

NHLA

NEWSletter

Vol. 30 No. 10

Informing and educating members of the Green Industry

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Joint Winter Meeting Jan. 15

Get ready for the 2014 Joint Winter Meeting, a collaborative effort among NHLA, NHPGA, and UNH Cooperative Extension. This winter's event is January 15, 2014, at the Marriott Grappone Conference Center, Concord, NH. The day begins at 8:00 am.

Be sure to arrive early, as we will again hold the popular informal table discussions at the beginning of the day. These are centered around topics that interest you and have been very well received over the past two years. Find a topic you like, whether you're a grower, landscaper, retailer or plant geek. The small group discussions allow you to share ideas with your peers and see what's up in the industry. Drop in for a minute or stay for the duration.

Watch your email for a list of table topics prior to the meeting date. If you want to suggest or lead a table topic, please contact Linda Zukas at linda@churchillsgardens.com.

See pages 4-5 for the schedule, a description of the educational sessions, and a registration form. You can also register online. 

**Vote for the 2014 NHLA Board of Directors
at the Joint Winter Meeting, or use the Ballot on page 7.**



Season's Greetings

The NHLA Newsletter is published by the New Hampshire Landscape Association for its members, free of charge, 10 times a year.

Memberships:

See enclosed application or the website for a membership application.

Additional Subscriptions: Firms desiring additional subscriptions, can purchase them at \$40.00 each. Contact Guy Hodgdon.

Editorial Material should be sent to Carolyn Isaak, Editor, by the 1st of each month prior to publication.

Advertising: Advertisers wishing to appear in the NHLA Newsletter should submit their ads to Annette Zamarchi by the 10th of the month prior to publication.

Suggestions and Concerns:

Members are encouraged to contact Guy Hodgdon.

Try out our Web Site at <www.nhlaonline.org>

Prof. Consultants

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President's Notes

Peter DeBrusk, NHCLP

I think that the Board of Directors and the committees of NHLA do several things that are important for our industry. We provide educational programs, we have an excellent Certification Committee, and we provide scholarships to students who are studying horticulture or a horticulture/landscape related major. The deadline for the 2014 NHLA Scholarship is December 15, and you can find the application form on page 17.

In addition, NHLA is part of the Ruth E. and Leon E. Pearson Memorial Scholarship Committee, which recently met

and reviewed five applicants for the 2013 scholarship. This year we were able to give a total of \$8500 to three winners. Those people are Joshua Jones, Steven Grant, and Kaitlyn Boyd. They will be introduced at the January meeting in Concord, and I encourage you to introduce yourself and meet them because they all have bright futures in our industry.

While we were reviewing the Ruth E. and Leon E. Pearson Memorial Scholarship, I found an interesting article about Leon Pearson and I am going to share it with you. For those of you who

do not know, Leon Pearson is one of the fathers of landscaping in New Hampshire and made a tremendous contribution to professionalizing our industry. I do not know who wrote this article originally or I would be happy to give credit, and if the original writer is reading this please do not sue me. I am copying it because I think it is very good and worthwhile for the membership to read....

Leon E. Pearson began his career in landscaping by leaving high school in his senior year to take a job at a small hobby nursery, Hawley's, in Lynnfield, MA. He cared for, propagated, planted and was awed by the nearly 200 varieties of evergreens, all staked with Latin names. Day after day he tested himself, so by the time he left five years later he knew all but ten or so varieties. In his own words he was "on top of plant ID."

He started his own nursery with an older brother in 1928. In 1931 and 1932 he took a respite from his duties at the nursery and

attended Stockbridge School of Agriculture at UMass. He was active in sports, was editor of the School Year Book, and graduated with the highest scholastic rating in his class. In 1933 he resumed business with his brother and developed one the most complete collections of perennials in New England. At the same time he began to do personal landscape compositions.

In the fall of 1940 he went to work at Cherry Hill Nurseries, West Newbury, MA, in the landscape department. Pearson built up his own customers, developed his own plans, and supervised the work. He was impressed by some of the work being done by firms like the Olmsted Office and learned from them through observation. While working at Cherry Hill he went to Manchester, NH, to work on the Wagner Park on Maple St. Over a two-year period he designed and executed the entire park. Soon after, in 1947, he decided to venture out on his own and moved to Hooksett, NH.

Continued on page 16



Leon Pearson
1906-1988

NHLA Membership Renewal

Have you renewed your NHLA Membership?

This may be your last *Newsletter* if you haven't. Members who have not renewed will be dropped at the end of December.

Please send your dues in today!

All billing and correspondence is now being done by email, so be sure we have your correct email address. If you have not received a renewal notice or need another one, please contact:

Guy Hodgdon, NHLA Business Director
nhla@comcast.net

NHLA - NHPGA - UNHCE - Joint Winter Meeting

Wednesday, January 15, 2014, Marriott Grappone Conference Center, Concord

We invite you to attend our popular Joint Winter Meeting! This is where you can learn valuable information for your business and enhance your professional skills. Get a jump on the season. January is a great time to gain new knowledge and take a look at your business practices.

Below are descriptions of the educational sessions:

Keynote: Positioning for the Future of the Green Industry Marketplace

Dr. Charlie Hall

Many current trends and driving forces point to the fact that consumer demand in the Green Industry marketplace is maturing. Assuming this to be the case, a strategic response is required on the part of growers and retailers in order to survive. This session will focus on three issues. First, the near-term economic forecast

Show your Products and Services at the Joint Winter Meeting

Reserve a Vendor Table

Cost: \$200 in hallway (limited to 10-12 vendors) for the table and registration for one person, including lunch; \$45 for each additional person

\$175 in ballroom for the table and registration for one person, including lunch; \$45 for each additional person.

If you are interested, please contact Jon Batson, 603-330-0362, jontree13@aol.com.

related to the recovery and how consumer purchasing behavior has been affected; second, how you can adapt to the future by understanding the forces underlying the downturn; and finally, the strategies and activities that can help your company adapt to the challenges of the new marketplace and consumer.

Dr. Hall is Professor and Ellison Chair in International Floriculture at Texas A&M University. His expertise is in the production and marketing of Green Industry crops, and he is nationally recognized in academia and by the horticultural clientele he serves. His research, teaching, and extension areas of specialization include strategic management, market situation/outlook, cost accounting, and financial analysis for Green Industry firms. In 2012 OFA, The Association of Horticulture Professionals, appointed Dr. Hall as

Chief Economist to provide vision and leadership. Dr. Hall is an invited speaker at numerous regional, national, and international meetings of various industry-related associations and organizations.

The Keynote Speaker is sponsored by UNH Cooperative Extension through a grant from USDA Risk Management Agency.

Plant Disease Problems in 2013 and How to Prepare for 2014 *Dr. Cheryl Smith*

Cheryl will review what the major and unusual diseases and disorders were in 2013. She'll provide recommendations for disease management in 2014 through preventative cultural management, along with suggestions for chemical management, including organic options when available.

The Truth About Mulches—Better Choices, Better Performance *Dr. Bill Fonteno*

We all hear about the "benefits" of mulches, but which one(s) should you choose? Is it all looks and price? Traditional characteristics are still important, such as moisture holding and temperature modification. But other performance issues are considered today, such as soil improvement, pests and termites, fire hazards, and colors. We'll explore these and more in a slightly different discussion on a familiar topic.

Continued on page 14

Directions to the Grappone Center

From the North or South on Route 93:

Take Exit 15 West (North Main St.) Take first right at flashing lights onto Commercial Street. Follow ¼ mile to Constitution Ave. Follow signs for Hotel/Conference center complex on right.

From the East:

Travel west on Route 4 towards Concord. Take Route 393 towards downtown Concord. Once you cross over Route 93, take first right at flashing lights onto Commercial Street. Follow ¼ mile to Constitution Ave. Follow signs for Hotel/Conference center complex on right.

**Two ways to register: online or mail in.
See details on the Registration form, page 5.
Updated information and online registration link also at:
www.nhlaonline.org/news-events/WinterMeeting.cfm**

Schedule

8:00-9:30:

Registration, Coffee, Tea, Muffins
*Flex Time for networking, Visit exhibitors,
and Table Topic Discussions*

8:15-9:15

Table Topics are back by popular demand! Watch your email for a list of table topics prior to the meeting date. If you want to suggest or lead a table topic, please contact Linda Zukas at linda@churchillsgardens.com. Find a topic of interest to you, whether you're a grower, landscaper, retailer or plant geek.... informal, small group discussion allows you to share ideas with your peers and see what's up in the industry. Drop in for a minute or stay for the duration.

9:30-10:45

Keynote Speaker:
Positioning for the Future of the Green Industry
Dr. Charlie Hall

11:00-12:00

CONCURRENT SESSIONS

Ballroom: **Plant Disease Problems in 2013
and How to Prepare for 2014***

Dr. Cheryl Smith

OR

Merrimack Room: **The Truth About Mulches –
Better Choices, Better Performance**

Dr. Bill Fonteno

12:00

Lunch, visit with vendors, Announcements

1:15-2:15

CONCURRENT SESSIONS

Ballroom:

Changing the Conversation on Ecological Design

Lisa Cowan

OR

Merrimack Room: **Creating the Optimal Root
Environment: It's Not Just in the Bag!**

Dr. Bill Fonteno

2:20-3:20

CONCURRENT SESSIONS

Ballroom: **State and Federal Quarantine Pests: Updates
Changes, and Steps You Can Take***

Piera Siegert

OR

Merrimack Room:

Health Insurance Options in New Hampshire
NH Department of Insurance

* Pesticide credits pending state approval
2 NHCLP Credits awarded for attending Conference.

TWO WAYS TO REGISTER

1. **Online** (after December 1, 2013). Find a link to the registration page at www.nhfarmbureau.org/jointwinter_meeting_registration.htm. You can pay online with Pay Pal or call the Farm Bureau at 603-224-1934 to use a credit card.

2. **Mail-in** registration – use the form below and mail with a check.

Pre-registration deadline is January 10, 2014. No refunds after this date.

Cost: 45.00 per person (\$42 for additional people from the same business or organization) Price includes lunch. After January 10 and at the door the cost will be \$50 per person (\$47 for additional employees from the same company). Walk ins are accepted on a space-available basis and lunch is not guaranteed.

For any special arrangements including dietary, physical access, or other accommodation requests, including the ability to pay, please contact UNHCE at 603-862-3200. Ten working days are needed to facilitate special needs requests.

Questions? Contact the NH Farm Bureau at 603-224-1934.

MAIL-IN Registration Form

(Registration must be received or completed online by January 10, 2014)

Joint Winter Meeting:

NHLA/NHPGA & UNH Extension

Wednesday January 15, 2014, 8 am-3:30 pm

Marriott Grappone Conference Center, 70 Constitution Ave, Concord, NH

Name(s) of persons attending:

Firm Name _____

Phone: Days _____ Eves _____

Email: _____

Street Address _____

County _____

City _____ State _____ Zip _____

I have enclosed \$_____ for _____ people to attend the meeting.

Please make checks out to NHPGA. **Remember: A reservation made is a reservation guaranteed. No-shows will be billed!**

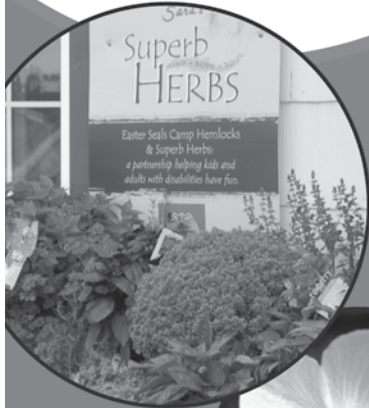
Send with payment by January 10 to:

NHPGA/Joint Winter Meeting c/o NH Farm Bureau
295 Sheep Davis Road, Concord, NH 03301

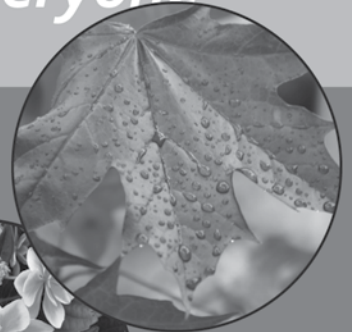


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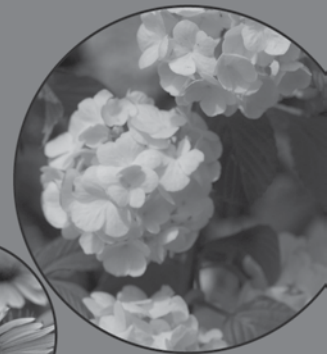


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Ballot: 2014 NHLA Board of Directors

PRESIDENT: (Vote for one)

- John Crooks, John's Landscaping of Madbury
- Write in _____

VICE PRESIDENT (Vote for one)

- Mike Graves, Piscataqua Landscaping
- Write in _____

SECRETARY/TREASURER (Vote for one)

- Pam Moreau
- Write in _____

DIRECTORS: (Vote for two)

- Dave DeJohn, DeJohn Landscaping (1 year)
- Scot Flewelling, Stepping Stone Landscaping (3 years)
- Write in _____

Staying on as

Past-President: Pete Debrusk, Tuckahoe Turf

Director: Jim Moreau, Larchmont Irrigation (2 years)

Signature _____

Company _____

All absentee ballots must be signed to be counted.

*Voting takes place at the January 15, 2014 Winter Meeting.
If you do not attend the January 15 meeting, please return this ballot
to the Business Office no later than 5:00 p.m. on January 14, 2014.*

Send to:

NHLA Business Office, 50 Debbie Lane, Eliot, ME 03903 or scan and email to nhla@comcast.net





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Community Training in Ecological Design:

Solution-based training for New Hampshire Community Leaders and Professionals using Permaculture Design Principles

Join Steve Whitman, Lauren Chase-Rowell, Mary Tebo Davis and Stacey Doll as they lead you through a new and innovative training on Ecological Solutions for NH Communities. The training, geared toward town staff and community leaders, will provide you with the necessary tools to plan, design and develop a more resilient and sustainable future for your town's infrastructure and economy while working in harmony with the natural world. Utilizing Permaculture Design Principles, you will be led through a series of conversations, participatory activities, case study field trips, and a design charrette to develop your skills as an ecological designer and permaculturist for your community. Each participant will leave the training prepared to work through the planning and development process within their community, and on their own personal property, to provide solutions for a better tomorrow. Please register on-line as space is limited.

Who Should Attend: planning boards, energy committees, conservation commission, agricultural commissions, landscape architects, town engineers, road agents, and town maintenance

Location: UNH Coop Extension, 315 Daniel Webster Hwy, Boscawen, NH,

Dates: Jan 17, 8:30 am-5pm; Jan 22, 1-5:30 pm; Jan 29, 1-5:30 pm; Feb 1, 8:30 am-4 pm at the NOFA-NH Winter Conference, Concord; and Feb 12, 8:30 am-5pm. Snow Date: Feb 19.

Cost: \$395

How to Register: Register online at www.events.unh.edu/RegistrationForm.pm?event_id-15607. You may register on-line and pay by credit card, electronic check, or forward us a paper check. Registering on-line will hold your place until payment is received.

This course is being held in Partnership with University of New Hampshire Cooperative Extension. 🦋

SAVE THE DATE!

MARCH 12

NHLA / UNHCE

Spring Education Conference

Watch for more information in upcoming Newsletters and online, www.nhlaonline.org

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Wishing you a great Winter.

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2nd Annual Extreme Tree Makeover

Call for Entries: Nominations due by December 31

Urban Tree Service/A Tree Health Company, Inc., a provider of tree, plant, and lawn health services in Rochester is looking for a deserving homeowner or non-profit agency to receive a free tree makeover in their 2nd Annual *Extreme Tree Makeover Contest*. The contest is aimed at preserving, beautifying, and making trees safe when they become hazardous. They will make every attempt to salvage the tree, if it is feasible. The winning entry from last year's contest came from a 94-year-old Portsmouth homeowner whose home was being threatened by a 60-foot maple tree that was dangerously looming over the residence.

"The first contest was very well received and our staff loved the opportunity to give back to the community by doing what we do best," said Ed Hopkins, President of the company. We are thrilled that we can once again utilize our passion for trees to help a deserving homeowner or

non-profit organization."

The company is now accepting nominations for those with tree-related issues. Entries must include a description of the problematic tree/tree-related issue, and contact information including physical address for the property owner or non-profit organization. Photos are optional. Nominations can be sent via email to info@urbantreeservice.com (with Extreme Tree Makeover in the subject line) or can be mailed to: PO Box 1631, Rochester, NH 03866-1631 by December 31, 2013. Incomplete or late entries will not be considered.

A panel of judges, consisting of representatives from Urban Tree Service and their contractors and affiliates, will review each entry. Both the winner and the nominee will be notified in January 2014. Non-winners will not be notified. Permission to do the work and to publish before and after photos must be granted to Urban Tree Service by the property owner of the winning entry.

Green Industry Educators and Professionals Reception at NE Grows

The 6th Annual "New Hampshire Green Industry Educators and Professionals Reception" at New England Grows is scheduled for Wednesday, February 5 from 5-7pm. The location will be posted in the "Program at a Glance," which you receive at the conference. Last year we had a great turnout, although the show was cut short due to weather. Here's hoping for better conditions in 2014.


This event continues to be a great opportunity to gather together in a social setting to network and catch up with both old and new friends and business associates.

Sponsors:

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Tuckahoe Turf Farms
New Hampshire Landscape Association
NHTI-Concord's Community College
NH Plant Growers Association
Pleasant View Gardens

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Sidenotes

by Peter Kidd

Okay, new carpet was installed today. There is sheet-rocking going on in my office. Half the roof of the barn has been reroofed. All the walls and windows have been washed. I have sorted through my writings and books, packed and labeled them, put them into the bed of the truck. The dining room floor is being washed as I type. It's like a six-month symphony coming to a crescendo. This getting the house de-cluttered and ready to put on the market has almost slain me, but I am atop it, at last. If things fall together as planned, I should hit the road aimed towards Texas within the next ten days.

I imagine all you landscape warriors are finishing up, licking your wounds, counting acorns. I officially retired one year ago. Tossed in the hat. Figured I was never gonna arrive at any place where I was financially secure. People with that as a priority don't get divorced at 60...just saying. I built a small empire, then I dynamited it. Could it be any better? I suspect not. My strategy is to sell my house, pay off all debt, sell a couple trucks and two more Bobcats, etc. Collect my acorns. Then live the life of a monk and write – what I have always wanted to do – but had to raise kids, including a wife, pay for colleges. You know the human condition. Now, once I get out of the area, and ultimately sell the house, I can deconstruct all the compartments I have built in my psyche over the last 40 years. There will just be me and my paramour. So, the Glory Land it is!

I just want to take a few syllables to recollect and remind myself how much I loved my job all my working life. It allowed me

“to turn stone into bread” since I was 19 years old. After poets, my next favorite group of human beings are plant people. Many of the relationships I have formed have been career long for me. I could name names, and I may a few, but I tip my hat to Leon Pearson who set the bar of what was required to make one's living as an artist. He was the maestro for my generation's growth within the industry. We all owe him an enormous debt. His adherence to excellence and “attention to detail” inspired me. [Ed. Note: *Pete DeBrusk's President's Notes and Peter Kidd's call out about Leon Pearson in this same issue are pure coincidence.*]

I'd also like to thank my peers for their activist nature that led to starting up NHLA. You all know who you are. I like to thank the next generation who has taken up the challenge and continues to execute projects to their very best. It's an honorable profession we all chose, planting trees and plants, building stone walls and walkways, shaping communities, and sometimes ringing the bell and making art. Does it get much better than that, really? I don't think so, but hey, to each their own.


A few special shout outs for Jean Stimmel, for another philosopher for me to relate to in the early years, and so much more. John Hart, my counter-part as Dr. Dirt in making this a much envied Newsletter throughout the New England Green Industry newsletters. Carolyn Isaak, too of course. Phil Caldwell for all his services and mostly for being and remaining Phil. Mike Dirr, for his friendship for a couple decades of both wonderful and hard times; conversation has always been seamless with Mike.

And of course all my suppliers who were my teachers along the way, again you, too, know who you are: Ken Michael et al; Peter Van Berkum for teaching me so many years ago how to force plants and ongoing teachings.

I always believed from the get go, integrity was the most important quality one could build a business around. Keep one's deal, stay on time, stay on budget, give lead time to suppliers, treat everyone with equanimity and respect. Make it magical, enjoy with gusto and passion the hours each day spent in providing for a family. Pay one's bills on time. Keep employees' jobs interesting for them. Most of all, keep the site, my studio, positive and moving forward on the common goal to make some dynamic art. The artist in me learned plant science, learned how to shoot grades and engineer a site, learned hardscape, learned how to estimate, how to manage money, how to sell and do business. But in the beginning and in the end, it was the artist who prevailed. About that I feel excellent. I was not forced to settle. Personnel came and they went, but I was still able to keep the bar raised to the satisfaction of my eye. To look up, at 66, and feel I had to

accept very few compromises while earning a living is very satisfying. Of course, any of you who know me well, understand, I was simply unemployable! Being my own boss was the only option I ever had, truth be told. I like to think I have left a footprint in the community, as well as within the Green Industry. I won't post my contributions, nor my education, nor previous publications, but I genuinely feel as though I have left a body of work and made a difference in my various communities.

I have only fond regards for all of you, and want to state aloud, I have no regrets, and still, now, as I did in the beginning, think being a beneficial presence is the loftiest goal. And know that love is the primal motivator, and compassion is the path. Who'd have thunk that the evolution of consciousness would turn out to be guerilla warfare? Be well.

— *Although Peter has moved to Texas, he tells us that he will still contribute from time to time. We look forward to hearing from him. His articles have been a wonderful part of this Newsletter, and we are grateful to him for his articles over so many years, as well as for his role in the growth of the NH Green Industry and NHLA.* 

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The State of the Universe

— in which Dr. Dirt contemplates his expanding navel and other forms of entropy —

It's great to feel idealistic, with body and mind suffused with the joy of hope and pulsating with the excitement of possibility. This frequent hallmark of a person's twenties (at least of those whose basic necessities are fulfilled) is heady while it lasts, but may fade as life becomes "normalized" with career, family, age, mortgage, and life's vicissitudes. The twenty-something is just leaving a constricted adolescent pupa and beginning to spread her/his brilliant wings and take flight. The world is bright and new. Problems (personal and global) may be difficult, but they seem clearly solvable with effort and determination.

Now, I might have begun this article otherwise, with the fact

that I was born a pessimist. Inside the dank dark cellar of my mind, another word for pessimist is realist. I mean, wake up and smell the latte! The world's ice is melting at a rate extreme even across geological time (400,000-plus years); the last two decades have produced the ten hottest years in recorded history (except where it's radically cooling); extreme weather events are becoming the norm (Katrina, Sandy, November's massive typhoon in the Philippines; unheard-of tornadoes in New England and Europe; record droughts in the West); desertification continues to spread across terrestrial habitats and croplands; we are witnessing the sixth great extinction of species; the growth of nuclear

power plants is off the charts, in spite of the facts that some nuclear plants have melted, no storage exists for a half-eternity of nuclear waste, and nuclear weapons are proliferating; wars are on-going around the globe, in many cases triggered by malnourishment and famine – a sixth or more of the human population of seven billion is undernourished. So, as a realist, I'm pretty darn pessimistic.

This is not a happy place to live. One of the problems with pessimism is that it can spiral into a maelstrom of depression and paralysis. That doesn't do anyone much good. Being right may be a temporary ego booster, but that's not worth much if you're drowning. And it's not the best motivator of action in the larger world: the existential truth that reality bites doesn't fuel many revolutions. Grand changes require a stark realism coupled with hope.

So now we're back to optimism. Faced with the gnashing teeth of reality (it bites, remember?), the only way we get anywhere – we as individuals and we the planet – is to have a hope, possibly futile, that things can get better. Too much of that, though, and you morph into Pollyanna, another inactive state, characterized by a persistent vacant smile and an empty cranium. To come to a full boil, activism may require the heat of both pessimism (reality bites) and optimism (change can happen).

Over the past year, I think I've been heating toward a boil. On top of my genetic predisposition to pessimism (a sensible evolutionary balance, btw, to the Pollyanna's in a tribe), I've been infected recently by glimmers of optimism and hope. If I

Over the past year, I think I've been heating toward a boil. On top of my genetic predisposition to pessimism (a sensible evolutionary balance, btw, to the Pollyanna's in a tribe), I've been infected recently by glimmers of optimism and hope.

reflect on my six-plus decades (a growing hobby of the geezer set), my life has been blessed: I have never been deeply worried about food/clothing/shelter/friendship. I've been short at times, but never seriously threatened in terms of survival. And in recent years I've had occasional moments of what I can only call bliss: my glass is not merely half-empty or half-full, but full up and overflowing. Then, I feel a deep sense of balance, clarity and hope. (This is not drug-induced, but if anyone cares to share, I'm open.) The state of bliss is temporary, fleeting, and perhaps it's all delusional. But it sure feels good.

And as I write this miscellaneous brain-humping, the world is changing, very rapidly. In addition to all the negative and terrifying shifts, many positives are happening too, on many levels. Some governments and large cor-

Continued on page 15

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Autumn Landscaping

by Phil Caldwell

As I write this, the Red Sox World Series victory has gone by. How people can pay \$2500 for bleacher seats or something like \$11,000 for seats close to home plate is beyond me. I remember watching the Sox with my grandmother, on her black and white TV with “rabbit ears.” The “Green Monster” obviously wasn’t green on her TV. She loved the Sox and it was an awful lot of fun watching games with her. Every spring we planted geraniums in a funny old urn she had in her back yard – maybe my start in the Green Industry. It was the start of the Sox season.

Seems to me that frost was very late this year. I’d kind of expected one around the September full moon, but it didn’t happen until late October along coastal Maine. Nice on the oil bill, but seems to have put a funny twist on the plants. I had most daylilies cut back by mid-September because they looked so ugly; as of early November they had 4-6 inches of new growth on them. Now in mid-November Japanese Maples are still in full leaf, as are most viburnums and hydrangeas. Leaf drop seems late, which can be a pain-in-the-neck. It usually takes a while between cleaning up leaves and snowfall; the sooner

they fall the happier I am. I hate cleaning up leaves with snow on the ground or having to wait until spring.

I had a weird relationship with a woodchuck – assume that’s what it was – this summer. The little rascal dug a tunnel about 8 inches wide and I’m not sure how deep, but my guess is he’d dug out close to a 1/2 yard of sandy soil. My main concern was that it was close to the foundation and I was worried about causing leakage problems in the basement. Otherwise I would have let him do his thing. I came up with several intelligent evacuation ideas. First I put a couple of baseball sized stones in the hole; they were dug out the next day. I also shoveled some of the sand back in the hole – useless. I tried several bombs from the hardware store. After a week or so, the housekeeper called a control company, the traps were triggered, but empty. A friend told me to put a hose in the hole and let it run for a long time, this seemed to work or “Woody” had gone south for the winter.

Several years ago garden centers started their Christmas season around early November or a little before Thanksgiving.

For smaller garden centers, service has become the sales tool. If you go to the big box stores most sales people have no idea what the difference is between Rhody ‘PJM’ and Mt. Laurel. Most garden center sales people usually know the plant habits: mature size, water needs, sun or shade, soil type, fertilizer needs, and all the other needs for plants.

Now it’s next to the Halloween candy. I know I’m dating myself. We, actually my wife, usually only goes to Wally-World for necessary items such as laundry soap, Chinese paper towels, and the like. Sometimes she buys lamps that break in a year. A couple of years before my Dad passed, he stayed in the car while Mom went to Walmart; he refused to go inside because he didn’t like their business practices, and he didn’t let her buy Mobil/Exxon gas after the Valdez; she had to drive all across town to buy at Citgo – a couple of his boycotts while still in his 90s!

When I, rarely, go to Wally-World, I usually head to the garden center to check out the plants, mostly blown over, dry, or half-dead. Once in a while I buy some sort of half dead plants, at a real cheap price, that I can resurrect. I think places like Wally-World, Home Depot,

and Lowe’s have put a dent on the smaller garden centers, but they don’t offer the service, so they shouldn’t be a real threat to the Industry. Don’t worry about them.

For smaller garden centers, service has become the sales tool. If you go to the big box stores most sales people have no idea what the difference is between Rhody ‘PJM’ and Mt. Laurel. Most garden center sales people usually know the plant habits: mature size, water needs, sun or shade, soil type, fertilizer needs, and all the other needs for plants. I feel the garden centers’ lives are not at stake, although some retailers do. You have to remember your glass is half full, not half empty! Smaller retailers sell their knowledge and services, box stores know very little about this. It’s not something to worry about, despite the economy. Garden centers not only serve retail customers in a much better way, some are usually able to sell to landscapers at wholesale prices. Some retailers set up small landscape displays to show how certain plants are used, a great sales tool compared to lining them up on asphalt. It’s all about service, service, service, something most garden centers offer. Don’t worry about the box stores. Add-ons like peat, compost, or slow-release fertilizer will also bring the total sales higher.

The *Farmers’ Almanac* is predicting a heavy snowfall this winter; take it as you wish. My grandmother was always a strong believer, and I think many times it came out true. Guess it’s time to get a tune up for my 20-year-old snow blower.

Best to you all... 🍂

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Certification Corner

*Patty Laughlin,
NHCLA Certification Coordinator*



2014 Certification Exam

The next NHCLP exam will be offered on Saturday March 1, 2014 at the Thompson School, UNH.

Review Sessions

To prepare for the exam, you may want to attend the Review sessions, which cover information in the manual for people taking the NHCLP. It is also open to non-exam takers.

The next Review Sessions are scheduled for Feb 18, 20, 25 & 27 from 6-9pm at the Thompson School of Applied Science, UNH.

Session 1: Botany, Soils, Fertilizers, Composting

Session 2: Plant Identification, Plant Nomenclature, Plant Hardiness, Native and Invasive Plants

Session 3: Turf, Planting Instructions, Plant Maintenance, Safety

Session 4: Landscape Design, Hardscape, Bidding and Estimating

More Information

More information, an updated exam application, and review course forms are available on the NHCLA website, www.nhlaonline.org/certification.

If you have questions, please contact NHCLA Certification Coordinator, Patty Laughlin, Lorax Landscaping, 603-303-0179, patty@loraxlandscaping.com.

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Changing the Conversation on Ecological Design

Lisa Cowan

Sustainable landscapes and green infrastructure are the new buzz, however it is often difficult to convince clients why it makes good business sense to invest more during design and construction to reap the benefits later on. Or there might be fears that “sustainable” = ugly. This talk will focus on the term “high performance landscapes,” with specific examples that demonstrate the benefits of sustainable design and maintenance practices, and ideas about how to frame the conversation about sustainable landscapes that work!

Creating The Optimal Root Environment:

It's Not Just In The Bag!

Dr. Bill Fonteno

Many growers use one or two mixes for all of their production needs. But just because the mix is the same does not mean that the root environment is the same for all crops. Learn how blending, handling, pot selection, and initial hydration can completely change aeration and drainage for any crop. See how, with just a little planning, you can produce the optimal root environment for every crop you produce.

Joint Winter Meeting: Sign up today!
You can register online or by mail.
See details on the registration form, page 5.

State & Federal Quarantine Pests: Updates, Changes, and Steps You Can Take

Piera Siegert

Learn about ways to reduce the burden to New Hampshire's resources. This talk will cover the status of federally regulated pests like emerald ash borer and Asian longhorned beetle, and what to expect if these pests are found in a location near you. The regulatory status and concerns with pests of state concern like hemlock woolly adelgid, elongate hemlock scale, and white pine blister rust will also be covered.

Health Insurance Options in New Hampshire

NH Department of Insurance

Still confused about your health insurance obligations or options under the new health insurance reform? A representative from the NH Department of Insurance will provide an update on what has happened since the plan went into effect, required coverage, costs, credits and penalties, and what else you need to know in order to make a wise decision about your health insurance.

Thanks to our Program planning committee:

Jon Batson, NHLA; John Crooks, NHLA; Brian Krug, UNH Extension; Mike McPhail, NHPGA; Cathy Neal, UNH Extension; Dana Sansom, UNH Thompson School; Chris Schlegel, NHPGA; Linda Zukas, NHPGA



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porations are promoting sustainable regenerative operations on large scales; sustainability-based non-profits are multiplying like symbiotic bacteria around the globe; human population growth in a number of countries is below replacement level; a new focus on the local and the small is gaining ground; the Millennial generation

(born ca. 1980-2000) is fired up by the idea of grass-roots change (eg, the Arab Spring, the Occupy movement).

Like the photon that is both particle and wave, like evolution both complete and ever-changing, like the human species both good and evil, like paint on a park bench that is both dry and

(dammit!) wet: with the same information I live my life as a pessimist and as an optimist. Recently, for a multiplicity of reasons and beyond conscious control, I've been shifting to a more optimistic world-view.

To jump the metaphor shark, I'm building up to a metamorphosis, from pupa to ... something.

I just hope it's not a cockroach named Gregor. Whatever the final form, I won't be pupating. It's time for action. Look out! ✨

Dr. Dirt is mildly worried about John Hart, Professor of Horticultural Technology, Thompson School of Applied Science, University of New Hampshire, Durham.

NHLA SCHOLARSHIP APPLICATION



If you would like to apply for a scholarship, please fill out this application and return it with the appropriate materials. For more information contact Guy Hodgdon at 1-800-639-5601.

This scholarship is available, but not restricted to:

1. NHLA members and their employees enrolled or enrolling in full or part-time college programs that are related to the landscape industry.
2. High school seniors enrolled in agricultural education horticulture classes that will be attending a two- or four-year college program related to the landscape industry.
3. College students already enrolled in two- or four- year landscape related majors.

The winner of this scholarship will be determined by the NHLA board of directors at the February board meeting, and the scholarship(s) will be awarded at the NHLA Spring Conference.

PLEASE INCLUDE WITH YOUR APPLICATION:

- 1) a one page, typed statement concerning your background and your goals in regard to the nursery and/or landscape industry;
- 2) any additional information regarding your personal financial circumstances which will help the committee evaluate your request for financial assistance;
- 3) your most recent transcript or grade history.

All applications must be returned no later than December 15, 2013 to: **Guy Hodgdon**
NHLA Business Manager
50 Debbie Lane
Eliot, ME 03903

Date _____

Name _____

Street _____

City _____ State _____ Zip _____

Email address: _____

Cell phone: _____

College you are or will be attending: _____

Major or concentration _____

Expected date of graduation: _____

What percentage of educational expenses are you personally responsible for? _____

Please provide us with the name, address and phone number of two references we may contact:

1) _____

2) _____

PRESIDENT'S NOTES, *Continued from p. 3*

The new business started with Leon and two men he brought with him from West Newbury. During the first year he spent half the time in Hooksett and half of the time commuting; his family did not come to New Hampshire until the spring of 1948. From the beginning, however, his work was well received and he always had more than he could manage. He started with lots of maintenance work, and he organized the first snow-plow and shoveling service ever operated for private homes in Manchester.

It wasn't long before he gave up this aspect of the business and began to emphasize the de-

velopment of an owner's entire property. In 1959 Mr. Pearson's business was incorporated, taking the name of New Hampshire Landscaping Inc. The objectives of the business were to provide professional standards for landscape-oriented services and to create new concepts in landscape design. The firm introduced new ideas in landscaping to the area. Grounds were designed for living and for beauty. Each home was treated individually, and all materials selected for their quality and appropriateness. Newer and better forms of plants were used; new drainage techniques and ideas for fencing were introduced; improved methods for trimming trees and shrubs were applied. Probably the most distinctive trademark

of the firm became the use of natural, weathered granite taken from old quarry locations. The material has been used as accents, in rock gardens, with ponds and pools, as bridges, benches, steps and walks, and for varying types of uncemented walls.

In 1985 Mr. Pearson sold his business to five of his long time employees, while he continued to work as a consultant for them.

During his many years of work Leon Pearson established a reputation for creating practical, beautiful, and original designs and for excellence in the selection and use of all types of materials.

The natural beauty of New Hampshire lent itself perfectly to the special talents of Leon E. Pearson. His love of this beauty, respect for nature, and personal values all combined to establish a successful business and to create living monuments for the

future. His work will live on to be enjoyed by all who view it.

Editor's Note: *Leon Pearson died July 8, 1988. The July 1989 NHLA Newsletter was a memorial issue to him. Subsequently, two anniversary issues provided a lot of information about Mr. Pearson (March 1996 and October 2006), but some of the material in Peter's article here, I have never seen before. He said he found it – just a typed article – among the papers that get passed down to NHLA presidents. There was no author, nor any indication of it being published anywhere. Thanks for the digging, Pete! It is always nice to be reminded of the talent and the gifts the NH Green Industry received from Leon Pearson.*

Also see Peter Kidd's article on page 12. It is purely coincidental that both Peter's talked about Leon Pearson this month.) 🐼



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Would you be willing to serve on an NHLA Committee? Yes No
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 Guy Hodgdon, NHLA Business Manager, 50 Debbie Lane, Eliot, ME 03903

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— Standing Bear (c. 1834 – 1908)

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Calendar

■ **DECEMBER 7**

Shrubs in Winter, 10 am-2:30 pm, Garden in the Woods, Framingham, MA. Bring a bag lunch and a hand lens. Info: www.newenglandwild.org/learn/adult

■ **JANUARY 15**

NHLA-NHPGA-UNHCE Joint Winter Meeting, see pages 1, 4, 5

■ **STARTING JAN 17**

Community Training in Ecological Design, see page 8

■ **FEBRUARY 1**

Information Session – Conway School’s Graduate Program in Sustainable Landscape Planning and Design, The Conway School, Conway, MA, 10 am-1pm, www.csld.edu/admissions/visit/information-sessions

■ **FEBRUARY 5-7**

New England Grows! The Northeast’s leading horticulture trade show and green industry seminars. www.newenglandgrows.org

■ **FEBRUARY 6**

MNLA Annual Meeting & Luncheon: Grow With A Pro!
104th MNLA Annual Meeting & Luncheon, Boston Convention & Exhibition Center, Boston, MA, www.mnla.com/news

■ **FEBRUARY 26-27**

10th Annual ELA Conference & Eco-Marketplace — Sustaining the Living Landscape, www.ecolandscaping.org/conference

■ **MARCH 1**

2014 NHCLP Exam, see page 13

■ **MARCH 12**

NHLA / UNHCE Spring Education Conference, NHTI Concord’s Community College, Concord, NH. More information coming in the January issue and online, www.nhlaonline.org

■ **APRIL 22**

Earth Day, www.earthday.org

■ **APRIL 25**

National Arbor Day, www.arborday.org



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