

THE DIRT

The VNLA Quarterly Newsletter

Volume 36, Issue 4

The 2010 Green Works Industry Awards Program Winners



Raycroft/Meyer Landscape Architecture
Grand Honor Award - *Landscape Design/
Build Commercial*

Tree Works, Ltd. - Exceeds Excellence Award
- *Special Projects*



Landshapes - Exceeds Excellence Award -
Landscape Design Build/Hardscaping



Landshapes - Exceeds Excellence Award -
Landscape Design/Build - Residential



Distinctive Landscaping - Exceeds Excellence Award
- *Landscape Design Build-Residential*

Inside this Issue

Board of Directors	3
New Members	4
Green Works-Annual Winter Meeting & Trade Show	5
Green Works-2011 Industry Awards Program	7
A Member's Personal Opinion	8
Vermont Legislative Update	9
News from the U	12
The Underground	13
8th Annual Great Gardens & Landscaping Symposium	14
5th Annual Organics Recycling Summit	14
Interior Plant Fungus Gnat Bio Control	15
2011 Vermont Flower Show	19

It's February, and so far it is the third snowiest winter on record. Sure I love snow, and the kids have great fun building caves in 7' tall snow banks, but shoveling and plowing are getting a tad bit tiresome. I've always had this fantasy of scooping up our family and heading off to Costa Rica or some other warm exotic realm, settling into the locale, homeschooling the girls each morning and then spending the afternoons kayaking and learning about the medicinal uses of tropical plants. Ahhh... that sounds nice. I actually know a few landscapers and growers who have accomplished this feat and I applaud them. Maybe one winter when it's not a Flower Show year we will make the leap, but for now I'm entrenched at the farm, armed with books, spreadsheets, business plans and a hot cup of tea.



One subject I've been focused on lately is employees, specifically how to find talented people, provide a livable wage year-round, and create a culture and a business that they are invested in. I believe that a business is only as good as its people, and when a small business survives on just a handful, it has to be the right mix committed to a shared set of goals. So far we have been very fortunate in finding and keeping a wonderful core group that has become part of our family. Each season when we add one or two new faces, their personality is almost more important than the skill set – we can train most entry-level people, but they have to be excited about being a part of what we do. I have been reading a book that I highly recommend called *Companies We Keep, Employee Ownership and the Business of Community and Place* by John Abrams. When a friend lent it to me I was expecting a dry textbook that I was willing to slog through to find the answer to my question – how can we share our business with our employees? Instead I found a very endearing story of a New England residential design/build firm whose journey was both familiar and hopeful, as well as examples of other companies on the same road. The book quickly became a source of deep conversation and it was clear to Tim and I that although our company is too small now to become an ESOP (Employee stock ownership plan), that we could start cultivating workplace democracy and share a percentage of the profit with our employees. If they were willing to commit to the idea that “you only get out as much as you put in”, we would be more than happy to share. We had a meeting with our core employees to see if they were interested in developing a company culture that went far beyond punching the clock, they enthusiastically agreed, and so we've begun our journey.

Employee ownership is not a new idea by any stretch but I think that it's an idea that our industry in particular would benefit from. We are by nature a service industry, and the more smiling faces in a company the better our service. When an employee is part of the decision-making process and can see a direct link between performance and profit the quality of their work improves and their commitment level goes up. I would argue that the smiles on our faces don't appear purely for dollars alone, but more for the feeling that we are part of something greater than ourselves, and that our work is making a positive difference in the world. We are proud and happy to be part of an industry that does just that, and our clients can feel it.

We are all constantly learning and a benefit of being a member of Green Works is the networking, so if you've had experience with employee ownership in your own company and would like to share it please send me an email or give me a call. Thanks for participating.

Rebecca Lindenmeyr, Green Works/VNLA President

PRESIDENT

Rebecca Lindenmeyr
Linden Landscaping & Design, Inc.
2953 Lake Street * Addison, VT 05491
802.759.3033 *
lindenlandscaping@gmavt.net

VICE-PRESIDENT

Joan Lynch
The Inner Garden
1723 Route 3 * Pittsford, VT 05763
802.353.5573 * theinnergarden@comcast.net

SECRETARY/TREASURER

Claybrook Griffith
Long Leaf Landscaping, LLC
4379 Ethan Allen Hwy.
New Haven, VT 05472
802-999-4558 * claybrook.griffith@gmail.com

DIRECTORS

Ed Burke
Rocky Dale Gardens
806 Rocky Dale Road * Bristol, VT 05443
802-453-2782 * ed@rockydalegardens.com

VJ Comai
South Forty Nursery
340 South Forty Rd * Shelburne, VT 05482
802.425.6222 * vjcomai@gmavt.net

Heidi Glesmann
Glesmann Gardens
PO Box 545 * Hinesburg, VT 05461
802.272.2683 * glesmanngardens@yahoo.com

Heather Mason
Allen Bros., Inc.
6023 US Route 5 * Westminster, VT 05158
802.722.3395
heather@allenbrothersfarms.com

Dan Redondo
Vermont Wetland Plant Supply, LLC
PO Box 153 * Orwell, VT 05760
802.948.2553
dredondo@vermontwetlandplants.com

Brian Vaughan
Vaughan Landscaping
40 Mt. Pritchard Lane
St. George, VT 05495
802.482.4228
vaughanlandscaping@gmail.com
Joined the board 2/9/11

Sarah Salatino
Full Circle Gardens
68 Brigham Hill Road * Essex, VT 05452
802.879.5725
fullcirclegardens68@comcast.net
(stepped down on 2/9/11)

ADMINISTRATIVE SECRETARY

Kristina MacKulin
Green Works-VNLA
P.O. Box 92 * N. Ferrisburgh, VT 05473
Toll Free: 888.518.6484; 802.425.5117
Fax 802.425.5122
Kristina@greenworksvermont.org
www.greenworksvermont.org

**BUDGET AND FINANCE
COMMITTEE CHAIR**

Claybrook Griffith
Long Leaf Landscaping, LLC
802.999.4558

**EVALUATION & PLANNING
COMMITTEE CHAIR**

Rebecca Lindenmeyr
Linden Landscaping & Design, Inc.
802.759.3033

**INDUSTRY AWARDS
COMMITTEE CHAIR**

Ed Burke
Rocky Dale Gardens
802.453.2782

LEGISLATIVE COMMITTEE CHAIR

Dan Redondo
Vermont Wetland Plant Supply, LLC
802.948.2553

**MARKETING & EDUCATION
COMMITTEE CO-CHAIRS**

Ed Burke
Rocky Dale Gardens
802.453.2782

Joan Lynch
The Inner Garden
802.353.5573

MEMBERSHIP COMMITTEE CHAIR

VJ Comai
South Forty Nursery
802.425.6222

**PROGRAM COMMITTEE CHAIR
CO-CHAIRS**

Ed Burke
Rocky Dale Gardens
802.453.2782

Heidi Glesmann
Glesmann Gardens
802.272.2683

**RESEARCH & AWARDS
COMMITTEE CHAIR**

Heather Mason
Allen Bros., Inc.
802.722.3395

**SUSTAINABLE PRACTICES COMMITTEE
CHAIR**

Rebecca Lindenmeyr
Linden Landscaping & Design, Inc.
802.759.3033

**VERMONT CERTIFIED
HORTICULTURIST COMMITTEE CHAIR**

Claybrook Griffith
Long Leaf Landscaping, LLC
802.999.4558



For information on
Advertising

in The Dirt

contact

Kristina MacKulin at
the Green Works
Office - 888.518.6484

Green Works Winter Workshops

March 10, 2011 - Pest Issues for 2011 w/Jon Turmel at the Kellogg Hubbard Library

March 22, 2011 - Grafting Conifers w/Don Avery, Cady's Falls Nursery

March 24, 2011 - Plant Disease Issues for 2011 w/ Tim Schmalz at the Kellogg Hubbard Library

Register on line at
www.greenworksvermont.org

New Green Works Members

Graham Glauber

University of Vermont

111 East Allen Street, Apt. A
Winooski, VT 05404
914-960-9296
gglauber@uvm.edu
Category: Student

Green Lawns of Vermont

James R. Erickson
487 Warm Brook Road
Arlington, VT 05250
802-375-3051
greenlawnsvt@yahoo.com
Category: Turf Care
Active Member

L.A. Restoration

Leon Anderson
PO Box 581
West Rutland, VT 05777
802.236.0951
larestitution@gmail.com
www.la-restoration.com
Category: Landscape Install/Maintenance;
Propagator; Environmental Services
Active Member

Pierson Nurseries, Inc.

Dale Pierson
24 Buzzell Road
Biddeford, ME 04005
207.499.2994
sales@piersonnurseries.com
www.piersonnurseries.com
Category: Nursery Wholesale; Propagator;
Supplier
Associate Member

Red Wagon Plants

Julie Rubaud
2408 Shelburne Road
Hinesburg, VT 05461
802.482.4060
julie@redwagonplants.com
www.redwagonplants.com
Category: Greenhouse Retail; Greenhouse
Wholesale
Active Member

Yankee Farm Credit, ACA

Kenneth Button
PO Box 350
Middlebury, VT 04752
802.388.2692
kenneth.button@yankeeaca.com
www.yankeeaca.com
Category: Agency; Credit; Records, Tax
Services
Associate Member

Want a good Book to Read?

Check out these book reviews on
business by other industry
professionals at:

[http://www.newenglandnursery
association.org/sections/
green_leaders_bookreview.php](http://www.newenglandnurseryassociation.org/sections/green_leaders_bookreview.php)

Are you and your employees certified?



Now is a great time to order VCH manuals
for yourself and/or your employees as the
season gets underway. Prove your level of
professionalism and commitment to excellence to your
clients. Order a VCH manual and take the test this Winter to
become a Vermont Certified Horticulturist. Contact Kristina
MacKulin or Claybrook Griffith for ordering and test
information.

green works: Annual Winter Meeting and Awards

Green Works held it's Annual Meeting and Trade Show on February 9, 2011 at the Holiday Inn in Rutland, VT. As always, it is a rare treat to have a day to catch up with one another, hear some great speakers, and talk about the season to come. We had fantastic attendance with 140 people present and 26 vendors. Thank you to all of who exhibited and attended!

Our keynote speaker, Nancy Rose, editor of *The Arnoldia*, The Arnold Arboretum of Harvard University. Nancy spoke about the health of ornamental horticulture today and how people are still excited about discovering new plants. Nancy talked about utilizing old favorites in the landscape and how to combine practicality and beauty in today's



Center led a two-part workshop on "Listening to Your Business".

The business meeting was well attended and began with the awards ceremony. Heather Mason presented the UVM student achievement award

to Graham Glauber. Graham is a student in the Sustainable Landscape Horticulture Program. Other awards presented by Heather were the NENA Young Nursery Professional of the Year Award to Claybrook

Griffith of Long Leaf Landscaping, LLC and the Horticultural Achievement Award to Christopher Conant of Claussen's Florist and Greenhouse, who was unable to attend that day.

Following these awards Ed Burke presented plaques to the winners of the 2010 Industry Awards Program . Please see the story on page 7 for

complete details.

The annual ID contest was taken by a few brave test takers! This year's winner of the ID Contest was Paul Wieczoreck of Champlain Valley Landscaping. Congratulations Paul!

The business meeting concluded with the nomination of one new board member. I would like to acknowledge Sarah Salatino of Full Circle Gardens for her service to the board. She is stepping off the board one year early. Brian Vaughan of Vaughan Landscaping was elected to fill this one year position. Heidi Glesmann of Glesmann Gardens was up for re-election for a two year term and was re-elected by the membership.

It's all about the Flower Show right now as we prepare for what we hope will be a successful show. We certainly have had enough snow this season to stimulate attendance. We hope to see many of you there!

In looking ahead to the Summer Meeting and Trade Show - our hosts for the meeting are Allen Bros., Inc. in Westminster, VT. Mark your calendars for Wednesday, September 14, 2011. That seems far away right now but it is funny how fast the time seems to go by these days!

Kristina MacKulin



landscapes. Other presentations included a two part-panel discussion led by Nancy Rose on the Top Plants for Vermont Today. Panelists included Amy Rose-White of Rocky Dale Gardens, Brian Mitchell of Gardener's Supply Co., Jennifer Daigle of Sundance Gardens, and Paul Wieczoreck of Champlain Valley Landscaping. Brian DeClue from the VT Small Business Development

green works: Annual Winter Meeting and Awards - photo gallery



Left, Graham Glauber-UVM Student Achievement Award Winner; Center: Sarah Stradtner, Tricia King, Caroline Dudek, Peter Morrow Meyer, Katie Raycroft Meyer, (William DeVos and Charlie Proutt-not pictured) - 2010 Industry Award Winners. Right: Claybrook Griffith is presented NENA Young Nurseryman of the Year Award by Heather Mason, Green Works Board Member.



Thanks to all our vendors, attendees, panelists and speakers for a great day of education, conversation, and catching up with friends and colleagues.



Green Works 2010 Industry Awards Program

The Industry Awards Program is in it's second year. In 2009, we received 14 submissions and awarded 5 of those entries. In 2010 we received 8 submissions and awarded 5 of those entries. We had hoped for more submissions but felt strongly we wanted to keep the momentum of this new program going.

For 2010 we added a hardscaping category for both residential and commercial projects. The list of categories for submission in 2010 were as follows:

- Commercial Landscape/Garden Design Build
- Residential Landscape/Garden Design/Build
- Commercial Landscape/Garden Maintenance
- Residential Landscape/Garden Maintenance
- Commercial Hardscaping
- Residential Hardscaping
- Special Projects

During the first week of January a panel of five judges were assembled and spent the day reviewing the entries. Five projects were chosen for awards and they were as follows:

Grand Honor Award

Commercial Landscape/Garden Design-Build
Raycroft/Meyer Landscape Architecture - Chicago
Botanic Garden - Bonsai Court
Peter Morrow Meyer & Katie Raycroft Meyer
Bristol, VT.

Exceeds Excellence Award

Residential Landscape/Garden Design-Build
Distinctive Landscaping - Gardens by the Bay
Charlie Proutt, Sarah Stradtner, and Tricia King -
Charlotte, VT.

Exceeds Excellence Award

Residential Landscape/Garden Design-Build
Landshapes - Hinesburg Residence
Caroline Dudek - Richmond, VT.

Exceeds Excellence Award

Commercial - Hardscaping
Landshapes - White Caps Office Park
Caroline Dudek, Richmond, VT.

Exceeds Excellence Award

Special Project Category
TreeWorks - Artemus Ward Sycamore
William deVos - Montpelier, VT.

We are pleased with the program as a whole and find that participants have the rare opportunity to receive feedback on their projects from colleagues and professionals in our industry. We would like to see a greater amount of participation in the program in the way of increased submissions.

In analyzing why we haven't received more entries, the judges offered that the timeline for submitting projects was difficult to meet and the size of the projects awarded may be

intimidating for those who have designed and/or installed smaller projects. It's important to note that the projects awarded are done so on their merit and the quality of the work and not the size of the project.



Raycroft/Meyer Landscape Architecture

In consideration of the judges comments and in trying to make the program more appealing and accessible to a larger group of members, we have decided to move the submission deadline into January of the following year (2012), still giving us time to showcase the winners at the annual

winter meeting. We are also considering breaking down the categories by project dollar amount. If you have any ideas or suggestions please do not hesitate to contact us.

We feel this program has a lot to offer members in the publicity it generates for the award winners, for Green Works and the industry as a whole. It is our hope to improve and expand this aspect of the Industry Awards Program and make sure our members are fully aware of the potential marketing opportunity.



Landshapes

Award winners presented their projects at the Annual Meeting and received their award plaques. The award winning entries for 2009 and 2010 will be on display at the 2011 Vermont Flower Show.

Ed Burke,
Industry
Awards
Program
Committee



Distinctive Landscaping

A Member's Personal Opinion - labeled as such

The willingness to express one's opinion can sometimes come with the risk of offending or alienating friends and colleagues but may also result in a healthy and productive conversation about an issue. My hope is that my comments will result in the latter. I would like to address what I see as a disturbing trend in our industry over the past few years, what I will refer to as the "devaluation" of our products and services. I base my comments on my observation of trends in the industry during the recent economic downturn as well as lengthy discussions with longtime customers and industry professionals over the last two years.

As a wholesale grower for the past 22 years I have always done my best to try to keep my finger on the pulse of our profession through networking and continuing education opportunities. In addition, I have supported the mission of the VNLA to 'promote ethical business practices and high standards of professionalism' through my several years on the VNLA board of directors and my involvement in the Vermont Flower Show as well as in the daily operation of my business. I feel that the efforts of the VNLA over the years have been successful in raising the standards of professionalism within our industry as well as the public's perception of our profession, and the work continues. However, I believe that the gains we have made are threatened by the 'devaluation' trend as some members of our industry cut the prices of their nursery plants or professional services to below profitable margins in this challenging market in their efforts to 'compete'.

While I cannot argue that such practices are unethical, I will confidently say that they are not sustainable and will only serve to damage our industry as a whole. By selling our products or services at cost we are effectively saying that our profession is of little or no value and in the end we all lose. While the trend toward "unsustainable" pricing of plants seems to have been more regional or nationwide than amongst the relatively few Vermont growers, pricing of bids in the commercial landscape market at a level that results in contractors taking jobs for little or no profit has been occurring repeatedly over the past few years at the state level and the only one benefiting is the client. I have had numerous lengthy discussions with a number of landscape contractors recently who have been customers of mine and who I consider to be very reputable and professional individuals who have been around in this industry for many years. They have shared with me their frustrations with their attempts to bid a number of recent commercial jobs. Recognizing the need to be "competitive" they did their best to control costs without compromising the quality of their work and presented a bid that was fair but still left room for them to be comfortable with their margins only to find that another firm was awarded the job with a bid that undercut them by 20 or sometimes as

much as thirty percent. Their frustration and bitterness was not because they did not get the job but was more about the fact that the firm who did would be doing the job at cost or less thus dragging down the whole profession. I heard this same story from several different contractors about a number of different jobs over the past two years. One contractor said that following a bid opening, he learned that the winning bid was only half of what the architect who had designed the job told the client he should expect to pay to have the work done! On another occasion a contractor told me that the winning bid on a job was \$3000 less than what he had figured his costs would be if he had gotten the job.

Frankly I have never understood the idea of hiring someone to do a job based only on price. I firmly believe that 'you get what you pay for', as cliché as that may be. It seems to me that if everyone bidding on a job had an understanding of their costs and presented a bid that reflected the value of their services allowing for reasonable profit then the resulting bids would be so close in price that the client might consider other factors in the hiring decision such as professional credentials and past work references.

Perhaps the solution lies in continuing to educate ourselves and our customers about the costs of doing business and the value of the products and services that we provide. What sets our industry apart from many is that the products and services that we provide most often appreciate in value over time. Unlike the new car that drops in value the minute you drive away from the dealer or the latest electronic device that will be obsolete in less than a year, what we offer can continue to appreciate. A well designed and installed landscape can increase the property value by as much as 20% while providing significant energy savings for years to come. That 1 gallon perennial if given some care will continue to thrive for decades and can be divided repeatedly to produce many new plants.

Making a living in this industry is tough business. There are so many factors affecting us over which we have little or no control. We would be wise not to add to our challenges by 'devaluing' the products and services that we provide. The cost of doing business continues to rise despite the recent recession. Fuel, freight, insurance, property taxes, etc. continue to increase while many in our industry respond by lowering their prices. Try as I might, I fail to see who in our industry is benefiting from this. I understand well the basic principals of supply and demand and how that relates to price. I also realize that we operate in a capitalistic free market system that promotes competition and that when times get tough, some will be weeded out. It's my hope that we will all survive the

continued on page 9

downturns and will emerge stronger and smarter for the experience without sacrificing our professionalism and without minimizing the value of our products and services.

One thing that I have always found appealing about our industry is the willingness of people to openly share their ideas, successes, and failures with their colleagues and would be competitors. There seems to be an understanding that if we work together toward a common goal then everyone benefits in the end. The flower show has been a great example of this over the years. By sharing my opinions with you here in that spirit I hope to begin a discussion that will ultimately lead to cooperation in finding ways that we can continue to raise the value of our products and services and the level of professionalism in our industry. I believe that by doing so we all stand to benefit. That's just my opinion, I look forward to hearing yours.

VJ Comai, South Forty Nursery



340 South Forty Road
Shelburne, VT 05482
ph. 802.425.6222
fax. 802.425.6228

call for availability & price list



Viburnum 'Emerald Triumph'

committed to growing the highest
quality trees & shrubs at fair prices



vermont legislative update

There are several bills in front of the new legislature. Here's a quick summary:

Pesticides

H.34, AN ACT RELATING TO PROHIBITING THE USE OF THE NEONICOTINOID PESTICIDES CLOTHIANIDIN AND IMIDACLOPRID (<http://www.leg.state.vt.us/docs/2012/bills/Intro/H-034.pdf>)

This bill proposes to ban the sale, use, or application of the neonicotinoid pesticides clothianidin and imidacloprid after July 1, 2012.

H.35 and S.25 AN ACT RELATING TO THE USE OF PESTICIDES IN PROXIMITY TO WATER AND IN UTILITY RIGHTS-OF-WAY (<http://www.leg.state.vt.us/docs/2012/bills/Intro/H-035.pdf>)

This bill proposes to require a state discharge permit for pesticide applications for: mosquito control, aquatic nuisance control, forest canopy pest control, and control of pests within 50 feet of state water or significant wetland. The bill would also require a discharge permit for pesticide application to include a requirement for the implementation of integrated pest management. In addition, the bill would require the public service board to amend its rules to require utility companies to implement integrated pest management for maintenance of utility lines and other infrastructure.

Fertilizers

H.15 AN ACT RELATING TO THE APPLICATION OF FERTILIZERS TO NONAGRICULTURAL TURF (<http://www.leg.state.vt.us/docs/2012/bills/Intro/H-015.pdf>)

This bill proposes to prohibit the application to nonagricultural turf of fertilizer containing greater than three percent phosphorus by weight or of liquid fertilizer at a rate greater than 0.3 pounds of phosphorus per 1,000 square feet. This bill would also prohibit the application of fertilizer containing phosphorus to an impervious surfaces.

H.26 AN ACT RELATING TO LIMITING THE APPLICATION OF FERTILIZER CONTAINING PHOSPHORUS OR NITROGEN TO NONAGRICULTURAL TURF (<http://www.leg.state.vt.us/docs/2012/bills/Intro/H-026.pdf>)

This bill proposes to prohibit the application of fertilizer containing phosphorus or nitrogen to nonagricultural turf unless certain conditions are satisfied. The bill also would prohibit the application of any fertilizer to an impervious surface or within 25 feet of waters of the state. In addition, enforcement of the requirements for the application of fertilizer to nonagricultural turf would be enforceable as a judicial bureau offense.

Dan Redondo, Legislative Committee/Green Works

Why Van Berkum Nursery?

- Over 800 varieties of perennials grown "lean and mean" in NH
- 20 years of experience working with landscapers and designers
- A weekly availability list plus a list of what looks best for garden center sales
- Fast delivery to northern New England and fantastic, knowledgeable drivers
- An informative website with sections for professionals and your clients. Join us on Facebook!
- Specialty lists such as New England Woodlanders, Wicked Ruggeds and more
- Display gardens and the invitation to bring your clients to choose plant lines
- Hefty true gallon containers for over 100 varieties for instant impact
- Prepricing tag program for garden centers, plus custom tags with our own photos and info
- An incredibly experienced staff that truly works as a team, making it easy to help you
- We propagate most of our plants, giving us good selection all season
- A great 175-page catalog with many lists to help you and your customers design gardens
- Many environmentally friendly practices, several which we've been doing for years
- We'd love to have you visit anytime!



Van Berkum Nursery • 4 James Road, Deerfield, NH 03037
(603) 463-7663 Fax 7326 • www.vanberkumnursery.com

• HYDROSEEDING •

EROSION CONTROL
SITEWORK • LANDSCULPTING
LIGHT EXCAVATING
CUSTOM WATERING



PINE HOLLOW
LANDSCAPING

802.446.2243
pinchollowvt@gmail.com

Brian Beaty tree care consultant



(603) 505-TREE
(802) 234-6355

ISA, MAA Certified Arborist
VT Certified Horticulturalist
brian@mytreesmatter.com

CONSISTENT HIGH QUALITY Mixes and Peat Moss



ISO 9001:2000
Registered Quality System

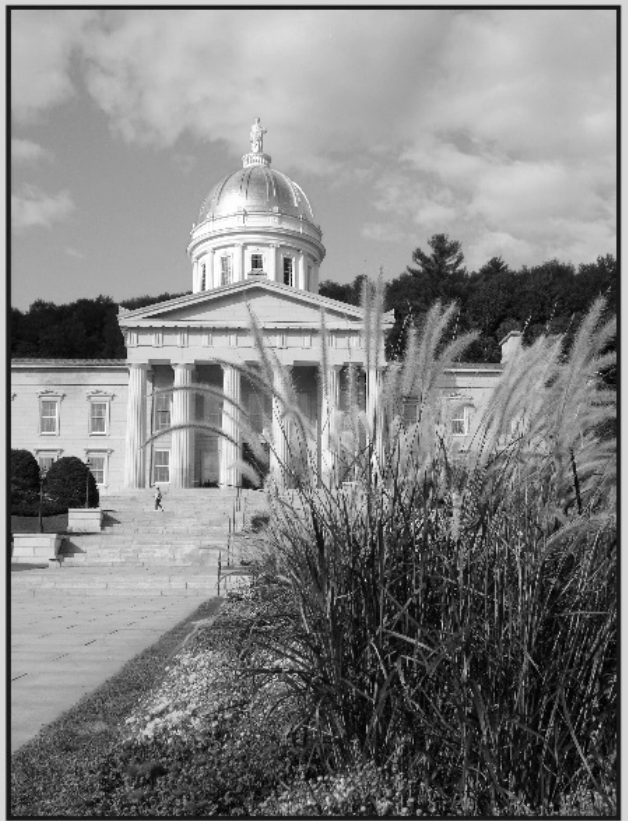
The Root Environment Experts!

Berger Peat Moss, 121, 1^{er} Rang • Saint-Modeste (Québec) • G0L 3W0 • Phone: 418-862-4462
Fax: 1 (418) 867-3929 • e-mail: info@bergerpeatmoss.com • www.bergerpeatmoss.com

Fred MacLean, Account Executive
Phone: (866) 358-2045 • Cell: (514) 917-8658 • fredm@bergerpeatmoss.com



88 Rogers Lane Richmond, VT 05477
www.landshapes.net 802.434.3500



Shaping Vermont's residential & commercial
landscape with comprehensive landscape design
& installations since 1992.



Cobble Creek Nursery



We offer quality **Vermont Grown** trees and shrubs and superior service. Natives, tried and true, and hardy new cultivars are grown at our nursery in Monkton.

Knowledgeable, experienced, **Vermont Certified Horticulturists** on staff. Support your local economy, buy **Vermont Grown** plants.

Call for a catalog or stop by for a visit.

John Padua
991 Tyler Bridge Road, Bristol, VT 05443
phone/fax: 802-453-3889 / e-mail: cobcreek@madrivern.com



Breaks and holidays on campus sure are nice-- a chance finally to catch up on something other than paperwork and meetings. But even though students are away as I write this, some of the 67 (so far) taking my three online courses have already begun, and one has even finished. In addition to these on Indoor Plants and Garden Flowers (2 versions), other courses being taught this Spring semester in the PSS department include Agroecology of Vegetable Crops and Organic Farm Planning (Chen), A Bug's Life (Costa), Plant Propagation (Starrett), Tropical Farming (Hayden), Ecological Landscape Design (Sorensen), Soil and Water Chemistry (Ross), Soil Ecology (Neher), Cafe Tacuba (Mendez), and various other small seminars and special studies.

Our search is underway as reported previously for a new faculty member in Landscape Plant Science. As you read this we may be underway with on-campus interviews, including seminars. We ended up with 3 top candidates among the couple dozen who applied, which was good news considering the nature of the job. Some have described us as needing a superman or superwoman, who has a PhD, also landscape design experience or teaching, and can work in both the new "spires of excellence" on campus in food systems and complex systems (Lake Champlain in particular), in addition of course to teaching a couple courses. Of course this person must show the ability to get large grants and have many high impact referred publications (preferably with a track record of these already), in order to get tenure. The ideal is to have a choice by spring and someone on board by late summer, which with the ramped up processes and paperwork and people involved in decision-making this time may be a challenge.

My winter perennial freezing research is underway, funded in part by your association (with thanks!), New England Grows, and the New Hampshire Horticulture Endowment. Two sets of studies are being done this year--deacclimation with Becky shasta daisy and Octoraro foamflower (one of the new cultivars of the River series from Dunvegan nursery); and hardiness of 5 coralbells with villosa parentage.

The deacclimation involves bringing plants (and soil pot temperatures) up to 65degrees by day, and back to 40degrees by night, for periods up to one week. Previous studies showed that such cycling for a week or two deacclimated plants, so they weren't as hardy once frozen subsequently. Such cycling may be typical in covered structures on sunny winter days. The freezing involves our standard procedure of dropping temperatures in controlled

freezers to one of five temperatures--28, 23, 18, 13, and 8F-- and leaving plants there for a half hour before removing from the freezers and placing back in the greenhouse (running 38-42F on average). In spring we'll rate survival and regrowth.



With questions raised by growers on the hardiness of many of the new coralbells, particularly the ones from villosa parents, I've begun field trials of over 40 cultivars, freezing studies this past year with 5 villosa cultivars (results online at perrysperennials.info/Coralbells10.htm), and similar freezing studies this winter with 5 additional villosa cultivars. In the first year of controlled freezing, all 5 cultivars withstood the half hour at 13degrees F soil temperature, and Blackout seemed to be the most hardy of this group. More details are on the above web page. In the field trials, after one winter, top rated were Caramel, Mocha, Dark Secret, Mysteria, and Sugar Plum. There were 14 others rating highly, and 11 died and will be tried again if available. One of the 15 I've tried for 3 years and winters now, and which has had the best vigor and flowering, is Silver Lode.

I'm excited about the speakers lined up for the flower show, and wish to thank all those agreeing with their time and talents. I think we have a first class program, equal to any such show and of huge value for the price for home gardeners. Having such talent locally, and so willing to share, makes my job as program coordinator so much easier.

I hope to see you at the show! In the meantime keep up with new plants, research, across the fence shows (including 3 for your association), benefits of plants and landscaping, and more from my Facebook page linked from my website (perrysperennials.info).

Submitted by Leonard Perry

the underground

On July 24, 2008 a devastating tornado ripped through van Berkum Nursery in NH, leveling trees and devastating its greenhouses and nursery beds. Within hours, fellow landscape professionals were at their doorstep ready to help clean-up debris. Their business was up and running again a few days later. How did the word spread so quickly? In part, due to The Underground.

The Underground is a landscape professionals' forum in New England. For several years now, designers, installers, growers and retailers have been using this online resource to help them succeed in their businesses. When someone is looking for a hard-to-find tree, shrub or perennial, they post a request for a source to The Underground. If they need a recommendation for a stone mason or carpenter in a new area they inquire to this group. When a plant is behaving badly or showing signs of insect damage, they describe the problem to the group. Within hours, other members will have responded with suggestions. Need a plant ID? Post a photo, get a response. Or several. Offering a workshop? Get the word out quickly through The Underground. All this and more and it's free! What's not to like?

The only thing I don't like about The Underground, is that not enough Green Works members are using it. I use it a few times a year to help solve problems, but because there are so few Vermonters using it, the power of The Underground is limited. Please join me so that we, too, can work together to make our businesses grow.

So please check it out today. Go to: http://groups.yahoo.com/group/the_undergrnd/. Click on **Join This Group** in the upper right hand corner, sign up, and you'll start receiving the Daily Digest, a single email which summarizes the postings for that day. You can post your questions directly through the Yahoo site or reply to the digest.

The Underground is well-established and does a great job of bringing landscape professionals together in a supportive environment that's as close as the keyboard of your laptop or smart phone. Join me and make it better for all of us.

Mary Jo Childs, MJ Childs Landscaping



*New England
Nursery Sales, Inc.*

Building Relationships through Quality Plants from Select Growers

(802) 751-8400

(802) 751-8124 fax

PO Box 350, St. Johnsbury, VT 05819

nens@charter.net



Strathmeyer Forests



Diverse Inventories from Regional Growers,
Delivering Every Week with **No** Minimums!

1-800-639-1722



8th Annual Great Gardens & Landscaping Symposium

The 8th Annual Great Gardens and Landscaping Symposium will be held on April 1 & 2, 2011 at the Equinox Resort. For more information, registration, and a full schedule please visit www.pyours.com/Symposium2011.html.

As part of this event there will be a garden vendor area. The vendor area is open to symposium participants as well as to the general public *at no charge* on Saturday, April 2 from 9:00 - 4:00 p.m. The vendor area is only available on Saturday (not Friday night). The cost for topped table is \$100. If you are interested in being a vendor please contact Kerry Mendez at pyours@nycap.rr.com or by phone, (518) 885-3471. This event is sponsored by American Horticultural Society, Equinox Valley Nursery, Espoma, *Fine Gardening* magazine, Gardener's Supply Company, Luster Leaf Products, Neptune's Harvest, Proven Winners, SmileMonster.com, and White Flower Farm.

5th Annual Vermont Organics Recycling Summit

The 5th Annual Vermont Organics Recycling Summit: Building Our Composting Future will be held on Thursday, March 31, 2011 at Vermont Technical College in Randolph Center, Vermont. For registration and event details visit http://www.regonline.com/building_our_composting_future.

The 2011 Vermont Organics Recycling Summit (VORS) is a day of programs on "Building Our Composting Future" to further organics diversion and composting in Vermont. This year's Keynote is nationally recognized compost researcher, Will Brinton, Ph.D., founder of Woods End Research Laboratories, Inc.

VORS 2011 is hosted by the Composting Association of Vermont (CAV) and the Agency of Natural Resources, Department of Environmental Conservation (ANR/DEC). The Summit is held at the Judd Gym on the beautiful Vermont Technical College campus.

EVENT WEBSITE: http://www.regonline.com/building_our_composting_future. For registration, exhibitor & sponsor information contact: Roni Coleman, M.Ed, M.S. 802-277-3360 ext. 102, ronic@riverstoneresolutions.com.



High Quality Wholesale Perennials
- Exceptional Delivery Service -

802-334-8103

Cell: 802-355-2371

Fax: 802-449-1023

Email: sundancegardens@comcast.net

322 Gage Road • Newport Center, Vermont 05857

Elmore Roots Nursery
Our 30th year!



30,000 fruit trees growing
in Vermont began their
journey here.

802.888.3305 elmoreroots.com

Largest selection of fruit trees and berry plants in VT

Interior plant fungus gnat bio control

– the new rage!

There's a new bio control on the market for the control of fungus gnats: *Atheta coriaria*, commonly known as the rove beetle.

This comes as good news for interior plant lovers struggling with fungus gnats, a seemingly never-ending problem. The troublesome 2 ½ millimeter grayish to black flies resemble tiny mosquitoes which can easily be seen on yellow sticky cards. Their legs are long and slender and their skinny antennae are usually longer than their heads. With wings in shades of gray, fungus gnat adults are relatively weak fliers, and generally remain near potted plants. The small larvae live in the soil and feed on root systems.

Fortunately, there are a range of options for the control of pesky fungus gnats, including organic biological control agents. To date, interiorscapers have used the beneficial nematode *Steinernema feltiae*, the predatory mite *Hypoaspis miles* and the biological insecticide *Bacillus thuringiensis Israelis* (BTI) as control. Readily available from several suppliers, all of them work when applied to the soil, targeting the larval stage of fungus gnats.

And now the rove beetle enters the picture as the newest option.

Rove beetles are named as such because they “rove” around in the soil, looking for prey. They belong to the family *Staphylinidae*, one of the largest group of beetles. You have to look close to find these tiny guys: The adults are only 3-4 millimeters long. The immature stages are light yellow, darkening as they age. Once they grow into adults, they are dark brown. If you look closely, you will see small hairs cover their bodies and their wings are short, only covering half of their abdomen.

Don't let its tiny size fool you; the rove beetle is an aggressive predator. Rove beetles are specialized feeders on fly larvae and their eggs, and particularly like fungus gnat and shore fly larvae and eggs. Rove beetles have hearty appetites. The adult may consume up to 154 fungus gnat eggs in one day! It will also feed on thrips' pupae. With adequate food, at 68 degrees, the beetles can complete their life cycle in 16 days. They are, though, tolerant of a wide range of temperatures.

Another nice thing about rove beetles is that they are compatible with other biological control agents for

fungus gnats, such as *Hypoaspis miles*. This little mite is applied to the soil and often will colonize it, feeding on fungus gnat larvae. If you have soil that is treated with pesticides (or you are unsure), applying beneficial nematodes (*Steinernema feltiae*) instead would be the way to go – they are unaffected by many pesticides including fire ant pesticides which are commonly applied to tropical plants from suppliers in the Carolinas and Texas. These pesticides need to be leached out which would happen over a course of a few months with regular tropical plant maintenance.



Rove Beetle - *Atheta coriaria*

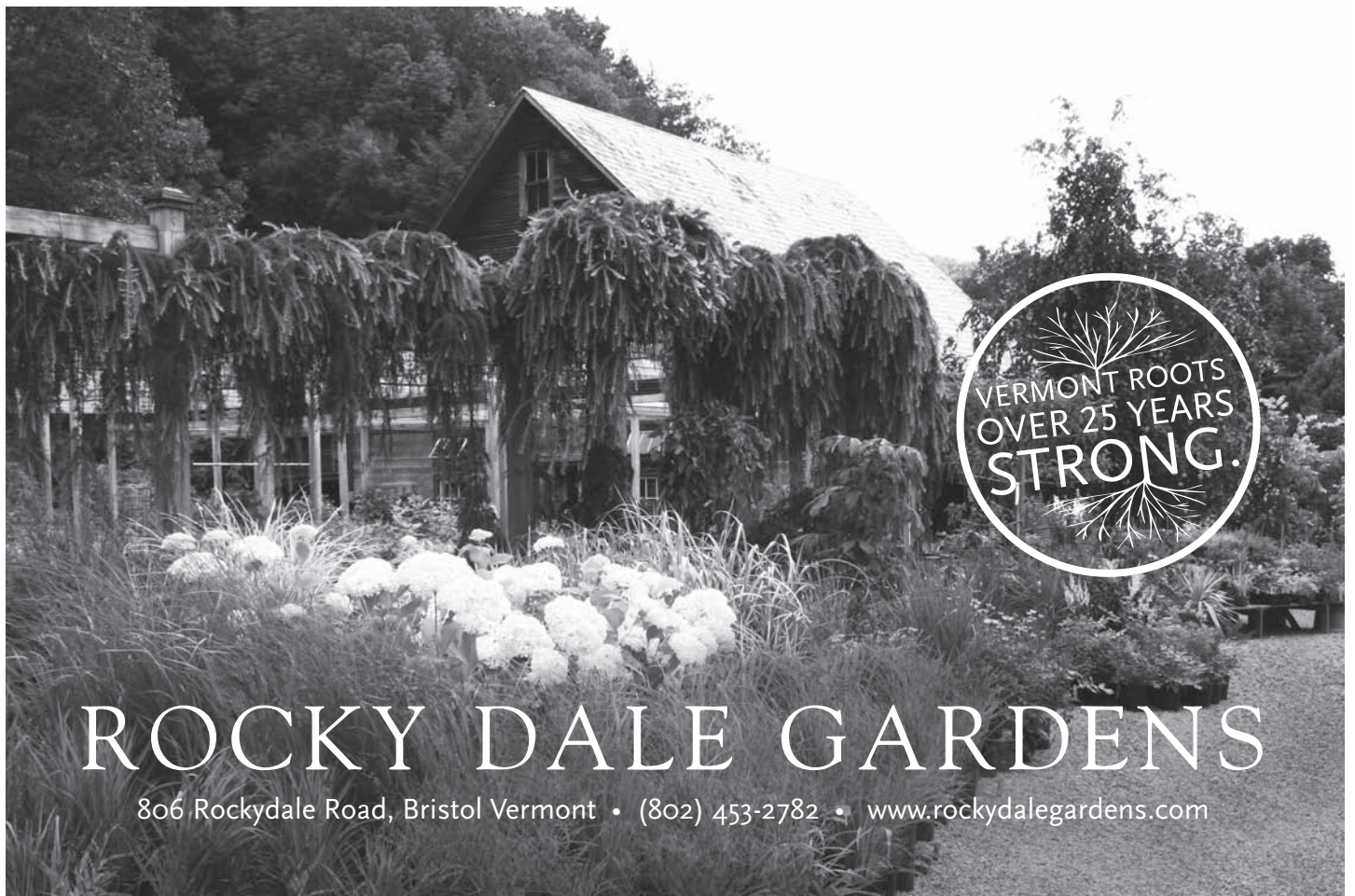
Rove beetles are naturally occurring, occasionally showing up in tropical nursery production to feed on fungus gnat larvae.

You don't have to go out and “look” for these good guys. You can have them delivered to your door step from several insectaries. The closest being Green Methods, located in New Hampshire, www.greenmethods.com.

Rove beetles come packaged in tubes or bottles with a peat moss carrier. To apply, just sprinkle the carrier on the soil surface. Companies that carry the rove beetle will provide you with further information about the beneficial effects and its compatibility with pesticides.

The war against fungus gnats today can be won. There are many options from which to choose. Selecting the right one for your interior conditions can make all of the difference.

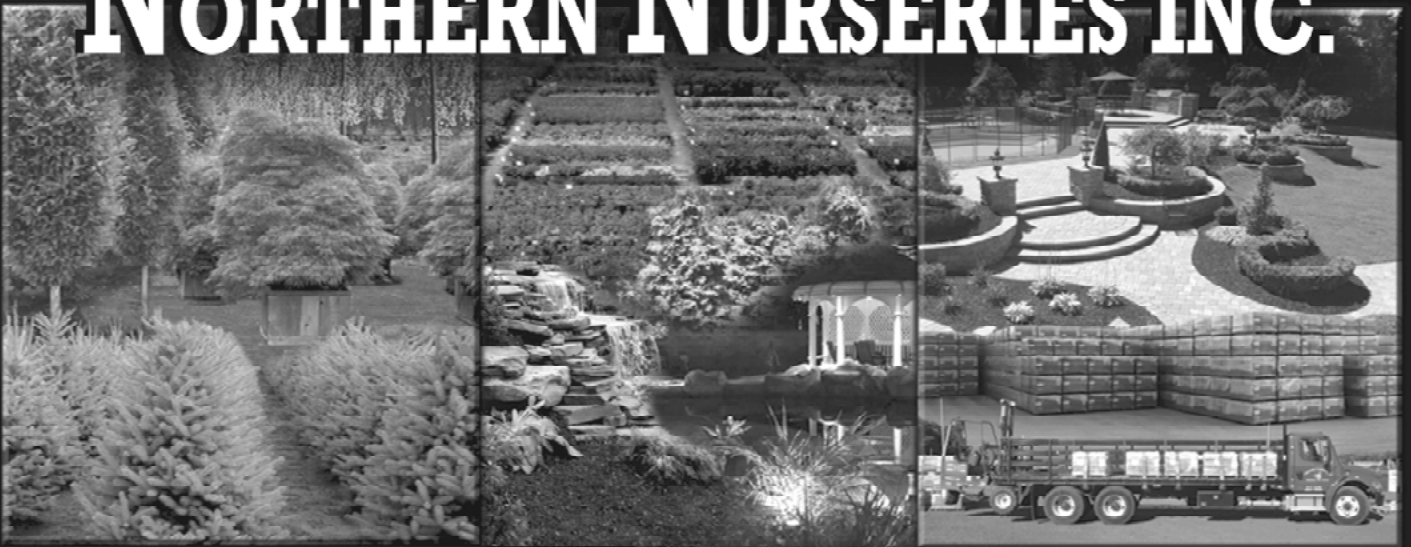
Joan Lynch, The Inner Garden, Inc.



ROCKY DALE GARDENS

806 Rockydale Road, Bristol Vermont • (802) 453-2782 • www.rockydalegardens.com

NORTHERN NURSERIES INC.



- Quality Plant Material • Complete Selection of Hardgoods • Stone Products
- Landscape Lighting and Pond Supplies • Spyder Delivery • Competitive Pricing

Wholesale Horticultural Distribution Centers

Member of
VNLA

2234 No. HARTLAND RD., WHITE RIVER JCT., VT

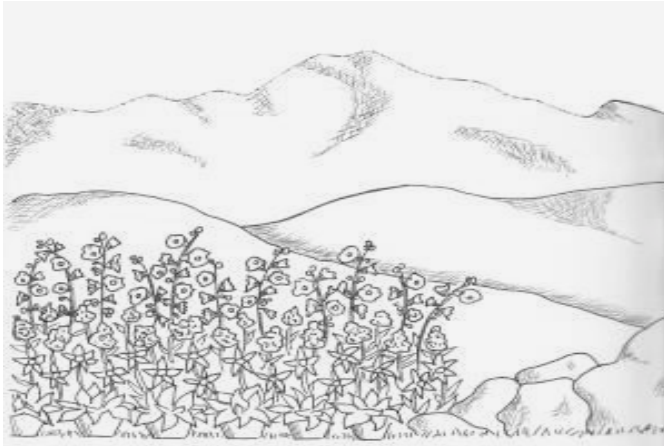
PHONE: (802) 295-2117

MANAGER: ERNIE FINNEY

FAX: 802-295-4889



Fairfax Perennial Farm Inc.



WHOLESALE PERENNIAL GROWERS

Growing a large variety of quality,
Vermont grown plants.

7 Blackberry Hill Road ~ Fairfax, VT 05454

perennialfarm@surfglobal.net

802-849-2775 ~ 849-2630 FAX

LAMELL LUMBER CORP.

ESSEX JCT., VT



QUALITY SOFTWOOD LUMBER • BAG SHAVINGS • BARK MULCH
FIREWOOD • STORAGE SHEDS • MARTIAL ARTS BREAKING BAORDS
KINDLING • STORAGE CONTAINERS

LOCATED ON ROUTE 15 IN ESSEX CENTER
(802) 878-2475

Get the best from OESCO!

VENTRAC

RENTAL UNITS AVAILABLE
CALL FOR DETAILS
& DEMONSTRATION



**VENTRAC
MOUNT
SYSTEM**

A full
complement
of attachments
are available.



Model 1305 Multi-use Tractor with Quick Change Attachments

DIAMETERALLY
INCREASE
PRODUCTIVITY &
EFFICIENCY



Power Units Are Used In The Forward Direction!

Hand tools including pruners & much more all available for sale online!



OESCO INC.

P.O. Box 540, Route 116
Conway, MA 01341

800-634-5557 • 413-369-4335

FAX 413-369-4431 • info@oescoinc.com • www.oescoinc.com

**Allen
Bro's
FARMS**

Growing deciduous shrubs,
hardy perennials, and
quality annuals for
landscapers, designers,
and retailers.

OPEN SEVEN DAYS A WEEK | EXIT 5 OFF I-91.



ALLEN BROTHERS FARMS

Westminster, Vermont

(802) 722-3395

www.allenbrothersfarms.com

Gardener's Supply

Your one-stop resource for landscaping

Savings!

Buy direct through our
Sunny Border
Nurseries perennial
brokerage program.



Solutions!

We are
now a
distributor for locally
owned North Country
Organics.



Source!

Expanded
in-stock inventory
of perennials at
50% off retail
prices.

Service!

New delivery
routes with
reduced pricing to
your area.



*Manny Dutra, Wholesale Supervisor; Brian Mitchell, Wholesale manager;
and Chris Remsen, Wholesale Lead*

GARDENER'S

SUPPLY COMPANY

Landscape Distribution Center
472 Marshall Avenue, Williston, Vermont

Wholesale Hours from May 1 to Midsummer:

Weekdays 7:00am–6:00pm, Sat. 8:00am–5:00pm, Sun. 9:00am–4:00pm

Phone: 802-658-2433 • Fax: 802-860-2936 • E-mail: wholesale@gardeners.com

2011 Vermont Flower Show

The Show will have happened by the time you read this! We hope to report in the next issue on a very successful show! We could not produce this show without our members, sponsors, master gardeners, and community volunteers who donated their time, labor, materials, cash sponsorship, and collaborative commitment to bring this show to the public.

THANK YOU TO OUR SPONSORS

Presenting Sponsors

GARDENER'S
SUPPLY COMPANY

THE *Essex*
VERMONT'S CULINARY RESORT & SPA™

**Price
Chopper®**

Garden Display Sponsors



TROWEL TRADES
SUPPLY INC

UNILOCK

Contributing Sponsors



Deborah Page
H.B. Davis Seed, Inc.

Floral Sponsor

**VERMONT
TECH**

In-Kind Sponsors

Adam Marsano
Anne Roche Furniture
Anne Zolotas, sculptor
Aquarius Landscape
Sprinklers, Inc
Artistic Landscaping
Bobby Williams
Bread and Puppet Theatre
Center for Technology of Essex
Champlain Stone, Ltd
Church Hill Landscapes, Inc
Claussen's Florist & Greenhouse
Clay deMelo
Cobble Creek Nursery
Colby Hill Landscape Company
Dixondale Farms
Dry Stone Wall Association of
Great Britain

Eric B. Glesmann Woodworking
Evergreen Gardens
Fairfax Perennials
Follert's Flowers
Full Circle Gardens
Gardener's Supply Company
Gardenside Nursery
Glesmann Gardens
Greenhaven Gardens & Nursery
Guy's Farm and Yard
Heffernan Sand and Gravel
High Mowing Seeds
Horsford Gardens and Nursery
Intervale Compost Products
Kate Brook Nursery
Lamell Lumber
Landshapes
Leonard Perry, UVM Extension
Linden L.A.N.D. Group
Long Leaf Landscaping, LLC
Maple Leaf Landscaping

Marie P. Limoge, Designer
for Landshapes
Marijke's Perennials Plus
McHutchison Gardens
Melita J. Bass, VCH
Middlebury Fence
Mitchell Quarry
Murphy Landscape Design &
Sitework
Nop's Metalworks
Northland Job Corps
Orchard School
Paris Farmer's Union
Patricia A. Hannaford Career
Center
Pete's Pines and Needles
Pleasant View Gardens
Price Chopper
Prides Corner Farm
Rocky Dale Gardens
Shannon Moulton

Shaw Hill Nursery
Sinclair and Kirsten Adam
South Forty Nursery
Sundance Gardens
The Essex
Tom Young, Auctioneer
Trowel Trades Supply, Inc.
Unilock
UVM Extension Master
Gardeners
UVM Horticultural Club
Vermont Garden Railway
Society
Vermont Organics Reclamation
Vermont Technical College
von Trapp Greenhouses





PO Box 92
North Ferrisburgh, VT 05473



VERMONT NURSERY & LANDSCAPE ASSOCIATION