Distinctive Plants For Your Landscape
2010 Selections

- 2009 Plants of Distinction -

Cercis chinensis ‘Don Egolf’ - Chinese Redbud
Helleborus x hybridus Pine Knot Strains - Lenten Rose
Ilex x ‘Virginiia’ - Holly
Agapanthus ‘Monmid’ Midnight Blue® - Lily Of The Nile
Hydrangea quercifolia ‘Snowflake’ - Oakleaf Hydrangea
Thuja x ‘Steeplechase’ (PP) - Giant Western Arborvitae
Buxus x ‘Green Velvet’ - Boxwood
Stokesia laevis ‘Peachie’s Pick’ - Stokes’ Aster
Musa basjoo - Hardy Banana

- 2010 Plants of Distinction -

Corylopsis pauciflora, Buttercup Winterhazel
Dryopteris erythrosora ‘Brilliance’ Autumn Fern
Eucomis ‘Sparkling Burgundy’ Purple Pineapple Lily
Rudbeckia subtomentosa ‘Henry Eilers’ Sweet Coneflower
Schizachyrium scoparium ‘The Blues’ Blue Bluestem
Yucca filamentosa ‘Color Guard’

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Dr. Bonnie Appleton - Retired
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Mission Statement: To Enhance and promote Virginia’s nursery and landscape industry.

Vision: to become the leader and resource for the Virginia nursery and landscape industry.

Objectives

Educated, Available Skilled Labor Force - GOAL: VNLA will continue to promote programs that will education, train and provide an available skilled labor force.

Effective Communication and Advocacy GOAL: VNLA will effectively communicate among staff, board, members, partners and the community.

Maximizing and Allocation Resources - GOAL: VNLA will secure increased funding from diverse sources and secure the necessary staff, board and committee members to run a dynamic organization.

Membership and Outreach - GOAL: Expand and communicate the value of membership

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President’s Message

First, I would like to thank everyone at the Hampton Roads Extension Center for hosting the VNLA Field Day. State legislators have been eyeing the Extension offices for cutbacks or closure. Thus it was timely to visit such a well maintained facility that represents Tech’s Virginia Beach base camp for important research and outreach to our industry and the rest of Agriculture. Blacksburg is a long way from a lot of important agriculture production in Virginia, and the Extension Centers are crucial in the disseminating research and gathering real time data. Your VNLA board was especially proud to be able to bring in such a renowned speaker like Dwight Hughes. In an era of shrinking margins and limited revenue growth, a speaker with experience in processes and systems aimed at reducing expenses was extremely relevant.

Water as intake and outfall will be the most relevant topic in our discussions for the near future. VNLA wants to make sure that we don’t play second fiddle to other industries with regard to this important resource. On the intake side, we have secured a position on the State Water Supply Advisory Committee. We did not originally have a seat on this Committee, but with the help of Mission H2O, we made a case for including us that was acceptable to the DEQ director, David Paylor. The proposed mission statement for the Committee is to “Advise DEQ in the development of policies and programs to ensure that the Commonwealth’s water resources are utilized equitably, efficiently, and sustainably for the benefit of all Virginians.” In short, we will be charged with dividing up the water pie. I am glad that we are part of the discussion.

As the editor of the Chesapeake Bay Journal, Karl Blankenship stated last January, “For the Chesapeake Bay, 2010 may go down in history as the year everything changed.” The EPA has stepped in to enforce the clean up of the Bay and that will mean significant changes for all of us in the Bay watershed. VNLA is dedicated to keeping up with all that will be entailed with regard to the clean up. The benchmark for clean up will be the TMDL (Total Maximum Daily Limit) of nitrogen and phosphorous for the Bay. Many call this the “pollution diet for bay.” This diet will be devised through a WIP, (Watershed Implementation Policy) that includes 4 major areas, wastewater, septic, Agriculture, and Urban Stormwater. Simply, our goal is to make sure that we will get credit for our current BMP’s (Best Management Practices) and that the Agricultural provisions are economically feasible and really address the conservation needs of our membership.

Finally, we have been in direct contact with State officials with our concerns about maintaining the immigrant labor force on which our industry depends. We have spoken directly to the Commissioner of Agriculture, Matt Lohr and the Secretary of Agriculture Todd Haymore. They both understand our positions, and have stated that they will make our concerns known to the McDonnell administration. Since so many Virginians are disassociated from Agriculture and do not realize our dependence on migrant labor, it is vitally important for us to educate them on the economic importance of this resource.

As I have stated before, the VNLA is your organization. If at any time you have thoughts or concerns, do not hesitate to contact us. We are here to serve you. Good luck this fall.

Ed Tankard, VNLA President
Thank you Letters – HRAREC Thank You

On behalf of the faculty and staff here at the Virginia Tech Hampton Roads Agricultural Research & Extension Center thank you and VNLA for being such great partners. Once again we have worked together to put on a successful annual field day event for both our organizations. I received many positive comments covering all aspects of the field day the location, program, auction, lunch, and exhibitors. It is always a pleasure working with you. We truly appreciate the opportunity to combine resources to extend the scope and educational efforts of our organizations for the benefit of the green industry in Virginia. We look forward to future collaborations. Have a healthy and productive fall.

Dr. Laurie J. Fox Horticulture Associate, AREC Field Day Coordinator

Letters – Thank you Gresham Award

I would like to thank you for selecting me as the recipient for the A.S. Gresham Jr Award of the Virginia Nursery and Landscape Association. It is a great honor when my academic and personal accomplishments are recognized by such a great association as the VNLA. This summer I worked at a landscaping company and by doing this it made me realize how much I love landscaping. Receiving a scholarship that is funded by a Nursery and Landscaping association also made me realize that one day I am going to be part of a wonderful group of people. Thank you again for selecting me.

Anne Howell

VNLA – Gresham Scholarship

The 2010 recipient of the A.S. Gresham Award is Anne Howell. Anne will be graduating from Virginia Tech in 2012. Her area of interest in Horticulture is Landscape Contracting. Her essay follows below.

“When I was a little girl I use to love the Disney movie the Little Mermaid. I would go to the beach or to someone's pool and always want to play

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mermaid. Ariel, the little mermaid, wanted to be human but her only problem was that she did not have two legs, she had a tail. She dreamed of being something else, something that was not possible in other mermaids’ minds. So I may not be a mermaid but I am a person that dreams of doing things that no one in my family would have thought about.

My family is not involved in Agriculture, the closest we are to being involved in Agriculture is that we own and ride horses. I never would have thought that I would be going into a career that was in Agriculture but I am and I love it. I have to say my family was a bit surprised but I was like Ariel, wanting to do something that no one else had, or at least had not done in my family. When I graduate from Virginia Tech, I am going to be a landscape contractor. I love trees and all the different aspects of them. When I am a landscape contractor I want to be able to use the different aspects of trees and other plants to make spectacular landscapes. I believe that the earth was given to us to use and the pure beauty of it is not used enough. I want to be able to share my knowledge of the earth's landscape with others.

I have been a leader in many things, FFA, Anchor Club, and Ruriteens to say a few. It took me a while to realize this but it is not that I am the leader but how I use other people to better the group or organization. For example, right now I am a Discipleship Leader at the BCM (Baptist Collegiate Ministry) at Virginia Tech. Basically a Discipleship Leader is a facilitator for a bible study. Going into this leadership role I thought it would be easy, but in truth it is not as easy as it sounds. I do not just get the bible study plans and tell the other girls what the study is about but instead try to get them to share their ideas on what the study is about. This is a great learning opportunity because it shows what a true leader does; use the followers to make everything run smoothly. The leader does not just tell people what to do but sees the ability that each person has and uses it to better the group.

The love of my major, and my leadership attributes are the reason I applied for this scholarship. I would like to thank you for considering me for the Undergraduate Horticulture Scholarship.”

Edited by Sandy Miller

---

VNLA – Laird Scholarship Recipient

David King Recipient

I am currently looking to graduate in the spring of 2011. I have held two steady jobs while attending Virginia Tech; one, doing landscaping work for a local resident of Blacksburg, and two, assisting in the growth and maintenance of plants needed for research in the Biochemistry department. I have been selected for a competitive internship opportunity this summer, where I will be working for Brickman Group—a prominent landscaping company spanning over 29 states—learning about different aspects of corporate landscaping.

I feel my educational, as well as work and internship experiences will give me the necessary foundation for a future career in landscape contracting. I plan to graduate from Virginia Tech in 2011 and after graduation, gain further experience with an established landscaping company before working with my brother. Moreover, my background will provide strong means to manage and profit my brother's residential landscaping company.

I am very humble and proud to have been afforded the opportunity to attend Virginia Tech and study under exemplary faculty members. I have gained much insight that will undoubtedly supplement my future endeavors in Horticulture and landscaping, and I will always be proud to be a Virginia Tech Hokie.”

Edited by Sandy Miller
News - Perennial Plant
Association Honors
J.W. Townsend, Inc.

Hilliard, Ohio- The Perennial Plant
Association (PPA) presented Bill
Mauzy of J.W. Townsend, Inc., in
with a plaque for winning a PPA
Landscape Design Merit Award at the
28th Annual PPA Symposium in
Bill is a landscape designer with J.W.
Townsend in Charlottesville, Va.

The design for this garden was based
on upon the client's love of the Wil-
liamsburg, Virginia area and the resi-
dence and property at which the gar-
den was to be installed. The farm-
style house called for a classic design
with attention to the functional as-
pects of both the site and garden. The
client's love of cooking as well as the
interest in medicinal herbs served as
the foundation on which the plant
palette and structure were designed.

The challenge of this garden, heavy
with herbs, was drainage. Proper drain-
age was first installed throughout the
space before planting began. Signifi-
cant preparatory work for drainage and
soil had to be completed before the
project could be planted. The judges
enjoyed the design and agreed the lay-
out was true to historical reference.

Other award recipients included:
- Warren Klink, Urban Thickets,
  Beaux Arts Village, Washington
  (two awards)
- Maryjane Klein, Maryjane Inc.
  Landscape Design Assoc., Evan-
  ston, Illinois • Cathy Bell, Goldner
  Walsh Nursery, Pontiac, Mich.
- H. Paul Davis, H. Paul Davis
  Landscape Architects, Washington,
  D.C. (two awards)
- Joel John, M. J. Design Associates,
  Plain City, Ohio (two awards)

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Nandinas          Hydrangeas          Viburnums

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The Perennial Plant Association mission is to provide education to enhance the production, promotion, and utilization of perennial plants guides the Symposium.

Contact: Steven Still- Executive Director, Perennial Plant Association (614) 771-8431 ppa@perennialplant.org www.perennialplant.org

News – Matt and Elizabeth Shreckhise New Baby

Daniel Mason Shreckhise was born to Matt and Elizabeth the evening of September 23, 2010. He was born at 8:48 pm. He weighed 6 lbs 8 oz and was 20.5 inches long. Mom, Dad and Mason are doing great. Mimi and Papa are doing great too.”

Matt Shreckhise is a current Communications Director on the VNLA board. He is the son of Danny Shreckhise, who is a past president of the VNLA and co-owners of Shreckhise Nurseries.

Congratulations to the new mom and dad and the grandparents also.

Edited by Sandy Miller

News - Environmental Odds and Ends

Hardly a day goes by that I don’t hear someone use the word sustainable when speaking about landscaping, design, building, agriculture – even clothing. Sustainable has become the newest mantra of the environmental movement. I hear it in the news. I hear it on the gardening shows that come on TV on Saturday and Sunday mornings. I read it in gardening magazines. There are numerous books on the shelves at Barnes & Noble extolling the virtues of sustainable living. I wish I knew what it means. I know what Webster’s says it means. I know what I think it means in the context of the environmental movement, but I don’t think my definition matches anyone else’s.

At Field Day in September I heard a talk given by Dr. Laurie Fox at the Hampton Roads AREC on sustainable landscape design that most closely matched what I think about when I hear the word sustainable. As informative as her talk was, however, it was the display garden that showed me that I was on the right track. In fact I would be willing to bet that most of us were using sustainable practices a long time before the word became fashionable. As kids, most of our parents used sustainable practices, but back then people just called them cheap. Hand-Me-Downs, recycling building materials to build a garage, barn or workshop, a vegetable garden in the back yard – all examples of sustainability.

The HRAEC display garden showed examples of the use of common materials used in uncommon ways, such as rubber mulch made from shredded tires, border materials made from recycled plastic and old beer bottles (green glass, must have been an imported beer) to name just a few. But there is more to it than that. Have you ever heard of an Earthship? What about a material called Urbanite? No? I know you’ve heard of solar panels. What if I told you that they are growing them now?

An Earthship is a building made from old tires filled with dirt and stacked on top of each other to make walls. The tires act as a form into which dirt is placed and pounded until a wall is created that is as hard as concrete – and just as strong. It’s very old technology. The Chinese built the Great Wall in this manner, except they used bricks rather than old tires. I don’t want to live in a house made of tires and I doubt any locality in Virginia will allow this type of building construction for a residence, but I would build garden walls like this, or a garden shed or maybe a play house for a customer’s kids. I can get all of the old tires I want for free which means a healthy profit at the end of the job. Want to know more? Look it up on line at www.greenhomebuilding.com. This site shows what is possible and you can even purchase how-to books. I think re-using old tires for garden structures counts as using sustainable practices.

The term Urbanite, when used in the context of recycled materials, is used to describe chunks of concrete left over from the demolition of sidewalks, patios or floors. Most landscape contractors have demolished concrete sidewalks at some point. The result is
chunks of concrete of varying sizes that are relatively flat on two sides and have what amounts to a split face. These chunks are now being recycled to be used as retaining walls. Follow the same guidelines as with any other concrete wall block regarding the footing and height. Stack them up, glue them together, fill the cracks and voids with soil, add plants and you get an interesting wall from a material you got paid to remove and didn’t have to pay anything to dispose of. That seems sustainable to me, too.

It doesn’t take a genius to use sustainable practices but it does take some imagination. Some of the most imaginative methods and materials have been used by architecture students at Auburn University in what is now called The Rural Studio. Since the early 1990’s, architecture students have been designing clean, safe, functional housing for the poor of rural Alabama. Their materials are whatever they can find for free. They have built houses from salvaged lumber and bricks, tires (see, I didn’t make it up), bottles, hay bales, baled cardboard and concrete rubble. You can see the results in a book titled: Rural Studio – Samuel Mockbee and an Architecture of Decency. You can see how to build using these materials in a book titled: Building Green by Clarke Snell and Tim Callahan.

I’m not forgetting about the nurserymen and growers in the membership. We all know about solar energy, right? It’s the ultimate in sustainability. What would you say if I told you that scientists are now growing solar panels using tobacco plants? Researchers at the University of California at Berkeley have genetically altered the Tobacco Mosaic Virus to make tobacco plants grow photovoltaic cells. Sounds like something out of the X-Files, doesn’t it? The genetically altered TMV is sprayed on mature tobacco plants causing the tobacco plants to produce cells that can be harvested, processed and used to make photovoltaic cells (solar panels). The process isn’t very efficient at this time but just think what will happen if it’s perfected. The type of tobacco used in this process isn’t a nursery plant, but there are a bunch of different species of nicotiana – you might even grow some. What if they discover that the species you grow works better than the one they are using now?

I don’t wear tie-dyed shirts. I don’t sit around burning incense and rubbing crystals. I believe in the benefits of the use of soap. I’m just a landscape designer/contractor who is a certified greenroof installer and I’m going to become LEED certified. I really don’t know what sustainability means. My customers don’t know what the word means either but they like the sound of it and that’s enough for me to start thinking of different ways of doing things. I’m keeping my mind open to the possibilities.

By Tom Thompson,
Natural Art Landscaping,
VNLA Environmental Affairs Director
Beautiful Gardens Update

Rare azaleas and a Hokie colored Daylily are in the works for upcoming promotions through the Beautiful Gardens’ program.

‘White Spider’ - a beautiful, white petaloid azalea developed by the late Dave Wagner in Burtonsville, MD, and introduced by Don Hyatt, Fairfax, VA. Don is a national authority on azaleas and rhododendron, and we are proud to have him as a member of the Beautiful Gardens’ plant selection committee.

Doug Hensel, BG Chair, looks at daylily tissue cultures

We have been diligently working with the tissue culture lab at the Institute for Sustainable and Renewable Resources (ISRR) in Danville to produce the azalea plantlets for our exclusive production and promotion. First delivery of plants from the lab will be spring 2011. The three varieties are all evergreen with ties to Virginia breeders.

‘Koromo-shikibu’ – following the spider theme, ‘Koromo-shikibu’ is a fragrant, lavender petaloid azalea that makes a great companion for ‘White Spider’ because they are both early spring bloomers.

‘Sandra’s Green Ice’ - a Virginia plant from start to finish, Dr. Sandra McDonald of Hampton, VA selected and named the best seedling from a cross made by Don Hyatt. Flowers are a pale yellow green to the base, shading to white toward the margins.

Our Hokie daylily is a new plant introduction that has been registered with the American Hemerocallis Society and will be marketed under the name ‘VT Spirit’. Hybridized by Linda Pinkham, former co-owner of Smithfield Gardens, and developed by ISRR, ‘VT Spirit’ is a triploid daylily that took a blue ribbon at the Richmond Daylily Show and a yellow ribbon at the Tidewater Daylily Show during the summer of 2008. With beautiful orange and maroon flowers beginning to show in late May/early June, flowering continues through August. In addition to an extended bloom period, ‘VT Spirit’ is also a vigorous grower with evergreen foliage.

Beautiful Gardens is in need of VNLA growers who are willing and able to produce liners for both the azaleas and the daylily. Azaleas will come from ISRR as Stage III tissue culture plants that will need to be acclimated to soil in greenhouse conditions. The daylily must be grown in the field with irrigation and protection from deer predation. If you are interested, please contact me, Lisa Lipsey, llipsey@vt.edu, for further information.

Lisa Lipsey, Program Coordinator
Beautiful Gardens Grow with Confidence®

Kadong Da, Rick Baker, Barry Flinn, Doug Hensel view Daylilies at IALR
In 2002, the Green Industry Council conducted a branding study with David Martin and BrandSync Inc. to identify our strengths and opportunities to promote the horticulture industry across Virginia. The results of the study produced our GoGreen mantra, and little did we know, we were way ahead of our time in identifying a green mission. The study helped to crystallize our mission of being the unified voice in promoting sound principles and practices that ensures proper stewardship of the environment for our industry. Now, GoGreen, our signature, is the mantle the environmental community touts across the country.

The Chesapeake Bay is front and center on everyone’s mind, and many are concerned how our industry will be impacted with pending legislation. The crops had been planted, summer arrived, school was let out, but the legislature labored on. The regular session was adjourned on March 11th, but Gov. Kaine called the General Assembly back into special session on the 20th. Gov. Kaine has up to seven days to offer amendments, veto, or allow the HB680 & 1423 establishing the BioFuels Production Incentive Grant Program & Fund for ten years which provides grants to producers of biofuels. Sen. Reynolds (D-Henry) and the owner is not negligent. Parent is not in the business of providing agritourism activities for the public engaged in the business of providing agritourism activities for the public. SB38 limiting the liability of persons engaged in the business of providing agritourism activities for the public. SB38 limiting the liability of persons engaged in the business of providing agritourism activities for the public. The crops had been planted, summer arrived, school was let out, but the legislature labored on. The regular session was adjourned on March 11th, but Gov. Kaine called the General Assembly back into special session on the 20th. Gov. Kaine has up to seven days to offer amendments, veto, or allow the HB680 & 1423 establishing the BioFuels Production Incentive Grant Program & Fund for ten years which provides grants to producers of biofuels. Sen. Reynolds (D-Henry) and the owner is not negligent. Parent is not in the business of providing agritourism activities for the public engaged in the business of providing agritourism activities for the public. SB38 limiting the liability of persons engaged in the business of providing agritourism activities for the public. SB38 limiting the liability of persons engaged in the business of providing agritourism activities for the public. We need to continue to be at the table as this environmental road unfolds. We support proper nutrient management criteria established by DCR, VA Tech, and our Green Industry which is based on sound scientific data with a reasonable economic timeline. We need to continue to be at the table as this environmental road unfolds.

Virginia Green Industry Council is currently working with Dr. Joyce Lati-mer at Virginia Cooperative Extension on a survey “How Green Is Your Business?” and a recycling project.

The survey is for the commercial greenhouse, nursery and garden center operations to estimate the current and potential incorporation of “green” practices in these areas. The goal is to provide educational or promotional resources to enhance these businesses to market and promote the green industry. Additional survey instruments are being developed for the other sectors of the green industry. Participation will be paramount in the success of this survey. Virginia Cooperative Extension, the Virginia Green Industry Council and the Virginia Master Gardener Association are conducting a Pilot Project in the Richmond area to recycle plastic gardening pots. The goal is to engage homeowners to return pots to garden centers for recycling. By doing this, we have also identified grower and landscaper interest in recycling pots. [Continued on page 16]
Go ahead .... shoot!

a Plant
a Nursery
a Landscape Design or installation
any Green Industry object you think would make a great photo

VNLA Photo Contest
A winner and prize for each bi-monthly VNLA newsletter
– 6 total per year.
One Grand Prize winner chosen at the end of the year.

Details at: www.vnla.org/AboutVNLA/photography_contest.htm
VNLA - Photo Contest

Rules & Winner

1. The contest is open to any photographer (amateur and professional) except members of Board of Directors of VNLA and their families. Entries are limited to VNLA members and their staff.

2. Each photographer may enter up to three (3) digital images per Newsletter deadline (see #6). E-mail images to info@vnla.org. Include your name, phone number and occupation. One winning entry per photographer per year. You may re-enter non-winning entries.

3. Please e-mail images separately. Feel free to elaborate on any story surrounding the photograph. Photos should be 300 dpi high resolution.

4. All photographs submitted must have been taken in Virginia within the past five years.

5. All photographs must be related to the Green Industry. The subject can be located in a nursery, back yard, or in a landscape--just so it is obviously related to the green industry profession.

6. Deadline for submission is 5:00 p.m. on the Newsletter Copy Deadline, which is the 15th of January, March, May, July, September and November. All submissions become the property of the VNLA.

7. Model Release forms are required with each photograph which contains a clearly identifiable person. Release forms are available from the VNLA office, on request, and are also available for download from the VNLA website at Model release in MS Word format or Adobe PDF format.

Judging done by the VNLA Communication Committee. All decisions are final.

Winner of the September/October 2010 Photo Contest

Night Blooming Cereus. The remarkable blossoms of the Night Blooming Cereus open in the early evening hours and peak between 1:00-2:00 a.m. in the morning. The exquisite fragrance is unlike any other flower. The flowers remain open throughout the night, but wilt as the sun rises.

Photo Winner: Joyce Harris
Joyce Zeitlin Harris
703-356-6377
Horticulturist
Camera: Canon PowerShot SD790 IS

“Win $50, submit your photos!
Good Luck and Happy Photographing!

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2011
Virginia Certified Horticulturist
Review Class & Test

See Details on page 41
Other Projects

Virginia GoGreen Garden Festival (held September 11, Science Museum of Virginia)

- Provides our industry with an opportunity to put a face on our industry
- Reaches out to the public
- Promotes Virginia grown plant material, professional lawn services
- Reinforces sound environmental stewardship principles.
- Conducts a Plant Sale to benefit the Green Industry Council
- Virginia Green Industry Council at the State Fair of Virginia:
  - Sponsors the Student Gardens Competitions
  - Provides plant material for the grounds
  - Helps with the plant installation
  - Conducts a plant sale after the Fair with the donated plant material, benefitting the Council
  - Has signage during the Fair recognizing the donations by the Virginia Green Industry Council members

These projects are some of the examples of things we are doing to keep our GoGreen mission moving forward.

On behalf of the industry I want to thank all of the Virginia Green Industry Council members for their dedication and hard work in promoting the green industry across Virginia. I especially want to thank the VNLA for its ongoing support of the Virginia Green Industry Council.

Winfall Nurseries, Inc. is located in Winfall, Virginia about 12 miles south of Lynchburg, Virginia in Campbell County. C. Wyatt Elliott is the president and owner along with Jessica D. Elliott, secretary and owner. They have been in business since 2000 as a wholesale grower.

It is located on property that has been in the Elliott family for over 200 years and many generations. Our home and office are located in a house that was built by Wyatt’s great grandfather, and Wyatt and Jessica’s children are the fifth generation to live in the house. The farm was originally a vegetable and tobacco farm, before being converted to beef cattle and now nursery production. The farm is over 200 acres with about 80 acres in nursery production (15 acres of container and 65 acres of field production).

The nursery propagation started in 2000, container production in 2001, and field production in 2002. The primary purpose for starting the nursery operation was because Wyatt wanted an agricultural enterprise that would make the family farm profitable now and for future generations, so that our family could stay on the land and protect a way of life in United States that is rapidly fading away right before our eyes.

Market niche: We supply high quality B&B trees, container shrubs and container trees to landscapers, re-wholesalers, and independent garden centers in VA, MD, WV, and NC. We strive to deliver a higher quality plant than is expected.

Business philosophy: Grow what sells AND treat other people (customers, vendors, and employees) better than I expect to be treated.

Wyatt’s favorite plant: Any tree or shrub that is sold and on a truck or trailer leaving our nursery

Dislikes: Dishonesty, Laziness, People who don’t follow through on what they promise.

Best Habit: Start every day in God’s Word (Holy Bible) and prayer

Hobbies: Wyatt likes to bass fish but currently his main ‘hobby’ is raising kids – a six year old son and two year old daughter

Hero: My wife Jessica is my hero because of her dedication to our family and her determination to do things right. She is the glue that holds everything together, family and business, and she pushes us to do the best that we can do.

Favorite Quote #1: Proverbs 3:5-6
“Trust in the Lord with all your heart and lean not on your own understanding; in all your ways acknowledge him, and he will make your paths straight.”
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Grade Stakes - Markers
Silt Fence - Survey Stakes
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Favorite Quote #2: “Don’t sweat the small stuff...and it’s all small stuff.”
Everything that we see is temporary. The only way to get a grasp on what is real and true is through faith in God and his Son, our Creator and Sustainer.

Aspirations: To make an honest living and to have a viable, sustainable operation for my children if they chose to pursue a livelihood in horticulture.

Hardest Part of Your Workday: Fixing something that was not done right the first time.

Best Part of Your Workday: A rainy summer day when God takes over all of the irrigation.

Helpful Hint when Handling Employees: Be up front and honest with what is expected from everyone. Handle mistakes and reprimands quickly. Understand that no one is perfect and we all make mistakes.

Hottest Upcoming Trend: I’d love to know because I’m usually late.

Best Advice Ever Received: You can’t spend yourself rich.

How or Why in Business so Long?: We have only been in business for ten years, so I consider us relatively new for a wholesale grower. We do offer diversity of plant products both field grown and in containers, and we have been truly blessed with a few loyal customers who do what they can to buy plants from us. We are also small enough that we are able to adapt more quickly to the ever changing circumstances in this business.

Biggest Disaster in Business History: We contract grew a large number of plants for a customer which required an expansion of our container growing facilities, but the company backed out when the economy slowed – so we got stuck with the finished material, the step up material, and the liner stock.

Future Plans: We plan on diversifying our operation more, adding new plants, changing our mix of plants and sizes available, and looking at other enterprises outside of the industry.

How has the industry changed since you started?: Over the past ten years we have gone from explosive growth in the industry and our own operation to negative growth. We have struggled with growing pains and how to keep up with demand to struggling with how to keep and even find a demand.

What do you know now, that you would have liked to know when you started in business?: I have learned that the nursery business is more about cultivating relationships with other people than about cultivating plants. Relationships with customers, employees, and vendors are critical to survival. I have learned that delegating duties and tasks is critical to freeing up time to pay attention to the details, and that delegating helps to inspire willing employees to grow and truly shows you who you can rely
on. It takes a dedicated team to be successful, and quality plants start with quality people.

Where do you think the green industry is going in the next 10 years? That’s a question that is on everyone’s mind right now due to the economic circumstances in our country. I think that the communication factor is huge. People want and expect answers quickly and it means a lot to customers when they can talk with ‘the boss man’ directly. I think that growing high quality plants will continue to be of utmost importance to survival. Final buyers of our product are educating themselves more on plants and are wanting a more sustainable and permanent landscape, not just something that will look good now. They are paying more attention to landscape details and what is the right plant for the right location. Trees and shrubs that are native to certain areas have become and will continue to be important, as well as low maintenance and of course, flowering trees and shrubs. The easier it is for customers to do business with your company will be more important than pricing. I truly hope that the economic woes of the industry do not ‘take the fun out of it’.

Wyatt attended Rustburg High School where he graduated 1991. He then attended Virginia Tech where he graduated in 1995.

Winfall Nurseries, Inc.,
C. Wyatt & Jessica Elliott,
336 Elliott Road, Gladys, VA 24554,
Home and Office Phone: 434-332-5701,
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www.winfallnurseries.com
Edited by Sandy Miller

News - Butchart Gardens at Its Best

All of us want to have a nice looking yard and garden. Something blooming from early spring to late fall with pleasant scents greeting us when we have those rare moments to take a break - no weeds to pull, no bugs to do battle with and the grass always just right. There is such a place and I had the good fortune to visit there recently, take in its tranquil beauty and talk with the staff about making house calls to Fulton, Maryland.

Butchart Gardens is located on the Saanich Peninsula of Vancouver Island, British Columbia about 15 miles north of the capital city of Victoria. It was established in 1908 by Jennie Butchart on the site of her families lime quarry. The quarry was abandoned due to the decreasing quality of stone. Mrs. Butchart, an avid gardener, had the resources and the vision to begin designing a public display garden that is now regarded as one of the top five in the world (staff at Butchart will tell you that they are No. 1). She planted two arborvitae at he center of the quarry on either side of the workmen’s path. There are two upright arborvitae to this day (third plantings) in that location to mark the beginning of this historical, horticultural wonderland.

The Butcharts traveled extensively and brought back rare and exotic plants from around the world to help create the “theme” gardens that today include: the original Sunken Garden, Japanese, Rose, Italian and Mediterranean gardens. Their estate is named “Benvenuto” and lived up to its name welcoming over 50,000 people a year by the ‘20’s. The family continues to own and operate Butchart Gardens to this day.

The Gardens now cover 55 acres of meticulously planned floral presentations. Fifty full time gardeners manage a staff of up to 350 people during the peak growing season who plant, trim, maintain, feed, sell in the shops and greet you at admissions. As many as 1,250,000 people have visited Butchart Gardens. Visitors come from all parts of the world to see the near perfection that exists around every corner. Fireworks are offered on Saturdays during the summer, concerts go on almost every night and the beauty you see during the day can only be surpassed by the lighted grounds at night – truly breathtaking.

While at Butchart Gardens I had the opportunity to visit with Director of Horticulture, Richard Los. Richard has been at Butchart for several years and still marvels at all he and his staff must do to maintain and improve the views and featured plants. For many years the staff grew most of the plants used in seasonal beds. As more and more new varieties of annuals and perennials came to market the approach changed to relying on local growers and garden centers to provide and suggest plants that Butchart should consider.

How many different plants are displayed at Butchart, Richard said they have started to take inventory on several occasions and can never quite get to the end. He does know that for the 2010 season they will use over 900 different annuals as they change out the beds from spring to summer.
to fall and to winter. The Saanich area of Vancouver Island is listed as growing zone 8. This allows for selected specimens of tropical’s and a beautiful Mediterranean Garden.

Annual and perennial beds are planned a year or two in advance. Plants of different colors, textures, heights and fragrance are planted together in trial gardens to determine how they ‘go together’. Winning combinations are then scheduled for installation the following year. The Gardens open at 10 AM each day with staff doing most of their prep work from first light to opening time. During the day a very few workers can be seen discreetly deadheading, checking for insects and just primping. Most plants are watered through an extensive drip irrigation system that pulls water from several spring fed ponds on the Estate and from deep wells. “Natural” controls for insects and disease are used wherever possible and recycling is encouraged in the public areas as well as the production areas.

It was hoped that I could find some great ‘new’ plant introductions for the Beautiful Gardens program, but as a display only garden that was unfortunately not possible. However, there were some good nominees for the BG plants of Distinction program that you will see over the next several years.

For anyone who is involved in the growing of plants, the designing of landscapes, the creation and installation of beautiful outside places, Butchart Gardens was the summation of all we strive to do. My own yard still looks pretty good, but I find I now spend a little more time edging, weeding and moving plants around now that I have visited the world renowned Butchart Gardens.

By Traveling Newsletter Reporter
– Rick Baker

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**News - Encore Azalea**

**Announces New Cold-Hardy Findings**

19 Encore Azalea Varieties Hardy to USDA Zone 6B; 10 Varieties Hardy to USDA Zone 6A

LOXLEY, ALA. – August 3, 2010 – Years of trials in botanical gardens, university trials and plant nurseries have yielded important new cold-hardy findings about Encore Azaleas, according to Kip McConnell, director of Plant Development Services, Inc. The studies reveal that nineteen varieties of Encore Azalea are cold hardy to USDA Zone 6B and 10 of those varieties are cold hardy to USDA Zone 6A. Encore Azalea is the only brand of azalea that has multi-season blooms. Plant Development Services Inc., an innovator in bringing exciting new plants to the consumer, manages the Encore Azalea wholesale grower network.

“These findings significantly expand the accepted growing areas for Encore Azaleas,” says McConnell. “For years, garden centers and home gardeners in these zones have told us about their success with many of our varieties during cold weather and now these findings confirm their cold-hardiness. Years of research confirm that even more gardeners can now enjoy Encore Azaleas since these varieties continue to thrive, even through winter freezing.”

Ten varieties consistently exhibited cold hardiness throughout Zones 6A and 6B:

- Autumn Amethyst
- Autumn Carnation
- Autumn Cheer
- Autumn Lilac
- Autumn Royalty
- Autumn Ruby
- Autumn Sangria
- Autumn Sundance
- Autumn Sunset
- Autumn Twist

In Zone 6B, 9 additional varieties also consistently exhibited solid cold hardiness:

- Autumn Bravo
- Autumn Carnival
- Autumn Debutante
- Autumn Embers
- Autumn Empress
- Autumn Monarch
- Autumn Princess
- Autumn Sweetheart
- Autumn Rouge

For best results in Zones 6B and colder, gardeners should plant in spring or early summer. In Zones 7-9, Encore Azaleas benefit from fall and late summer planting schedules. Encore Azaleas may need special care in zones colder than 6A, but their multi-season blooms make them ideal for container gardens. As a base plant in a container garden, Encore Azaleas can be paired with seasonal favorites, and then moved inside when a winter freeze threatens.

Encore Azaleas begin blooming each spring like a traditional azalea. Once this initial blooming concludes, new shoots begin to grow and set buds. Blooms emerge again in mid-summer and continue in many areas until first frost; that’s something no other azalea can consistently do. Today, the 25 varieties of Encore Azalea offer a growth habit and bloom color for every landscape. The evergreen shrubs enjoy more sun than traditional azaleas, but offer the same easy care.

Encore Azaleas are the invention of plant breeder Robert E. “Buddy” Lee of Independence, Louisiana. PDSI, based in Loxley, Ala., assisted Lee in the 15-year hybridization and selection process, and now manages the wholesale grower group that brings Encore Azaleas to gardeners across the Southeast, Mid-Atlantic, Northeast, Northwest and California.

*For more on Encore Azalea varieties and their USDA zone hardiness, please visit [www.EncoreAzalea.com](http://www.EncoreAzalea.com)*

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**News - Summer Tour 2010**

This year’s VNLA Summer Tour included stops at the Virginia Zoo in Norfolk and the Norfolk Botanical Gardens. A group of 39 people received behind the scene tours at both locations.

The first stop was at the Zoo. We were met by Marie Butler, the Landscape Coordinator for the zoo. Marie kept us entertained with her energetic and informative stories. The special issues that the Zoo faces with the landscaping can be a huge challenge. Issues such as site distances for the train operator, can the animals reach potentially dangerous plants to them and “people control” are just a few of the obstacles faced when doing landscape design at the Zoo. The Zoo has over 400,000 people visit each year.

*Brian O’Neal (r), Director of Horticulture, Norfolk Botanical Garden guiding a “behind the scenes” tour*
From the Zoo, we went to the Norfolk Botanical Gardens. We were met by Brian O’Neal. Brian is the Director of Horticulture at the Garden. We were provided with a private tram ride around the gardens. We also did a behind the scenes look at the production areas for the gardens. In addition, we were able to look at the Beautiful Garden Test Plots located at the gardens.

Perhaps the best part of the Botanical Garden Tour was the free time at the end of the tour. We were able to wander about the gardens to visit the sites the most interested the individual.

Again, thanks to both Marie and Brian for making themselves available to our group. It is always interesting to talk to other pros and to hear of the special issues they deal with in their work.

Provided by Steve Grigg, VNLA Education Director and Tour Organizer

Tips - Longwood Gardens Launches Plant Explorer Website

Longwood Gardens, in Kennett Square, Pennsylvania, has launched its Plant Explorer website. Plant Explorer allows you to look up any plant by name and provides unprecedented access to Longwood’s plant records, plant images, garden information and interactive maps.

You can access Plant Explorer at http://plantexplorer.longwoodgardens.org

Your digital connection to Longwood’s collections; Mark Glicksman, glicks@bg-map.com, www.bg-map.com

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VSLD - Do You Look Good Naked?

Well, actually, I meant to ask ‘Does your client’s garden look good naked in the winter?’

After the leaves have fallen and we have rounded them up for compost or disposal, what’s left is what we have to enjoy for the next 3 or 4 months. This is a substantial part of the year, and in my book it is a wonderfully serene time with NO MOSQUITOES! The entire garden and landscape looks so different. It is simple in a soothing and comforting way.

As both a designer and a horticulturist, I can’t help but to evaluate the elements that compose our winter landscape. The most remarkable area for me is form created by our hardscape elements. This could be a patio, walkway, fence, an interesting statue, or simply a beautiful container filled with seasonal plants or branches. These notable hardscape elements are accentuated by plant choices. Try using plants that offer colorful winter berries. A few valuable additions to try might be Winterberry (Ilex verticillata), Nandina, Hawthorne (Crataegus viridis ‘Winter King’), Aucuba japonica, and Viburnum.

There are also many low maintenance plants that offer valuable winter flowers and fragrance. My all time favorite is Daphne odora. This shrub may demand well draining soil, but it rewards you with three weeks of the most amazingly fragrant flowers during prime ‘Spring Fever’ Season! Mine is eight years old, and has reached approximately 3 ½’ tall and 4’ wide; I don’t even have to prune or feed it. It offers a three week long flower show each winter and an intoxicating fragrance that can’t help but cheer up those winter blues! Other easy winter favorites include: Witch Hazel, Winter Jasmine, Hellebores, and Early Daffodils.

Almost as dramatic as our hardscapes, are the effects created by our trees and shrubs with notable bark or form. The beautiful bark of our Crape Myrtles, Oakleaf Hydrangeas, and Ninebark (Physocarpus opulifolius) will find your appreciation even without leaves and flowers. My personal favorite might be the drama offered by Japanese Maples, especially the cascading varieties. For unusual branch structures, try Harry Lauder’s Walking Stick (Corylus avellana ‘Contorta’) or Corkscrew Willow (Salix matsudan ‘Tortuosa’). A fan favorite for colorful stems in the cool season is Ret-twigged Dogwood (Cornus stolonifera). This shrub form of dogwood looks great in heavy drifts in any garden and cut in a winter vase for a height element as well! Conifers with great shapes are the backbone of both winter and summer gardens, but definitely earn their keep during the cold months.

We cannot forget to add motion and sound to the winter garden. The obvious choices are the ornamental grasses like Miscanthus sinensis or a wind chime (I also enjoy the sound and sight of a nandina rustling in the wind!). However, by inviting birds into the garden (with feeders, seed heads of perennials, shelters, and bird baths), your clients will most certainly have motion, sound, and an always colorful and interesting show to enjoy.

Before trying to add winter interest to the entire landscape or garden, instead, pick one spot to concentrate on. Whether it is a seating area or a focal point, try incorporating these elements in that one area to enjoy. For example, planting shrubs with interesting berries in groups on either side of a patio. Now, add a Japanese Maple as a focal plant and a small bird bath underneath. Of course, you may need a Daphne odora, or some fragrant early blooming daffodils, and an interesting container with a spiral juniper or some happy little pansies!

You know, the more I think about it, I love winter!

Eve Willis, is the owner of Eve’s Creative Landscape Design, LLC. Eve is a Certified Landscape Designer and a Certified Horticulturist. Eve’s Creative Landscape Design, LLC is the exclusive Landscape Designer for the Great Big Greenhouse and Nursery. Please visit www.creativelandscapedesign.com.

Tips - Cleaning up the Photo Viewfinder

Imagine a perennial border, misty, very early morning --the warm, weak sun providing light to die for --- a multitude of flowers in perfect bloom. No wind to blur anything. The camera worked flawlessly. Wow. what a shot!

Back in the days of film we couldn't wait for the processed film to come back from the lab so we could again experience the high we had when the exposure was made. Now with digital and its immediacy a quick look at the screen verified that indeed the picture is sensational and we're anxious to transfer the image from the card into the computer to see it on our huge 27 inch screen. The image comes up and our heart pounds as we are again impressed with the photograph — truly the best garden picture ever made.

Uh-oh! While studying the image on the big screen we notice that on the big clump of flowers dominating the foreground a number of petals are shriveled and very noticeable.
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The flowers were waning rather than waxing. And a little further down in the middle of the border leaves were drooping on a recently transplanted perennial that needed some water. And way in the background a dead branch on a conspicuous shrub that was not noticeable in the heavy morning mist but was very evident when the fog lifted a bit when the exposure was made.

Does this sound familiar? Obviously in this hypothetical example rarely would all of these disturbing faults occur in one image, but even one of them would be enough to ruin an otherwise perfect picture. By cleaning up the viewfinder you can avoid getting these "when the film comes back from the lab" aftershocks, especially if the image was made on assignment abroad with no opportunity to reshoot.

Does cleaning up the viewfinder mean taking a piece of lens tissue and wiping the smudges off the viewfinder of your DSLR, or cleaning the screen of point-and-shoot digitals? It does not (Although it's a good idea to do it once in awhile). It means, as you look through the viewfinder, momentarily ignore the subject of the picture you're about to shoot and let your eye roam above and below the subject, in front of and behind it, to the left and the right. Do it once and do it again, and again. What are you looking for? Distractions. Visual noise or a better way to describe it, visual cacophony. Maybe it's a faded or wilted blossom, a bug slowly creeping into the picture area or across a petal or even missing petals, a cigarette butt, a crumpled Styrofoam coffee cup or a gum wrapper, a dead branch; a tree behind a gardener that appears to be growing out of his head; a garden hose snaking across a stone path, people in the background gawking at something. You're looking for anything that can spoil an otherwise perfect picture. If a fault is seen, either eliminate it, change our vantage point or wait until the problem corrects itself, like people moving out of the picture area.

This subject "eyeballing" is best done with the camera on a tripod, especially if you're using a point and shoot digital. It's pretty hard to see the image while holding the camera at arm's length let alone look for flaws within the picture. Even with a handheld DSLR with a conventional viewfinder finding flaws is difficult. With the camera on a tripod you can leisurely look for the picture spoilers. A couple of big additional plusses comes with putting your camera on a tripod. With the camera stabilized atop the tripod you can fine-tune the composition from just good to perfect and you eliminate the possibility of picture blur due to camera movement. Here's how I make my garden pix. I do a "walk around" my subject to find the best light and vantage point. Then hand-holding the camera and studying the subject through the viewfinder I compose the shot. Finally, the camera is attached to tripod and if needed composition is adjusted, The viewfinder is cleaned up, and the exposure is made.

One final thought, it is far better to cleanup the viewfinder before making the exposure than to rely on Photoshop to erase the flaws.

Reprinted with permission. Walter Chandoha has been cleaning up viewfinders for a wide range of cameras in his career as a professional photographer: first as a self-taught amateur; a commercial advertising photographer in New York City; a school photographer in New Jersey; an army newspaper photographer in the States; a combat photographer in the Pacific in WW2; a portrait photographer in Louisiana; a freelance specialist in animals after an NYU! marketing degree - and now, as a digital garden photographer he is still keeping his viewfinders clean and uncluttered.

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**Tips - Learning from Great Gardener Cooks**

It seems like many of the great gardeners love(d) their kitchen gardens, and some like Rosemary Verey of Barnsley House, Christopher Lloyd of Great Dixter, and Marylyn Abbott of West Green House have written about them. Lee’s inspiration is Alice Waters, the godmother of the Slow Food Movement, who’s Edible Schoolyard in Berkley inspired and supported the Edible Schoolyard at Greensboro’s Children’s Museum. This is an amazing and very “green” new garden dedicated last weekend with hundreds of kids and their families joining in the celebration – visit when you are next coming through. Alice best expresses the passion we have for using the harvest from our own garden in preparing dishes for family and friends and Lee’s teaching healthy cooking workshops. We love this sentiment from her new book, *In the Green Kitchen: Techniques to Learn by Heart:*

...thinking about food, deciding what you want to eat, shopping for ingredients, and finally, cooking and eating – is the purest pleasure, and too much fun to be reserved exclusively for ‘foodies.” Cooking creates a sense of well-being for yourself and the people you love and brings beauty and meaning to everyday life. And all it requires is common sense – the common sense to eat seasonally, to know where your food comes from, to support and buy from local farmers and producers who are good stewards of our natural resources, and to apply the same principles of conservation to your own home kitchen....

The late Rosemary Verey’s Barnsley House iconic pottager in the Cotswolds served to make kitchen gardening much more popular in England with her writings and her television show. Her BBC gardening series focusing on her gardening endeavors at Barnsley House greatly popularized kitchen gardening in England...
and to a lesser extent America. From her Making of a Garden:

From Making of a Garden:

The fun of planning what to plant in the potager is endless. There are two major considerations. It must look attractive, with color contrasts of vegetables, and we must always have plenty to cut.”

We all spend time wondering about the future of our gardens – how will they look in years to come? In my own potager, instead of worrying, I try to enjoy the present and look back to William Lawson for inspiration. He wrote that when we walk in our garden in the evening, all our senses should “swim with pleasure”. So each evening, as I go to cut salad, asparagus, artichokes or mundane cabbages, I find something to enjoy in every corner of this peaceful, bountiful enclosure.

Marylyn Abbott is one of the most vivacious and tireless gardeners we have met. It was not enough to have the most visited private garden in Australia, Kennerton Green, inspired by her mother and grandmother’s love of gardening, and all this while she was director of marketing and tourism for the Sydney Opera House. She felt challenged to garden in more subtle light and fell in love with the gardens of West Green House and worked out an arrangement with the National Trust to repair the bombed out estate from an IRA terrorist plot if she could receive most of the proceeds from garden visitors and hosting summer opera there. “I never found the right strong, handsome man to occupy my time,” she told our tour group in 2008, so, the garden has become my preoccupation and constant love.”

The Walled Garden was restored between 1994 and 1997. It is divided into two separate squares by apple arches with one side devoted to herbaceous plants, the other to a decorative potager, with spectacular fruit cages designed by Oliver Ford. She is an expert on garden design and especially garden light and colors and lectures around the world.

In her book, Designing the New Kitchen Garden, Marylyn writes:

What makes the potager different from a typical vegetable garden is not just its history, but its design: the potager is a landscape feature that does not need to be hidden in the corner of the backyard, but can be the central feature of an ornamental, all-season landscape even in the front yard of a home in the most exclusive residential area. The potager is a source of herbs, vegetables, and flowers but it is also a structured garden space, a design based on repetitive geometric patterns…. The potager is more than a simple kitchen garden: it is a philosophy of living in harmony with nature. It is a dependence on the seasons and the earth to supply the bounty of flavors

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and textures for the kitchen.

The late Christopher Lloyd of Great Dixter in East Sussex, England wrote a book entitled, Gardener Cook in which he revealed his second love of cooking with local and seasonally fresh produce and farm products. Our tour group was told in 2008 by our guide and close friend to Lloyd that early morning garden visitors would be startledly summoned from the kitchen window to “come inside soon – your breakfast eggs are getting cold”.

Growing one’s own food is tremendously rewarding, the product being, in most cases, so much tastier than anything on the market....I have written here only of what I grow and have experienced....A book on such a subject should convey enjoyment. I have had so much from growing plants, from eating their products and from the social opportunities that cookery opens up, that I wanted to write about it, and perhaps, to strike an answering chord in some of my readers.

There truly is a Food Revolution going in our “Back to the Future” return to our vegetable and kitchen gardens and shopping elbow to elbow at farmers markets. It began with the medieval monasteries, was adapted by the French in their intricate potagers, perfected by the English with their walled kitchen gardens, Americanized by patriots like Jefferson and Washington, helped win a world war through Victory Gardens, and is today, helping us become healthier and better stewards of a planet in peril.

Grab you hoe and trowel – it’s off to the Revolution!

By Larry Newlin

<table>
<thead>
<tr>
<th><strong>Tips - Gardening for the Health of It</strong></th>
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<tbody>
<tr>
<td>If you are going to strive for health through gardening, the first step is to understand your own philosophy of health. What does it mean to you to be healthy? I would suggest that this philosophy include at a minimum the following aspects:</td>
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<tr>
<td><strong>Encompasses 'whole-self</strong>. That is, all elements of your life play an equally important role in your health. To be truly healthy you must be physically, mentally, and intellectually healthy; you must have adequate social and financial health; the environment surrounding you must be healthy; and, you will prosper with spiritual health.</td>
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<tr>
<td><strong>Allows highest level of functioning</strong>. Each person's definition of what makes them healthy or philosophy regarding achieving and maintaining health must be as different as each person is from others. However, it should be directed toward the highest level of functioning for that person.</td>
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<tr>
<td>* Feasible. The characteristics that you recognize as health at one age will not be the same as you body and abilities change. A person with arthritis can still maintain a healthy life within the constraints of the disease. Many activities will no longer be feasible but an overall sense of heath will be.</td>
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<td><strong>Sustainable.</strong> Unrealistic expectations for health that can only be met in the short term with efforts that will not last are always counterproductive.</td>
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<tr>
<td><strong>The Role of Gardening in Whole-self Health</strong></td>
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<td><strong>Environmental Health.</strong> In the grand scheme, most people realize that plants are the source of the air we breathe and the food we eat. However, people often fail to recognize the crucial role that plants play in maintaining the quality of our immediate surroundings. They reduce pollution by serving as air and water filters, by reducing runoff and erosion; and by moderating light and noise. They can reduce the demand for power by modifying temperatures. As a home gardener, you can help ensure a healthy environment by designing your landscape with the best plants in the optimum location to meet your needs and maintaining them in a way to reduce environmental demands. The healthiest landscapes provide many benefits with the minimum use of chemicals and the reduced use of power tools that add to noise and air pollution.</td>
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<td><strong>Financial Health.</strong> A well-designed and maintained landscape in-creases property value; reduces heating and cooling costs; provides low cost, healthy produce; provides outside living space for family and friends at a fraction of the per square foot cost of construction; and becomes an inexpensive hobby which results in less travel and gasoline bills as compared to many other hobbies. The key to obtaining the financial benefits is a well designed landscape that provides the optimum setting for use, including, patios and play areas as well as vegetable gardening. The garden can also be the basis for a small home business for any member of the fam-ily.</td>
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<tr>
<td><strong>Social Health.</strong> Urban greening and landscaping have been found to be effective in addressing the public health hazards associated with isolation, loneliness, and lack of community ties. There are various reasons for this. Gardens provide a comforting/safe atmosphere, safe topics of conversation, and activities for all abilities of interest across age, gender, etc. There are organizations, events, and classes to meet all inter-ests.</td>
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<tr>
<td><strong>Psychological Health.</strong> Simply being around plants and viewing them produces feeling of calmness and reduction of negative feelings. Lower blood pressure and other measurable signs of reduced stress are reported. The actual act of gardening with responsibility for...</td>
</tr>
</tbody>
</table>
the care of the plants provides a sense of self-worth and pride in accomplishment.

**Intellectual Health.** Keeping our minds healthy and active is crucial part of life satisfaction. Curiosity made us human. Creativity gave us meaning. Gardening constantly provides intellectual challenges at different levels that can be achieved with satisfaction by anyone. Learn something new, create something new, or teach someone else to keep your mind healthy.

**Physical Health.** In a similar fashion, gardening provides activities for all physical abilities, from fine motor control in planting seeds to the heavy muscle use of pushing a wheelbarrow of soil. The exercise value of gardening has been calculated at 45 minutes of gardening equal 30 minutes of aerobics. Bone density is higher in women who did yard work, and because weight lifting was significantly higher, risk of osteoporosis was lowered. In addition, gardening gets you out in the fresh air and sunshine, providing much-needed vitamin D. Vegetable gardeners get these benefits in addition to high-quality nutrition.

**Spiritual Health.** Plants have always played a part in all human rituals and religions. Observing plants helps to develop an understanding of self through understanding the life cycles of plants and deepens our understanding of our role in life. Nurturing plants helps bring balance to our lives by allowing one to bring balance between acquiring and fostering or nurturing.

The reason for nurturing the plant varies widely, but certain feelings prevail:

- A sense of partnership with nature.
- A sense of achievement.
- A sense of responsibility for the environment and each other. And "a hope that at least part of us may live on beyond our death."

*Diane Relf, Professor Emeritus, Virginia Tech Department of Horticulture*

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### Tips - Gardening and Your Health: Arthritis

For individuals suffering from arthritis, gardening can be a great exercise and stress reducer when done correctly. In fact, gardening is an excellent activity for maintaining joint flexibility, range of motion, and quality of life.

Arthritis is a disease that causes inflamed joints. The two main types of arthritis are osteoarthritis and rheumatoid arthritis. Osteoarthritis is characterized by a degeneration of joint tissue, which can lead to pain and stiffness in the joints. The cartilage that protects the ends of bones wears away. It is most commonly seen in fingers, hips, knees, feet, and the spine, but can affect any joint, and is characterized by stiffness, pain, and a loss of mobility.

Rheumatoid arthritis affects the entire body as inflammation in joints or...
internal organs. If it is left untreated, rheumatoid arthritis can lead to severe deformity or disability. The main symptoms include general aches and pains, fatigue, and fever.

The pain associated with arthritis can be caused by swelling, joint damage, tight muscles, or spasms. It is important to move these joints in order to prevent muscle weakening or stiffening, which can increase pain and discomfort. However, it is also important not to overuse or strain the joints or muscles while gardening.

Before performing any physical exercise, check with your doctor. Request suggestions for stretches or warm-ups that will loosen muscles and joints before beginning work.

Work during the time of day that you feel best. For example, if you feel stiff in the morning, then save gardening activities for the afternoon.

Use low-maintenance plants that require less care, such as perennials instead of annuals, especially in hard-to-reach areas of the garden.

Wear gloves to protect hands from cold temperatures, and to cushion joints from tools.

Avoid working in the same position or doing the same activity for long periods of time. Switch tasks every 30 minutes or so and take 15 minute breaks every hour. Taking periodic stretch breaks can also ease tension and reduce stiffness.

If you feel significant pain, stop the activity and wait until you feel better before continuing. If you feel pain the day after gardening, then reduce gardening activities for the afternoon.

Be sure to protect skin with sun block, a hat, and gloves, as some arthritis medications can make you more susceptible to sunburn.

When possible, use larger, stronger joints and muscles. For example, use palms instead of fingers to push or pull, and use arms or shoulders instead of hands to carry things.

Lift objects by bending at the knees instead of bending the back. Hold items close to your body to reduce stress on joints.

Avoid pinching, squeezing, or twisting motions. Avoid activities or tools that put direct pressure on fingers or thumbs. Weed the garden after irrigating or rain, as moist soil makes it easier to pull weeds with less resistance. Ask for help with tasks that are difficult or cause excess stress.

Mary Predny, former Research Associate, Horticulture For more information on arthritis, contact the Arthritis Foundation at 1-800-283-7800 or visit http://www.arthritis.org/

**Tips - The Science of Managing Weeds in Nurseries**

**Minimize labor costs with an economical weed management plan**

*By Ted Huhn, Senior Sales Specialist, BASF Professional Turf & Ornamentals*

Weed control in nursery operations demands continual grower attention throughout growing and selling cycles. Minimizing labor costs and producing better crops that deliver higher profits require a well-planned and consistently implemented weed management plan. A successful plan must balance proper herbicide technology with appropriate hand weeding.

A balanced program is crucial. Some nursery operations rely solely on manual hand weeding throughout all plant growth stages, but this increases labor costs and repeat weed contamination. Did you know manual weeding leaves 20 percent of weeds, seeds and roots behind, allowing continued weed germination and infestation? Manual weeding has its place, but it is more limited than most growers think.

The following information will help growers assess their weed control options and create a weed control program that makes the most sense for their nursery. Very few options are available for use in enclosed structures; therefore, any products discussed by type, active ingredient or trade name are for open-growing conditions only.

**Understanding Your Crop and its Competing Weeds**

Plant safety is the most important grower concern when evaluating weed control options. Since herbicides are not labeled for use in propagation stock, manual weeding at that growth stage remains an important step in a balanced weed management program. However, once liners are potted and have established roots, growers can take advantage of new herbicide chemistries that control weeds and enable healthier, more vigorous plant growth.

Plant species vary as much in herbicide tolerance as they do in color and form. Growers need to confirm the crop’s plant herbicide tolerance by reading and following herbicide label directions and trialing new products under their own growing conditions. Local extension specialists and herbicide manufacturer representatives also can provide additional product knowledge.

Growers should assess current weed control strategies by asking these questions:

1. Which weed species were numerous throughout production units and nursery areas?
2. Is the presence of those weeds due to weaknesses in the current chemical program?
3. Was chemical rotation practiced within the operation going from early spring to fall production?
4. Were these weed species recently introduced into the nursery or have they been a chronic problem that chemical solutions have not controlled?
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5. What chemical application options are available following potting? Have blocks of plants been tested in the operation for new product safety so they can be part of the weed control program?

6. What weeds are seasonal and what herbicide products provide the most effective control of them?

Answering these questions and comparing responses to your operation’s current weed management program may result in program changes. No one herbicide product fits all blocks of plants all the time. Woody ornamentals, for example, will be more tolerant of broad-spectrum herbicides and, consequently, a greater number of preemergence and postemergence herbicide options are available for weed control. However, only a few herbicides are labeled for use on sensitive herbaceous species, particularly flowering perennials and annual flowers.

In general, the most economical weed control program relies primarily on effective preemergence herbicides that manage weeds prior to seed germination and balance the use of hand weeding and postemergence herbicides, when appropriate.

**Weed Species and Seasonal Differences**

Growers need to identify whether weeds are broadleaf, grassy or sedge and when they germinate. A combination of broadleaf, grassy and sedge weeds is problematic. Weeds that are more closely related to many of the annual and perennial plants grown in the nursery require close attention to plant tolerance.

By identifying when problem weeds germinate, growers can better examine herbicide options and how they are rated by university specialist for performance and plant tolerance. Choose the strongest herbicide with the greatest range of plant tolerance for first spring or fall application rounds or on newly potted, rooted liners. If one herbicide is strongest on cool-season, winter-germinating weeds, place it first in the chemical program rotation. As weed evaluations move into the warmer spring months, chose the strongest-rated herbicide for broadleaf weeds, including spurges and eclipta, and summer grass-like weeds such as doveweed. A good herbicide rotation will result in cleaner plant containers.

University specialists in the South find growers can potentially apply three to six herbicide rounds per year. They suggest possible herbicide rotations based on seasonal weed targets and the greatest strengths of specific active ingredients. For example, as late fall and early spring favors germination of bittercress, active ingredients of isoxaben or flumioxazin should be favored in the rotation. As spring breaks, species such as American burnweed (fireweed), spurges, dogfennel, willowerb and other broadleaf weeds may best be controlled with rotation of dimethenamid-p, flumioxazin or formulations containing oxyfluorfen. No one product eliminates galinsoga, common groundsel, eclipta, grasses and sedges all at the same level of control, which is further reason why growers should practice product rotations throughout the year.

To make the best use of pest management investments, growers should place the strongest herbicides in their rotation when specific, challenging weeds are to germinate. Consult regional bulletins evaluating herbicide products across several weed species.

**Understand Your Formulation and Its Application Rate**

Preemergence herbicide formulations can be liquid or granular, giving growers additional considerations to fit growing operations and production timing.

In general, granular herbicide formulations provide greater plant tolerance but growers must carefully calibrate applicator tools for each product since products differ in particle size and density, which affects application rates. For example, a 150-pound rate of FreeHand™ 1.75G herbicide is not the same bulk amount as the same rate for Snapshot®, Ronstar®, Rout®, OH2™ or BroadStar™ herbicides since each has a different particle size. Understanding proper calibration for each herbicide is critical. Individual product labels explain application requirements.

Liquid herbicide formulations give growers quicker application over more plant blocks in the nursery than granular products, but growers need to consider plant size, canopy and sensitivity before using them. Always read and follow label directions and restrictions for each individual product you have in your rotation since all products are different.

**Integrating Postemergence Herbicides in the Weed Management Program**

Postemergence herbicides control newly emerged and established weeds. While they may effectively eliminate existing weeds, they provide poor residual weed control. For this reason, relying solely on postemergence herbicides for weed control is not advisable for long-term success.

Postemergence formulations are categorized as selective and non-selective and systemic and contact. Postemergence herbicides are most effective on younger weeds, but some products can control the target weed at any growth stage.

Know your postemergence herbicides since some eliminate only specific types of weeds listed on the label. Labels also list plants tolerant to the product, meaning the product is safe on these “selective” species. For sedge control, the herbicide product must specifically state the sedge species name or it’s not intended to control it.
Non-selective postemergence herbicides eliminate many weed species, but can severely injure plants. To avoid harming plants, non-selective applications should be limited to preplanting treatments, spot treatments or directed to but not over the top of desirable plants.

Activity to the target weeds is classified as systemic or contact. Systemic herbicides move slowly through and kill the entire weed, whereas contact herbicides rapidly burn down the portion of the weed that came in direct contact with the chemical application. For weeds with regenerating underground vegetative plant parts, a systemic herbicide can provide complete control.

**Keys to Weed Control Success**

- Know when and where to apply herbicides. Follow label instructions and do not apply herbicides in liner beds or cell trays when rooting cuttings. Hand weeding is still necessary in these sensitive planting environments.
- Manage weeds around the perimeter of the operation to prevent seed/vegetative encroachment on healthy plants in containers. In addition to targeting weeds in plant blocks, keep non-production areas, such as gravel areas and ditchbanks, clean of all weed seed and vegetative propagules.
- Rotate herbicides to minimize resistance and improve weed control.
- Help your herbicide investment work more effectively by choosing the correct combination of herbicides with proper timing of applications to fit weed growth cycles.
- Choose granular or liquid herbicide formulations based on your operation, budgets and personnel. Effective herbicides can be found with either formulation type.

By taking the basic steps to develop a weed management program, growing operations can refocus labor efforts on plant production tasks that improve quality and profit margins.

**Always Read and Follow Label Directions.**

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**Tips - How Could You Get New Leads?**

I ran into Jim, 73 years old, at the local Home Depot a couple of weeks ago. I was in there to buy spray paint for my 16-year-old daughter Emily who is not allowed to buy spray paint in Ohio. My Emily is not a graffiti artist; she was making some T-Shirts for the big High School football game coming up. As I walked in the store, Jim approached me. It was very warm outside and he said, “Hello, young fellow, it’s comfortable in here, isn’t it?” To which I said, “Yes, it is.” He then said, “How comfortable is it in your house?” To which I responded, “It’s great.” “So, your air conditioning is working well on this hot day?” “Yes, it is; my house is basically brand new and so is the A/C.” He said, “Good for you; how’s the air at your family and friend’s house?” I told him I thought it was okay and I told him I thought he was an awesome sales professional. He smiled and said, “I’ve been in sales all my life.” When I asked for more information, he told me he was in computers and retired and couldn’t handle sitting around so he works at Home Depot representing an A/C company.

**How many of us cold call?** How many of us look for new business like Jim does? What he did was masterful; he tried to start a conversation with a question instead of a common line like, “Do you need A/C work?” Or “Get your A/C here.” He asks a question that makes it very hard to walk by and not answer. Throw in the fact he was neatly dressed and, shall we say, mature and I’ll bet he gets all kinds of leads others would never get. Jim has learned how to make sales. He understands you must “connect” before you convince. Something many salespeople will never understand.

This week, think about what kind of a question you could ask to start a conversation that might lead to some sales. Since I have a broad range of followers, here are some I thought of:

- Do you take care of the gardens at your home?
- When was the last time you had your landscape professionally cleaned up?
- What do you do in your free time?
- Does your group hire speakers?
- How do you feel about your future?
- What would happen to your family if you died next week?
- When was the last time you had someone analyze your business to make sure you were doing everything you could do to make more money?

I think you get the point and none of my questions are in any way close to the quality of the question Jim at Home Depot asks. I hope you’re willing to do everything you can do to go out and make some sales this week. If Jim at 73 is doing it, why aren’t you?

Of late I’ve found myself complaining a lot. Yep, I, the motivational speaker and you know that I need to knock that off. I’m going to try and spend that time cold calling prospects and calling on clients. I know there’s some work out there; I just have to work a little bit harder. Thanks for the lesson, Jim!

And by all means, don’t miss my annual leadership and sales conference, GROW! I am teaming up with an incredible speaker and consultant Joe Calloway. He’s a best-selling author and incredible talent. To be honest, you’d be a complete fool to miss what we have put together for you; unless, of course, your wife is expecting a baby like a few have said. If you would attend a seminar of mine instead of being home for the birth of a child, you need way more help that I can ever give you! :-)

**Research - Ditching Phosphorus Runoff**

An industrial byproduct can help clean up water quality in the Chesapeake Bay by trapping some agricultural pollutants in field runoff, according to a U.S. Department of Agriculture (USDA) scientist.

For years, poultry farmers on the Chesapeake Bay’s coastal plain have amended their sandy soils with poultry manure and litter, which provides nitrogen and phosphorus to growing crops. But phosphorus that isn’t taken up by plants remains in the subsoil where it leaches out into a vast network of drainage ditches, and eventually drains into the bay itself. So much phosphorus has accumulated in the regional soils that this discharge would continue even if farmers completely stopped using poultry manure and litter for fertilizer.

Ray Bryant is a soil scientist with the Agricultural Research Service (ARS), USDA’s chief intramural scientific research agency. He’s developed an innovative buffer system to mitigate this discharge by digging an auxiliary ditch that parallels an existing draining ditch. Then he filled the new ditch with synthetic gypsum, a byproduct produced by the process of scrubbing sulfur from the smokestacks of coal-fired power plants.

When the water passed out of the field and into the gypsum-filled ditch, the soluble calcium in the gypsum “captured” the soluble phosphorus in the water by combining with it and forming calcium phosphate. Bryant found that the gypsum trench could treat the water draining from a field and reduce soluble phosphorus in subsurface drainage by at least 50 percent.

**FUN FACT:** In 1878, the first telephone book ever issued contained only 50 names.

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And by all means, don’t miss my annual leadership and sales conference, GROW! I am teaming up with an incredible speaker and consultant Joe Calloway. He’s a best-selling author and incredible talent. To be honest, you’d be a complete fool to miss what we have put together for you; unless, of course, your wife is expecting a baby like a few have said. If you would attend a seminar of mine instead of being home for the birth of a child, you need way more help that I can ever give you! :-)

**Research - Ditching Phosphorus Runoff**

An industrial byproduct can help clean up water quality in the Chesapeake Bay by trapping some agricultural pollutants in field runoff, according to a U.S. Department of Agriculture (USDA) scientist.

For years, poultry farmers on the Chesapeake Bay’s coastal plain have amended their sandy soils with poultry manure and litter, which provides nitrogen and phosphorus to growing crops. But phosphorus that isn't taken up by plants remains in the subsoil where it leaches out into a vast network of drainage ditches, and eventually drains into the bay itself. So much phosphorus has accumulated in the regional soils that this discharge would continue even if farmers completely stopped using poultry manure and litter for fertilizer.

Ray Bryant is a soil scientist with the Agricultural Research Service (ARS), USDA’s chief intramural scientific research agency. He’s developed an innovative buffer system to mitigate this discharge by digging an auxiliary ditch that parallels an existing draining ditch. Then he filled the new ditch with synthetic gypsum, a byproduct produced by the process of scrubbing sulfur from the smokestacks of coal-fired power plants.

When the water passed out of the field and into the gypsum-filled ditch, the soluble calcium in the gypsum “captured” the soluble phosphorus in the water by combining with it and forming calcium phosphate. Bryant found that the gypsum trench could treat the water draining from a field and reduce soluble phosphorus in subsurface drainage by at least 50 percent.

**FUN FACT:** In 1878, the first telephone book ever issued contained only 50 names.

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The gypsum "curtains" can last for 10 years. Then they can be excavated and the trapped phosphorus can be used again for fertilizer. Another bonus: Power plants don't have to pay to haul the gypsum to a landfill. These auxiliary ditches, in combination with other conservation and best management practices, could help farmers control phosphorus leaching without disrupting current agricultural operations.

Bryant works at the ARS Pasture Systems and Watershed Management Research Unit in University Park, Pa. 

ARS News Service, Agricultural Research Service, USDA, Ann Perry, (301) 504-1628, ann.perry@ars.usda.gov August 9, 2010 --View this report online, plus photos and related stories, at www.ars.usda.gov/is/pr -
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Research – Improving Control of Liverwort

Through funding provided by the Virginia Nurserymen's Horticultural Research Foundation, I have been evaluating control options for liverwort. First, some background on this plant.

Liverwort biology

There are two types of liverworts (Hepaticophyta), leafy and thallose; the major species that infests nursery stock is Marchantia polymorpha, which is a thallose type, one of the most primitive plants alive today. The thallus, a leaf-like structure, does not form stems, leaves, or roots. There is little or nothing in the way of conducting tissue, which may be a factor that limits the effectiveness of herbicides. There are pores on the upper surface but they do not function like stomata. There are unicellular root-like rhizoids which help to hold the plant down. The plant absorbs water over its entire surface and it lacks a cuticle so it is susceptible to desiccation.

Marchantia polymorpha can reproduce both sexually and asexually. Asexual reproduction can occur from newer branches that develop into separate plants when older parts of the plant die. Marchantia also spreads asexually by producing gemmae, balls of cells that develop in cup-like structures on the thallus. When rain droplets hit the gemmae cups, the gemmae are thrown out and can then develop into separate plants.

Marchantia also spreads through sexual reproduction. The plants (gametophytes) produce umbrella-like reproductive structures known as gametophores. The gametophores of female plants consist of a stalk with star-like rays at the top. Male gametophores are topped by a flattened disc containing the antheridia which produce sperm. Sexual reproduction involves sperm from the male plant fertilizing ova from the female plants. A fertilized ovum develops into a small sporophyte plant which remains attached to the larger gametophyte plant. The compact sporophyte consists of a terminal round spore case called a capsule, a stalk called the seta and a basal mass of cells called a foot which is embedded in and, therefore, obscured by the tissues of the gametophyte. The sporophyte produces male and female spores, which can develop into free-living gametophyte plants.

Liverwort grows best in cool, moist conditions. In areas of frequent irrigation, such as in propagation or in the production of perennials, liverwort can develop into a major weed problem. Allowing the soil surface to dry out between irrigations will aid in the management of this weed. Mulches have been tried for control, since a layer of coarser material will hold less water than a pea-based potting mix. Individuals have tried a number of chemical control options with varying success, including use of acetic acid (vinegar), hydrogen peroxide, and sodium carbonate peroxyhydrate (Terracyte), which breaks down into hydrogen peroxide. There is a need for selective postemergence herbicides for control of liverwort. A promising chemical a few years ago was quinoclamine (Mogeton, Gentry). This chemical has been used in Europe for liverwort control but the EPA has not approved its use in the US due to toxicology issues and it does not appear likely that it will ever be labeled in the US.

Preemergence liverwort control study

I have been evaluating additional preemergence and postemergence chemicals for liverwort control. In my preemergence trial, the most effective chemical was FreeHand (dimethenamid + pendimethalin), followed by BroadStar (flumioxazin), Rout (oxyfluorfen + oryzalin), and Ronstar 2G (oxadiazon). BroadStar and Rout are used predominantly on woody nursery crops since they can cause unacceptable injury in herbaceous species. Ronstar also has greater utility in woody ornamentals so FreeHand would be the one most useful in perennial production conducted outdoors. No preemergence herbicides are registered, however, for use in pots in enclosed structures, such as greenhouses.
Postemergence liverwort control study

In my postemergence trial, Bryophyter (oregano oil) and Scythe (pelargonic acid) caused significant and rapid injury (80% or higher) to liverwort within 30 minutes of application. Effects from most of the other treatments were apparent 1 day after treatment (DAT). At 1 DAT, Bryophyter, Scythe, and Weed Pharm acetic acid all provided 75% or greater control of liverwort. By 21 DAT, however, only SureGuard (flumioxazin) and Tower (dimethenamid) gave greater than 85% control as regrowth occurred in the other treatments, with Scythe, Weed Pharm, and the higher rate of Bryophyter providing 60% or greater control. A second application of all treatments was made at 3 weeks after the initial treatment. At 15 minutes after the second application, Bryophyter, the higher rate of Racer (ammonium nonanoate), Scythe, SureGuard, Tower, and Weed Pharm all gave 75% or greater liverwort control. These treatments treatments did not provide acceptable control of liverwort. Thorough coverage of liverwort appears to be critical for all of these treatments since the action seems to be contact for each one.

All of these postemergence treatments were applied overtop Shasta daisy. SureGuard was the most injurious treatment to Shasta daisy, followed by Weed Pharm and Scythe, with the injury being unacceptable for all 3 chemicals. Directed sprays would be needed to improve crop safety. Less injury was seen with the other treatments. Tower and Bryophyter appear to be the most promising treatments for postemergence liverwort control. More data on crop safety is needed for these treatments and I hope to continue this line of research this fall.

References


Jeffrey Derr, Weed Scientist, a Professor of Weed Science at Virginia Tech’s Hampton Roads Ag. Res. and Ext. Center (HRAREC) in Virginia Beach
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Many of the tree species commonly planted in Virginia landscapes suffer from disease problems. Although some diseases can be cured, most must be controlled on a preventative basis. The best option for new plantings is to choose species that have a low risk of developing disease.

Listed below, in alphabetical order, are some choices of problem-free trees for Virginia landscapes. These species are recommended both for their desirable horticultural characteristics, as well as their reduced susceptibility to diseases and insect pests. Although some of the trees listed may suffer sporadic damage from Japanese beetles or defoliating caterpillars, the trees generally recover from damage by these pests. No tree species is completely immune from disease or insect feeding, and the trees listed in this fact sheet are no exception. Minor problems are noted for individual species. Many of the species listed are available in a variety of cultivars. Check for cultivars that vary in flower or leaf color, growth habit, or cold hardiness.

A short list of tree species that tend to have chronic problems and should, with some exceptions, be avoided is also included in this fact sheet. Although the species listed as “problem trees” tend to have chronic problems in the landscape, disease- and insect-resistant cultivars of some of these species may be available. Consult your local nursery personnel or Extension agent for recommendations on the latest cultivars.

Plants marked with an asterisk (*) are native to Virginia and recommended by the Virginia Native Plant Society.

Problem-free Trees

*Acer griseum* (paperbark maple) is a slow-growing, small (<25 ft) tree that is suited to small lot sizes. It has beautiful, exfoliating bark and is adaptable to a variety of soils. Although many species of maple are susceptible to the lethal disease, Verticillium wilt, or other diseases, paperbark maple is relatively trouble-free.
*Chionanthus virginicus* (fringetree) is a large shrub or a small tree. This native species is beautiful in flower (May). It prefers deep, moist, fertile, acid soils, but tolerates both dry and moist soils. Female trees bear blue berries in the fall.

*Cladrastis kentukea* (American yellowwood) is a medium-size, vase-shaped tree. It has attractive, smooth bark and a showy display of white, pendulous flowers in May. This species, native to the central and southern states, tolerates dry and alkaline soils. American yellowwood does require pruning in youth to develop a good branch structure since it has a tendency to produce numerous branches that have a poor angle of attachment. (photo courtesy of R. E. Lyons)

*Cornus kousa* (kousa dogwood) is a small-size tree native to China and Japan. Although it is no replacement for the native flowering dogwood, *Cornus florida*, kousa dogwood has resistance to Discula anthracnose, the fungal disease that has killed many native dogwoods on the East Coast. Some cultivars of *C. kousa* are susceptible to the leaf spot phase of Discula anthracnose, but *C. kousa* does not develop the branch cankers that ultimately kill the native dogwood. It is important to be aware that if you have *Cornus florida* in your landscape, infected kousa dogwood could potentially serve as a source of inoculum of the anthracnose fungus for these trees. (In fact, it is likely that the Discula anthracnose fungus came into the United States on imported kousa plant material.) Kousa dogwood is also susceptible to powdery mildew, another disease of native dogwood. However, some cultivars of kousa dogwood have resistance to both of these diseases. Dogwood borers are not usually a problem on kousa dogwood unless the tree has been wounded (e.g., by a lawnmower). *C. kousa* blooms after *C. florida* and there are many cultivars in the trade.
**Fagus grandifolia** (American beech) grows to a large size and should be given adequate space. It should not be planted in overly wet or compacted soils. It is shallow-rooted, so it may be difficult to get grass to grow around the base of the tree, but it is generally disease-free. Beech bark disease, a widespread problem in forest beech trees, is currently not a problem in landscape beech trees in Virginia. A mature American beech is truly majestic due to its form, smooth gray bark, and handsome foliage. (no photograph)

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**Fagus sylvatica** (European beech) can be grown in a wider range of soil types than the American beech; however, it is sensitive to extreme heat and should not be grown in the eastern part of the state. Like the American beech, it is truly majestic when mature. Many cultivars are available, including ‘Asplenifolia’ (middle photo) and ‘Pendula’ (right photo). The species is pictured on the left.

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**Ginkgo biloba** (ginkgo) is a species that has managed to survive since the age of the dinosaurs, so it is no surprise that it is very disease- and insect-resistant. It has also shown good resistance to air pollution damage. Some people object to the messy, smelly, fleshy seeds of the female tree, so it is best to plant male trees. Be sure to purchase a clone or a cultivar rather than a seedling tree to ensure that you are purchasing a male tree. The ginkgo grows to a large size and has beautiful, bright yellow fall foliage color.
*Koelreutaria paniculata* (goldenraintree) is a medium-size tree that tolerates a wide range of soil types and can naturalize and spread. Its beautiful, showy panicles of yellow flowers appear in July. Following flowering, trees are loaded with seed pods that look like Chinese lanterns. No significant diseases occur on this species in Virginia.

*Liquidambar styraciflua* (sweetgum) is susceptible to a fungal disease called “bleeding canker,” but is otherwise disease-free. The fungus that causes bleeding canker is more of a problem on stressed trees, such as those grown on dry sites. Sweetgum requires deep, moist, slightly acid soil with plenty of root space. The main problem with most cultivars is the fruit, which is quite messy. The cultivar ‘Rotundiloba’ (middle photo) is an excellent choice because it sets no fruit. However, as the name suggests, the lobes of this cultivar are rounded and may be objectionable to those who prefer the pointed lobes of the star-shaped leaves. The fall foliage of this species, often a mixture of yellow, orange, red, and purple, is spectacular.

*Liriodendron tulipifera* (tulip poplar) is relatively disease-free as long as it is grown in adequate space in moist, well-drained soil. Verticillium wilt can occasionally be a problem, and aphids and scales, followed by sooty mold, are common. One of the nice things about tulip poplar is that it is not a preferred host of the gypsy moth. Tulip poplar grows to a large size and should be given adequate space. It does not thrive under dry soil conditions.
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<td>$150</td>
<td>NVNLA</td>
<td>Amy Ordonez</td>
<td>(703) 503-4554</td>
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<td>Deborah Chaves</td>
<td>703-771-6560</td>
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Horticopia A-Z CD’s are available for Plant Identification review for $97.00 including tax and shipping. Check or credit card Order online at www.shop.vnla.org.
Magnolia species: The various species of magnolias tend to be disease-free, although the southern magnolia (*Magnolia grandiflora*) is prone to winter leaf scorch and some magnolias are susceptible to scale insects. The southern magnolia grows to a large size and produces large, showy, cream-white flowers in June. It tolerates high soil moisture; however, it needs protection from winter winds in order to avoid leaf scorch. Several cold-hardy cultivars, such as ‘Edith Bogue’ and ‘Bracken’s Brown Beauty,’ are available. Watering deeply in the fall before the ground freezes or applying an anti-desiccant can help prevent winter injury.

*M. stellata* (star magnolia, see photo) is small in size and blooms very early (late February - early March). Many different cultivars, varying slightly in flower color (the norm is white) are available. Magnolia soft scale can, however, be a serious problem on this species. Sooty mold grows on the honeydew produced by the scales and can cause blackening of the foliage, but the sooty mold does not infect the plant.

*Magnolia x soulangiana* (saucer magnolia) is another small magnolia commonly grown in Virginia. Cultivars vary widely in flower size, color, form, growth habit, and cold hardiness. Late spring frost damage to flower buds can be a problem.

*M. virginiana* (sweetbay magnolia) tolerates shade and grows well in wet locations. Its blossoms appear from May to June and have a fragrant lemon scent.

*Metasequoia glyptostroboides* (dawn redwood) is a deciduous conifer that performs best in deep, moist, well-drained, slightly acid soils, but can also grow in extremely wet soils. With age, trunks of this species will develop a rather stunning, fluted appearance. Dawn redwood is susceptible to fall frost damage and should be planted on a hill rather than in a low area if possible. This is a fast growing species in moist sites. Disease problems are rare. Dawn redwood may be difficult to find in nurseries, however.

*Nyssa sylvatica* (black gum) is a large, native tree with beautiful, red fall foliage color. It will grow in a variety of soil types, and, at least until recently, has had few serious diseases or insect problems. A fungal disease, black gum anthracnose, has recently been observed in forest black gums growing at high elevations in shade near dogwoods with *Discula* anthracnose. It is not currently known whether the disease would be a potential problem in landscape trees grown in full sun.
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Oxydendrum arboreum* (sourwood) is usually a small tree in home landscapes. It has showy, white flowers and nice, red, fall foliage color. It needs acid soil. Leaf spot fungi can be a problem, but symptoms are generally minor compared to the beauty of the tree.

Parrotia persica (Persian parrotia) usually has a wide growth habit. It prefers well-drained, slightly acid soils and full sun, but will do well in light shade. It has attractive, mottled bark. Parrotia is disease-free and withstands drought, heat, wind, and cold temperatures. The fall foliage color varies from yellow to orange to purple.

Pinus bungeana (lacebark pine) is usually a multi-trunk tree. With age, the bark takes on a patchy, camouflage-like appearance, which is quite beautiful. The multi-trunk characteristic can be a liability in wet snow or ice storms that can cause trunks to split apart. The dwarf cultivar ‘Nana’ is pictured here.
Platanus x acerifolia (London planetree) is a good urban tree because it withstands poor soils and pollution. Several cultivars of this hybrid, including ‘Bloodgood,’ ‘Columbia,’ and ‘Liberty,’ show good resistance to anthracnose, the most common disease of the related American sycamore (Platanus occidentalis). The London planetree is susceptible to damage by lacebugs, although it is less damaged than sycamore by this pest. A disease called bacterial scorch, for which there is no control, can also be a problem.

Quercus phellos* (willow oak) is reported resistant to bacterial scorch, which afflicts many other species of oak. Iron chlorosis can be a problem in soils of high pH; however, willow oak will tolerate wet soils. Trees grown on poor soils or in stressful urban sites are prone to the unsightly gouty oak gall and horned oak gall, both of which are caused by insects. Other oaks that have a few problems, but can be considered for landscapes with adequate space, include white oak (Quercus alba*), scarlet oak (Quercus coccinea*), and southern red oak (Quercus falcata*). White oak is susceptible to anthracnose, which causes brown blotches on leaves, but is not a serious threat to the long-term health of the tree. Although the red oak group as a whole is susceptible to oak wilt, this disease is not common in Virginia.

Styphnolobium japonicum (Japanese pagoda tree) is a mediumsized tree with an upright, spreading habit. It produces showy, white flowers at a relatively late time of year (August). Green seed pods, about six inches long, resemble a string of pearls. This species is relatively drought-tolerant but has not performed well in the heat of Zone 7b or higher. This plant was until recently known as Sophora japonica.
Styrax japonicus (Japanese snowbell) is a dainty, low-branched, small tree that is amazingly trouble-free. It produces numerous, pendulous, fragrant white flowers in May.

Taxodium distichum* (baldcypress) is a native, deciduous conifer that grows to a large, pyramidal tree. It grows well in wet or dry soils, but it should be grown in acid soil to avoid chlorosis. Bald cypress is a fast-growing species in moist soils. When growing in water or near a stream bank, this species will send up “knees” or woody peaks from the root system; the function of these is a matter of speculation. The knees are an interesting addition to a natural area.

Tilia americana* (American linden) produces wonderfully fragrant flowers in mid to late June. Although several diseases are reported on this species, diseased lindens are rarely submitted to the Plant Disease Clinic, and most landscape specimens appear very healthy, even on the Virginia Tech campus where trees tend to suffer a lot of abuse. American linden will grow on drier, heavy soils, and even on rocky soil, but it grows to a large size and needs adequate space.
Ulmus parvifolia (lacebark elm), in contrast to the American elm (U. americana), has resistance to Dutch elm disease. It also has resistance to elm leaf beetle and Japanese beetle, both of which can cause significant damage to other elm species. The species varies considerably in growth habit, with the habit of some of the cultivars resembling the American elm’s desirable vase-shape. U. parvifolia develops an interesting exfoliating bark, which reveals a lighter bark underneath the darker, outer bark. Breakage from wind, ice, and snow can be a problem when the tree is young.

Zelkova serrata (Japanese zelkova) is related to the elms but is resistant to Dutch elm disease, elm leaf beetle, and Japanese beetle. It has a vase-shaped habit, somewhat similar to the American elm. It is wind- and drought-tolerant and performs well in urban landscapes. If left unpruned, however, the branches tend to grow into each other (“V-branching”). The variegated cultivar ‘Goshiki’ is pictured on the right.
Problem Trees

The following trees represent species frequently received in the Plant Disease Clinic for disease diagnosis. These species are fraught with problems in the landscape and are not recommended if one of the generally problem-free trees listed above suits your purpose just as well.

Betula spp. (white bark birches) are prone to bronze birch borers, which eventually kill the tree.

Cornus florida (flowering dogwood) is still being killed in many areas by Discula anthracnose, a fungal disease that causes leaf blight and canker and for which control is very difficult. Many cultivars of flowering dogwood have also developed severe powdery mildew in the past few years. Some cultivars have resistance to either powdery mildew or Discula anthracnose, but no currently available cultivar of C. florida has resistance to both diseases. Dogwood borer can also be a problem, and the species does not tolerate wet soils or areas with poor drainage.

Fraxinus spp. (ashes) are susceptible to borers.

Malus spp. (crabapples) can be completely denuded of leaves by midsummer as a result of the fungal disease, scab, or leaves may become white with powdery mildew, another fungal disease. Crabapple is also susceptible to fire blight. However, cultivars with resistance to these diseases are available. Disease-resistant crabapples make excellent small-tree landscape specimens and are very tolerant of poor growing conditions. If you choose to buy a crabapple, make sure it has resistance to scab, powdery mildew, and fire blight.

Populus spp. and Salix spp. (poplars and willows, respectively) are prone to trunk cankers and galls that may result in extensive dieback.

Prunus spp. (flowering cherries) often develop trunk cankers that cause a gradual death of the tree. Flowering plums (Prunus spp.) suffer from black knot, an unsightly fungal disease that can cause serious dieback.

Pyrus calleryana ‘Bradford’ (Bradford pear) has been widely planted in American landscapes due to its prolific spring flowers, colorful fall foliage, resistance to fire blight, and urban-tolerance; however, it is very susceptible to limb breakage. Several new cultivars with improved limb strength are available, but since the arrival of new cultivars, Pyrus calleryana cultivars have set fruit and a few states have put this species on invasive plant lists. The species is also very sensitive to deep planting. Trees that have been planted too deeply eventually develop a dieback that looks similar to fire of the conifers. Thuja occidentalis (arborvitae) tends to look very straggly with age; x Cuppressocyparis leylandii (Leyland cypress) suffers from winter burn or Seiridium canker, an incurable disease of the trunk; and Tsuga canadensis (hemlocks) are prone to hemlock woolly adelgid, an unsightly and damaging insect. Pinus strobus (white pine), although beautiful in the right setting, does poorly in overly wet or dry soils or in soils with little topsoil (e.g., many landscapes in Virginia). It does not tolerate soil compaction or other adverse soil conditions, and it may develop procercum root disease, a fungal disease that results in death of the tree.

Ulmus americana (American elm) is very likely to die as a result of Dutch elm disease (DED). Choose resistant hybrids or cultivars, or choose another species of elm (see Ulmus parvifolia on page 9). DED-resistant cultivars of American elm are available. These include ‘Valley Forge’, ‘New Harmony’, and ‘Princeton’.

References


Whitcomb, C.E. 1996. Know It & Grow It. Lacebark, Inc., P.O. Box 2383, Stillwater, Okla.
Problem-free Trees for Virginia Landscapes

If you are a Virginia Certified Horticulturist, answer the following questions from the previous article, mark your answers on the card insert to the left and mail or fax back to the VNLA office towards your recertification CEU’s for your Virginia Certified Horticulturist.

1. Malus species of tree may lose all or most of their leaves due to:
   A. Fungal Disease
   B. Scab
   C. Powdery Mildew
   D. All of above

2. *Cornus florida* is usually killed by:
   A. Japanese Beetles
   B. Discula anthracnose
   C. Cabbage worms

3. *Ginkgo biloba* has been around since the dinosaurs
   A. True
   B. False

4. *Cornus kousa* is native to Bali
   A. True
   B. False

5. *Cladrastis kentukea* is a good plant for wet sites
   A. True
   B. False

6. Limb breakage has be very prevalent in what species
   A. *Malus* Species
   B. *Pyrus calleryana*
   C. *Fagus sylvatica*

7. Paperbark Maple is suitable for small lot sizes
   A. True
   B. False

8. *Chionanthus virginicus* is the scientific name for
   A. American Beech
   B. European Beech
   C. Fringe Tree
   D. Black Gum

9. Southern Magnolia is not prone to winter leaf scorch
   A. True
   B. False

10. *Pinus bungeana* is known for what striking quality
    A. Patchy camouflage bark appearance
    B. Lacy leaves
    C. Dwarfness

11. Parrotia persica
    A. Prefers well drained soil
    B. Shade
    C. Is disease-free
    D. A & C

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VGIC Meeting Minutes

Wednesday, August 11, 2010; 9:00 a.m. – 2:30 p.m.
The Goodwin Research Laboratory – Thalheimer Conference Room
VCU Massey Cancer Center, Richmond

Shelley Arthur conducts a tour of The Healing Garden at the VCU Massey Cancer Center where this VGIC meeting was held.

Call to Order – Lorene Blackwood called the meeting to order at 10:10 a.m. with the following people present: Greg Lonergan, Jocelyn Lampert, Carey White, Cary Gouldin, Bill Bonwell, and Jeff Miller, Dawn Lerch, Mary Williams, Rick Baker, Mark Maslow, Chris Cohen, Karen Carter, Caroline Frauenfelder and Jeff Miller.

Secretary and Treasurer Reports – Jeff Miller presented copies of the Minutes of the last meeting which had been emailed to members, a motion was made to approve minutes, seconded, passed.

Legislative Issues – Katie Frazier discussed total maximum daily load (TMDL) reduction requirements by 2025, being addressed through reductions in nitrogen (N), phosphorous (P) and sediment runoff affecting the Chesapeake Bay. There is a delicate balance between reduction requirements waste water, onsite septic systems and urban storm water runoff from urban landscapes and golf courses (nurseries are included in agriculture).

- DCR nutrient management planning including golf and urban landscapes
- Reporting requirement issues:
  - DCR already has a voluntary water quality agreement which the industry thinks that DCR needs to utilize this program first before mandating something else.
  - Zero tolerance from runoff from new development, no change from before development was there.
  - DIY lawn fertilization sold at retail

There will be a ban of phosphorous in fertilizer unless it’s a new lawn for a period, or if a soil test, or OK if utilizing an organic product.

They are also considering:
- time-of-year purchases of fertilizer and limiting nitrogen to slow release types.
- banning use of de-icers using nitrogen.
- Advocating a Virginia tracking system so we know what we are doing, even if the tracking system is not accepted by EPA model.
- Storage of fertilizer by non-ag retailers – want to have this requirement removed because it doesn’t give a credit to Bay model.

The logic is that N and P are the key-stone pollutants, and that if these are stopped, other pollutants will be stopped.

There was a consensus that there needs to cost-share options.

(Bill Bonwell) – in Canada, organic fertilizers can only be applied by professionals, homeowner cannot apply.

Katie needs info on regulations issues that need additional time to phase in over time.

EPA dictates levels, DEQ and the state have to determine how reach these levels.

Funding Sources? Increases in sales tax, fertilizer taxes, increase in stormwater fees

Education – need extension to educate public

Katie also reminded to group of the four remaining Virginia Agribusiness Town Hall meetings and to encourage attendance from the different sectors of the green industry.

VDACS Fertilizer Study Group – Carey White reported that there will be labeling on consumer fertilizer.

Last year, the group worked on certifying the competency of applicators. Now their concern is on the ban of phosphorous. The VGIC could be an educational system for training applicators.

Virginia Agriculture United Coalition Meeting (Chesapeake Bay) August 31 – Lorene and Lin Diacont will represent the VGIC.

Stormwater Meeting – will be attended by Lorene and Tom Thompson

DEQ Permit Pesticide Discharges near water program has to be completed by May 6, 2011. EPA has provided a draft program that Virginia must deal with. DEQ doesn’t have background in this area and is using VDACS for info and advice.

SOLUTIONS – Educational programs through kids in elementary school.

Rick Baker will look into grants for educational programs.
Karen Carter and Caroline Frauenfelder will work on educational programs that would be suitable for kids in elementary schools. Rick will look into grant possibilities for educational programs.

**Funding and Programs**

**Virginia Gardening Festival 2010**
- (September 11 – Rick Baker gave an update on plans for the Festival which are being finalized. There are approximately 60 exhibitors lined up.

**Grant** - Rick is watching for upcoming grants that might fit VGIC programming goals.

**Communications, Public Relations**—Sylvia Wright (see attached report that was sent out before the meeting)

**Mid-Atlantic Horticulture Short Course** “Industry Roundtable” luncheon – it was the consensus of the group to continue with this for 2011.

**Executive Directors Report - Jeff**

**Economic Impact Survey** – will be done by Jim Peace with the VA Tech AG Econ Department with the assistance of a graduate student.

**Website Overview**
- VGIC trade website  www.VirginiaGreen.org
- VGIC consumer website  www.VirginiaGardening.com

**NEW BUSINESS—Getting Pro Active**

**VA Tech CALS Fall Festival** – Jeff will represent the green industry at the CALS Homecoming event prior to the football game on September 18.

**Bay Position Statement:** A motion was made to create a position statement on the Bay issues by August 25, seconded and passed. The committee that will work on this is: Greg Lonergan, Cary Gouldin, Lin Diacont, Carey White, Gwynn Hubbard, Jeff Miller and Lorene Blackwood.

**OLD BUSINESS**

Educational packets for schools at State Fair was discussed, but no action was taken.

The VGIC will have a complimentary booth at the VNLA Field Day on September 8 at the Hampton Roads AREC in Virginia Beach.

**VGIC Volunteers for Plant Sale** after State Fair on Monday, October 4 are needed. Contact Gwynn Hubbard

1:45 p.m. **Overview and Tour of the Massey Cancer Center Healing Garden** (Shelly Arthur) - Shelly gave an...
overview of the planning and design process for this garden which ran from 2000 to 2006. Input was solicited from staff and patients. The garden needed to appeal to many cultures, sculpture was important – but nothing religious, and they wanted to showcase Virginia Artists.

The garden is on the roof off the ground floor lobby, but 5 stories up on the outside end. In selecting plant material, many considerations had to be made including fragrance, blooms, fruiting, year-round appeal, microclimates, allergy sensitivity were among the myriad of special considerations for this garden.

2:30 p.m. Adjourn

Respectively submitted, Gwynn Hubbard, Secretary

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Events - VTC Annual Conference and Tradeshow

Continues to Buck the Typical Trend

For many of the country's turfgrass associations, both state and national, the past few years have brought times of anxiety — even angst, some might say — particularly concerning the groups' annual conferences. For most, the dour economy has driven down both attendee registrations and tradeshow booth sales, both of which are associations' key revenue producers.

The Virginia Turfgrass Council (VTC), however, has defied that trend, posting increased attendance and booth sales at its annual conference for the past three years in a row. The reasons for the VTC's success are many, says Tom Tracy, Ph.D., the association's executive director. "Perhaps the most important factor in our conference's continued growth was the decision by our board of directors to move the event from Richmond to Fredericksburg in 2006," he says. "Although Richmond was more centrally located for many of our members, the move to the Fredericksburg Conference & Expo Center not only provided a fresh venue for those who had tired of various hassles we faced in Richmond, but it also allowed us to expand into a more regional show. Since Fredericksburg is within a four-hour drive of much of the Mid-Atlantic, we now attract a substantial contingent of turf professionals not only from across Virginia but also from Maryland, New Jersey and Washington, D.C."

The move to a more regional attendance has also given impetus to the VTC's slotting of more nationally known speakers for the conference's educational program. While the program continues to rely heavily on turfgrass researchers from Virginia Tech, this year's program, will also feature presentations from Drs. Bruce Martin and Lambert McCarty (both from Clemson University), Dr. David Shetlar (Ohio State University) and Dr. Roch Gaussoin (University of Nebraska), as well as Darin Bevard and Keith Happ, from the United States Golf Association. As a special treat, Mark Prieur (of the Ontario Golf Superintendents Association) is slated to relate his experiences with Canada's increasing regulations concerning fertilizer and pesticide use, an issue of growing concern to many American turf managers.

As always, the VTC conference's educational program this year includes dedicated tracks for golf-course maintenance, sports-field management, sod production and lawncare/landscaping (many with GCSAA and STMA recertification credits). The event also offers classes for applicators needing pesticide recertification, another major draw for conference attendees.
The VTC Conference is COMING!

January 17-20, 2011

Fredericksburg, Virginia

www.turfconference.org
Finally, Tracy believes that the Fredericksburg location itself has played an important role in the conference's success. "Fredericksburg is a family destination, even in January," he comments. "The city has a wealth of historic attractions, reflecting its role in both the Revolutionary War and the Civil War. And the Conference and Expo Center is in the middle of a major retail area, with lots of shops and fine restaurants only few minutes away. Plus, of course, our attendees love the Center's ample free parking, while our vendors appreciate the easy, drive-in access to the tradeshow floor."

The VTC's 51St Annual Turf & Landscape Conference and Tradeshow will be held at the Fredericksburg Conference & Expo Center, January 17-20, 2011. For attendee and vendor convenience, the VTC has a dedicated website where registration forms, the entire educational program and the tradeshow-floor layout can be found.

Donate to the VNA Horticulture Research Foundation Auction

Help our endowment grow, so we can support more research for the nursery and landscape industry!

Donate: equipment, plants, artwork, vacations, show tickets, game tickets, gift certificates, services

Make a Splash for Research - An Evening at the Aquarium!

The Research Reception and Auction will be at the Baltimore Aquarium on Thursday, January 6, 2011 6-8 p.m.

Details in MANTS Registration

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Silent Auction (6:00 – 7:30 pm)

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Dress Attire is trade show casual, Ticket information will be in the MANTS pre-registration packet

VNA Horticulture Research Foundation, Inc.
This is the major fund-raiser event for the Foundation. The net proceeds from this event are added to the investment account managed by SunTrust Bank. The income from the investment account is used each year to fund worthy research projects that could benefit the nursery industry.
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<td><a href="mailto:shihohnursery@yahoo.com">shihohnursery@yahoo.com</a>, <a href="mailto:shihohnursery@hotmail.com">shihohnursery@hotmail.com</a></td>
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<tr>
<td>Spivey’s Nursery</td>
<td>1998-A Beeson Rd., Kernersville, NC 27284</td>
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<td>1-888-992-2530, fx 336-992-2531</td>
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<td>Terragen Nurseries, Inc.</td>
<td>7512 Doggett Road, Browns Summit, NC 27214</td>
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<td>336-656-0107, fx 336-464-2015</td>
<td><a href="mailto:david@terragenonline.com">david@terragenonline.com</a></td>
<td><a href="http://www.terragenonline.com">www.terragenonline.com</a></td>
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<td>336-857-2131, fx 336-857-2272</td>
<td><a href="mailto:brandon@tomscreeknursery.com">brandon@tomscreeknursery.com</a></td>
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<td>Triad Landscape Supply</td>
<td>470 Gumtree Road, Winston-Salem, NC 27107</td>
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<td>336-764-5919, fx 336-764-8340</td>
<td><a href="http://www.triadlandscape">www.triadlandscape</a> suppliers.com</td>
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<tr>
<td>Wagoner’s Nursery, LLC</td>
<td>6818 Friedens Church Road, Gibsonville, NC 27249</td>
<td></td>
<td>336-449-5532, fx 336-449-0134</td>
<td><a href="http://www.wagonernursery.com">www.wagonernursery.com</a>, <a href="mailto:wagonernursery@gmail.com">wagonernursery@gmail.com</a></td>
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Various reports have been produced on retailing in recent years that focus on why people go shopping. Some of these reports identify that consumers are driven by convenience and price. I agree that these are key drivers and as a result they are left in a position where they are challenged to shop with anyone else in the community. The town square remained the centre of the community until the emergence of the supermarket. This meant that libraries, night clubs, taverns and community halls are now being introduced into the same complex and a 24/7 community experience is on offer to local residents.

Having said that, there is a fundamental change going on in some retail sectors that we need to be aware of. The consumer is re looking at their shopping habits and as a result they have started to rebel against an experience where they are left in a control environment to walk along lines of global shops without much relief.

The result has been the emergence of the main street in new shopping centres whilst architects start to design shopping centres that look more like town hubs than boxes with shops in them. In Australia we have the term “Activity Centres”, this is where 50% of available rental space is made available to other activities other than retailing.

The local farmers market traditionally was the “Social Church” for the community. The farmer would bring products direct from the farm and sell directly to a local community. In countries such as Italy, Spain and France the market has continued to be a community focus, but in many countries it went out of fashion as the supermarkets grew their market share. The Market is back and has become one of the fastest retail growing sectors, it is the ideal social church and many new Activity Cen-

What is Social Church?

My definition of social church is where the community can gather and connect. This may take place at a market, a community hall or club. Over recent years the social church has become more segregated with consumers congregating in tribes based on age or hobbies rather than mixing as a community where all ages and interests get together and enjoy the community.

Communities need to get together, alas in many communities in the last decades people have moved in and out of houses and may not even know the neighbours; the result is a breakdown of the overall community.

Consumers are now challenging this concept and as a result we are seeing a change in the way we retail and I believe this will be a trend rather than a fashion and retailing may have changed for decades as a result of it.

Activity Centres

The shopping mall is already seeing this evolution take place. Some estimates are that 50% of American shopping centres are already in decline and empty malls are now a common site in the Saithe consumer has started to rebel against an experience where they are left in a control environment to walk along lines of global shops without much relief.

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tres have created a central plaza to allow the market to be reintroduced into the central hub of activities.

**My Book Shop Experience**

I recently had a meeting in a suburb of Perth and we planned to meet at Millpoint Cafe Bookshop, a business I was unfamiliar with. I was told it was an independent bookshop. The meeting was on a Friday morning. I arrived at the bookshop to find the place full of consumers, reading books, buying books and having a late breakfast or early lunch, in fact we had a challenge to find a seat.

Here was an independent, locally owned bookshop that had discovered that if they could tap into Social Church they would have a thriving business.

The place I am told is like this every day of the week.

**What had they discovered:**

1. You need to create a relaxing atmosphere to get consumers to linger longer
2. The product does not dominate the experience; the customer needs space to enjoy the experience
3. They provide social activities, spread in their case around authors, that are provided consistently and at various times of the day and the week
4. The quality of the food and coffee is as important as the quality of the product they sell
5. The customer is encouraged to linger longer
6. The staff were exceptionally good at their interactive personal skills
7. The team had a passion for the product and how the customer could enjoy it
8. The environment was authentic and unique; you knew you were not in a globally designed retail environment
9. All forms of retailing need to develop the social church niche. For some retailers it can be a broad church whilst others will develop a narrow church and build on the hobby or interest of their customers.

The business that have an advantage are locally owned independent operators who are keen to develop their market penetration within the community.

*Provided by John Stanley Associates, Kalamunda, Western Australia, 6076; info@johnstanley.com.au www.johnstanley.com.au*
Tips – Is Your Credit Compliant?

PCI Compliance Rules for Retailers

According to the PCI, Security Standards website, "[PCI] Compliance is mandated by the payment card brands and not by the PCI Security Standards Council. However, for most merchants, the deadlines for validating compliance with the PCI DSS have already passed. You should check with your acquirer and/or merchant bank to check if any specific deadlines apply to you, based on merchant transaction volume (level) as determined by the card payment brands. All entities that transmit, process or store payment card data must be compliant with PCI DSS."

Additionally the website states, "All merchants, whether small or large, need to be PCI compliant. The payment brands have collectively adopted PCI DSS as the requirement for organizations that process, store or transmit payment cardholder data. PCI SSC is responsible for managing the security standards while each individual payment brand is responsible for managing and enforcing compliance to these standards. For questions regarding compliance validation requirements and deadlines as well as compliance reporting requirements, we recommend that you contact your acquirer. For more information regarding the PCI security standards and supporting documentation, including the "Navigating the PCI DSS" as well as targeted Self Assessment Questionnaires to assist small and medium merchants, please visit the PCI SSC website at: www.pcisecuritystandards.org "

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**Legislation - Lighthouse Program Tools**

Where to learn about federal actions that could affect your business

Each Lighthouse partner state association has set up a legislative website created by Capitol Advantage. These sites allow you to look up information on your state legislature's activities. They also show the most urgent pending federal action and are directly linked to ANLA's Lighthouse webpage (www.anla.org/lighthouse). The ANLA Lighthouse page has program information and grassroots tips.

**How Do I Look Up My Elected Leaders?**

Drop by the VNLA website at www.vnla.org and click on the link to state and federal legislation. Then Click on "Congressional Delegation" where you will see your state's elected officials. If you don't know who your Legislators are you can look them up by zip code. Here you can link to "Send Message" in order to contact your representative.

Alerts: Only Have A Minute?

The Lighthouse Program Makes It Easy.

We understand that running a successful business is time consuming and, therefore, business people have limited time to follow the political process. Therefore, at key points in the political process when there is an urgent need for the industry to be heard, you will get a Legislative Alert by fax or email, with specific instructions on what is needed. Usually, the Legislative Action website will feature a sample letter which you can personalize and send to your elected leaders by email, mail or fax. It only takes a few minutes to do your part.

How Can I Quadruple the Voice of My Business?

Many industry businesses have at least two, three, or four employees who may want to take an active part in shaping the industry's future, too. Please share this information with them, and encourage them to take part in the program too. If 2,500 industry businesses respond to an urgent call to action, and each has four employees participating, Congress will have 10,000 impressions made!

What if I Am An ANLA Member, Too?

ANLA members have formed the core of the industry's grassroots power base for years. Most are already trained and empowered to take action on issues important to them. When Lighthouse alerts are issued, some members may receive more than one alert, possibly through different communication channels. If so, please take the requested action, and share any extra alerts with a key employee other industry businesspersons. ANLA members also have exclusive access to federal law compliance information, expert legal consultants, and other benefits. For details on membership, visit www.anla.org.

How to Write Letters to Congress Using the Lighthouse Program Web Tools

1. Go to the state association webpage www.vnla.org/legislation and follow the links to the Legislative Action page;
2. Click on Issues and Legislation, then click on Legislative Alerts.
3. View the posted Alerts, and select the appropriate issue.
4. Enter your zip code for a sample letter. Personalize it, then print and fax, or send as an email.

Legislation - Lighthouse
Call for Entries:
Virginia Professional of the Year

You are invited to submit your nomination for the 2010 Distinguished Virginia Professional of the Year. This award is given annually by the Virginia Nursery and Landscape Association to honor a member of our green industry.*

The selection criteria are based equally on a candidate who has spent their career promoting and advancing the green industry. This individual is selected on the basis of long term contributions to the local and/or state organizations of Nursery and Landscape Associations.

A committee of the previous three recipients of this award, along with the approval of the Executive Director of VNLA, will make the final selection. The winner will be introduced at our Annual Membership Meeting at MANTS in January.

The person you nominate must be a VNLA member or work for a firm that is a member of VNLA. A previous recipient of the prestigious award is eligible again after five years.

Name of nominee: ____________________________________________ Title __________________________
Company: ________________________________________________________________________________
Address: ________________________________________________________________________________
City: _____________________________________________ ST _____ Zip code: _________________________
Phone: _______________________________ Email: ______________________________________________

Briefly list your nominee’s achievements, accomplishments, and involvements in the horticulture industry
__________________________________________________________________________________________
__________________________________________________________________________________________
__________________________________________________________________________________________
__________________________________________________________________________________________
__________________________________________________________________________________________

You may also send any additional information such as biographical date, articles, etc. that you feel would be helpful in evaluation your nominee.

Your Name: ____________________________________________ Title: ______________________________
Company: ________________________________________________________________________________
Address: ________________________________________________________________________________
City: _____________________________________________ ST _____ Zip code: _________________________
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Mail to: Selection Committee
Virginia Nursery and Landscape Association
383 Coal Hollow Rd; Christiansburg, VA. 24073-6721
Fax: 540-382-2716; Email: info@vnla.org  Questions: Call 1-800-476-0055

*The selection committee has the option of not selecting a recipient if there is not an outstanding individual. In this case the selection committee members will remain the same for another year.
Nomination Form

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Email: __________________________________________________________________________________________

Website: _________________________________________________________________________________________

Name of Project: ____________________________________________________________

Description of the problem, the process for resolving the issue, benefit to the environment, costs to implement, anticipated financial savings, BMP practices that have been implemented and any additional comments or background information.

Date Project was implemented: ____/____/_________

Date Project completed ____/___ _/_________ (or anticipated competition date)

Attach copies of plans, photos, before and after, if available for the judges to better understand and judge the project.

Environmental Affairs Chairperson: Tom Thompson, 804-276-5893, naturalartlandscaping@yahoo.com

This form is also available online at www.vnla.org/about.htm
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Virginia Cooperative Extension announces plan to restructure

BLACKSBURG, Va., Oct. 7, 2010 – Alan Grant, dean of the College of Agriculture and Life Sciences at Virginia Tech, announced a plan to restructure Virginia Cooperative Extension to better meet the needs of its clientele and address a cumulative reduction of $10.3 million since 2007 for Virginia Cooperative Extension and the Virginia Agricultural Experiment Station. The plan was presented to Extension faculty and staff during a live Web conference today.

“This plan allows Virginia Cooperative Extension to reduce costs, maintain a local presence across the commonwealth, and continue to provide high-quality, science-based educational programming for Virginia. This will allow us to shift resources to the highest-priority needs of the state and localities,” Grant said. “In addition, the plan will provide local governments the opportunity to customize programming based on the needs of their community.”

According to Grant, the restructuring plan provides an infrastructure that will enable Extension to fulfill its land-grant mission and preserve delivery of critical programs related to agriculture and natural resources, youth development, and families and communities.

“The new structure improves Extension’s program delivery model by establishing issue-based program teams that will design educational programs to be delivered to audiences by the locally based field staff,” Grant said. “These teams will be composed of Extension educators and specialists, other Virginia Tech and Virginia State University faculty, and other collaborators.”

To ensure effective implementation and delivery of programming in the field, area program leaders will train, supervise, and mentor the Extension educators (formerly known as Extension agents). Area program leaders will have a high level of expertise in a particular subject matter.

The plan also consolidates Extension’s administrative field staff into a regional structure that includes locally based Extension educators clustered around a “business center” in a three- to five-county region. The business center will house support staff as well as one or more state-funded Extension educators who will serve the region. In addition, each locality will offer the option of housing one or more Extension educators, based on local needs. At least one educator will be funded in partnership with Extension and the locality. Localities may elect to fund additional Extension educators to work on specific programs.

“This structure will allow Extension to continue to meet high-priority needs with the ability to grow and contract as funding changes,” Grant said.

During the announcement, Grant stressed that the restructuring plan was only a “blueprint” for future planning and analysis of program implementation.

“We have a lot more work ahead of us as we move into the implementation phase of this restructuring process,” Grant said. “Over the next six months, we will be meeting with our local partners to discuss their programming needs and develop a plan to transition to this new structure. We will also implement the program priorities identified in the strategic plan.”

Grant, who assumed temporary leadership of Extension in May, explained that the restructuring plan is a culmination of a planning process that also included the development of a five-year strategic plan that identifies the organization’s programming priorities. This comprehensive process involved not only Extension faculty and staff, but also numerous internal and external stakeholders, including government officials, Extension volunteers, and industry representatives.

“While we are restructuring our administrative functions and updating our programs, our focus continues to be on the delivery of high-quality, research-based educational programs designed to serve Virginians,” Grant said. “This plan builds on the long tradition of Extension excellence and creates a modern organization that transfers and applies the research at Virginia Tech and Virginia State University. This unique ability of Extension to bring research developments to the benefit of local communities has been, and now can continue to be, a cornerstone for growth across the commonwealth.”

The restructuring and strategic plans http://www.ext.vt.edu/restructuring/index.html can be viewed on the Extension website.

Virginia Cooperative Extension http://www.ext.vt.edu/ brings the resources of Virginia’s land-grant universities, Virginia Tech and Virginia State University, to the people of the commonwealth. Through a system of on-campus specialists and locally based educators, it delivers education in the areas of agriculture and natural resources, family and consumer sciences, community viability, and 4-H youth development. With a network of faculty at two universities, 106 county and city offices, 12 agricultural research and Extension centers, and six 4-H educational centers, Virginia Cooperative Extension provides solutions to the problems facing Virginians today.

Lori Greiner, (540) 231-5863, lgreiner@vt.edu
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January 6, 2011, VNLA ANNUAL MEMBERSHIP BREAKFAST MEETING, Sheraton Inner Harbor Hotel, Baltimore, 7-9 a.m. 1-800-476-0055, info@vnla.org

January 6, 2011, VNA HORTICULTURE RESEARCH FOUNDATION AUCTION/RECEPTION Baltimore Aquarium, 6-8 p.m. 1-800-476-0055, info@vnla.org

January 17-20, 2011, VIRGINIA TURF & LANDSCAPE TRADE SHOW Fredericksburg Expo Center, Contact: 757-464-1004 vaturf@verizon.net


January 24, 2010, VIRGINIA CERTIFIED HORTICULTURIST BASIC & ADVANCED EXAMS at the Mid-Atlantic Horticulture Short Course, Virginia Beach 6-9 p.m. Contact: 1-800-476-0055, VCH@vnla.org

January 28-29, 2011, MID-STATES HORTICULTURAL EXPO Kentucky International Convention Center, Louisville; Hosted by the Kentucky and Tennessee Nursery & Landscape Associations www.MSHE.org 931-473-3951

February 10-13, 2011, MAYMONT FLOWER & GARDEN SHOW Greater Richmond Convention Center, Richmond, VA Contact: 301-330-4128 www.MacEvents.com

April 16-24, 2011, HISTORIC GARDEN WEEK IN VIRGINIA Contact: www.vagardenweek.org

For a Current Listing of VIRGINIA CERTIFIED HORTICULTURIST review classes and test dates, go to www.vnla.org/certification.htm And see listings in this Newsletter on page 41

For a Current Calendar of Events, go to: http://virginiagreen.org/events.htm

Appleton Receives the “professor emerita” title

HAMPTON ROADS, Va., Sept. 22, 2010 – Bonnie Lee Appleton of Norfolk, Va., professor of horticulture in the College of Agriculture and Life Sciences at Virginia Tech, has been conferred the “professor emerita” title by the Virginia Tech Board of Visitors.

The title of emerita may be conferred on retired professors and associate professors, administrative officers, librarians, and exceptional staff members who are specially recommended to the board of visitors by Virginia Tech President Charles W. Steger. Nominated individuals who are approved by the board of visitors receive an emeritus certificate from the university.

A member of the Virginia Tech community since 1985, Appleton was based at the Hampton Roads Agricultural Research and Extension Center. She was instrumental in the development of the department’s off-campus graduate degree program. She was an instructor of many graduate classes and as major advisor to more than 60 master’s degree students.

In addition, she served the nursery, landscape, and tree care industry of Virginia and beyond through extensive applied research and extension programs.

Appleton received her bachelor’s degree and master’s degree from the University of Delaware and Ph.D. from Oklahoma State University.

She retired effective July 1, 2010, and will be missed for her enthusiasm and support of the green industry.
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