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### **DURAND WAYLAND SPRAYER OFFERS SMART SOLUTION FOR CORNELL AGRICULTURAL STUDY**

LAGRANGE, Ga. – Leading sprayer system manufacturer, Durand Wayland, is providing a smart way for Cornell University agricultural researchers to protect the Lake Ontario watershed from pesticide run-off, while also saving money for local growers. A \$472,000 federal grant, which was secured by Cornell University and the Orleans County Soil & Water Conservation District (SWCD), will help 10 New York apple growers sustain the environment – electronically. The basis for this research project is all thanks to the innovative SmartSpray from Durand Wayland.

The idea for the project began when a representative from the SWCD saw the SmartSpray in action at a local farm. This farm put the SWCD in touch with long-time Durand Wayland dealer, McQueen Inc. "When they found out they could cut chemical usage by 30 to 50 percent with the SmartSpray, they initiated the grant process and also contacted Cornell University," said Owner Butch McQueen. "They then selected 10 growers with substantial acreage, who would be able to keep documentation on the trial for up to three years."

The Conservation Innovation Grant from the United States Department of Agriculture Natural Resources Conservation Service (USDA-NRCS) will provide the apple growers in Orleans County with almost half the cost of a new \$44,000 Durand Wayland SmartSpray device. In simple terms, the SmartSpray system uses waterproof ultrasonic sensors linked to an on-board computer and cab-mounted controller to seek and target trees that need spraying. It's all automatic. More than just a target-based system, SmartSpray reads tree shape and tree size and activates only the nozzles needed for any given tree. The result is hundreds of gallons of chemicals saved and reduced run-off.

"This grant allows us to conduct an exciting applied research and extension project," said Andrew Landers, agricultural engineer and leader of the pesticide application technology team at the New York State Agricultural Experiment Station (NYSAES) in Geneva, NY. "Obtaining application data from 10 growers and conducting research with co-operating growers at their orchards will allow us to obtain very useful information with regard to reduced application per acre and drift reduction."

Growers participating in the trial must keep detailed records of the amount of spray used, and the quantity of acres and fields it has been applied to during the growing season. This process is made easy by SmartSpray's cab-mounted controller, which gives the operator valuable up-to-the-second information on spray performance, as well as key data on the sprayer's performance for the day or for a particular block of trees. SmartSpray provides the following important data: (1) total acres sprayed, (2) average acres per hour, (3) average ground speed and (4) percentage of chemicals saved versus conventional spraying. This data will then be analyzed by the research team in order to quantify the sprayer's possible economic and environmental impact on the fruit growers in Western New York, and, ultimately, those throughout the state and nation.

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“We’ve done testing with this type of equipment for more than 10 years and have had some major success,” said McQueen. “Growers can reduce the cost of chemical application by about 30 percent. This makes a huge difference, especially when you’re talking about growers with substantial acreage and multiple farms. Then when you multiply that cost and environmental savings across an entire county, it really adds up.”

Throughout the Cornell trials, an SWCD representative will meet monthly with farmers to document progress and review data. Results of chemical reduction will be discussed at the annual growers' conference in Syracuse, NY, as well as various grower workshops and presentations. If results gained by other Durand Wayland SmartSpray users are any indication, the savings on chemicals could be between 25 and 30 percent. In addition to the benefits to the environment and the growers chemical budget, fewer sprayer refills translates into time, labor and fuel savings.

During the summer, Durand Wayland representatives conducted a field demonstration at Kast Farms. "I was very impressed with the Durand tower sprayer. Its performance was superior to the conventional sprayer, particularly against the wind," said George Lamont of Lamont Fruit Farm, one of the top apple growers of Orleans County in attendance. "This grant will assist growers to purchase sprayers that will help us produce more uniform crops of fruit with less pest damage at a lower cost of pesticides which will result in a higher value crop at less cost for the consumer, with less environmental impact."

Since many of the orchards in Orleans County are within a few miles of Lake Ontario, the watershed is plagued with pesticide pollution pressure as farmers spray their trees to control insects and disease. So there's a definite need for exploring ways to better protect the environment in this area. Thanks to equipment from Durand Wayland, these growers have found a smart way to lessen their impact on the environment, while saving money in the long run.

“SmartSpray is the future of spraying,” said Rick Cordero, Director of Spraying Systems with Durand Wayland. “With rising chemical costs and environmental concerns, growers are looking at new ways to protect their trees, and SmartSpray is the perfect solution. It's not only the right thing to do; it's the smart thing to do.”

Since 1934, Durand Wayland has been the industry leader in fruit and vegetable handling equipment. A single-source supplier for packing houses, Durand Wayland designs, produces, delivers and assembles a full line of fruit grading products, as well as orchard sprayers. Durand Wayland is headquartered in LaGrange, Georgia, with an additional facility in Reedley, California. For more information, visit us online at [www.durand-wayland.com](http://www.durand-wayland.com) or call 800-241-2308.

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