparagus ferns changing color as they begin to enter dormancy. Be careful not to take this as a sign

that it is time to cut your ferns!

As asparagus plants prepare for winter, they send sugars from the ferns down to the roots to store as energy for next year's harvest. They won't complete this process until the plants are fully dormant, and the stems are totally brown.

We recommend waiting to mow until you've had several freezes. Whether you choose late fall or early spring, be sure you aren't compromising next year's harvest by cutting too early!

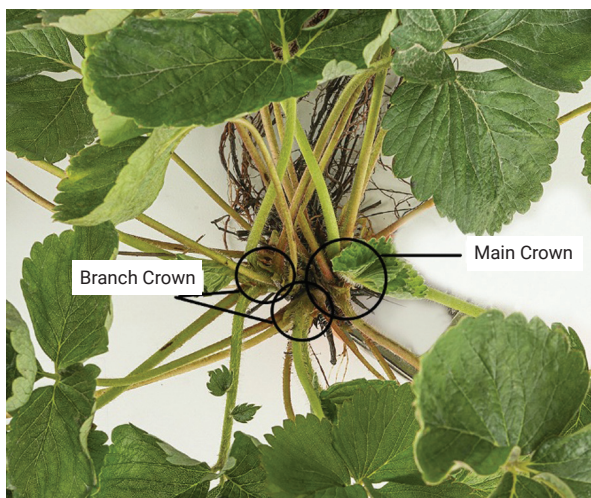


## STRAWBERRY PLANT STRUCTURE & MANAGEMENT

# 3

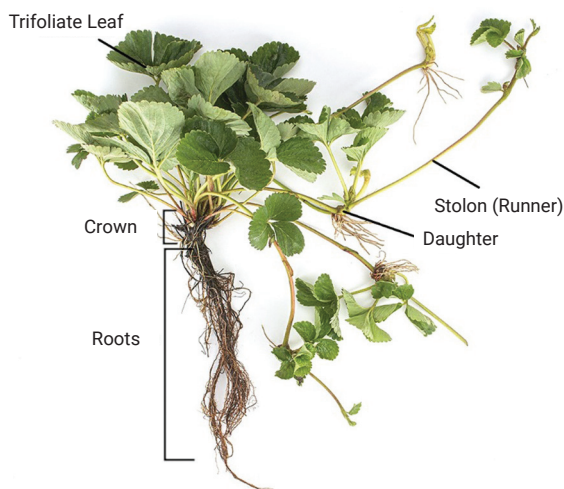
The strawberry plant is made up of six basic parts: the root system, crown, trifoliate leaf, inflorescence (flower truss, fruit), stolon (runner), and the daughter strawberry plant. The crown of the strawberry plant is a shortened stem from which all leaves, inflorescences, stolons, and roots emerge.

During the growing season, the crown produces branch crowns (side stems) which add to the yield of the main crown. Having 2–3 branch crowns at the end of October is ideal for optimal yields during the first fruiting year. Planting time is essential for achieving desired branch crown numbers. Planting too soon in plasticulture can lead to excess growth, which decreases berry size and quality.



Renovation is a key practice in crown management in strawberry production. The removal of old leaves and flower trusses should be done shortly after the completion of harvest. This timely practice allows for better control of pests, elimination of some foliar pathogens, and in matted row allows for runner establishment. If renovation is not completed prior to early August, it should not be done as late removal will negatively impact fruit bud induction, and therefore yield. For matted-row growers that miss renovation, be sure to manage bed width and plant density to maximize crop potential.

Runner management varies by production method but in matted-row and plasticulture proper management can greatly affect yield.



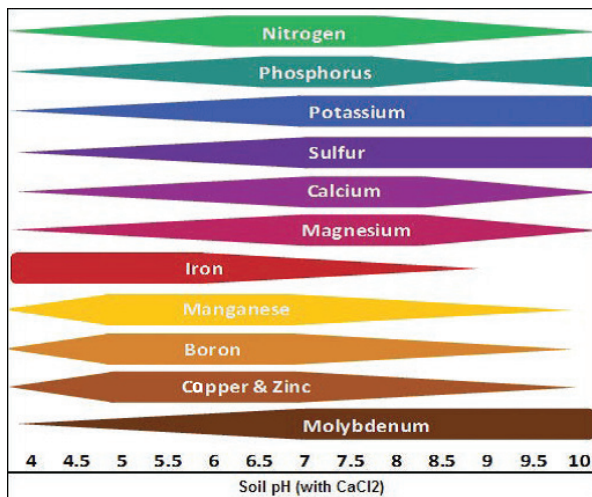
Runners act as an energy sink on mothers in plasticulture and any day neutral production. For matted row growers, daughter plants are necessary to fill rows, but allowing excess plants to set causes competition, limiting branch crown development, increasing fungal pressure and decreasing picking efficacy. We recommend selecting the first 2–3 daughters per mother plant to allow about 5"–8" between plants.

## pH - WHY IT MATTERS!

# 4

Why are soil pH levels so important for all small fruit crops and asparagus? Not only can soil pH levels impact the availability and uptake of mineral nutrients but crops like asparagus and blueberries have very specific pH needs.

Asparagus performs best at an alkaline pH of 7.2 or higher; blueberries require a very acidic pH in the 4.5 – 4.8 range. For



strawberries, raspberries and blackberries, we recommend a relatively neutral pH of 6.5 – 6.8. The chart on page 5 outlines nutrients essential for plant growth and how their availability is affected by soil pH. An autumn soil test is a key way to evaluate not only nutritional levels in soil, but also pH and Cation Exchange Capacity (CEC). CEC is important as it will measure the ability of a soil to absorb calcium (Ca), potassium (K), and magnesium (Mg) ions (among others) and its resistance to change of pH in response to liming and sulfur additions. Clays and soils high in organic matter have a high CEC, whereas sands have a low CEC. Silt loam and clay loam soils are more difficult to impact pH due the soil structure and its particle size.

## STRAW MULCH - HOW MUCH IS ENOUGH?

5

The application of straw mulch is a time-tested process for protecting strawberry plants from winter injury. It can be an expensive practice, but the cost of winter damage and subsequent crop loss is typically more. It is difficult to say how many

bales should be applied because straw spreads and covers differently depending on how it is processed. We suggest applying enough straw, so the plants are well covered before and after the first rain after application.

Double check that once the straw settles, the entire plant is still well covered. Since we never know how cold our winter is going to be, it's worth the extra effort to have the plants protected.

A question that often comes up is "When is it safe to apply the straw?". The answer is after the plants have experienced 400 hours of chill.

Chill accumulates when temperatures are between 45- and 32-degrees F. The foliage can still be green, but plants can be dormant. Keeping track of temperatures daily, is the sure way to determine when it is safe. Spreading the straw too early can damage the plants so ensuring adequate dormancy is very important.

**We have Powell gears available in a variety of sizes. Please call for recommendations on appropriate gears and pricing.**

# New Primocane Blackberry Variety!

## Introducing Prime Ark Horizon

Prime Ark Horizon is the newest release from Dr. John Clark's University of Arkansas breeding program.

### Prominent Characteristics:

1. Thorny, similar to P.A. 45
2. High floricanes crop potential
3. Large berries with larger fruit size potential
4. Very Firm, holds very well in storage
5. Fruits a few days later than P.A. 45
6. Flavor rated good
7. Winterhardiness comparable to Ouachita
8. Vigorous plant with long fruiting laterals

We have a good inventory of plants available at this time for your planting trials.








Bio360 a Biodegradable and Compostable Black Mulch Film is made of Mater-Bi, a bio-based plastic that is completely compostable according to BPI standards. This biodegradable mulch has the same mechanical and physical characteristics as plastic mulch without the negative impact on the environment. Bio360 breaks down over time with organic matter in the soil. Bio360 is the ideal biodegradable mulch for strawberries. First year establishment on a matted row system a 0.6 mil Bio360 film greatly reduces weeding cost and still allows plant runners to set through the plastic. In an everbearing systems a 1 mil Bio360 film is ideal for multiyear use.


Made in North America





## The Best Drip Tape For Strawberries

1. Better uniformity – even in hilly terrain\*
2. Clog resistance
3. Increased profitability through higher yields and lower system cost†
4. Exceptionally better value versus pressure-compensating drip tapes
5. Longer lengths of run\*





**38 Broad Street  
Hollis, NH 03049  
603-465-2240**

[www.brookdalefruitfarm.com](http://www.brookdalefruitfarm.com)

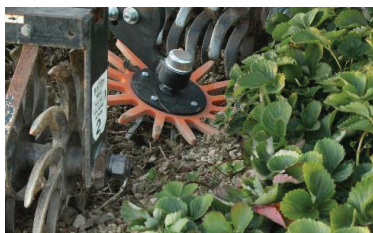


View our catalog online for more growing products.



## Hillside Cultivator for Strawberry Weed Control throughout the Year

Weed control is probably the most difficult obstacle to successful strawberry production. In a matted row system a combination of effective mechanical tools will greatly reduce hand labor. The Hillside Cultivator incorporates several tools for the different stages of growth. Timing is always critical.



- **Rolling cultivator** gangs are part of the cultivator in all seasons and are excellent for uprooting weeds while not cultivating too deeply.
- **S-tines** mounted in the front position are used to move runners into the row. (pictured above)
- **Finger Weeder** attachment can be used all season for disrupting small weed growth along the row and close to plants. (pictured left)

- Through the late summer and into the fall, the width of the strawberry row can be controlled with the **rolling cultivators** and weeds between the row removed. These cultivations can remain shallow so that new weed seeds are not brought to the surface. Cultivation can also be done as an herbicide loses its effectiveness and prior to another low rate application.



- Following harvest and mowing the plants, the Hillside Cultivator is ideal for strawberry renovation. **Disk gangs** are mounted in the front position which are used to narrow the row and cut through the straw. A **coil tine** follows and fractures the soil which has been packed by foot traffic during harvest. The rolling cultivator in the rear rolls soil back toward the strawberry plants. Cultivating speed is 3-4 mph with two passes normal for each row. This machine is more economical and less disruptive of soil structure than a rototiller.

- The **Eco Weeder** is a PTO driven machine with rotating vertical teeth that are manually moved between and around young plants. An attachment is available for straw removal in the spring.



- The cultivator can be used for vegetables such as Pumpkins, Squash, Potatoes, and Cole Crops.
- The cultivator can be used to straddle a plastic bed.

### Hillside Cultivator Co. LLC

911 Disston View Dr. Lititz, PA 17543

Cell 717-669-3158

[www.hillsidecultivator.com](http://www.hillsidecultivator.com)

Email: [sales@hillsidecultivator.com](mailto:sales@hillsidecultivator.com)

Prices can be found in the catalog section of our website

Strawberries	500	1000	5M+/1M	25M+/1M	
June Bearing Varieties					
Allstar, Earliglow, Honeoye, Jewel	\$100.00	\$160.00	\$152.00	\$144.00	
Annapolis, Sparkle, Flavorfest	\$107.00	\$171.00	\$163.00	\$154.00	
Cavendish, *Darselect, *Galletta, *Brunswick, All Exp. Var.	\$110.00	\$176.00	\$168.00	\$159.00	
*Mayflower, *Dickens, *Wendy, *Valley Sunset	\$115.00	\$184.00	\$175.00	\$166.00	
*Malwina®, * Yambu, *Cabot, *Sonata	\$123.00	\$196.00	\$187.00	\$177.00	
Everbearing Varieties (Day-Neutrals)					
Seascape	\$115.00	\$184.00	\$175.00	\$166.00	
*Albion, *Evie 2, *San Andreas	\$119.00	\$190.00	\$181.00	\$171.00	
Mara des Bois	\$155.00	\$248.00	\$236.00	\$224.00	
IMPORTANT! Pricing is per variety unless: total combined is between 15,000 and 24,999, use 5M pricing; total order at or over 25,000, use 25M price.					
Red & Yellow Raspberry Varieties	100	200	600	1000	
Boyne, Caroline, Heritage, Killarney, Latham, Nova,	\$218.00	\$424.00	\$891.00	\$1,059.00	
Anne, *Encore, *Polana, *Polka, *Prelude	\$239.00	\$466.00	\$978.00	\$1,164.00	
*Joan-J, *Himbo Top®	\$243.00	\$474.00	\$996.00	\$1,185.00	
*Double Gold	\$313.00	\$610.00	\$1,278.00	\$1,521.00	
Black Raspberry and Blackberry Varieties	100	300	600	1000	
Bristol, Jewel, Mac-Black, Chester, Triple Crown, Royalty	\$331.00	\$966.00	\$1,608.60	\$2,145.00	
*Natchez, *Ouachita, *Osage	\$363.00	\$1,062.00	\$1,768.80	\$2,358.00	
*Niwot, Prime Ark® 45, Prime Ark® Freedom, Sweet-Ark® cv Ponca, Sweet-Ark® cv Caddo	\$381.00	\$1,114.50	\$1,856.40	\$2,475.00	
Asparagus (Available as 1-Year-Old Crowns)	300	600	1000	14M+/1M	
Mary Washington	\$138.00	\$207.00	\$230.00	\$207.00	
Purple Passion	\$176.10	\$264.00	\$292.00	\$263.00	
Millenium	\$200.10	\$300.00	\$332.00	\$299.00	
Blueberries	10	50	100	500	1000+
Bluecrop, Bluegold, Bluearay, Chandler, Darrow, Duke, Elliott, Jersey, Northland, Patriot, Reka	\$9.00 ea.	\$8.25 ea.	\$7.50 ea.	\$6.33 ea.	\$6.04 ea.
*Blue Ribbon, *Top Shelf, *Last Call	\$9.00 ea.	\$8.25 ea.	\$7.15 ea.	\$6.83 ea.	
Rhubarb	50	100	500	1000	
Macdonald	\$6.02 ea.	\$5.64 ea.	\$5.26 ea.		
Cawood Delight	\$6.61 ea.	\$6.19 ea.	\$5.77 ea.		
Horseradish		100	500	1000	
Big Top		\$198.00	\$891.00	\$1,601.00	
Currants/Gooseberries	50	100	500		
All Varieties (except Tixia)	\$8.25 ea.	\$7.50 ea.	\$4.95 ea.		
Tixia	\$10.25 ea.	\$9.50 ea.	\$6.05 ea.		
Elderberries	50	100	500		
Samdal, Samyl	\$7.75	\$7.00	\$6.49		

**Varieties cannot be combined for quantity discounts (except strawberries, see above).**

*\*Patented varieties. Prices include royalties.*

**To qualify for Early Pay Discount, your plant order total must be \$500.00 or over.**

(Normal prices will apply for lesser orders.)

If paid in full by 12/01/21, take 3% discount. If paid in full by 01/15/22, take 2%.

Discount applies to plant total only, shipping cost based on total before discount.

**Early  
Pay Discount**

Orders over \$500,  
paid in full by:  
Dec. 1, '21 save 3%  
Jan 15, '22 save 2%  
Order early!

Order now for best variety selection!

# Strawberry Plug Plants

We've responded to our customers' increasing need and desire for strawberry plug plants, by formulating a system in 2020 to make strawberry plug plants available. With positive feedback from our customers and continuing demand, we'll be increasing our production of strawberry plug plants in 2022.

## The Nourse Farms Strawberry Plug Plant System

In our production system, we use best practices to produce the most disease-free plugs that technology has provided to us. Our strawberry mother plants are greenhouse-grown in a substrate system for effective disease management. The tips from these plants are then planted into 50-cell plug plant trays and, with a misting irrigation system in place, grown into finished plug plants.

## Why Use Strawberry Plug Plants?

An option for **plasticulture growers**, strawberry plug plants:

- are planted in the late summer to be fruited the following spring; and
- can be planted into plastic using a mechanical transplanter rather than by hand.

## What Nourse Farms has Available for 2022

For the 2022 planting season, Nourse Farms is offering six varieties to our customers:

- **Galletta**, an early-season variety that has excellent flavor, holds size through the season, and has good disease resistance. Galletta also performs well in heavier soils.
- **Yambu**, an early mid-season variety that is highly vigorous, high yielding and has excellent flavor.
- **Darselect**, a mid-season, highly productive variety exclusive to Nourse Farms with large and sweet berries and holds its size.
- **Flavorfest**, a highly demanded mid-season variety with first-rate vigor and flavor as well as showing tolerance to anthracnose crown and fruit rot.
- **Cabot**, a late mid-season variety known for is huge berries, excellent flavor, winter hardiness, and disease resistance.
- **AC Valley Sunset**, a top-choice late-season variety exclusive to Nourse Farms in the U.S. known for large, very good flavored berries for late season production.

These plants can be purchased in cases of 250 per variety, and will ship mid-August through mid-September. Minimum Order Quantity of 4000 plugs. Base prices start at \$.50/plant (\$127 case) + royalty. Quantity discounts are available. Due to cost & transit times, shipping is limited to east of the Mississippi River. **Place your order by contacting us at 413-665-2658 or [info@noursefarms.com](mailto:info@noursefarms.com). Please contact us for more details.**

## WARRANTY

NOURSE FARMS, INC. WARRANTS that the products it sells have been labeled as required by law and that they conform to the label descriptions. NOURSE FARMS, INC. MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, OF MERCHANTABILITY, FITNESS FOR PURPOSE OR OTHERWISE. THE EXCLUSIVE REMEDY FOR LOSS OR DAMAGES DUE TO BREACH OF THE FOREGOING WARRANTY OR CONTRACT OR FOR NEGLIGENCE OR OTHER CAUSE SHALL BE LIMITED, AT THE OPTION OF NOURSE FARMS, INC. TO THE REPLACEMENT OF SUCH PRODUCT OR REFUND OF THE PURCHASE PRICE OF SUCH PRODUCT, AND NOURSE FARMS, INC. SHALL IN NO EVENT BE LIABLE FOR ANY OTHER DAMAGES, WHETHER DIRECT, INDIRECT, INCIDENTAL, SPECIAL OR CONSEQUENTIAL.

By acceptance of the product, the buyer acknowledges that the limitations and disclaimers herein described are conditions of sale and that they constitute the entire agreement between parties regarding warranty or any other liability.

## ORDERING Order now to ensure your first choices, and on-time shipping!

Prices valid to May 31, 2022. Use the enclosed order form, call us or order online. We do not recommend fall planting. We make every effort to ship on time.

**PATENTED AND LICENSED VARIETIES** identified by a \* cannot be propagated without permission. Royalty or usage fees are included in prices. Patented varieties are protected by U.S. patent laws and licensed varieties are produced under contract with plant breeders.

**SHIPPING AND HANDLING CHARGES** are additional. Shipping by Ground Service unless otherwise specified. Federal Express is our partner in shipping. Seven (7) business days' notice required for orders with "open" ship dates. We'll make every effort to accommodate shipping on short notice. For shipments made through the USPS and UPS, shipping charges will be calculated based on the size and weight of the order and an additional handling fee will apply. Please inquire for details.

**ORDERS TO HAWAII AND ALASKA** ship 2nd-day air only. No exceptions.

**ORDERS TO MIDWEST OR WEST COAST** Shipped on a Mon. or Tues. On warm days, shipping is by 3-day service to assure good condition. Added shipping charges are billed. California, Oregon, Washington and Hawaii shipments must have phytosanitary certificates (\$15.00).

**CANADIAN ORDERS** Note the minimum order total, and all shipping is by special arrangement. Nourse must receive payment in full in U.S. funds prior to shipment. Additional fees may apply. Add \$50.00 for export certification by U.S. Dept. of Agriculture.

**INTERNATIONAL ORDERS** (Except to Canada) Note the minimum order total, import permit is required, + \$200 for phytosanitary certificate. Import permits must be supplied at least 90 days in advance of shipment. Make your government request and contact us one year prior to shipment. Additional fees for testing or treatments may be required.

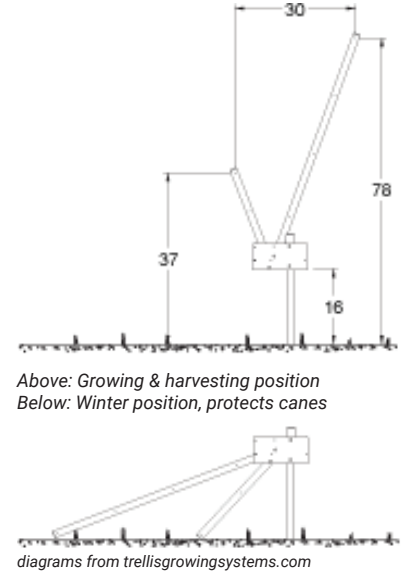
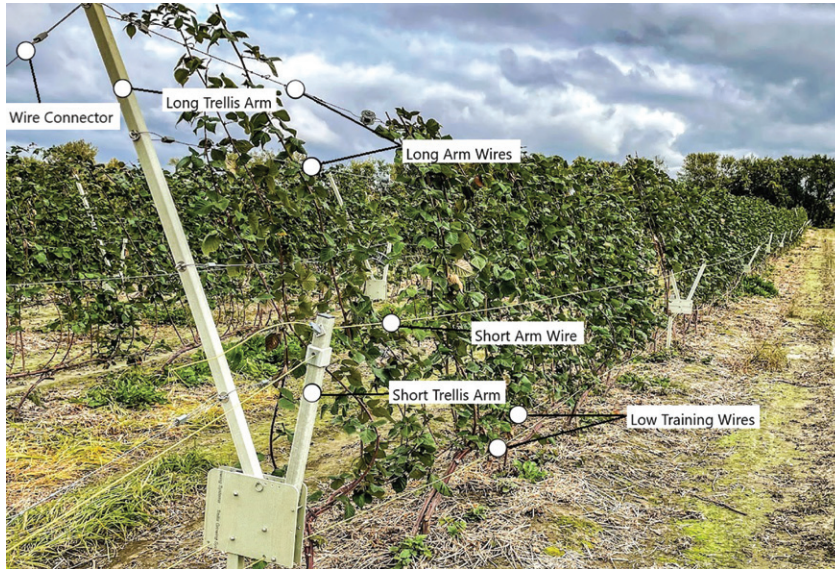
## PAYMENT

- Orders \$500 or less must be paid in full within 10 days of placing the order or will be subject to cancellation.
- Orders exceeding \$500 require a 50% deposit within 10 days of placing the order, or are subject to cancellation. Balance must be paid in full prior to shipment. For pickups, a customer may pay the balance at time of pickup.
- Net 30 Terms may be extended for orders greater than \$500 for returning customers only; determined on per customer basis, based upon a Customer Credit Application, & prior payment history with Nourse Farms.
- Orders shipping after June 1 must be paid in full by June 1 to reserve the plants, or the order will be subject to cancellation and loss of deposit. Orders shipping after June 1 are not eligible for refund if cancelled.
- Service charges of 1.5% per month are added to past due balances.
- We do not refund amounts less than \$5.00.
- We accept Visa, Master Card, Discover, checks, and money orders.

**PREPAYMENT DISCOUNTS** For orders exceeding \$500, we offer a 3% discount if paid in full by December 1, and a 2% discount if paid in full by January 15. Discounts apply to plant portion of order only and do not apply to shipping costs. Shipping costs are calculated prior to applying discounts.



# Blackberry Cultivation in Northern Climates



**Red and black raspberry production is common in the north, but blackberry production is almost non-existent as they have long been considered too tender for northern commercial production. With the development of the Rotating Cross-Arm Trellis, we can capture this lost market.**

Primocane-fruiting blackberry varieties have been released in recent years which offer an opportunity to add to fall sales, but the question most growers ask is: "Is it worth it?"

Most commercial blackberry varieties are rated cold hardy to zone 6 or even 5, however this can be a misrepresentation. Cold hardiness refers to crown survival rather than bud survival. Buds higher on canes are more susceptible to damage. This greatly affects yields and picking heights, as berries produced on unprotected plants are typically on low buds, making picking difficult.

The Rotating Cross-Arm trellis (RCA) is a modified V-trellis with one long and one short trellis arm, and removable pins to permit post rotation. This allows growers to change the architecture of the plant, and to lay canes close to ground level and cover with a heavy row cover - significantly increasing winter protection.

On the RCA, primocanes are grown horizontally along a low wire, 16" high. When canes reach the next plant, they are tipped, and leaves are removed to encourage lateral bud break. Prior to floricanes removal, primocane laterals are draped untethered over the wire on the short trellis arm.

After removal, laterals are trained vertically to wires along the long trellis arm and primocanes are shifted from under the short trellis arm to under the long trellis arm. This pruning and training technique not only allows for trellis arms to be laid down and covered for winter but when placed parallel to the ground prior to flowering it forces most flowers to one side of the trellis, increasing picking efficacy and decreasing sunscald. This works best when the RCA is oriented East West.

Multiple primocane blackberry varieties have been released from the University of Arkansas, beginning in 2004. Like raspberries, primocane fruiting blackberry canes emerge in spring, fruit in the fall and can be mowed after fall harvest however yields are considerably lower than their floricanes counterparts. Different heights and numbers of soft pinching have been tested to increase yields, however in colder climates the season is too short for this technique to be successful. Unfortunately, northern growers have found that these plants fruit too late leaving much of the crop unharvested. High tunnels can extend the picking season however it is unlikely that increased yields or higher berry prices would justify this cost.



41 River Rd. • South Deerfield, MA 01373

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*The Commonwealth of Massachusetts*  
**MASSACHUSETTS DEPARTMENT OF AGRICULTURAL RESOURCES**  
Crop and Pest Services  
251 Causeway Street Suite 500  
Boston, MA 02114



### Certificate of Nursery Inspection

License No. **N-2021 155** Fee: **\$210** Issued: **6/14/2021**

THIS CERTIFIES THAT: in accordance with M.G.L., 128, section 17 as amended, the

Nursery stock at:

**Nourse Farms, Inc.**  
41 River Rd.  
Whately, MA 01093

Has been inspected and found to be apparently free from all injurious insects and plant diseases which might be disseminated on such stock.

Expiration Date: 6/30/2022

Issued by: *Howard Vinton*

### Let's Connect Online



FALL 2021

## Nourse Farms on the Road

We attend several trade shows each year so that we can be available to meet commercial growers across the country. We have found that face-to-face meetings with our customers provide a great opportunity for us to work closely with you to determine your plant requirements.

Below is a list of tradeshow we will attend during the 2021-2022 season.

Dates	Trade Show	Location	Phone/Website
Dec. 7-9, 2021	Great Lakes Fruit, Veg. and Farm Market Expo & MI Greenhouse Growers Expo	DeVos Place Grand Rapids, MI	(734) 239-8027 glexpo.com
Jan. 4-5, 2022	Mid-Ohio Growers Meeting	Mt. Hope Event Center Mt. Hope, OH	(330) 275-7566 midohiogrowers.com
Jan. 16-19, 2022	North American Strawberry Growers Assoc. (NASGA) Annual Meeting & Conf.	Holiday Inn Express Nashville, TN	(905) 735-5379 nasga.org
Feb. 1-3, 2022	Mid-Atlantic Fruit & Veg. Convention	Hershey Lodge & Convention Center Hershey, PA	Fruit (717) 677-4184 Veg. (717) 694-3596 mafvc.org
Feb. 21-24, 2022	No. American Raspberry & Blackberry Conference	Double Tree by Hilton, Washington, DC North Gaithersburg, MD	(919) 542-4037 raspberryblackberry.com



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