

Connecticut Weekly AGRICULTURAL REPORT

Dannel P. Malloy, Governor
Steven K. Revczky, Commissioner
Steve Jensen, Editor



Connecticut Department of Agriculture
December 6, 2016



With Sleeping Giant as a backdrop, Christmas tree customers wander the rolling acres at Broken Arrow Nursery.

CHRISTMAS TREE BUSINESS AN EVOLVING TRADITION FOR CONNECTICUT GROWERS, BUYERS

By Steve Jensen, Office of Commissioner Steven K. Revczky

HAMDEN – The Moro family had no idea that the Christmas tree they chose at Broken Arrow Nursery last week was a Veitch Fir, an exotic Japanese species known for its eye-catching combination of deep green and silver needles.

“It has two colors and it looks like it has snow on it,” Osbaldo Moro said moments after felling the tree with a bow saw at the Evergreen Avenue farm. “I saw it and said this is the perfect one.”

Farm owner Dick Jaynes, a retired horticulturalist at the nearby Connecticut Agricultural Station, enjoys growing and offering several exotic fir species, along with the more traditional Fraser and Balsam Fir, White and Blue Spruce and White Pine.

But when it comes to what makes a customer choose a certain tree, he says it’s not the name that counts. Even if customers arrive with a type in mind, he said, they are just as apt to switch as soon as they see one that appeals to their eye, regardless of species.

“The type really doesn’t matter,” Dick said on a cold, blustery afternoon that followed two days of welcome rain. “The trees that sell are the ones that look good and are 7 to 8 feet tall.”

Dick’s roots in the Christmas tree business date to 1947, when as an 11-year-old he planted a couple hundred spruce seedlings he’d won as a prize in a 4-H poultry project supervised by his father, Harold.

“We put these Norway spruce seedlings around an apple orchard my father had planted,” Jaynes recalled. “They did pretty well, so we got a few more and pretty soon we started cutting down apple trees.”

By the mid-1960s the orchard had been fully converted to an evergreen farm. Dick, a Yale graduate who chiefly worked with Mountain Laurel and Chestnut trees during 25 years at the Agricultural Experiment Station, retired in 1984 to open Broken Arrow Nursery, known for its year-round propagation of unusual garden plants.

With his son Burton, he now grows about 25 acres of Christmas trees in two locations in town. The farm typically sells more than 2,000 trees a season, including their specialty exotics such as Nikko, Veitch, Korean, King Boris, and Veitch/Balsam hybrids.

Business was steady last Thursday afternoon, reflecting what Dick calls the biggest change in the business that he has seen over the decades.

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LANCASTER, PA., LIVESTOCK SUMMARY

Avg. Dressing. Per cwt. Unless noted.

	LOW	HIGH
SLAUGHTER COWS Avg. Dressing		
breakers 75-80% lean	53.00	56.50
boners 80-85% lean	52.00	56.50
lean 88-90% lean	46.00	51.00
SLAUGHTER STEERS		
Hi Ch/Prime 3-4	99.00	107.00
Choice 2-3	100.00	104.00
Sel 1-2 few	96.00	100.00
SLAUGHTER HEIFERS		
Hi Ch/Prime 3-4	100.00	103.00
Ch 2-3	96.00	99.00
CALVES - Graded bull		
No 1 94-128 lbs	80.00	85.00
FEEDER STEERS Med and Large 1. Per cwt.		
300-400 lbs	135.00	143.00
400-500 lbs	128.00	139.00
500-600 lbs	124.00	131.00
600-700 lbs	118.00	126.00
700-900 lbs	106.00	114.00
SLAUGHTER LAMBS: Woolled & Shorn		
Markets: Choice and Prime 2-3		
80-90 lbs	222.00	232.00
90-110 lbs	180.00	195.00
110-130 lbs	177.00	182.00
150-200 lbs	155.00	166.00
SLAUGHTER EWES: Good 2-3		
80-120 lbs	105.00	125.00
120-160 lbs	95.00	110.00
160-200 lbs	80.00	90.00
200-300 lbs	60.00	85.00
SLAUGHTER KIDS: Sel 1		
40-60 lbs	140.00	155.00
60-80 lbs	165.00	190.00
80-100 lbs	185.00	215.00
SLAUGHTER NANNIES/DOES: Sel 1		
80-130 lbs	180.00	205.00
130-180 lbs	210.00	230.00
SLAUGHTER BUCKS/BILLIES: Sel 1		
100-150 lbs	240.00	250.00
150-250 lbs	340.00	385.00
200-250 lbs	435.00	475.00

NEW HOLLAND, PA. HOG AUCTION

Per cwt.

52-56	250-300 lbs	45.00	49.00
	300-400 lbs	44.00	46.00
48-52	200-300 lbs	33.00	41.00
	300-400 lbs	33.00	40.00
Sows, US 1-3	300-500 lbs	24.00	31.00
	500-700 lbs	31.00	32.50
Boars	250-300 lbs	15.00	18.00
	350-600 lbs	4.00	6.00

NATIONAL RETAIL FRUITS & VEGETABLES

\$/unit as noted.

APPLES, FUJI/lb	1.99	1.99
APPLES, GALA/lb	1.79	1.79
APPLES, PINK LADY/lb	2.49	2.49
SQUASH, BUTTERNUT/lb	.99	.99
POTATOES, ROUND RED/lb	1.29	1.29
POTATOES, RUSSET/5lb bag	2.99	2.99
BROCCOLI/lb	2.49	2.49
CABBAGE, RND GREEN/LB	1.29	1.29

WHOLESALE FRUITS & VEGETABLES

Boston Terminal and Wholesale Grower Prices

NEW ENGLAND GROWN

	LOW	HIGH
ALFALFA SPROUTS, 5 LB CTN	14.00	14.00
ALFALFA SPROUTS, 12-4 OZ	16.00	16.50
APPLE, CORTLAND, XFCY, 72	32.00	32.00
APPLES, CRTLND, LOOSE, CTN	26.00	26.00
APPLE, HNYCRSP, XFCY, 64	70.00	70.00
APPLE, HNYCRSP, XFCY, 72	70.00	70.00
APPLE, HNYCRSP, XFCY, 80, 88	70.00	70.00
APPLE, HNYCRSP, XFCY, 88	70.00	70.00
APPLE, HNYCRSP, XFCY, 100	65.00	65.00
APPLE, MAC, 120, FCY, CELLPK	18.00	19.00
APPLE, MAC, 140, FCY, CELLPK	18.00	19.00
APPLES, MAC, #1, CELLPK, 120	18.00	18.00
APPLES, MAC, #1, CELLPK, 140	18.00	18.00
APPLE, MAC, FCY, 12-3 LB, 2-1/2"	18.00	18.00
APPLES, MACS, NG, CARTON	24.00	24.00
BEAN SPROUTS, 12-12 OZ	12.00	15.00
BEAN SPROUTS, 10 LBS	6.00	7.00
BEETS, RED, LOOSE, 25 LBS	6.00	6.00
BEETS, GOLD, MED, 25 LBS	12.00	12.00
CIDER, APPLE, 4-1 GALLON	19.00	21.00
CIDER, APPLE, 9-1/2 GALLON	21.00	22.50
PARSNIPS, 20 LBS	23.00	23.00
PARSNIPS, 18-1 LB	23.00	23.00
POTATO, RNDRED, #1, SZA, 50LB	14.00	15.00
POTATO, RNDRED, #1, SZB, 50LB	16.00	18.00
POTATO, RNDWT, #1 CHEF, 50LB	10.00	12.00
POTATO, RUSSET, 50 LB, 10 OZ	10.00	11.00
PUMPKIN, PIE, SMALL, 1-1/9	15.00	16.00
SQUASH, BUTTERNUT, 1-1/9	12.00	14.00
SQUASH, BUTRNT, ACORN, /LB	.85	1.25
SQUASH, KABOCHA, 1-1/9	13.00	15.00
SQUASH, SPAGHETTI, 1-1/9	15.00	18.00
TOM, GHSE, CHRRY, 5 LB	10.00	14.00
TOMATO, GHSE, CHRY, 8-10 OZ	20.00	24.00
TOMATO, GHSE HEIRLM, 10 LB	23.00	25.00
TURNIP, WHITE CAPE, 1-1/9	32.00	32.00

NORTHEAST & SOUTHEAST WHOLESALE HERBS

\$/Per unit.

ARUGULA, FL, 4 LB CTN, LOOSE	12.00	13.50
BASIL, FL, 1 LB, 15 BNCHES	20.00	22.00
CHIVES, FL, 1 LB, 12 BNCHES	10.00	12.00
CIPOLINOS, NY, 10 LB MESH	16.00	18.00
DILL, NJ, 1/2 BU, 24 BNCHES	16.00	18.00
DRY ESCHALLOT, NY, 10LB	8.00	11.00
HORSERADISH, NJ, 5 LB SACK	13.00	14.00
MINT, NJ, 12 BUNCHES	11.00	15.00
OREGANO, FL, 1 LB, 12 BN	8.00	9.00
SAGE, FL, 1 LB, 12, BNCHES	7.00	9.00
TARRAGON, FL, 1 LB, 12 BN	10.00	10.00
THYME, FL, 1 LB, 12 BNCHES	8.00	8.00
WNTRCRSS, ORG, GH, PA, 2.2LB	26.00	26.00
WATERCRESS, FL, 12 BN/CTN	10.50	12.00
WATERCRESS, FL, 24 BN/CTN	17.00	20.00

CT- RETAIL**CUT YOUR OWN XMAS TREES**

Type varies. Per tree, tax included, or as noted.

Broad Brook, CT	48.00	48.00
Brooklyn, CT, per foot	7.00	7.00
Burlington, CT	35.00	35.00
Ellington, CT	50.00	50.00
Guilford, CT, under 10 foot	60.00	60.00
Hamden, CT	57.00	57.00
Shelton, CT	75.00	75.00
South Windsor, CT	50.00	50.00
Voluntown, CT	45.00	45.00

MIDDLESEX LIVESTOCK AUCTION

Middlefield, CT - December 5, 2016

	LOW	HIGH
Bob Calves:		
45-60 lbs.	35.00	45.00
61-75 lbs.	50.00	55.00
76-90 lbs.	60.00	65.00
91-105 lbs.	70.00	75.00
106 lbs. & up	100.00	115.00
Farm Calves	125.00	135.00
Starter Calves	40.00	50.00
Veal Calves	80.00	135.00
Open Heifers	100.00	140.00
Beef Heifers	65.00	89.00
Feeder Steers	100.00	125.00
Beef Steers	85.00	97.00
Stock Bulls	70.00	90.00
Beef Bulls	80.00	125.00
Replacement Cows	n/a	n/a
Replacement Heifers	600.00	635.00
Boars	n/a	n/a
Sows	n/a	n/a
Butcher Hogs	n/a	n/a
Feeder Pigs each	15.00	57.50
Sheep each	110.00	150.00
Lambs each	75.00	195.00
Goats each	140.00	275.00
Kid Goats each	95.00	140.00
Canners	up to	55.50
Cutters	56.00	60.00
Utility Grade Cows	61.00	64.50
Rabbits each	8.00	17.00
Chickens each	3.00	20.00
Ducks each	5.00	20.00

NORTHEAST EGGS/USDA

Per doz. Grade A and Grade A white in cartons to retailers (volume buyers)

XTRA LARGE	.60	.78
LARGE	.54	.61
MEDIUM	.34	.47

NEW ENGLAND SHELL EGGS

Per doz. Grade A brown in carton delivered store door. (Range)

XTRA LARGE	1.09	1.23
LARGE	.98	1.16
MEDIUM	.55	.66
SMALL	.41	.51

GREYSTONE SMALL ANIMAL MKT

Prices for \$/lb or as marked.

MUSCVY DUCK, DRAKE	1.50	1.95
MUSCVY DUCK, HENS	.45	1.80
PEKIN DUCKS, EACH	6.00	6.75
RED FOWL, 5-6 LBS	.60	.70
RED FOWL, 4-5 LBS	.45	.50
LEGHORN ROOSTER, EA	4.00	4.75
XBRED ROOSTER, 7-11LB	1.10	1.15
XBRED ROOSTER, 4-6 LB	1.75	2.05
XBRED FOWL 5-9 LBS	.65	1.05
BANTY ROOSTERS, EA	4.50	5.00
BANTY HENS, EACH	2.00	3.00
GUINEA FOWL	1.70	1.80
GEESE, EACH	12.00	15.00
PIGEONS, EACH	3.50	4.00
WHITE PIGEONS, EA	8.50	8.50
LEGHORN HENS, EACH	3.75	3.75
BROILERS	1.20	1.35
GOOSE EGGS, EACH	7.00	7.00
LAYING PULLETS, EA	2.75	3.25
FANCY PIGEONS, EA	5.00	6.00

(Continued from Page 1)

"People keep buying trees earlier and earlier," he said. "You have to be in the starting blocks and ready to go."

Burton, a chemist who ended his pharmaceutical career about ten years ago to join his father at the nursery, said the early-buying trend has prompted them to start selling trees weeks earlier than they used to.

"Fifteen years ago we didn't even open Thanksgiving weekend," he said. "Now we open the weekend *before* Thanksgiving."

The farm is one of more than 500 Christmas tree growers in the state, most of which are much smaller or hobby operations.

The Jaynes are members of the Connecticut Christmas Tree Growers' Association, which this year held a meeting in a new barn/retail shop they built with the help of a matching Farm Reinvestment Grant from the state Department of Agriculture.

That extra space became unexpectedly crucial this season, when their old barn located just a few dozen feet away was heavily damaged in a mid-November fire that started in a wood stove.

The new barn is where customers pay for their tree, and also serves as a workspace where the farm's holiday wreaths are made, strictly with materials grown on the premises. On the walls of the barn hangs a collection of tree stands spanning back to the early 1900s.

Many of the oldest ones don't even include a reservoir for water, because in those days trees were commonly put up only in the week or so before Christmas.

"I grew up in a house where we didn't see the tree until Christmas morning," Dick said with a hint of amazement.

But because so many families now buy their tree around Thanksgiving, growers have adapted by offering species that can survive a month or more indoors.

"We've had to grow more firs because they last longer," he said.

FOR SALE

1-R. Blumenthal & Donahue is now Connecticut's first independent NATIONWIDE Agri-Business Insurance Agency. Christmas tree growers, beekeepers, sheep breeders, organic farmers and all others, call us for all your insurance needs. 800-554-8049 or www.bludon.com

2-R. Farm, homeowner and commercial insurance—we do it all. Call Blumenthal & Donahue 800-554-8049 or www.bludon.com

3-R. Gallagher electric fencing for farms, horses, deer control, gardens, & beehives. Sonpal's Power Fence 860-491-2290.

4-R. Packaging for egg sales. New egg cartons, flats, egg cases, 30 doz and 15 doz. Polinsky Farm 860-376-2227.

5-R. Nationwide Agribusiness Insurance Program, endorsed by the CT Farm Bureau, save up to 23% on your farm insurance and get better protection. References available from satisfied farmers. Call Marci today at 203-444-6553.

102-R. Ion Insurance now offers Agri-Business insurance. For all of your personal and business needs, we've got you covered. Contact us today: ioninsurance.com, 203-729-5261 or toll-free 800-801-8013.

118-R. Land-Barn for sale. Harwinton, CT. 3.59 acres approved lot. Former Christmas tree farm. Flat, no wetlands. Barn very good condition, no rot. On slab. 12'x24' (can be sold separately). Call/text 860-806-0278. Both: \$100,000.00. Barn: \$2,500.00 or BO. 860-806-0278.

Trees are started as 2-year-old seedlings, or "plugs," purchased from a greenhouse company.

Although yearly planting traditionally began in May, Dick said that date has gradually been moved up to early April in hopes the roots will set before warmer temperatures prompt the top of the plant to sprout buds.

"We start as soon as the ground thaws," he said. "With global warming, the earlier the better."

The farm lost a significant amount of Balsam Fir seedlings this year due to the long-running drought.

Dick's penchant for research leads him to be on the constant lookout for "another species that will be better than what we have."

His attention and that of many others in the industry has lately turned to the Turkish Fir, which tolerates dry soil and appears to be quite resistant to the bane of all evergreen growers – Phytophthora Root Rot that thrives in wet soil.

Research on the tree is being conducted at the state Agricultural Experiment Station, as well as at the state universities in Washington and North Carolina.

"It's resistant to disease in wet soils," Dick said, "but it's slow-growing," taking up to 10 years to reach market height rather than the more typical seven.

With the solid demand for trees and the closing of several tree farms in the area in recent years, Dick believes that New Haven and Fairfield Counties actually have a shortage of live-tree options for customers.

He fears that could force potential buyers to default to what he calls "the dark side."

"They might get an artificial tree," he said with a sly grin. "And we don't want that to happen. We need more growers."

A listing and brochure of tree farms that belong to the Connecticut Christmas Tree Growers Assoc. can be found at <http://www.ctchristmastree.org/> or the Dept. of Agriculture's website: CTGrown.gov

119. Thomas ProTough "300" screener, very good condition. \$14,000.00. 3 pt. hitch harrow. \$300.00. Colchester, CT. 860-984-3196.

120-R. Beeswax; 1 oz., 6 oz., 1 lb, and 2 lb blocks. Pure CT Grown cappings wax, Full Bloom Apiaries, 860-235-0624.

121-R. For Sale: Goat Hay. \$3.00/bale.'85 Chevy truck body 8'. '85 Chevy 350 motor. \$75.00. 860-978-5200.

WANTED

105-R. Standing timber wanted. Hardwood/softwood, especially sugar maple/white oak. Top prices paid. Licensed and insured. 10 acre minimum. 860-798-4039.

MISCELLANEOUS

6-R. Farm/Land specializing in land, farms, and all types of Real Estate. Established Broker with a lifetime of agricultural experience and 40 years of finance. Representing both Buyers and Sellers. Call Clint Charter of Wallace-Tetreault Realty (860) 644-5667.

111-R. Bulldozing in E. CT. Need water call Don Kemp. Will dig farm ponds any size. Lots of experience. 860-546-9500.





Above: Dick Jaynes with some of his collection of old Christmas tree stands, many of which include no reservoir for water.

Above right: The Moro family of Hamden with a Veitch Fir they cut at Broken Arrow Nursery last week.

Below: A barn/retail shop at the farm that was built this year with the help of a matching Farm Reinvestment Grant from the Dept. of Agriculture.



FSMA PRODUCE SAFETY RULE TRAINING NEXT WEEK IN HADDAM

UCONN Extension in cooperation with the Connecticut Department of Agriculture/USDA Specialty Crop program is providing a free opportunity for farmers to learn more about the FSMA Produce Safety Rule.

The training will be held Dec. 15 (snow date, Dec. 16) from 9:30 a.m. to noon at the Middlesex County Extension Center, Route 154, Haddam. It will include discussions of the rule's key provisions, resources for keeping up to date on implementation and training, as well as exemptions from the rule.

Pre-registration is required. Please email diane.hirsch@uconn.edu and write "FSMA Update" in the subject line. Also include names and contact info for all attendees, their farm or organization names, and whether you prefer to attend in person or via a webinar. To register by phone, contact Diane Hirsch at 203-407-3163.

CONNECTICUT DEPARTMENT OF AGRICULTURE www.CTGrown.gov 860-713-2500

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