



PHOTO: BRENDA K. JOHNSON

Miranda Carlow of Norfolk completes her fourth year of selling produce in Yankton. She teams with her mother and has others for helpers in her daily summer job into fall. Clinch Family Produce of Norfolk provide the sweet corn, tomatoes, watermelon, cantaloupes, squashes and pumpkins.

Produce Sellers Illustrate Keys To A Successful Business

BY BRENDA K. JOHNSON
P&D Correspondent

Four years ago, Miranda Carlow of Norfolk started selling produce from the bed of a pickup at the Slumberland parking lot along Broadway Ave. in Yankton after high school.

Today, she continues that work, alternating with her mom and other helpers all day, seven days a week, from the Fourth of July into October.

Having just finished a Criminal Justice degree at Northeast Community College, Carlow will soon shift her focus, as she plans to work for Farm Bureau in Norfolk and earn her insurance license.

But for now, she concentrates on selling sweet corn, tomatoes, watermelons, cantaloupes, squashes and pumpkins.

"Clinch Family Produce of Norfolk has acres of produce and we help them sell it," Carlow said. "When they need someone to come up here, we say OK. It takes an hour and 20 minutes to get here. We're here 9 a.m. to 6 p.m. or sold out — that's a good day."

As we talk for about 30 minutes on Saturday morning, six customers buy produce here. At the Yankton Mall parking lot six, Farmers' Market vendors are selling produce with several customers' cars parked nearby.

According to Barb Rohde, association president, efforts are being made to grow a farmers' market in downtown Yankton. Other vendors are also selling produce around the Yankton area.

"I think it's the people around here that are super nice," Carlow said. "They understand the prices. Some people think it's high, but you realize the time for producing it. The corn is high quality. It doesn't have worms."

She stops to help a customer — "Corn's fresh picked last night or this morning," she said.

"I love talking with people; hearing their stories," she continued. "It's fun to be in a different setting."

She comments more about the success of this business. "I think a lot depends on the people behind it," she said.

"Farmers, Clinch family, everyone that helps grow and pick

and load and unload [the produce]. It's all done by hand. We get there [in Norfolk] by 7 a.m. and the truck is ready to go on time. Everyone here looks for us at 9 a.m. and we want to be on time."

"We do everything to make sure our customers are happy," Carlow continued. "People want to see corn ears. We show them. If it were me, I'd want to make sure it is good. Reassurance helps a lot."

As we talk, customers pull up in a truck and don't get out. Carlow and her sister, who is helping today, talk with them through the glass and load their produce for them.

"We get the same people to come back each year and tell us the corn is awesome. That's what we strive for," Carlow said.

"I think that being here [along Broadway Ave. and Highway 81] helps a lot. We have Nebraska and Iowa people too. [Locally] there's word of mouth. They say a neighbor told me to get corn here because it's good. That's reassuring that all our hard work pays off."

A truck, fold-up sign, shade tent for the pickup, folding chairs and change make the business run, Carlow said.

"We used to have a trailer added on to the truck. It's a pain to deal with, so we stopped," she said.

"We put a blanket [over the corn] and the tent shades the corn," Carlow said. "We put a layer of Styrofoam [in the truck bed] that helps corn keep moisture and stay cool. Every year we come up with something to improve."

However, it's not all work.

"Our entertainment comes from people telling us stories," she said. "Two years ago, a guy had been fishing. He left his fish here and when he came back, people had driven over them."

"My mom tells of a fellow putting produce in his van whose pants fell down. He comes back every year."

Needless to say, Carlow enjoys her work.

"I like coming up here and the people here," she said. "It's fun."

"We get the same people to come back each year and tell us the corn is awesome. That's what we strive for."

MIRANDA CARLOW

Are Colorado Potato Beetles In Your Garden?

BROOKINGS — Colorado potato beetles are an all too common visitor to many home and community gardens where potatoes are commonly grown, said David Graper, SDSU Extension Horticulture Specialist and director of McCrory Gardens.

"These small voracious eaters have been plaguing potato growers since the late 1800s. If left untreated, they can soon defoliate potato plants, drastically cutting yields of the delicious tubers that so many of us love to eat. In addition, they will also feed on some other vegetables like eggplant and even tomatoes if they get hungry enough," Graper said.

Graper explained that potato beetles are easy to identify. The adult beetles are oval in shape and about one-half inch long. They are yellow-orange in color with 10 narrow stripes running down the length of their body. The adults lay eggs on the underside of the leaves, usually in clusters of 10 to 20 at a time. An adult female beetle might lay up to 350 eggs in its lifetime. The eggs hatch in about a week or so, depending on the temperature. The larvae emerge and start feeding almost immediately.

Larvae start out a brick red color with a black head, but gradually turn more of a pink color as they age. They also have two lines of black spots. The youngest larvae are quite small and may be difficult to see. As the larvae

grow you will likely notice their damage first. The larvae take one to two weeks to mature, molting three times before their most destructive final larval stage. Then the larvae drop to the ground and burrow down to pupate for another 8 to 15 days before emerging as adults, ready to eat and make more Colorado potato beetles. In the fall, the last generation overwinters as adults. In the spring, when the soil warms up, the beetles emerge and look for potatoes to start feeding on and lay their eggs.

"Home gardeners and commercial growers have been fighting them in a variety of ways from using lead-arsenate 30 to 40 years ago, to using more modern insecticides like carbaryl (Sevin) in more recent times, to even using flammies in commercial production to kill the first emerging beetles in recent years," he said. "The problem is that these beetles have grown to be resistant to many of the insecticides that were long used to control them."

Graper added that Sevin was the standard garden dust that so many gardeners relied on it to control the beetles, but it is now almost useless to control them.

"Part of the problem is that gardeners kept using the same insecticide over and over again which helps insects to become resistant to a particular insecticide," Graper said.

Hand picking of the adults

and larvae and also squishing the yellow-orange egg clusters, have also been a traditional method of reducing beetle damage but, Graper acknowledged it can be an overwhelming task.

"I have heard of some gardeners offering to pay their kids a penny-a-beetle to pick them off the plants," he said. "Crop rotation can also help but it is usually not very effective in a small garden or a community garden where there are always plenty of potato plants around to keep the life cycle of the insect going from year to year."

Some gardeners also use insect eating birds, like chickens, ducks or geese to help keep the beetles in check but Graper said sometimes the birds can do more damage than good. He added that row covers may also help in keeping the beetles away from the plants.

"But remember, the adults overwinter in the soil so you may be 'fencing' them in with your young potato plants, un-

less you are planting in a new spot in your garden that has not been planted in potatoes for a few years," he said.

There are some insecticides that can provide some control for the home gardener. Graper pointed to an organic product called Bacillus thuringiensis var. san diego, often called B.t.

"But you have to look for the formulation that is effective against beetles, not the ones that are available for controlling caterpillars or other insects. This is a stomach poison for the beetles and controls them after they eat foliage that has been treated with the B.t.," he said. "It has to be applied repeatedly to maintain control."

Some other chemical options include insecticides that contain the active ingredient of Azadirachtin. Some trade names to look for include: Azatin XL Plus, BioNeem, Margosan-O, and Neemix. This chemical interferes with the molting process of the larvae. Another product to look

Yard Of The Month Announced

Helen Miller's yard at 2813 Lakeview Drive in Yankton has been named the July Yard of the Month by the Yankton Town & Garden Club.

The house is surrounded with ninebark bushes, roses, coral bells, speedwell, potted plants with vines, daylilies and evergreens with angels linked throughout. There is a curved sidewalk on the side of the house with beautiful hostas, and hydrangeas. The lawn is well manicured and weed less. The north side is lined with pine trees and a swing sits among the trees. The back of the house has more colorful potted plants and roses. It's a yard to be seen and enjoyed.

Alternative Available To Control Earwigs

BROOKINGS — This time of year many homeowners may be seeing an ant-like insect with evil looking pinchers. Earwigs aren't a welcome visitor, and if you are looking for a non-toxic way to remove them from your home or garden Buyung Hadi, SDSU Extension Pesticide Applicator Training Urban Entomology Specialist suggests bait trapping.

"Bait trapping is an alternative least-toxic solution and it should work to reduce the insect's population to the non-threatening levels," Hadi said.

An important reason Hadi does not suggest a pesticide application is the fact that earwigs can provide an important ecological service as natural enemies.

"I think the benefits that earwigs provide outweigh the risks they may pose on your garden. I do understand that in a situation of heavy earwig infestations, it is hard to believe that these insects are doing any good at all. Still, I don't think pesticide application in home garden is a good solution for an earwig problem," Hadi said.

He explained that the earwig is an omnivore. They feed on both soft bodied insects such as aphids and on insect eggs. In this way, Hadi said they do contribute to the well-being of the garden by being a pest's natural enemy. Unfortunately they also feed on the soft plant tissues such as leaves and fruits.

He added that most synthetic pesticide products available for home gardens have a broad spectrum and will kill not only the pests but also the beneficial insects like predatory beetles, parasitoid wasps and pollinator bees.

A homemade baited trap can be prepared by cutting up a hole on the lid of a used container. Bait the trap with fish or vegetable oil and set the trap(s) nearby the plants where you see the most earwig populations. Earwigs are attracted to the smell of the oil and the ones plunging into the trap are not able to climb back up. Remove the dead earwigs, kill the live ones by submersing them in soapy water and replace the bait (e.g. fish or vegetable oil) regularly as needed.

"In my observation, the trap does not attract a lot of other insects that can be beneficial to the garden. In this way, the earwig population can be reduced without risking the beneficial insect community," he said. Two additional articles written by Hadi on this topic can be found on iGrow.org, just search "earwigs."

SDSU Offering Online Training Programs

BROOKINGS — Interested in using a garden as a teaching tool with children? SDSU Extension is offering a series of webinars for garden educators.

School teachers, afterschool and summer garden program leaders and helpers are all encouraged to participate in the Youth in the Garden Webinars.

Webinars are scheduled for the second Wednesday of the month. The next session will be held Aug. 14 from 10-10:30 a.m. CDT. To participate in the Webinar, visit www.iGrow.org/events and click the link within the event posting. Participants are encouraged to log in within 15 minutes of the specified time.

- Food Safety in the Garden: During this presentation, Lavonne Meyer, Food Safety Field Specialist will offer information on safe practices for handling the harvest.

- Science in the Garden: During this presentation, Chris Zdorovtsov, SDSU Extension Community Development Field Specialist will present lessons on insects, soil, plant growth and more.

The next session is Sept. 11 (10-10:30 a.m.). The programs are "Pick of the Harvest," presented by Marjorie Zastrow, and "Physical Activity in the Garden," presented by Nikki Van Dyke, Health and Physical Activity Field Specialist.

If you would like to receive more information on trainings and funding opportunities related to garden-based learning programs or to exchanging questions and ideas with others involved in similar projects, e-mail Chris Zdorovtsov at Christina.Zdorovtsov@sdstate.edu to be added to the SDSU Youth Gardening LISTSERV.

for will contain Rotenone, an insecticide that has been around for a long time and it still appears to be effective against Colorado potato beetles, at least to the youngest larval stages. Once the larvae get to the 4th instar (after molting three times) they become much more difficult to control and the larvae cause much more damage.

Graper considers Colorado potato beetles as one of the most troublesome garden pests because they feed on one of our favorite vegeta-

bles and they are so persistent and difficult to control.

"Try to use a variety of methods to control them and you will probably still get to harvest at least some potatoes unless the plants were badly defoliated after blooming," he said.

For additional information visit these online resources: <http://igrow.org/gardens/home-and-garden-pests/beetles-in-your-garden-friends-and-foe/> and <http://www.vegedge.umn.edu/vegpest/cpb.htm>.

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