



# The Nova Scotia Fruit Growers' Association

## Apple News

Celebrating 150 years of being **original.**

Volume 18, Issue 1 | March 2013

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### **NSFGA Board of Directors Meeting**

The March Board of Directors meeting is scheduled for Thursday, March 28 at 1:30pm in the Cornwallis Room of the Kentville Agriculture Centre.

### **NSFGA Executive Committee Meeting**

The next regular Executive Committee Meeting is scheduled for Tuesday, April 16 at 10am in Blair House.

## **NSFGA**

### **TOWN HALL TYPE MEETING**

for

## **ALL TREE FRUIT GROWERS**

**April 4, 2013**

**Waterville Fire Hall**

**7PM**

Please see invitation following

### **An Invitation from NSFGA President**

#### **and the Board of Directors:**

#### VIABILITY OF THE NSFGA

As most of you are aware recent circumstances have put great pressure on all commodity groups all across the country and your NS Fruit Growers' Association is no exception. For those of you who attended our AGM in November you are aware that we are running a deficit budget this year. While we may be more fortunate than many to have financial reserves, our current equity consumption practise is against our own financial policy and is ultimately unsustainable.

We have spent considerable time in the last year trying to realign the industry and have our industry speak with one united voice; It appears that this process was successful as I am unaware of anything to the contrary. I do however notice that our membership currently stands at less than 50 grower members and am uncertain as to how many potential commercial grower members remain unengaged for whatever reason. I am also aware that the industry has experienced some consolidation and attrition over the last few years which may account for some (or much?) of our decline in grower membership.

As we progress through our 150<sup>th</sup> year as an association I think that it is reasonable to say that our industry landscape is markedly different in many ways than it was, say even just 10 years ago. To that end perhaps it is time to reassess our association to ensure that it is relevant to all commercial growers and that it has value.

I would like to invite all current members and non-member growers to an open Town Hall type meeting to discuss the future direction of the Nova Scotia Fruit Growers' Association. The objective of this meeting will be to present financial concerns and financial options as well as to understand what is required to engage as many industry stakeholders as possible to ensure a relevant and viable association. This will be an opportunity to speak freely about your concerns as we proceed to adapt our Association to the current needs of the industry.

Respectfully submitted,

Rob Peill, NSFGA President



## CONGRATULATIONS TO:

**Mary Lou Power**  
**2012 Chemtura AgroSolutions**  
**Golden Apple Award,**  
*Contribution to the Industry*



The Chemtura AgroSolutions 2012 Golden Apple Award was presented at the NSFGA Annual Convention Banquet January 30, 2013 to **Mary Lou Power** of Power Farms for her contribution to the Industry. She is shown in this photo with 2012 NSFGA President, John Eisses (left) and 2013 NSFGA President, Rob Peill (right).

- A NSFGA Award of recognition, to be presented at a later date (*when we can find him in town*) goes to **Charlie Embree** for his continued support to the tree fruit industry. He retired the end of 2012 and is a past recipient of the NSFGA Honorary Members and Golden Apple Awards.
- Past NSFGA President, **Peter Elderkin** has received the 2013 NSFGA Honorary
- **Lloyd Dyck** is a new NS Federation of Agriculture executive committee member.

Two Researchers connected with the Tree Fruit Industry from AFHRC are recipients of the Queen Elizabeth II Diamond Jubilee Medal Award in the Science and Technology Branch; **Dr. Sonia Gaul and Dr. Robert K. Prange.**

### Queen Elizabeth II Diamond Jubilee Medal Recipients

2012 marked the 60<sup>th</sup> anniversary of Her Majesty Queen Elizabeth II's accession to the Throne as Queen of Canada. To celebrate the occasion, a new commemorative medal was created to honour Her Majesty for her service to our country.

The [Diamond Jubilee Medal](#) recognized 60,000 deserving Canadians of all ages and walks of life. The medal also recognized outstanding public servants for their exceptional contributions to Canadian society. At Agriculture and Agri-Food Canada, the nomination of employees is a testament to the dedication of their work in the labs, fields and offices as well as in the communities they serve as volunteers in multiple capacities.

Congratulations to our Diamond Jubilee Medal recipients!

#### Recipients

See all the recipients on line soon.



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## CONGRATULATIONS TO—continued

- **Van Meekeren Farms Limited** who received a business loan from the Government of Canada for the expansion and modernization of their storage facility. The September news broadcast announcement quoted **Stephen**, "This most recent expansion of our business will permit our farm and local apple growers we serve to meet the growing demands for high quality Honeycrisp, Gala, Cortland, McIntosh, and other varieties of apples grown here in Nova Scotia. This type of growth moves our industry forward and provides infrastructure that local growers can all benefit from."



Stephen Van Meekeren and officials at the formal announcement.

- **Gail and Mike Walsh**, their daughter Candice and husband Jeremy who have a new addition to the family, Paige Elliot Silver, born Jan. 11th weighing 6 lbs, 11 oz.
- The **Nova Scotia Fruit Growers' Association members** for 150 years of adaptation to the demands of sustainable fruit growing and association business.



## ASSOCIATION NEWS

### IFP Committee Report

Some NSFGA IFP Committee Members took part in a informal "national working group" conference call to firm up the priority list for the Pesticide Minor Use meetings later in Ottawa. The conference call on March 1, 2013 was organized by Kristy Grigg-McGuffin, Pome Fruit IPM Specialist with the ON Ministry of Ag and Food (Kristy.grigg-mcguffin@ontario.ca) . The provinces represented were BC, ON, QC, NB, and NS.

The priorities developed from the call were: **Entomology**; aphids, mullein bug, San Jose scale. Others discussed: leafcurling midge, Apple maggot, Brown marmorated stink bug. **Pathology**; Replant disease, Powdery mildew, apple scab. Others discussed: Fire blight, Post-harvest rots. **Weeds/Growth Regulators**; Thinners. Others discussed; replant disease complex, promotion of early cropping.

IFP committee chair, Rob Smith, notes it is most unfortunate for our NS growers that there are no funds available to cover a grower rep attending the Pesticide Minor Use meeting in Ottawa. It is a strong desire of the IFP committee that this will be addressed in our next Association budget.

*See review of the article, "the importance of the Minor Use Program" by Craig Hunter on page 8.*



Only 4 1/2 months until it is Orchard Tour Time Again

Photo courtesy of David Baldwin





## ASSOCIATION NEWS

### Do you wish to order a DA Meter?

John DeLong states in his report, 'Update on Apple Cultivar Maturity Research at the AFHRC' in the NSFGA 2011 Annual Report, page 200, " In summary, the DA meter appears to be a suitable tool for determining apple physiological maturity apart from calendar date. We are developing it as a method for identifying when fruit are ready for harvest and subsequently, when fruit should be diverted from long-term to short-term storage or immediate sale. "

### **The NSFGA is gathering orders for DA Meters to be sent very soon.**

The DA Meters are manufactured in Italy so the exact price will be determined by the value of the Canadian dollar and Euro at the time of transactions, brokerage fees and shipping costs. How many units we order also makes a difference. An order of 4 or more units lowers the cost. Teresa estimates the cost if we place a minimum order will be approximately \$4,316 per unit. An order of 4 or more units would be approximately \$4,042 per unit. If this price varies the difference will have to be covered by each party ordering.

**If you are interested please notify the NSFGA office as soon as possible so you do not miss when the order goes in.**

Julian Gwyn, historian will be speaking in Canning on April 20th at the Fieldtree Heritage Society's annual fund-raising dinner. On May 22nd he will be speaking in Berwick to the Apple Capital Museum Society regular monthly meeting. His talks will include aspects of the NSFGA 150 history.

### NSFGA Annual Convention Committee Report

The 149th NSFGA Annual Convention was attended by growers and industry stake holders January 29-31, 2013. The theme was "Adapting for Success" with keynote speakers, Tom Chudleigh, Chudleigh's Limited, Ontario; Farid Makki, AAFC; and Darrel Oakes, LynOaken Farms, NY. Growers received Pesticide Recertification Points for attending qualifying presentations. The committee sends a big thank you to all those who made the event a success especially the tradeshow participants, sponsors and local industry speakers.



The NSFGA 2013 Annual Convention silent auction raised \$2602.25 in support of Our Community, Our Health joint capital fundraising. This effort addresses the funding of redevelopment projects at the Valley Regional Hospital and the building of the Valley Hospice Centre. Thank you to Andy Parker for Chairing the silent auction subcommittee and Julie-Anna Van Meekeren for her creative ideas. The donation was presented by David Cudmore and Pres. Rob Peill at the March 7th NSFGA Board of Directors meeting to Diana Patterson, Chair of the Valley Hospice Foundation (*in photo above*). 🍏



## Canadian Apple Storage by Type of Storage and Province

1 March 2013 in thousands of pounds

Region/ Province	2012-2013				2011-2012				% Change
	C.A.	Cold	Common	Total	C.A.	Cold	Common	Total	
<b>Total</b>									
<b>Mari-times</b>	20,632	237	0	20,869	26,531	2,659	0	29,190	-28.51%
<b>Quebec</b>	60,392	9,618	0	70,010	63,465	1,908	0	65,373	7.09%
<b>Ontario</b>	9,533	1,643	0	11,176	98,572	5,021	0	103,593 (1)	-89.21%
<b>British Columbia</b>	50,253	12,076	0	62,329	56,976	12,253	0	69,229	-9.97%
<b>Total Canada</b>	<b>140,810</b>	<b>23,574</b>	<b>0</b>	<b>164,384</b>	<b>245,544</b>	<b>21,841</b>	<b>0</b>	<b>267,385</b>	<b>-38.52%</b>

Source: INFOHORT [http://www4.agr.gc.ca/IH5\\_Reports/faces/apple\\_reports.jsp?lang=e&REF=apple\\_reports](http://www4.agr.gc.ca/IH5_Reports/faces/apple_reports.jsp?lang=e&REF=apple_reports)

## Nova Scotia Apple Storage by Variety and Use from NSFGA collected Data Reported in Bins on:

MARCH 1, 2013

MARCH 1, 2012

### Report in Bins

VARIETY	FRESH		PEELER		TOTAL
	CA	Cold	CA	Cold	
Ambrosia	423	0	0	0	423
Cortland	2894	0	0	2	2896
Empire	242	0	0	0	242
Gala	119	0	0	0	119
Golden Delicious	892	0	0	0	892
Golden Russet	0	0	0	0	0
Honeycrisp	40	1	0	0	41
Idared	837	0	3622	113	4572
Jonagold	1839	0	60	0	1899
McIntosh	4468	0	0	0	4468
Red Delicious	1113	0	0	0	1113
Spartan	182	0	0	0	182
Spy	50	15	10430	0	10495
Others	80	182	0	0	262
<b>TOTAL</b>	<b>12756</b>	<b>198</b>	<b>14112</b>	<b>115</b>	<b>27604</b>

### Report in Bins

VARIETY	FRESH		PEELER		Col d	TO- TAL
	CA	Cold	CA	Cold		
Ambrosia	296	0	0	0	0	296
Cortland	2189	2	0	3	0	2194
Empire	536	40	0	0	0	576
Gala	936	25	0	0	0	961
G Delici	1125	356	300	0	0	1781
G. Russet	85	13	0	8	0	106
Honeyc.	30	1	0	0	0	31
Idared	566	445	4965	34	0	6010
Jonagold	1609	48	38	0	0	1695
McIntosh	8539	324	0	0	1	8864
Red Deli- cious	1893	552	0	0	5	2450
Spartan	451	0	0	0	0	451
Spy	30	6	11171	1506	0	12713
Others	335	147	0	1	0	483
<b>TOTAL</b>	<b>18324</b>	<b>1959</b>	<b>16474</b>	<b>1552</b>	<b>6</b>	<b>38611</b>



**An opportunity to assess the value of PLANtation Profit Planner™ or Business Planner™ Software to aid in your orchard renewal:**

A NSFGA sponsored workshop held November 20th, 2012 entitled “The Economic and Financial Assessment of Technology Investment Strategies for Nova Scotia Orchard Businesses” has set the stage for an invitation for Nova Scotia fruit growers to participate in a **one year pilot project to assess the value of the following financial management programs.**

PLANtation™ programs have been developed predominantly for use in perennial cropping systems. Initial use has been by horticultural growers both in United States and Australia. The program has been extensively trialled. Growers who wish to participate in this pilot project need to be aware of their responsibility to understand how the program works and of ensuring the accuracy and limitations of use of their own data. It is anticipated that each grower will need to commit two days initially to provide information to the facilitator of the program.

*A. PLANtation™ Profit Planner™ software can provide the following:*

- Long-Run Decisions:  
Planting perennial crops with long establishment periods
- Medium-Run Decisions:
- Technology Decisions: autonomous machines, harvest assist equipment, and technology
- Short-Run Decisions:  
Reflecting materials to increase fruit color and hand thinning to improve fruit size and grade

*B. PLANtation™ Business Planner™ can provide the following:*

Incorporating Profit Planner™ files to:

- Determine the number of acres you can remove and replant to another cropping system without jeopardizing liquidity, solvency & profitability
- Determine whether the capital investments in technology can be paid from annual cash flows or require a capital loan
- Show the annual cash flows of individual blocks and crops and their contributions to the business
- Provide 10-years of pro-forma net income statements and balance sheets

*What makes Profit Planner™ and Business Planner™ so different from other cost studies or previous computer programs?*

Takes into account the time value of money  
The ability to inflate returns and costs over time  
Generate machine operation costs

To move forward with this 2013-14 pilot project the NSFGA needs to know if you are interested in participating. The cost to participate will be \$300.00 per farm business.

**If you wish to participate please call the NSFGA office by March 28th.**

For more information please call Doug Nichols, NSFGA, at 680-6129.



## INDUSTRY NEWS

At **Perennia** Tracy Crowell is interim CEO while Jo Ann Fewer is on an 18 month secondment as Executive Director of the NS Commission on Building our New Economy.

The FCC in partnership with Farm Management Canada is offering **AgiWebinars**. Go to [www.fcc-fac.ca](http://www.fcc-fac.ca), select learning centre, then events, then webinars. You can view past webinars immediately at no cost.

You can sign up for a free e-newsletter from the creators of **Good Fruit Magazine**. Just go to [www.goodfruit.com](http://www.goodfruit.com).

For information about Business Energy Rebate and other programs and funding available through **Efficiency NS** contact Julie Bailey, Dept of Ag at 902-896-4473 or [baileyja@gov.ns.ca](mailto:baileyja@gov.ns.ca).

From **Fresh Fruit Portal.com**: *(to read the complete articles go to [www.freshfruitportal.com](http://www.freshfruitportal.com))*

- Spain's Laser Food inscribes personalized labeling directly onto the skin of apples. The system does not burn the skin. With laser light energy, oils make the label visible without damaging the commercial life of the product. (Feb. 10, 2013)
- Two United Nations Agencies are encouraging consumers to add "funny fruit" to their diets in a campaign to reduce global food waste. Many fruits and vegetables are thrown out because their size, shape, or colour are deemed not "right". Buying these perfectly good fruit utilizes food that might otherwise go to waste." (Jan. 28, 2013)
- Prof. Tim Benton from the U.K. says "for the future of food security, agricultural sectors cannot afford to ignore extreme weather patterns. What we experience (or crops or livestock experience) is weather, not climate. Thinking only about climate or average weather, which we tend to do when we

think about climate change, underestimates the impact of variable weather." (Feb. 11, 2013)



## IPM NEWS

### Fire blight:

- ⇒ UAP Canada announces **Blossom Protect™** is available for the 2013 growing season and is labeled for control of fire blight (*Erwinia amylovora*) in pome fruit, bearing and non-bearing. It protects blossoms during the flowering period.
- ⇒ An article by Jane Thorpe, AAFC in THE GROWER, Nov. 2012 issue describes work done by AAFC researchers that has found 50% reduction of damage caused by fire blight in orchards. Using 2 common **orchard microorganisms**, a bacterium and a bacteriophage their studies have shown:
  - "Bacteriophages are bacterial viruses that kill bacteria and release large numbers of new phages ("eaters") which repeat the cycle.
  - The bacterium not only acts as a control agent but it also serves as a carrier of phages.
  - Early field trials in pear and apple orchards have been very successful, showing that when fruit tree flowers are sprayed with a carrier and phage cocktail in the spring, they provide a naturally occurring biopesticide that prevents the growth of and/or kills the fire blight bacteria by 50 per cent."
- ⇒ These 'soft pesticides' are not stand alone products but they are very effective at reducing the pathogen population in the open blossoms. The ultimate goal is to develop a biopesticide that will be both highly effective and consistent. (THE GROWER, Nov. 2012, 'Fire blight threat to apples and pears meets its nemesis' by Jane Thorpe.





## IPM NEWS – continued

### Peach Tree Borer

The Pest Management Regulatory Agency (PMRA) recently announced the approval for a minor use label expansion for **Rimon 10EC** insecticide for control of lesser and greater peach tree borer on stone fruit crop group 12 (cherries, apricots, peaches, nectarines and plums) in Canada. For new supplemental label go to [www.chemturaagrosolutions.com](http://www.chemturaagrosolutions.com). 🍏

Inserts from THE GROWER, March 2013, '**The importance of the Minor Use Program**' by Craig Hunter, OFVGA. The annual Minor Use Priority-Setting meetings are coming up again in late March. These are a unique part of the Canadian Minor Use Program that ensures the work to be done towards registration of Minor Use Pesticides is indeed directed to growers' needs.

Over the past ten years of the meeting, it has become quite evident that we did the 'right thing' by having as much direct grower input into the process as possible. Having said that, the number of actual growers has declined somewhat as they have come to depend upon input by their association staff, provincial representatives and other in the same commodity from elsewhere in Canada.

The Pest Management Centre has lived up to its original promise, and more. I for one, hope that it is allowed to continue to meet all of its original intent without becoming less efficient as it is asked to take on further responsibilities. Likewise, I trust that it gets internal recognition for continuing to meet grower needs and expectations.

Grower-support for the Priority-Setting meetings is one key way to measure their interest. /

*Inserts from THE GROWER, March 2013, 'The importance of the Minor Use Program' by Craig Hunter, OFVGA.* 🍏

### Fungicide

Bayer CropScience is introducing **Luna Tranquility**, a new fungicide that delivers disease protection for apples and wine grapes. It is best used in a preventive treatment program. It is an all-in-one formulation with preventive, systemic and post-infection properties for apple scab. Bayer CropScience says "Luna Tranquility is the only co-formulation fungicide that controls leaf scab in apples including currently resistant strains, while providing protection against powdery mildew through the same application. For more information visit [BayerCropScience.ca/products](http://BayerCropScience.ca/products). 🍏

**Label expansion for some Bayer CropScience products.** The Pest Management Regulatory Agency (PMRA) has modified how registrants can satisfy the data requirements. Today, a zonal approach can be used, allowing U.S. data to be submitted in a Canadian registration. This gives the industry a greater opportunity to address the technology gap between the US and Canada. The product labels of Bayer CropScience, Admire, Reason and Flint have expanded to bring Canadian fruit and vegetable growers more diversified crop protection options. 🍏



Spring Starts March 21st!!



# The NSFGA **Apple** News

*This being the 150th Anniversary year of the Association, I have included a bit of history. Let me know if you enjoy it and want more.*

## **A BIT OF NSFGA HISTORY, 1945**

Ken Sanford dropped off an 8 page publication to the NSFGA museum that is dated May 1945. It reads as a copy of "The Valley Fruit Grower, devoted to the interests of the fruit industry of the Annapolis Valley, published monthly by the Educational Committee of the Nova Scotia Fruitgrowers' (no I did not make a typing error that is how it reads) Association. Publication office Berwick, NS. Editor, E.D. Halibuton. Subscription Price. Fifty cents per year. Postage paid to send it was 1 cent.

*What are the headlines and do any sound familiar?*

- Apple Scab,
- How much frost?
- Green McIntosh problem
- Placement of orchard fertilizer
- If you like to experiment! "The codling moth bait trap is a wide-mouth pail (a 10-lb. honey pail makes a good trap) which is 2/3 filled with a fermenting mixture of water and blackstrap molasses. The trap is hung in 'open' trees, since traps which are hung under leafy branches catch few moths." (Iowa Fruit News Letter)
- A call for Nominations from the Election committee Chair, Craig Caldwell (**phone 202**) for the NS Apple Marketing Board to be elected by secret mail ballot, two members from each district (districts determined by **school sections**)
- *The Editorial discusses farm wages compared to the rise in Industrial wages, "which had risen two and one half times the rate in 1913-1914. " Also discussed the price of apples, "this year's prices, with Number Ones ranging from \$3 up, are normal prices, about what we looked for in pre-war days. True, these prices are in addition to barrel and packing; but it is also true that the costs of barrel and packing are up 300% over the pre-war days. Our apple industry was a war casualty. "*

*The advertisers are::* Cyrus & Manning Elis Limited, Port Williams supplying 50 squares of Council Standard rib rolled steel roofing for immediate delivery. \$7 per square.

Cornwallis Feed Company (Geo.A.Chase, Limited), Port Williams selling Chow Mix Feeds, Purina formula. "Ask your dealer for these products, **or write** or telephone us."

**ARE YOU PROUD OF THE PERSEVERANCE OF THE MEMBERS OF THE NSFGA TO SUPPORT AN ASSOCIATION FOR 150 YEARS WITH COMMUNITY-- PROVIDING THE STRENGTH OF AN INDUSTRY VOICE, PLANNING-- TO DEVELOP AND CO-ORDINATE LONG TEM INDUSTRY DIRECTION AND SUPPORT--TO ACCESS RESOURCES TO ENABLE INDUSTRY SUCCESS?**



## COURSES THAT MAY BE OF INTEREST:

**Emergency First Aid and CPR Level A** One day training sessions have been organized in various locations and additional sessions can be organized as requested. All farms that have up to 20 employees are required to have at least one person with a valid Emergency First Aid training certificate. Any additional employees that regularly work alone should also receive this training. The certificate is valid for three years. The cost is \$50/person.

Kings County - Tuesday, March 26th, 2013 at the Kentville Research Centre in the Perennia Training Room from 9:00 am until 4:30 pm.

Hants County - Wednesday, April 10th, 2013 at the Brooklyn Civic Centre from 9:00 am until 4:30 pm. The Hants County Federation has decided to pay 1/2 of the registration cost for this event and lunch will be provided.

Contact the FSNS office to register for any of these three sessions at



**February is Apple Month.** On Feb. 8th CTV Live featured "February is Apple Month" at 7:15 and 7:45 am with NS Annapolis Valley Apple Grower, Janice Lutz and Chef Alain Bosse creating exciting new apple recipes. See the recipes on our web site, [www.nsapples.com](http://www.nsapples.com).

**Pesticide Applicator Recertification On-line Exam** Just a heads up for those who are interested, there has been an on-line exam posted where you can earn 0.5 points by answering the 10 questions (getting 8 right) and submitting it to Perennia. The new exam can be found at [www.perennia.ca](http://www.perennia.ca). This exam focuses on pesticide application calculations.

### **Pesticide Certification and PRCP Workshops Dates Set**

Jim Jotcham (Marbicon Inc.) will be conducting pesticide courses in Spring 2013. These courses will include full certification courses in preparation for the provincial applicator's exam, and also 5-point PRCP workshops. Interested persons may contact Jim Jotcham at [marbicon@eastlink.ca](mailto:marbicon@eastlink.ca) or call (902) 538-7101.

### **Pesticide Applicator's Certification**

**Preparation for the Pesticide Applicator's Exam** This course, taking place April 16 - 19, 2013, teaches you the basic principles and practices of safe use, handling and storage of pesticides. It is excellent preparation for those writing the Pesticide Applicator's Examination. Course content ranges from integrated pest management principles to doing your own calibration and calculations. For more information click <http://nsac.ca/cde/courses/Pesticide/certification.asp>

**Request for photos.** It will be an ongoing project to update the NSFGA web site and Facebook. If you have tree fruit related photos we may use please email them, drop by with your memory stick, smart card or camera to the office, or see Peter Eisses. Thank you.

*Note: The NSFGA prefers to send out as few hard copies of the newsletter as possible but let us know if you prefer to receive it in hard copy. Also let us know if there is someone who did not receive a newsletter but wishes to.*

**Nova Scotia Fruit Grower's Association**  
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[www.nsapples.com](http://www.nsapples.com)

## IMPORTANT DATES:

- ASAP** Indicate your interest in ordering a DA meter
- March 20** Production Committee Meeting, 1pm, Blair House
- March 25 or 27** Packers Committee Meeting, 1:30 pm, Blair House, (date to be confirmed)
- March 28** Indicate your interest in the PLANTation Software
- March 28** Board of Directors Meeting, 2pm, AFHRC
- March 29** Good Friday, the office is closed
- April 2** Finance & Audit Committee Meeting, 1:30pm Blair House
- April 4** **NSFGA Town Hall Type Meeting for All Tree Fruit Growers, Waterville Fire Hall, 7pm**

