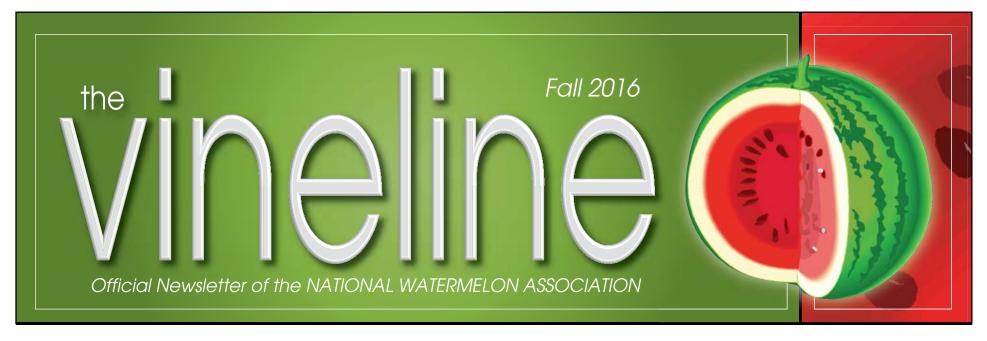
PRESORTED STD. U.S. POSTAGE PAID TAMPA, FL 33634 PERMIT NO. 6210

### www.watermelon.ag



Labor – Labor – Labor. We need labor to do just about anything and everything in our world of farming, packing and shipping. Where we get it, and how, are seemingly daily challenges and an ever-common occurrence. Government regulations and audits add to the mix, and are designed to assure that employers are doing the right things for the workers. None of this is new to us, but it is a growing proposition nonetheless.

The editorial column attached is written by a friend, peer and colleague – Tom Nassif, President & CEO of Western Growers. Tom has been at the forefront of the labor debate both in Washington and California for many years, and he is (in my opinion) a voice of sensibility and sound advice. His sentiments are spot-on with what is happening today. We will continue to monitor any new developments, and address them accordingly. Stay posted, and enjoy the reading.



In December 2014, the Los Angeles Times published a series of articles exposing widespread labor abuses on some Mexican farms that supply produce to the United States. This type of "investigative journalism" often ignores positive examples that would lessen the dramatic impact of the negative ones, and that may have been the case here. Nonetheless, the Times series was alarming and, for the American companies that purchase from these farms, it was reminiscent of similar exposés of mistreatment at foreign factories supplying American retailers everything from clothes to toys. For activist groups, the stories provided new leverage.

Not surprisingly, the large retailer and restaurant buyers of fresh produce are seeking to inoculate themselves from further criticism. We've seen this before. Several years ago, the Coalition of Immokalee Workers (CIW) emerged in Florida following critical media coverage of wages paid to tomato harvesters in that state. With its Fair Food Program, the CIW has effectively used protests, boycotts and strikes to motivate buyers to adopt their social responsibility agenda. Retailers like Subway, Whole Foods and Walmart now impose a human rights-based code of conduct on many Florida farms.

### Responsible Labor By: Tom Nassif – President and CEO, Western Growers

noble aspirations and should be standard practice for all farmers. I am confident these principles already guide the operations of our members wherever they farm. Beyond the progressive and strict federal and state labor rules governing the employer-employee relationship in the United States, our members recognize that they are bound by a higher moral law that requires vigilant attention to worker safety and social justice. And they act to ensure both are achieved.

Our members have faced a proliferation of third party audits relative to food safety, and while we know these are costly and sometimes questionable pursuits, our growers have endured. So why not embrace another third party "certifier" like EFI?

As I noted earlier, the EFI's chairman is a UFW vice president. This cannot be glossed over. The UFW represents a tiny fraction of the farmworkers in the West, and their attempts to force thousands of farmworkers into a union the workers didn't vote for, and would have likely decertified but for a union-allied state Agriculture Labor Relations Board, speaks to the reality that workers are well-compensated, treated fairly and resent being forced to give up 3 percent of their pay to the union for nothing. The UFW is also in financial distress, as evidenced by their repeated pleas to the California Legislature to use taxpayers to bail out their union health plan. Along comes the EFI, and a chance for the UFW to employ a top-down strategy to infiltrate our farms and our employees. son was quoted in the same article as saying, "I truly believe there are EFI farms that will go union." In light of all this activity, the boards of directors of PMA and United Fresh have formed a Joint Committee on Responsible Labor Practices. This committee has been tasked with evaluating appropriate worker treatment across the supply chain, "potentially leading to an industrywide, global approach to responsible labor practices."

We recognize the significance of this committee and support PMA and United Fresh in their effort to develop higher standards for foreign producers, where labor laws and practices are nowhere near as rigorous or consistently enforced as in the United States. However, we have some reservations about the process and its potential outcome for domestic growers. The Joint Committee initiative is co-chaired by executives from supermarket and foodservice companies; Western Growers and other grower-centric organizations were excluded at the outset. I have spoken to Tom Stenzel and Bryan Silbermann, the presidents of United Fresh and PMA, respectively, and I am encouraged by their commitment to take our concerns seriously and to work with us to avoid unintended consequences. Still, it seems likely that buyers will ultimately determine the outcome.

More recently in the West, the Equitable Food Initiative (EFI) has emerged as a developer and verifier of labor standards for farmworkers. The organization is now moving to entice, or pressure, key supermarket and restaurant chains to recognize EFI certification as a condition for their preferred suppliers. To date, nine farms covering 3,000 workers in California, Washington, Mexico and Canada are EFI-certified, with 10 more farms pending certification. At least one major retailer has so fully embraced EFI that it recently introduced Arturo Rodriguez, president of the United Farm Workers union, to the company's produce suppliers with the message that the suppliers would need to work with the UFW to become EFI-certified. (A UFW vice president is chairman of the EFI executive board.) No one would argue that producing safe food, ensuring a safe work place and treating workers fairly, are

Don't believe me? This is from The Bakersfield Californian's coverage of the UFW's recent convention: "Under what's called the Equitable Food Initiative, the farm worker union is partnering with some of the biggest names in the retail food industry to improve the lives of the people who pick and pack produce consumed here and abroad." I added the emphasis to highlight the fact that UFW President Arturo Rodriguez intends to go global, and plans on leveraging the EFI to do so.

While none of the EFI-certified farms are currently unionized, UFW National Vice President Erik Nichol-

All of this is to say we believe organizations representing domestic growers must lead this effort on the domestic front. To that end, the Western Growers Board has directed our staff to promotedomestic standards for responsible labor practices with a particular focus on the Western states. Working with other organizations we will base our standards on a foundation of existing federal and state regulations, which already create the most stringent worker protection system in the world. Our intention is to promote a farmworker labor standard reflective of the best practices currently in place by growers in California and other Western states. We believe this approach will most efficiently facilitate confidence in the domestic supply chain and provide buyers (and their critics) with adequate assurances that their U.S.-grown fresh produce is responsibly sourced.



In a field where consumers come first, understanding preferences is a must. Our produce chain specialists are here to indentify the newest trends and recommend the strongest Nunhems brand watermelon variety to suit consumer needs. For everything from your restaurant to retail space, we've got you covered. **Together we grow.** 

The global specialist



www.nunhems.com



Subscription rates: USA and Canada, no charge to Association members. All others, U.S. subscriptions, \$30.00 per year (U.S. Dollars); Canadian Subscriptions, \$40.00 per year (U.S. Dollars); Other foreign subscriptions, \$50.00 per year (U.S. Dollars).

Publisher - National Watermelon Association • Layout - www.rubberneckerdesign.com

#### LOAD DONORS

Agraian Farms **B**&K Farms **Big Chuy Browning & Sons** C&S Farms Cactus Melon **Capital City Fruit** Celli Brothers **Coosaw Farms DMC Farms** Diamond 99 Eagle Eye Produce Frey Farms George Perry & Sons **Gibson Produce** 

#### **Global Produce Glory Farms** H.C. Schmieding **Hoosier Fresh Farms Jackson Farming Company** Jackson Farms **Kids Choice Kirschenman Enterprises** Land Watermelon Sales Leger & Son Melon 1 McMelon, Inc. Melon Acres **Mesilla Valley Produce** MGM Farms **Mouzin Brothers**

**Giumarra Companies** 

Phil Turner Farms Premier Melon Prime Time International **Reid Groves Farms** Saikhon Company **Southern Corporate Packers** SunState Produce SunTerra Produce **Sweet Mama Produce Texas Melon Exchange Tucker Family Farms** Van Groningen & Sons Vincent Farms Wabash Valley Growers Warren Produce Wiggins Farms

#### **CASH LOAD DONORS**

**Bagley Produce Borders Melons** 

**Keith Connell Produce** Wiggins Watermelons LLC And all nine of our Watermelon Chapters: Alabama, Florida, Georgia, Illiana, MarDel, North Carolina, South Carolina, Texas and Western



tap.allenlund.com

Walermelon





NWA Members...

### ARE YOU READY TO BENEFIT FROM TAP? -TAP into the benefits

Allen Lund Company offers members of the NWA our ALC Transportation Association Program (TAP).



· Priority on providing capacity in tight markets

- · Lane analysis including year-end reporting
- · Discounted live load tracking
- Discount on ALC TMS software
- EDI 214 integration

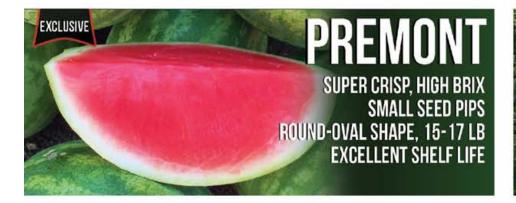
Call our experienced watermelon team to get started. 800.799.LUND (5863)







TRAVELER STRONG VIGOROUS PLANT MID-EARLY MATURITY BLOCKY FRUITS, 14-20 LB FIRM, CRISP, DARK RED INTERIOR



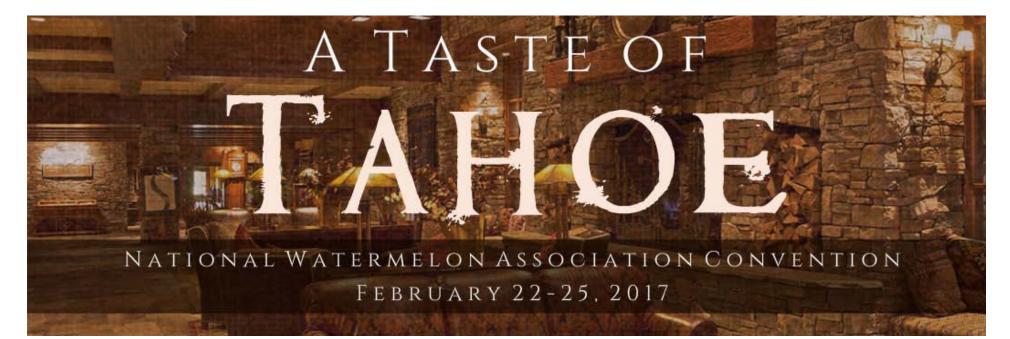


BELIANT DEMARCATION EXCELLENT DEMARCATION EXTREMELY DEEP RED, FIRM FLESH STRONG & VIGOROUS VINE

HIGH BRIX, CRUNCHY TASTE Wide growing adaptability Appealing deep red color 16-20 LBS, Ships Well

CRUNCHY REI







The 2017 National Watermelon Association Convention will be held at the Hyatt Regency Lake Tahoe in Incline Village, NV. Lake Tahoe's only lakefront hotel with private beach is situated on 26 acres in Tahoe's tranquil North Shore, offering breathtaking views and close proximity to world-class skiing and recreation. From our acclaimed Stillwater Spa, 24-hour Casino gaming action and Camp Hyatt kid's programs, to the newly renovated guestrooms and year-round heated lagoon-style pool, Hyatt has every amenity for the discriminating traveler.

To make your hotel reservations for this picturesque lodge style resort go to https://resweb.passkey.com/Resweb. do?mode=welcome\_ei\_new&eventID=13828477 or Call 775-832-1234 Keyword: Watermelon

The Reno airport is located 34 miles (50) minutes from hotel. For shuttle from the airport to the resort North Lake Tahoe Express provides this service for, One-Way \$47 per person or Round Trip \$88. Please call or visit their site for information and reservations. All reservations must be made 24 Hours in advance! http://www.northlaketahoeexpress.com (866) 216-5222



# Convention REGISTRATION



WWW.WATERMELON.AG

AWS.PASSKEY.COM/EVENT/13828477/OWNER/12334/LANDING

(775)-832-1234

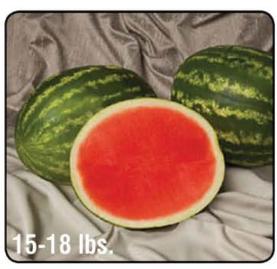


Our extensive selection and consultant's knowledge of varieties benefits you, our valued customer.



# FASCINATION

Resist./Tol.:Co<sub>1(IR)</sub>, Fon<sub>1(IR)</sub>. Rich deep green rind color. Very classy. Flesh is firm and deep red. Superior quality, next generation crimson seedless variety.



### **SWEET POLLY**

Resist./Tol.:Co<sub>1(IR)</sub>, Fon<sub>0,1(IR)</sub>. Medium large triploid with strong vines and exceptional rind appearance. High quality dark red flesh is firm with small pips. Resistance to Fusarium Wilt and Anthracnose Race 1. Mostly 45 count.



## CAPTIVATION

Resist./Tol.:Co<sub>1(IR)</sub>, Fon<sub>1(IR)</sub>. Uniform improved fruit set for high yield potential. Strong disease resistance and plant growth habit. Suitable for both fresh market and fresh-cut use. Mostly 45-count for whole fruit markets.



Paul Sawyer 239-872-6467



Mike Chisholm 813-477-5099



Jim Elam 731-431-6730



Phil Ramsey 276-701-0991



IEGERS

EED CO.





Kip Pelham 561-516-0092



Dan Grissom 813-624-2704

# SERVICE • SELECTION • SOLUTIONS 1-800-962-4999 • www.siegers.com

# National Report

What a fantastic promotional tour our Queen Carla Penney has had this year, back to back promotions all season. Carla is back in school and the promotions have slowed somewhat. I will again attempt to touch on the highlights of her tour through the pictures. She has loved every promotion and it is evident in the photos. This amazing promotional tour would not be possible without the help of all her sponsors. Special thanks to the following sponsors for this portion of her amazing year.

**Diamond 99 sponsors Bell Elementary;** 

Kendra Kennedy and Intergro, farm visits, **Newberry Watermelon Festival Pageant** 

**Brandi Harrison and Intergro; Newberry Parade and Arcadia Festival Auction** 

Florida Watermelon Association; Fox 4 WFTZ; In field TV coverage; Packing shed coverage

**Ribbon cutting ceremony Cordele; Cordele Watermelon Festival Pageant and vis**its; Global Produce , Al Wroten; Greg Leger, Leger and Son; Frasers Auto

Patrick AFB Commissary, Raymon Land, Land Watermelons

**Deland Watermelon Festival, Melon 1, Bob Gibson**, **Gibson** Produce

**NWPB;** Freson Bros Supermarkets, **Northern Alberta** Canada area

**NWPB**; Media coverage Toronto area; Longo's **Supermarkets** 



Sponsor Carrie Thomas with daughters Ashlee and Alaina at Bell Elementary. Carla and Katy spoke to each class during career day





What a great day at Bell Elementary, thank you !



Visit with our sponsor Dan Thomas at the Diamond 99 office



Special thanks to the Harrison family for your gracious hospitality, and to Kendra and Brandi for sponsoring us



We enjoyed educational farm visits with some of Kendra's customers, pictured is BJ Wilkerson of Wilkerson Farms in Trenton



Carla and Katy visit with Amber Nolin Smith 2013 National Watermelon Queen after the Newberry Watermelon pageant







A picture with 3 of my girls, Katelyn, Carla and our sponsor Brandi Harrison



A visit to Phil Turner's packing shed, Phil Sr. and Phil Jr., thanks to the Turner family for your hospitality



Carla at the Newberry parade



The Morning Blend Fox 4 WFTX films in the field





Another segment at the Melon1 Arcadia office, Carla and Katy on the air



Carla Heath Sands of WALB TV Albany, GA **Oueen** Carla

We have so much left to share for next printing!

**Eleanor T Bullock NWA** Promotion Coordinator 229.322.9933 etb.nwa@gmail.com

Carla is a guest on WSST with Phil in Cordele

Carla enjoys a visit with Phil and Shirley Turner during the Arcadia auction



Carla thanks the Melon 1 group, Trey, Katelyn and Rachel for the beautiful necklace they purchased for her at the auction

Chef Justin creates some fantastic watermelon dishes



Carla helped with the ribbon cutting ceremony for the Cordele Watermelon Festival



With Affirmed, Bold Ruler and Citation, Growers across the country are enjoying the benefits of wide adaptability, high yield, excellent uniformity and sweet flavor.

> **SAKATA<sup>®</sup>** www.sakata.com

# TRI HISHTIL Specializing in plant grafting

### Plants available for the 2016 planting season



Tri-Hishtil is an international partnership that brings together decades of worldwide agricultural experience in plant-grafting, production, and soil management.



For more information, contact Ben Hinson: 25 School House Road, Mills River, NC 28759, 828.891.6004

# National Pictures



Carla did a fabulous job on the Morning Live TV show in the Toronto area!



Andi, Katy Mae, Carla and Juliemar in one of the Downtown Toronto Longo stores, thanks NWPB, and Juliemar



These Longos Watermelon Eating Champs in Toronto love our Carla



Katy Mae and Carla at the Stop & Shop in the Providence, Rhode Island area; thank you MG Ford



The Stop & Shop team, the girls and our host for these events Paul and Jackie Sawyer, thank you!





Carla's parents, Carlene and John Pennev and niece Stella attend



Thanks to Frasers Auto, Mike and Renee Fraser for helping sponsor



Carla assist her sister, Watermelon Capital Queen, Caitlin Penney with emceeing the Watermelon Capital pageant, where Carla also entertained



Taylor and Stephanie Fraser chat with Caitlin and Carla fol-







Carla visits with Al Wroten of Global Produce, thanks for your sponsorship



Thanks Melon 1, Rich and John for their support, during a visit to the Cordele office



We caught up with Bob Gibson in Arcadia, thanks for your support!



Greg Leger of Leger and & Son visits with Carla at his Cordele office, thanks for your support



Carla is loving the Freson Bros posters in their Northern Alberta Canada stores, thanks to NWPB for sponsoring this



Carla does a great job overseeing the eating contest at the Freson watermelon festivals











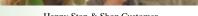
lowing the pageant

and the Land Watermelon Sales group in Branford

Laura Land







Happy Stop & Shop Customer



The Store manager and produce manager thank the girls for being there

Carla does a little interviewing at the Deland Watermelon Festival with the winner of the eating contest



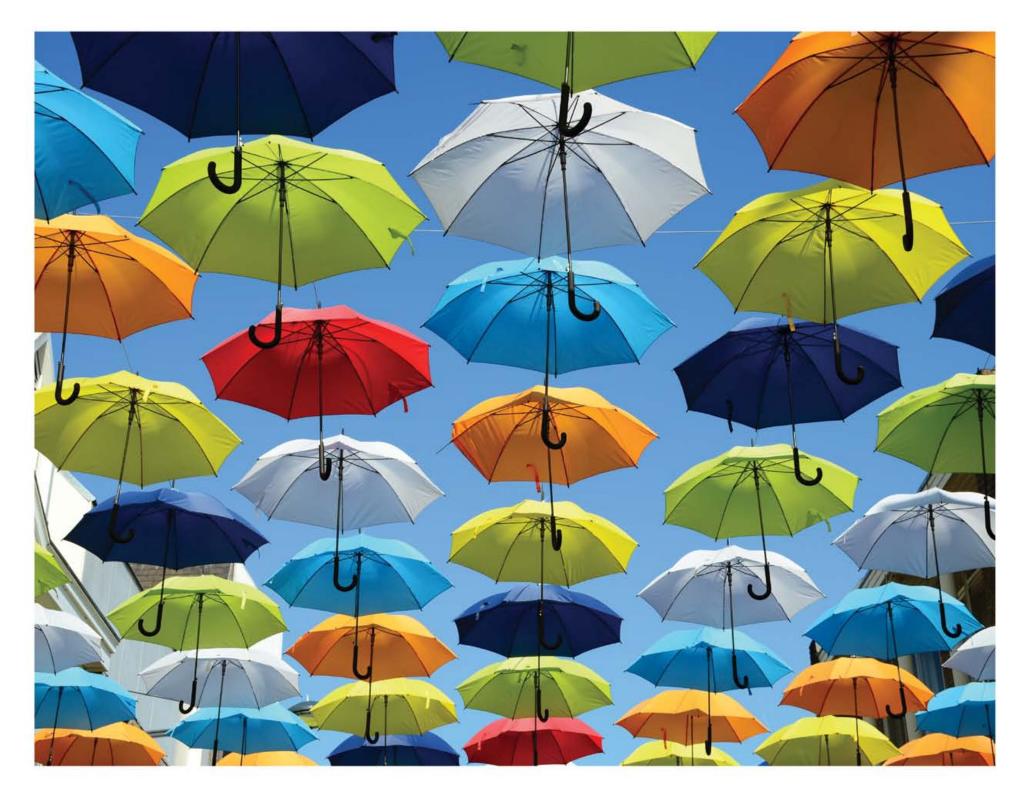
Carla and Katie were filmed and interviewed during the Deland Festival

Carla is honored to visit with one of the founders of Freson Bros, Frank Lovsin, what a delightful person





# **Relax.**



# Your melons are protected from the sun with Screen Duo".

Use Screen Duo™ to manage heat stress and sunburn on

**your crop.** Representing the latest generation of abiotic stress management technology, Screen Duo has two modes of action. The first is a visible particle film that protects agains the harmful effects of the sun. The second is a naturally occurring compound that triggers the plant's stress response mechanism. Screen Duo provides protection both in and outside the plant.

Screen Duo has a zero re-entry interval and can be used up to the day of harvest.

Screen Duo for stress and sunburn management. Keep your melons cool, inside and out.



1-800-250-5024 · www.CertisUSA.com

©2016 Certis USA





### Agenda Highlights

Wednesday 2-22-17: Registration Snowmobiling Adventure Hospitality

Thursday 2-23-17: Registration Committee Meetings Exhibit Center Welcome Dinner & Event Hospitality

Friday 2-24-17: Registration Breakfast & Opening Session Seed Spit Contest Lunch Annual Watermelon Auction

Saturday 2-25-17: Registration Breakfast & General Session Crisis Mgmt. Training (NWPB) Exhibit Center NWA Closing Reception NWA Annual Awards Banquet Hospitality

# 5 Reasons to Come to the Convention:

States & States and a state of the state

 Beautiful Winter Alpine Scenery
 Cozy Resort with

#### Registration

Full Registration Includes: Thurs., Feb. 23: Reception, Dinner Fri., Feb. 24: Breakfast, Lunch, Auction Sat., Feb. 25: Breakfast, Banquet Early Bird Rate: Member \$395 & Non-Member \$495 Late Rate: Member \$495 & Non-Member \$595

Full Child Registration ( Age 13 and under): Member - \$200.00 Non-Member - \$250.00



**Registration links:** 

https://nwa.memberclicks.net/index. php?option=com\_mc&view=mc&mc id=form 224107&test=1

https://nwa.memberclicks.net/index. php?option=com\_mc&view=mc&mc id=form\_224940&test=1

\$225 Per Single Rider-Driver

\$175 Per Double Rider-Driver

### Snowmobiling Adventure





The group participants are transported to the Zephyr Cove Snowmobile Center. At the center, the guests can "suit-up" for this afternoon activity. Snowmobile suits, boots, gloves and other clothing are available for the participants needing them.

From Zephyr Cove, the group will have a short transfer, along Lake Tahoe's beautiful shoreline to the snowmobile site. There are ample snowmobiles for your group size.

The snowmobilers will then be led by their guides, along the trail to winter adventure. The riders will climb the trail through the forest and up the mountain to the "Emigrant Ridge Route". The views along this mountain top trail are truly spectacular. Views on the right are of Lake Tahoe and the surrounding mountains, while those on the left are sweeping vistas of Carson Valley and the "high desert" to the east.

Upon returning from their two hour exclusive snowmobile adventure participants will return to the snowmobile center where they will drop off their snowmobile clothing.

Spa to relax 3. Snowmobiling and Skiing opportunities 4. Casino to enjoy the fun gambling side of Nevada 5. Tons of fun with the Watermelon family!

### Diamond Peak Ski Resort

There is a Skiing opportunity at Diamond Peak Ski resort. Families and couples alike can enjoy the thrilling sports of skiing and snowboarding. If you don't have ski gear, don't worry, the resort provides gear to rent! For more information go to http://www.diamondpeak.com

Convention REGISTRATION

WWW.WATERMELON.AG

AWS.PASSKEY.COM/EVENT/13828477/OWNER/12334/LANDING

(775)-832-1234

tatel RESERVATIONS

# NIMITZ®

# KILLS NEMATODES FAST



ADAMA

NIMITZ<sup>®</sup> is a revolutionary non-restricted use pesticide that actually kills nematodes, fast. It's simpler, safer and unlike anything ever before. Take back your field and put nematodes six feet under. To join the revolution call 866-406-6262, your distributor or visit adama.com.

Always read and follow label directions. NIMITZ\* is a trademark of an ADAMA Group Company. ©2016 Makhteshim Agan of North America, Inc. d/b/a ADAMA.



# Alabama Report

#### Greetings from Alabama,

The 2016 tour for the Alabama Watermelon Queen has been very productive this year. Queen Madison has been busy visiting schools, local farmers and farmer's markets, grocery stores, and much more!

In July, Queen Madison teamed up with Kendra Kennedy of Intergro and toured many local farmers in and around Alabama. This was a great learning opportunity for Queen Madison to see the farmers running full speed. She got to see firsthand how watermelons are harvested, inspected, and packed for the stores.

Queen Madison got the opportunity to work with Scott Davis with Military Produce Group on two instore promotions. One at Maxwell Air Force Base in Montgomery and one at Fort Rucker Army Base in Ft. Rucker. Both stores had great displays and everyone wanted to take a watermelon home to enjoy.

WTVY Morning Show allowed Queen Madison a three minute segment to cook breakfast a-go-go and a watermelon salad. She was able to share with viewers the health benefits and versatility of watermelon.

Nothing quit beats the heat like a Watermelon Day at Landmark Park in Dothan, AL. Queen Madison hosted the Watermelon Day, where park visitors got to sample heirloom varieties of watermelon grown on the park and got to test out there seed spitting abilities.

Lastly, the Farm Yall Festival in Cullman, AL rounded out a hot summer! This festival is a one day agricultural awareness and celebration festival attracting thousands of visitors. This was a wonderful experience where Queen Madison got to participate in a watermelon carving demo, a farm to table cooking demo, watermelon seed spit contest and participate in media interviews throughout the day.

While a great summer has come and gone, we are looking forward to an amazing fall. We are headed to Washington, D.C. for the United Fresh Washington Conference; Orlando, Florida for PMA and then back to D.C. for the Marine Corp Marathon. Hope to see vou all there!



Kevin and Amanda Rentz welcomed





Todd Shelley walking the fields teaching Queen Madison all about irrigation.





Lee, Amy, and Zane Fitch of River Road Farms and Queen Madison



melon displays everywhere! Que



Blake and Queen Madison just before serving up two water melon recipes on WTVY Morning Show.



A boat full of watermelons and watermelon samples is always fun while shopping



Queen Madison handing out J Slice coloring books at Landmark Park Watermelon Day



These children were ready to cool off with watermelon!



Queen Madison got to participate in a watermelon carving demo at the Farm Y'all Festival.



it goes to the store

etting all the details on what to look for in watermelon before

#### Sincerely,

Katie Eubanks **Promotions Coordinator** Alabama Watermelon Association Cell:334-237-0600 Email:Katie.eubanks2@gmail.com Maxwell Air Force Base in Montgo



These two girls were so excited to meet the watermelon queen while grocery shopping.

Can you guess how much this massive watermelon weighed?



Thank you Scott Davis with Military Produce Group for setting up an amazing display in the commissary at the Ft. Rucker Army Base





Arnold Mack • Brenda Mack • Chandler Mack Jon Mack • Doug Miller • Nick Leger Ken Wiles • Darlena Keene (Accounting)

# Phone: 800.334.1112 Fax: 863.678.0022 Accounting Office 863.692.1200

Mack Farm, Inc. growing all varieties of potatoes & watermelons

River Packing, Inc packing and shipping potatoes & onions year round McTruck, Inc Durb Pearson



#### Watermelon Greetings from Florida

Hello everyone, hope your year is going great! I would like to thank everyone for sponsoring Miss Debra and I to go on all of these wonderful promotions. We were fortunate to go to Key West and all the way to Newfoundland, Canada. I have been so blessed to be a part of the Florida Watermelon Team.

#### Katy Mae Harrison -2016 Florida Watermelon Queen

As our summer months are slowing down Queen Katy Mae has been promoting Florida Watermelons from Florida all the way to Canada. The months of May to July Queen Katy Mae and I have been promoting watermelons at Wegmans, Stop n Shop, Longo's and Coleman's grocery stores, Elementary Schools, Suwanee Care Dinners, Miles for Moffitt 5 K Run, visiting farmers in the State, TV Promotions, Watermelon 5 K Run, State Watermelon Festivals, USDA Summer Food Program, as well as the Key West Navy Base Commissioner. As you can see with our captions' we have had a wonderful summer promoting our Florida watermelons. Queen Katy Mae and I appreciates everyone that has helped in making this a successful summer in promoting Florida watermelons.

As the holiday season approaches, remember to buy your Florida Fall Watermelons at your local produce stands and grocery stores and serve it with all of your Holiday dinners. Until next time!

#### **Debra Harrison - Florida Watermelon Promotion Coordinator** Cellular – (863) 633-8306 email: debra@flfwa.com

I would like to take a minute of your time to ask you to SAVE THE DATE --- January 13-15, 2017 to come join us at our Florida Watermelon Association Convention held this year in the beautiful Sanibel Harbour Marriott Resort & Spa in Ft Myers, FL.



2016 Suwannee River Farm "CARES" Dinner.



Handed out slices of Watermelons for the "Miles for Moffitt Cancer Run". Over 5,169 participant runners including our "Melon 1 Ladies" ran in this event. \$647,000 was raised for this event.



Spending the day with Carrie Thomas and her lovely girls Ashley and Alaina at Bell Elementary School. Thanks to Diamond 99 Watermelon Sales for sponsoring us for this day.



Florida Queen Katy Mae and National Queen Carla educated the kids at Bell Elementary School about the health benefits



The tradition of family farming is still being carried on at Phil Turner's Farms in Arcadia. Queen Katy Mae is visiting with Mr. Phil Turner Sr., Phil Turner Jr. and his son Phillip Turner.



Thanks Melon 1 for hosting our TV promotion with Fox 4 News along with Chef Justin with the Dept. of Agriculture for sponsoring this promotion.





"Beautiful sisters". Thanks Brandi for sponsoring us on farm tours.



It was nice seeing Mr. Billy Smith and his grandson Trey at his office in Trenton during our farm tours. This is beautiful background picture of a beautiful quilt.



FWQ Katy Mae and Jose Rodriquez, representing the Florida Dept. of Agriculture along with NWQ Carla handed out free promotional items at Watermelon Day in Volusia County.



Visiting with our First Vice-President Carr Hussey and his wife Jan along with Jim Barfield of Wolf Island in Lake Placid, Florida.



Promoting Florida Watermelons in June at Longo's Grocery Stores in Canada.



At the Navy Air Base Commissioner in Key West, Florida.



-- Check it out at www.sanibelmarriott.com. What a great place for talk about WATERMELONS and VACATION too!!! Planned for a big turnout and a fun time. You've heard of "Cake by the Ocean" Well come have some WATERMELONS BY THE BAY with us! Real fun in store for everyone.!! Laura Land - President Florida Watermelon Association.

Queen Katy Mae visiting at the packing shed with Mr. Trevor Bass and his son Spencer. Thanks for helping sponsoring us to Newberry.



Always enjoy seeing and visiting with Rhantz & Stephanie Smith along with Kendra Tomlinson Kennedy. Thanks Kendra with Intergro for all the farm tours visits and sponsoring us.

Spending our 4th of July weekend in Providence, Rhode Island promoting Florida watermelons at the Stop and Shop Grocery Stores. Thanks to M.G. Ford Produce for sponsoring us and Paul & Jackie Sawyer for a fun-filled weekend.



Watermelon runners taking time to poise with Queen Katy Mae at the "Fourth of July Watermelon 5-K Run" in Winter Park, Florida.



# summer Sliffe

# Like traditions, some tastes never change.

At Seminis<sup>®</sup>, we're always looking to our past to help growers build a brighter future for their businesses through heightened performance, better breeding and increased yield potential – all while helping consumers *Rediscover Timeless Flavor*.



### **Road Trip**

#### a 45-count watermelon hybrid

Joy Ride

produces a large percentage of 36-count watermelon

\*Expected commercialization will be the fall of 2016

Individual results may vary, and performance may vary from location to location and from year to year. This result may not be an indicator of results you may obtain as local growing, soil and weather conditions may vary. Growers should evaluate data from multiple locations and years whenever possible. Seminis<sup>®</sup> and SummerSlice<sup>TM</sup> are trademarks of Seminis Vegetable Seeds, Inc. © 2016 Seminis Vegetable Seeds, Inc.





### **Bottle Rocket**\*

**new** dark mottled stripe that produces a large percentage of 36-count watermelon

## Wingman

an extended flowering pollenizer

### Learn more of what the future can bring at seminis-us.com/summerslice



### We are right where you need us. Contact us today!

Southern U.S. Steve Crowder 678.644.9162

East Coast Josh Rowe 804.592.8547 Midwest Brad Johnston 812.691.5006 Marketing Jane Jennings 360.601.7860 Customer Service Susan Soeder 888.236.6150



··: High quality print capability

··: Strength & Durability

··: Sheet conversion up to 86" x 216"

··: In-line die-cutter/folder/gluer/stitcher

### www.corrchoice.com

# Georgía Report

#### Greetings from Georgia!

Our Georgia watermelon season is coming to a close but we have had an awesome year promoting this favorite and delicious fruit. Our queen tour has been full of many adventures visiting many wonderful locations. The queen tour has been a great success and we've been marketing sweet Georgia watermelon in Georgia, several other states and in Canada!

June and July were very busy months for Queen Andi. We promoted watermelon in the 'Watermelon Capital of the World', Cordele Georgia where GWA participated in the parade, hosted the Sweet Melon and adult seed spit contests, and attended the Farm Bureau annual luncheon. Thank you to Janice and Mitch Mitchell for your support with this annual event! Queen Andi was interviewed by several local news stations - WALB in Albany and WSST in Cordele. She also took time to tour several farms in South Georgia to learn from the growers about their practices. Thank you to Kendra Kennedy for escorting Queen Andi for these visits! Thank you to our Melon 1 family for providing a delicious meal for us that evening! GWA received a special invitation to join Southeastern Grocers, parent company to BI-LO, Harveys and Winn-Dixie stores, for their meet-and-greet with customers at the Harveys store in Macon, Georgia. This event was in celebration of their commitment to source local fresh produce in their stores. TV host and Award winning Chef Curtis Stone was available to visit with consumers and share some of his favorite watermelon recipes. Queen Andi got some facetime with Chef Stone to share her experiences and role as the Georgia Watermelon Queen. The month of June ended with Queen Andi joining the other state queens with their annual trip to Toronto, Canada and the Longos store promotions and watermelon eating contests. Thank you NWPB for sponsoring us on this trip and thank you to Brad Brownsey for giving up your day to be our escort and tour guide in your beautiful city! Just after our Canadian excursion, we hit the ground running to promote Georgia watermelon at the Publix store in Albany, Georgia followed by handing out samples at the commissary at the Albany Marine Corps Logistics Base. The consumers loved engaging with Queen Savannah and learning more about this delicious treat. Queen Andi and Queen Savannah were hard at it and on the go during the month of June! Thank you ladies for all of your hard work and representing our association!

Continuing our watermelon journey, July opened up with Queen Andi being featured on ATL & Co.'s week day segment to talk about her role as a watermelon queen where she shared a recipe with the viewers. Following this media event, we were invited for an in-store promotion that afternoon at the Fresh Market in Atlanta, GA. Our travels continued to Moody Air Force Base in Albany, GA to talk up watermelon and hand out samples. Just after the fourth of July, Queen Savannah traveled to Savannah to represent the GWA in three commissaries - Fort Stewart, Hunter Air Force Base and Kings Bay. It was hot in southern, coastal Georgia and watermelon continued to be in demand! We handed out lots of this tasty, healthy treat to the shoppers. Atlanta Fulton Public Library celebrated the opening of their new Southeast Branch in July. Not only were they celebrating their new location, they were also celebrating Watermelon Month! Queen Andi was invited to join in on the occasion to come and talk to the children about 'all things watermelon'. They even prepared watermelon slushies for everyone to enjoy! Other events we attended during July were the Youth World Barrel Race Championship, Fort Benning Commissary and South Georgia farm visits. GWA appreciates Kendra Kennedy and Jenna Saxon for accompanying Queen Andi to several events during the month of July! Thank you to Melon 1 for feeding us on the evening of our farm visits.

August began with our annual MarDel Queen Tour. Wow! What an awesome week we had on the Eastern shore! From passing out samples of watermelon on the Rehoboth boardwalk to visits at the FARM STAND at the Givens', lunch with the Melon 1 folks, our fun dining experience at The Old Mill Crab House. We ended our tour with handing out watermelon slices at the world's largest crab feast - the 71st annual Rotary Club of Annapolis Crab Feast with nearly 2500 people in attendance! Everyone enjoyed cooling off with refreshing locally-grown Maryland watermelon! Thank you to Caitlyn and Scott Givens and all of your family for welcoming us and being such wonderful hosts!

On the horizon, we have many more promotions to look forward to this year - Savannah Food & Wine Festival, PMA Fresh Summit Show, Marine Corps Marathon to name a few. We can't wait to share those experiences with you in our next issue!



Live and on the TV set of ATL & Co.





Look what's on sale at the Fresh Market



Thank you Scott Davis for organizing this event at Fort Benning





Queen Andi & Brad Brownsey coordinating the Annual Longos watermelon eating contest



In store at Longos gearing up for a thirsty crowd



MarDel Tour would not be complete without a trip to the Old Mill Crabhouse



Surprise visit to Leger & Son

Would you like to schedule a date for our Georgia Watermelon Queen to visit your location? Please call Dawn Cheplick at 706-845-8575 or dcheplick@ asginfo.net to book the queen. Sincerely,

Dawn Cheplick, Promotions Coordinator 706-845-8575 dcheplick@asginfo.net



Celebrating Watermelon Month at Atlanta Fulton Library

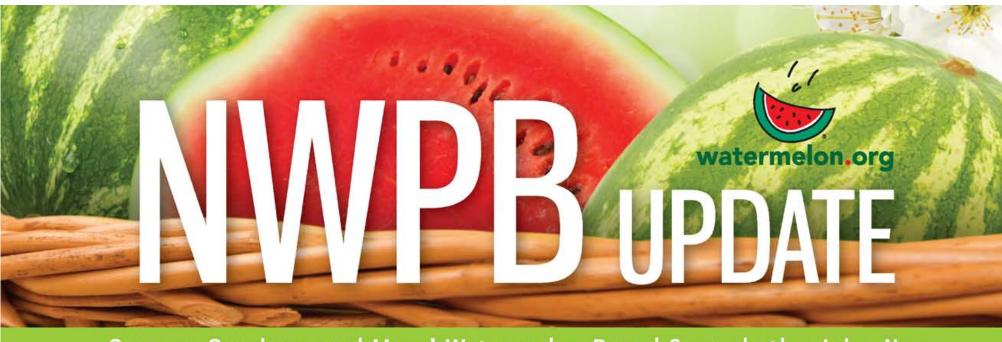


First Runner Up Savannah Hartley at Hunter Air Force Base



First Runner Up Savannah Hartley with the galley chef. Check out his cool carvings!





### Queens, Carvings, and More! Watermelon Board Spreads the Juicy News

### Canada Welcomes U.S. Watermelon Royalty! Watermelon Queens Successfully Promote U.S. Watermelon in Canada

With the combined efforts of produce managers, promotions coordinators and our watermelon retail account managers, NWPB coordinated successful Canadian retail promotions this summer. It first kicked off with 2016 National Watermelon Queen Carla Penney's visit to four Alberta Freson Bros. stores over a two-day period during Father's Day weekend. Nine other Freson Bros. stores hosted their own watermelon events, providing U.S. watermelon with enhanced in-store and outdoor merchandising, display and marketing support. Queen Carla participated in watermelon contests; shared versatility, nutritional and health benefits messages with shoppers; and educated them on how to select the best watermelon.

The following weekend, NWPB supported Longos for their 16<sup>th</sup> Annual Watermelon Eating Contest held at all locations on June 25<sup>th</sup>. The day prior to the event, Carla Penney, Katy Mae Harrison, and Andi Dickerson (the National, Florida and Georgia Watermelon Queens respectively) conducted in-store sampling and appeared at two retail stores. The National Queen was also featured on CHCH TV's morning show. The queens visited a total of nine stores where eating contests were held throughout the entire day. Winners received medals and watermelons to take home.



Ultimately, the queen appearances helped these Canadian retailers sell MORE fresh U.S. watermelon.

Queen Carla also participated in the U.S. Ambassador to Canada's July 4<sup>th</sup> "America Road Trip" where approximately 4,000 key influencers, dignitaries and media attended. Fresh U.S. watermelon was prominently showcased and sampled (free) to attendees. Executive Chef Leier and his team created many different watermelon appetizers for guests to enjoy. Over 700 pounds of fresh, U.S. watermelon were sampled! The day of the event, Queen Carla was featured on two CTV Ottawa segments where she showcased watermelon's health and versatility.





### NWPB Returns to the H-E-B Expo

NWPB co-exhibited alongside Luke Brown Watermelons and M&P Produce Company at the H-E-B expo held in San Antonio on August 17<sup>th</sup>. This expo is attended by all of H-E-B's produce managers, buyers and top-tier executives. Armed with the new retail kit, the Texas Watermelon Queen, and our resources on merchandising tips, NWPB was able to speak with many produce managers and buyers about the watermelon promotion assistance available to them. NWPB also sampled fresh watermelon and a "Watermelon Breakfast A Go-Go" consisting of diced watermelon, yogurt and granola. Recipe samplers were surprised how versatile watermelon can be with other grocery store ingredients.

Following the expo, current Texas

### NWPB Gets "Smart" With School Promotion Successful Shift in Strategy to Outreach with School Foodservice

In 2015, the NWPB analyzed the opportunity to reach and influence foodservice decision-makers in K-12 education and our presence at the School Nutrition Association conference. We learned many schools order their produce through the Department of Defense to keep costs low, with the stipulation that the product must be grown domestically. Watermelon is available as a part of the program and 5 million pounds were used between July 2014 and July 2015. Due to the height of the season overlapping with summer break and many schools not having the proper tools or labor to process whole watermelon, we decided to focus our efforts on providing cafeteria education materials. Afterall, K-12 Foodservice only represents 2.5% of the foodservice industry.

The NWPB continues to be a member of the School Nutrition Association (SNA). But instead of attending the conference, we chose to invest in cafeteria window clings to help educate students about watermelon. The new offering and the other great Freebies available at Watermelon.org was promoted through SNA Smart Brief digital ads in July and August, leading up to the new school year and overlapping with our domestic watermelon growing season. The NWPB sent nearly 2000 clings to school districts in more than 30 states, as well as many other pieces of school-friendly collateral. The NWPB Smart Brief ads had nearly double the average engagement (click through rates), reflected in the flood of orders in the two month window!

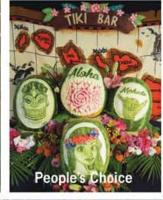
Watermelon Queen Makensie Anderson and past queen Kendall Duke each did in-store promotions at two H-E-B stores in the area. Team watermelon was definitely a crowd pleaser in San Antonio that weekend!



# 2016 Watermelon Carving Contest



Event/Occasion



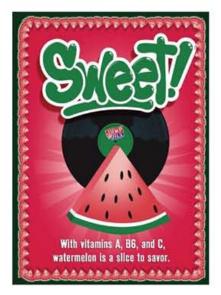


Another exciting National Watermelon Month annual promotion has wrapped up, and we have chosen the winners from entries submitted from across the world. Held every July, NWPB hosts an online carving contest featuring five theme categories. There are winners in each category as well as a People's Choice winner chosen by online gallery vote and a Judge's Choice. Judging is based on originality, whimsy and technical skill.





Honorable Mention



### Jump with Jill Continues Delivering Messaging to Students

The Rockstar Nutritionist Jump with Jill and her four casts have been touring the country all year, singing the praises of healthy eating and exercise featuring watermelon among the cast of rockstar foods. They provide in-school assemblies to elementary students, sometimes two shows a day. In 2015, they performed at 450 schools with a live attendance of nearly 140,000 kids. These live brand experiences have a high impact on the kids, and their perception changes after participation, feeling empowered and excited to eat more watermelon! The yearlong partnership with Jump with Jill includes lives shows, press placements, website spotlights and social media, mobile advertising via their watermelon vans, and new in 2016: cafeteria posters! Posters are included as leave-behind materials at all the schools AND we have them available in our Freebies at Watermelon.org.

# The Sweet Beat music video that NWPB funded in 2015 is a real winner!

It's a modern music video featuring watermelon and other fruits and vegetables. Sweet Beat has won two Telly Awards and has been nominated for two Emmy Awards! When it's broadcast on TV, the eligibility is founded. This is a great example of how the activities created with the JWJ team keep earning value, impressions and views!

## Watermelon Board Wins Big Time!

The NWPB exhibited at the PMA Foodservice Conference & Expo for the first time in July. The conference is a great time to connect with the buyers in the foodservice audience. Although they might not make the final menu decisions, sharing watermelon inspiration reminds them to discuss it with their chefs and marketing colleagues. In addition to exhibiting, the Board worked with senior executive chef Jose Manual Martinez from University of California, Berkeley to create Watermelon Escabeche, an innovative recipe entered into PMA's Sensory Experience Contest. The Escabeche included layered scallop ceviche, fresh watermelon, watermelon curtido, and cilantro. Then, it was finished with a rosewater infused foam. Watermelon was featured as a part of the ceviche, curtido, and foam, highlighting the different textures and flavors watermelon can bring to a dish, including the often wasted rind.

Chef Jose was in the booth to serve the recipe to the influential panel of judges (including contacts from Denny's, Sysco, Wendy's, PF Chang's, TGI Friday's and more) and to those who attended. After the judge's votes were tallied, it was announced that NWPB won the Sensory Experience Contest!



### Watermelon Workouts Inspire the Fitfluential

NWPB exhibited at the IDEA World Fitness & Nutrition Conference to educate and engage more than 14,000 attendees – including personal trainers, group fitness instructors, gym owners

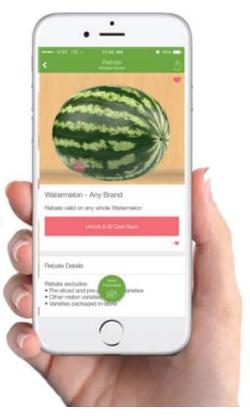


and wellness bloggers, among others – about the health benefits of watermelon. Fitness professionals reach and influence an average of 70 direct consumers each week, and 83% of them recommend healthy products during the course of a normal work week. In addition to Watermelon Board staff, blogger Jennifer Fisher from The Fit Fork was onhand to demonstrate watermelon workout exercises and promote the new Watermelon For Health microsite and lifestyle guide on Watermelon.org.

### Ibotta Users Love Watermelon!

In mid-July, NWPB teamed up with the shopping app to educate retail customers on watermelon selection by providing a whole watermelon offer featuring a video on how to select the best watermelon. The offer was so popular that it garnered an unexpected 3.6 million impressions and a total of almost 32,000 units sold across the country in only three days! That is an average of 444 watermelons sold an hour!

The lbotta retail app currently has 17 million users and heavily targets the Millennial generation and shoppers who prefer their mobile device as their main avenue of internet usage. More than half of their users rarely or never use coupons and have at least one child at home.



# SAKATA WATERMELONS

# New Pollenizers Ace Plus and Wild Card Plus are Leading the Way!

#### Sakata Early Varieties + Early and Prolonged Pollenizers + Early Bees = SUCCESS

Since the pollen in triploid male flowers is not viable and female flowers in triploid plants require viable pollen to set fruit, it follows that there must be separate seeded pollenizer plants available to provide pollen.

Mainly, bees and other insects hop from flower to flower and distribute pollen from seeded pollenizer plants to triploid hybrid plants. Because watermelon flowers open only for a short time, it is essential that bees and pollen are present during pollination. It is also essential that the full-flowering period of the seedless plants (3 to 4 weeks) should match with the full-flowering period of the pollenizer plants, to ensure pollen availability during pollination.





Lack of pollen during full flowering of seedless watermelon plants will have a negative effect on

the total yield and fruit quality. Therefore, early-maturing seedless watermelon hybrids should be combined with early and prolonged-flowering pollenizer plants to get high yield and quality watermelon production in commercial production fields.

And, we cannot stress enough, when growing early-maturing watermelon hybrids, you must have the bees placed in the field earlier than with traditional, later varieties.

For winning results, Sakata recommends using Ace Plus and Wild Card Plus pollenizers.



### A New Generation of Watermelon Breeding

Our first mini triploid watermelon exhibits first place taste and quality! Belmont shows off extremely deep red flesh color and excellent demarcation. Plus, very strong and vigorous vines and excellent yield potential make this smaller triploid a true winner for growers.

### Belmont



Kingman
Named highest yielder in University of Georgia trial
Nice round-oval shape

- Excellent main-season choice

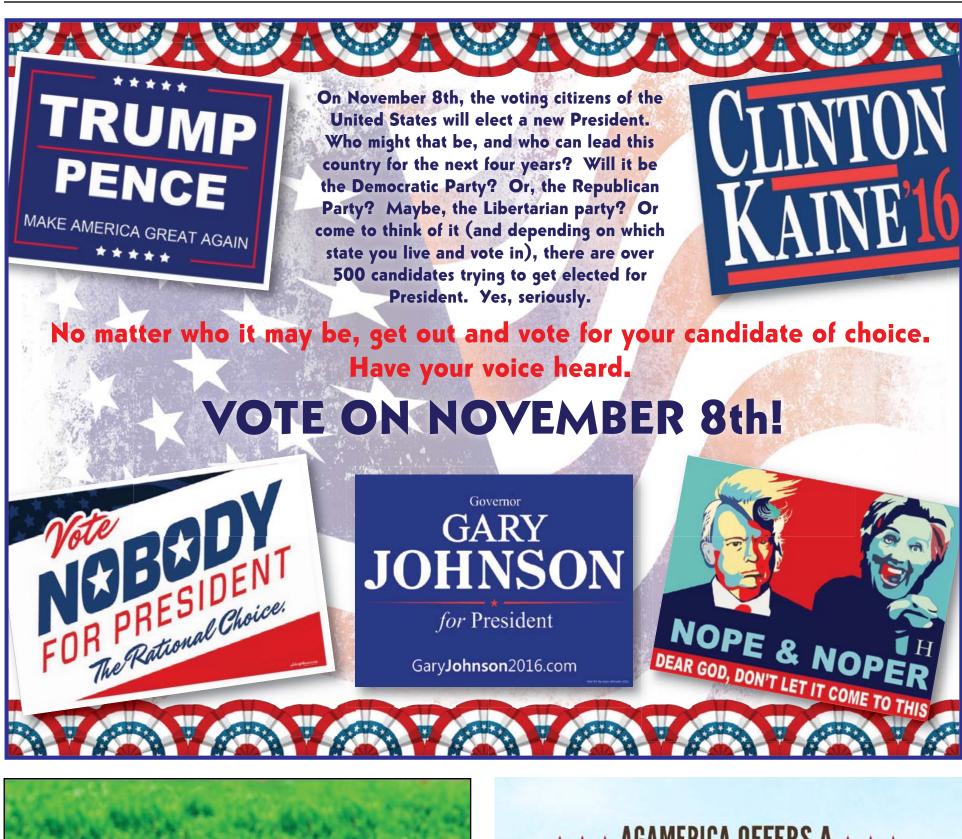
Results from the University of Georgia Variety Evaluation 2016 have been published—Kingman, a crimson triploid with tiny pips, has been identified as top yielder of the trial as well as the 36-count category. The trial was held in Tifton, GA this summer. Kingman, an excellent main season choice, represents the next generation of seedless watermelon offering triple the benefit and superior traits of mid-early maturity, very firm, bright red flesh and delicious flavor.

Source: University of Georgia, Trial Report: Watermelon Variety Evaluation 2016

- 6 to 10 pounds
- · Very uniform and productive Small pips



© 2016 Sakata Seed America, Inc.





### \*\*\* AGAMERICA OFFERS A \*\*\* **10-YEAR** HASSLE-FREE INTEREST-ONLY \*\*\*\*\*\* LINE OF CREDIT



# We Know Watermelon.

At Headstart Nursery, we've been growing watermelon transplants longer —and better—than any other nursery on the west coast. Our customers include some of the nation's top growers and seed producers. So why grow anywhere else?



408.842.3030 | HeadstartNursery.com 4860 Monterey Road Gilroy, CA 95020 <text><text>



At A. Link we offer a variety of products to help you make the most of your Melons. Cruzin™ Fungicide, Bionic™, Photon® and Proxitane WW-12® are not Crop Specific.



**Bionic™** is a high energy (Synergistic) biological surfactant which intensifies low energy chemicals. Raise energy levels and increase effectiveness by adding **Bionic™** to herbicides, fungicides, pesticides, insecticides, fertilizers and foliar feeding nutrients.

Biological Synergistic enables a low rate of application at only 1/10th of an ounce per acre.



**Cruzin™** is a proven, effective Fungicide that controls White Mold, Botrytis, Powdery and Downy Mildew, and more. **Cruzin™** changes the environment to one in which diseases cannot survive and utilizes both protective and curative disease control. Made with pharmaceutical grade ingredients, **Cruzin™** offers zero re-entry after application.

# TON<sup>®</sup> HIGH RETURN!</sup> Proxitane<sup>®</sup> WW-12 Microbiocide

PHOTON<sup>®</sup> increases the yield and / or quality of treated crops, increasing grower returns.

PHOTON® is a blend of dicarboxylic acids, compounds which occur naturally in plants. PHOTON® helps crops remain productive under adverse environmental Can be used as a foliar spray and/or in warehouse and shipping trailer environments. Proxitane® WW-12 Microbiocide is a highly stabilized hydrogen dioxide / peracetic acid based formulation that kills bacteria, algae and fungus on contact. It controls spoilage and decay organisms in spray solutions and is effective under a wide range of pH and water conditions. Works as a pathogen control in irrigation water treatment in all applications including packaging facilities. online.com

conditions, including heat, cold, drought, excess radiation, and salinity. Only 3oz. per Acre.

In dilute solution, Proxitane® WW-12 Microbiocide is a biodegradable solution that is safe for the environment, plants, animals and people. One gallon treats 1000's of gallons.

Cruzin<sup>™</sup> Fungicide, Bionic<sup>™</sup>, Photon<sup>®</sup> and Proxitane WW-12<sup>®</sup> are not Crop Specific. **A. Loink, Inc.** Organic Products Mean Consumer Safety... NOT Poor Performance.

P.O. Box 5069 - Grand Forks, ND 58206 | 877-246-9722 | biodougalinkusa@aol.com

# Illíana Report

There is nothing like fresh watermelon on a hot summer day and Queen McKenzi with the help of 1st runner up, Queen Ashley, were determined to spread the sweetness.

Queen McKenzie celebrated America's 240th birthday at the 4th of July Celebration in Vincennes, Indiana. She was honored to meet with veterans and thank them for their services. She loved riding in the parade and watching kid's faces light up as she threw watermelon candy down old fashion main street.

Both queens were busy at separate Kroger events. They enjoyed passing out watermelon and educating the consumers on this favorite summertime fruit. Master Chef, Joseph Poon, was a delight as always and the customers marveled at his carvings, creativity and fun loving style!

Queen McKenzi attended the Race for Riley Kart Race. She presented an IWA donation check to the Riley's Children Foundation. She also got to race against race car driver, John Andretti, and lost only by the length of a Jubilee:)

Marion and Gas City were the Queens next stops. The red carpet treatment was a surprise to McKenzi as The New Market Group announced her arrival followed by applause. She had lots of fun with the New Market team and customers.

It is always a pleasure to see our Watermelon driver, Ross Chastain, and serve watermelon at the Indianapolis Nascar Exfinity Race. It was hot on and off the track and our friends at Winfield were so kind to invite us to their suite. Thank you for your hospitality!!

The busy schedule continued as Queen Mckenzi attended the 11th annual Red Skelton Festival. Clowns and kids alike enjoyed McKenzi's playful side. The kids at Riley's Children Hospital also loved spending time with the Queen. She visited patients and their families with John Andretti and handed out bags of goodies.

Summer never seems complete without a visit to the fair. Two Dollar Tuesday at the Indianapolis State Fair was a huge success again this year. Kroger and IWA handed out over 6000 cups of watermelon. Guests were so appreciative to receive the refreshing treat.

The Knox County Watermelon Festival was McKenzi's next stop. She made lots of new friends and assisted in the pageant. Free Watermelon was being served, seed spitting contest and watermelon eating contest is always a big hit.







Queen McKenzi at Carmel Indiana



We love our friends at Winfield



Clowning around









John Andretti and McKenzi visiting kids at Riley Hospital



\$2.00 Tuesday at the Indianapolis State Fair



Watermelon Pageant







Oueen McKenzi visiting Nev Market



Oueen Ashlev & Chef Poon at Columbus Indiana



The Gift of Giving

Queen Ashley stepped in and enjoyed a day with kids too. She read and played games with kids of all ages at the Willard Library in Evansville Indiana. Lots of fun was had by all.

It has been such a high energy summer for IWA. We are thankful for a harvest, safety and hard working farmers.

Sweet Regards, Lorrinda Ellermann **IWA Promo Coordinator** 

Kelly Tyner, Cody Smith



Queer

Seed spitting contest with Oueen Ashley





**Performance On Every Acre!** 

WWW.SEEDWAY.COM (800) 952-7333

# A Watermelon Program For Early and Long-Season Yields!

# NEPTUNE

- Standard crimson for main season seedless production.
- Light crimson colored rind pattern.
- Firm flesh and good shelf life.
- 16-18 pounds, 45 count.
- 83 days.



# CHARISMATIC

- Attractive darker rind with crisp firm flesh.
- Strong vigorous vine with excellent fruit setting ability with high yield potential.
- 16-20 pounds, 45 count.
- 80 Days.



- For early seedless production.
- Early maturity, 77 days.
- Light crimson colored rind pattern.
- Sets well in cool weather.
- 16-20 pounds, 36/45 count.



Ralph Hendry	1
Joe Jones	
Jim Plunkett	
Tony Rice	
Steve Richard	dson
Jim Plunkett Tony Rice	dson

(561) 662-4329 (910) 610-3306 (803) 664-0070 (813) 477-1407 (229) 319-5991 JIm Thomas Michael Everson Craig Mathis Jake Cowart Kevin Hosey (352) 427-0479 (229) 319-9674 (270) 704-9177 (863) 608-5252 (865) 548-7333

SAKATA

SEEDWAY Vegetable Seeds • 3810 Drane Field Road • Lakeland, FL 33811 Walk-Ins Welcome • Monday - Friday • 7:00am - 4:30pm

(800) 952-7333



Greetings from the Mar-Del Watermelon Association!

Queen Amy and I have been going, going, going all summer long and surprisingly our fall schedule is quite busy too! Since last time, we have done many of the same promotions we do from year to year, but we have also had a lot of new events that have had interest in hosting Amy.

The Delaware State Fair is always a great time and Amy showed the fairgoers how to make Fire and Ice Watermelon Salsa, a Watermelon Salad, and a watermelon parfait. There was no time to waste and Queen Amy attended a Buy Local Cookout at the Maryland Governor's home, where she met many local famers from Maryland who had donated their fresh produce to be used in delicious dishes.

Queen Amy's next visit was Wright's Watermelon Festival, where board members, Charles and Michelle Wright of Wright's Market, hosted their annual event with a Watermelon Princess pageant that Amy was the emcee for and many other watermelon activities.

Our next week was one of our favorites – the National Queen Tour of Maryland and Delaware! We were elated that so many queens were able to join us! We had the National Queen Carla, Georgia Queen Andi, Florida Queen Katey Mae, North Carolina Queen Sara, and South Carolina Queen Lauren. Our week began with a trip to the Rehoboth Beach Boardwalk, where the girls handed out slices of watermelon to those visiting the beach. We had a grocery store promotion at the Giant in Rehoboth Beach, DE and the girls judged a watermelon carving contest. The next day, the Queens were taken to the Laurel Auction Block, where they saw how all of our area's watermelons were sold years ago. Farmers, brokers, and locals joined us for the warm morning as watermelons, donated by local farmers, were auctioned off and the girls sold them out of a watermelon bus, painted like an actual watermelon! A big thank you to those famers and brokers who donated and bought watermelons! The girls had interviews with a local radio station, Froggy 99.9 and our local news station, WMDT, where they promoted our awesome product. For the end of the week, we took the queens to Annapolis, MD for a Rotary Crab Feast at the Naval Academy Football Stadium, where slices of watermelons were handed out to over 3,000 people! To wind down the week, the Queens had a grocery store promotion at Whole Foods in Annapolis. What an awesome, fun-filled week we enjoyed with great company! Thank you queens and coordinators for all your hard work that allowed us to pull this week off!

Then it was "On the Road Again" for Amy and I to Boston, MA for grocery store promotions with the Maryland Dept of Agriculture. We found lots of Maryland and Delaware watermelons in Boston!

We were right back home in time for the Evans Farms Watermelon Day, where Queen Amy handed out slices of melon in colors of red, orange, and yellow!

Well friends, there is so much more to share from our spectacular summer, but you will have to wait and hear about it all in our next edition of the Vineline! We would like to thank Dawn Collins, Courtney Hastings, Katey Evans, Terra Tatman, Chelsey Procino, Katelyn Miller, and Rachel Chastain for helping us out throughout the summer with promotions.



Amy with a group of children on Kid's Day at the DE State Fair.



Mar-Del Watermelon Association's billboard this summer was displayed throughout MD and DE.



Queens stop by for a visit at Gibson's Produce office during their tour. Thank you Mr. Bob Gibson for all your help and support!



Thank you to all those who bought watermelons during the auction



National Queen, Carla and Amy serving watermelon slices on the Rehoboth Boardwalk!



The queens joined Melon1 for a luncheon after the auction. Thank you Melon1 for all you do!





The queens were SO excited to be ON the beach in Rehoboth!



Princes

Welcome to Boston!



Thank you to the Wright family for having us take part in day full of watermelon fun!



Amy appeared on Delmarva Life show and made a "No Bake Watermelon Cake"!



Thank you to the Evans family for hosting us for your Watermelon Day



Until next time, we are sending you our warmest watermelon wishes!

Seedless Love, **Caitlin Givens Promotions Coordinator** 

The Old Mill Crabhouse was surely an experience for these girls as they picked blue crabs



These queens worked hard all day for the Rotary Crab Feast at the Naval Academy Stadium.



Queens at Whole Food in Annapolis, MD during the National Queen Tour





# Go the distance with this reliable watermelon!

# Wayfarer

- Strong vigorous plant
- Great traditional sugar baby flavor
- Very firm crisp flesh, excellent shipping ability
- Well adapted to grafting on TZ 148

# Traveler

- Strong vigorous plant with mid-early maturity
- Blocky fruits of medium green color with dark green stripes and a firm, crisp, dark red interior
- 14–20lb fruits with high brix

### After only one bite you'll take a fruit home

# Sidekick

High numbers of male flowers with an

# Super pollenizer for triploid watermelons!

- extended flowering period
- Small vine blends into seedless plants & produces very small fruits
- 100% seedless planting, pollinates extremely well

### Worried about CGMMV?

We're leading the industry in the fight against Cucumber Green Mottle Mosaic Virus! To learn more, please scan the code or visit: www.hmclause.com/cgmmv



HM.CLAUSE, Inc. 555 Codoni Avenue, Modesto, CA 95357 Toll Free: 800.320.4672 www.hmclause.com











Westled at the base of Lake Tahoe's Sierra Mountain range, the AAA four-diamond Hyatt Regency Lake Tahoe Resort, Spa and Casino is an escape like no other. Located in a stunning locale on the shoreline, this mountain retreat offers all the upscale amenities of a luxury hotel with the rustic charm of Lake Tahoe's natural mountain environment. Offering an acclaimed combination of luxurious accommodations, breathtaking views and close proximity to world-class skiing and recreation, the Hyatt Regency Lake Tahoe Resort, Spa and Casino is an exceptional year-round destination. Enjoy our acclaimed Stillwater Spa and Salon, featuring dry sauna and steam rooms infused with Eucalyptus oil, 16 Tahoe-themed treatment rooms, and full-service luxury salon. The resort offers seven diverse restaurants (three seasonal,) including the award-winning lakeside Lone Eagle Grille and the wild-west themed Cutthroat's Saloon. Sierra Café offers casual and inviting fresh dishes, and Tahoe Provisions is a one-stop shop for coffee and tea, deli items, lunches to-go and local made gifts. From the renovated Lakeside Cottages and allnew guestrooms to our 275-foot floating pier, daily catamaran sails, complimentary ski shuttles and year-round, heated, lagoon-style pool, Hyatt Regency Lake Tahoe has every amenity for the discriminating traveler.

To watch exciting videos to get you pumped for skiing or just sitting by the fire at the resort check out these videos listed below!

Diamond peak link https://www.youtube.com/user/skidiamondpeak

#### Hotel Video link

https://www.youtube.com/ channel/UCepPsIi4KmtG3HwJwBRazkg











# COOL MELONS ARE MORE PROFITABLE.

Reducing the penetration of harmful ultraviolet and infrared light to the surface of your melons keeps the fruit cooler and less susceptible to heat stress and sun damage.

Surround<sup>®</sup> Crop Protectant and Purshade<sup>®</sup> Solar Protectant protect melon surfaces from sunburn by reflecting and blocking significant amounts of infrared and ultraviolet radiation.

Many growers report reductions of sunburn-damaged fruit by up to 50 percent when SURROUND and PURSHADE are used according to directions.

Think of SURROUND and PURSHADE as a sunscreen for your crops. Keeping your melons cool with SURROUND and PURSHADE means higher marketable yields and higher profits.

Learn more and watch instructional videos at novasource.com.











NovaSource, Purshade and Surround are registered trademarks of Tessenderlo Kerley, Inc. Always read the label before buying and follow label instructions when using this product. @2016 Tessenderlo Kerley, Inc.

# North Carolína Report

Watermelon Day celebrations, watermelon festivals, retail promotions, media interviews and consumer outreach events have kept Queen Sarah busy promoting watermelons from the North Carolina mountains to the coast this summer.

Special "Watermelon Day" celebrations at the NC Department of Agriculture Farmers Markets in Charlotte, Asheville, Greensboro and Raleigh gave Sarah an opportunity to meet many consumers. Highlights of the events included watermelon eating and largest watermelon contests along with sharing lots of watermelon slices. Television appearance is Charlotte, Raleigh and Greensboro gave the NC watermelon industry and our watermelon day promotions some great exposure. NC Watermelon Festivals are a big part of watermelon season in NC. The Fair Bluff Festival was lots of fun with Mr. Joe Jones escorting Queen Sarah in the parade. The 31st annual Murfreesboro festival was a true celebration of everything watermelon. Mr. and Mrs. Percy Bunch hosted the queen for the event. Where Sarah emceed the "Little Miss Watermelon" pageant and assisted with the watermelon eating and seed spitting contests. The Winterville Watermelon Festival gave Sarah the opportunity to meet lots of consumers and share the watermelon message. She even got to appear on stage with some famous music artists. Retail promotions were a big part of Queen Sarah's summer events. NC Food Lion stores hosted special promotions to benefit the Hope for the Warriors program. Sarah took part in these events promoting watermelon and raising money for a great cause. Sarah also visited military commissaries in Jacksonville and Goldsboro, NC. Food Lion corporate hosted Queen Sarah and Ross Chastain for watermelon day at their corporate office in Salisbury, NC. All the employees enjoyed sampling watermelon and getting autographs from Ross and Sarah.

Queen Sarah really enjoyed her opportunity to promote the NC watermelon industry as part of the Mar-Del Queen Tour. Thanks to the Mar-Del Watermelon Association, Caitlin and Queen Amy for a fun filled week promoting watermelons in Maryland and Delaware. Jackson Farming Co. hosted Queen Sarah for a farm tour where she learned all about the production side of growing, packing and shipping watermelons. Queen Sarah assisted James Sharp of Fresh-Pik Produce in promoting watermelons at a Wilson Tobs baseball game. Sarah and the Sharp family meet lots of fan and Slugger the team mascot.



Queen Sarah sharing watermelon with everyone at the State Farmers Market "Watermelon Day" in Raleigh, NC



Sarah assisting Food Lion customers with selecting the perfect watermelon



Food Lion corporate Watermelon Day in Salisbury, NC. Queen Sarah and Ross enjoyed meeting everyone and promoting watermelons



NC State FFA Convention - The NC Watermelon Association and Queen Sarah provided watermelon slices for all the attendees



James Sharp and his family hosted Queen Sarah to help them promote watermelons at the Wilson Tobs baseball game. Team mascot Slugger pictured here with Sarah.



Queen Sarah on WCNC Charlotte morning show, with live remotes from the Charlotte Farmers Market





Murfreesboro Watermelon Festival - Sarah and the Little Miss Watermelon Princess



Piedmont Triad Farmers Market "Watermelon Day" – Sarah sharing free slices of watermelon



Jackson Farming Company tour with Matt Solana in Autryville, NC



Queen Sarah celebrating all the goodness of NC watermelons with the soldiers at the Camp Lejeune Commissary in Jacksonville. NC



Watermelon give-away contest winner at the Western NC Farmers Market "Watermelon Day" celebration



WNCN reporter Bill Reh interviewing Queen Sarah about the events at the State Farmers Market for the noon news in Raleigh, NC



Lots more events to come. Until next time....

Sharon Rogers Promotions Coordinator ncwatermelonqueen@gmail.com 336-583-9630

TV appearance on WGHP morning show promoting watermelon in the Triad area of NC



Mrs. Francis Bunch and Queen Sarah at the NC Watermelon Festival in Murfreesboro, NC

Queen Sarah sharing free watermelon slices with consumers on the Rehoboth Beach boardwalk in Delaware during the Mar-Del Queen Tour.



State Queens having fun with the Froggy 99 radio hosts after the seed spit contest.







Easy & efficient picking from both sides



Fold up conveyors for easy moving



Easily attaches to your flatbed, trailer, or open bus!



Pick and load directly into your open truck, bus trailer or bins!





Fruit is conveyed up to workers

Drive thru system, makes changing trailers easy

Your crop + The Watemelon Wrangler = Increased Profits! Dramatically R-E-D-U-C-E your labor costs by calling our sales & marketing team today and reserve your Watermelon Wrangler! 1-866-REDUCE or 1-866-773-3823 sales@americanaggroup.com



999 Rd M SE Moses Lake, WA 98837 (813) 786-7282 www.automatedag.com

# South Carolína Report

This summer has been very busy and very productive in South Carolina. On June 10th, Laura appeared on WLTX-TV in Columbia. She discussed the upcoming season and also prepared a recipe for the early morning viewers. A few days later, SEC-TV, Making It Grow in Sumter was the next stop. Laura joined our friends at Making It Grow where the benefits of watermelon were discussed and 3 recipes were prepared. After the show, everyone gathered to enjoy the delicious watermelon treats before departing for the evening.

The Hampton Watermelon Festival and Parade found Laura riding in the 1 hour parade from Varnville to Hampton. Brandy Harrison joined us and attended the vendors fair and parade and then enjoyed the wonderful country cooking at Rusty and Paula's before the trip back to Florida. The River Dogs Baseball Game in Charleston was scheduled for July 1st, followed by the State Farmers Market in Columbia on July 9th. Laura passed out slices of watermelon at the Farmers Market from Jenkins Farms in Jefferson for this event.

Blackville Field Day was held on July 13th, and Dr. Gilbert Miller presented another very successful and information session. While attending the field portion of the day, Laura spoke briefly with those in attendance about what was involved with being the SC Ambassador for the watermelon industry. The Pageland Watermelon Festival and Parade came next on July 18th. Southside Christian School in Greenville invited Laura to visit and serve melons to the children in the summer program on July 26th. Laura, along with Sonny Dickinson, attended the grand opening of a Piggly Wiggly Store in Hollywood, SC on July 30th.

Next came the MarDel National Queen Tour where Laura along with other state queens visited Froggy 99.9 in Salisbury, MD.; Rehoboth Beach Boardwalk in Rehoboth Beach, DE.; Giant Foods in Delmar, DE.; Melon 1 in Laurel, DE.; The Laurel Farmers Market in Laurel, DE.; The Annapolis Crabfeast in Annapolis, MD.; and Whole Foods in Annapolis, MD. Many thanks to the MarDel Association, Caitlin Givens, MarDel Promotions Coordinator, and Amy Wigglesworth, MarDel Queen, for being such wonderful hosts to the group in attendance. We would also like to thank Rusty Kinard and Ray Vincent for their sponsorship to make this trip a reality.

August was filled with colleges within the state. Watermelons were cut and served at the following locations: August 9th, Clemson University, Clemson; August 16th, The Citadel, August 22nd, Presbyterian College, Newberry; Charleston; August 25th, USC, Columbia; August 31st, Furman University, Greenville.

Blakely Johnson, our 1st runner-up filled in at USC as well as August 20th, for the Schutzenfest Festival and Parade in Ehrhardt.

Our year is quickly coming to a close, but we are looking for-



WLTX-TV, Columbia, SC





Hampton Watermelon Festival Parade, Hampton, SC





SC Farmers Market, Columbia, SC



Blackville Field Day, Blackville, SC





Rehoboth Beach, DE



Giant Food, Salisbury, MD



Dabo Sweeney, Clemson, SC



Laura serving watermelon to the Clemson Tigers, Clemson, SC



The Citadel, Charleston, SC



1st runner-up, Blakely Johnson, passing out awards at the Schutzenfest Festival, Ehrhardt, SC



ward to attending The Marine Corp Marathon in Washington, DC on October 28th-30th.

Wishing everyone good health and happiness as 2016 draws to an end. Hope your holidays are spent with family and good friends!

Sincerely. Ann Bryant SC Promotions Coordinator abryant028@charter.net or ann.bryant@furman.edu 864-303-3995 Pageland Watermelon Festival Parade, Pageland, SC



MarDel National Queen Tour, Maryland/Delaware

Blakely teaching Coach Muschamp how to make the "W" during USC football practice in Columbia, SC



奈



and Casino Biloxi, Mississippi

**Beau Rivage Resort** 

Contact for more information marti\_s\_63@hotmail.com

> Alabama Watermelon Association

French Lick, Indiana Contact for more information illianawatermelon @gmail.com

French Lick Resort

$\sum $
F IWA
3 month

Resort Wrightsville Beach, North Carolina

Holiday Inn Sunspree

Contact for more information cathyprice@bellsouth.net



Invite a Friend, Customer or Colleague to convention so they can also benefit from the association

# Texas Report

#### Howdy from Texas!

I hope this summer has been a good one for all of the watermelon family out there.

June, July, and August have been busy for Queen Makensie. She attended an expo in San Antonio where she again visited with managers from HEB and other produce people. Then she followed that with numerous in-store promotions. Makensie and three past queens worked various stores to blanket different cities with watermelon promotions. Kimberly Burke, Kristin Valadez, and Kendal Duke were wonderful at stepping into the queen promotions ambassador job again, and Kendall even had a brief spot on the local news to promote our favorite fruit! The girls did weekend promotions in cities like Houston, Dallas, Midland, Odessa, Lubbock, Plano, Beaumont, San Antonio, League City, Clear Lake and Port Arthur for HEB and the Fresh Market stores. The customers in these stores are always thankful at being able to sample the delicious watermelon and speak to our lovely ladies about the health benefits of it. They also appreciate being taught the three steps of how to pick out a good watermelon. Thank you, ladies, for taking the time out of your busy schedules to help with these promotions.

Most recently, Makensie spent a memorable Labor Day weekend in Plains, Texas for the Yokum County Watermelon Festival. The festival took place on a beautiful day where the crowds enjoyed music, a children's pageant, a car show, and especially the watermelon. Makensie helped with the pageant for the children and got to pick the queen's choice for the car show. McWhirter Farms and Anderson Produce were our sponsors, and Teretha Anderson and Connie and Macky McWhirter were wonderful hosts. (We missed you Cheryl and Tony!) Thank you, once again, for the hospitality and friendship.

In conclusion, I want to invite all of you to our convention that is coming up in November. It will once again be in McAllen, Texas on November 10th through the 12th at the Doubletree Suites Hotel. Please contact me if you would like more information about it. It should be a great way to make contact with others in the watermelon industry and have fun too. We hope to see you there!



Customers enjoyed trying all three colors of watermelon



Makensie loved visiting with the kids!



HEB Buddy wanted a picture too!



An eye-catching watermelon display



What do we love to see? A cart full of watermelons!





2013 Queen Kendall being interviewed for the local news



Makensie enjoyed her visit with the friendly folks from Plains.



Helping with the "Little Miss Watermelon" pageant



One of the car show beauties along with our TWA beauty





Have a blessed fall! Best regards, Barbara Duda TWA Promotions Coordinator bcduda62@gmail.com



2014 Queen Kimberly with some watermelon lovers

Brynn McWhirter, Makensie, Teretha Anderson, and Connie McWhirter



Queen Makensie saying "Thank You" to the people of Plains



# WE CARE ABOUT YOUR CUSTOMERS TOO...



Rest assured, when it comes to your packaging, we'll take care of **you**, so you can take care of **them**.



- Corrugated ContainersTriple-Wall Bins
- Solid Fibre Slip Sheets
- Liquid & Solid Bulk Containers

Shipping out of Spanish Fork, UT and Cedar Rapids, IA, with warehousing options throughout the United States.

Marketing@kapstonepaper.com (877) 734-9831 KapStonePaper.com





# SAVE THE DATE!!!



The Western Watermelon Association will hold it's annual convention on January 14th, 2017 in Las Vegas, NV. This convention brings together growers, shippers, distributors and related service providers of the watermelon industry in a relaxed environment. We have an exciting line up of guest speakers this year. Breakfast and lunch will be provided as well as a three hour long social hour for members to gather together and exchange ideas and meet one another. All are welcome and encouraged to attend! Please contact the Western Watermelon Association for more information.









Yara North America, Inc. For more information call 1-800-234-9376 or visit www.yara.us. YaraLiva calcium nitrate products are the industry standard for production of high quality, high value fruit and melons. Watermelon production using YaraLiva calcium nitrate results in a far superior yield, size and return on investment than when using other fertilizers.

Insist on YaraLiva calcium nitrate products. Ask for them by name.



### FULL COUNT DUALS DECREASE RISK. FULL COUNT DEUCES MAXIMIZE YIELD. BOTH IMPROVE EFFICIENCY.

#### **FULL COUNT® DUALS**

Transplant trays of Duals contain two pollen sources (50% marketable seeded watermelon like Estrella and 50% SP-6, which is a non-harvestable and noncompetitive pollenizer), allowing you to reduce risk. Approximately 33% of the transplant plugs in the tray contain two plants—one seedless plus either one seeded watermelon or one SP-6.

#### FULL COUNT® DEUCES

Another option within the Full Count program is Full Count Deuces. Transplant trays of Deuces come with a noncompetitive pollenizer (SP-6), which results in improved productivity to maximize yield. Approximately 33% of the transplant plugs in the tray contain two plants—one seedless and the other SP-6.

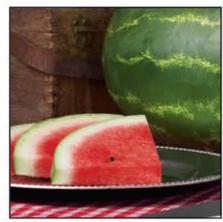
#### ADDITIONAL ADVANTAGES OF FULL COUNT DUALS AND DEUCES

- All trays come preset with a 3:1 seedless to pollenizer ratio, which helps prevent mix-ups.
- Easy-to-use plugs just need to be pulled and transplanted, creating up to 35% savings in labor costs.
- Improved productivity allows crews to transplant more plugs and cover more area in the same amount of time.
- Full Count Duals and Full Count Deuces are the result of patented technology only available through Syngenta.



TO LEARN MORE ABOUT OUR FULL COUNT PROGRAM, CONTACT YOUR LOCAL SYNGENTA DEALER OR SEED RETAILER TODAY.







©2016 Syngenta. Important: Always read and follow label instructions. Some products may not be registered for sale or use in all states or counties. Please check with your local extension service to ensure registration status. Full Count? the Alliance Frame, the Purpose Icon and the Syngenta logo are trademarks of a Syngenta Group Company. MW 1VEP6009\_DD\_AG81 05/16





**California** (559) 594 -1003

Indiana (260) 868-2151

Louisiana (985) 732-8800 (337) 839-9091

Tennessee (423) 318-1200

Virginia (804) 230-3100

UCE OF USA

International Paper The Bulk Food Packaging Experts

> Extensive talent Practical innovation Total cost solutions Local presence, global reach Sustainable packaging

> > For more information, please visit us at www.internationalpaper.com

