



Greenside Up Auction FUN(DS) for LNSHTA

Saturday, May 25 kicked off the first Green Side Up Live Landscape Auction at Coach's Bar and Grill in Sackville. The first bidding round was an electrifying beginning to the evening and after all was all said and done, over \$6,000 was raised for the Association. Not a bad beginning for what will become an annual event for LNSHTA.

Over sixty people were in attendance and they weren't disappointed with the quality and quantity of gifts donated by over 100 companies. The level of excitement was maintained throughout the night, thanks to the expertise of our auctioneer, Jim McComb, and his two associates.

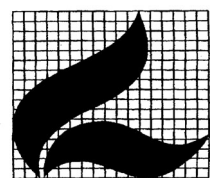
Due to overwhelming requests from the membership—many of whom could not attend because of their heavy workloads—the committee would like to announce that the 2003 auction will be held on **March 20** at the **Mic Mac Aquatic Club**, in Dartmouth overlooking beautiful Lake Banook.

A heartfelt thanks to our Auction Chair, **Rick Bezanson**, who suggested and coordinated this event. Special thanks are extended to Auction Committee members, **Laurie Zinck**, **Russell Beakhouse**, **Linda van Vulpen** and **Robin Godfrey**, and to **Paula Wheaton** and **Michelle LaVigne** for all their efforts. See you next year!

Pop Quiz Answers

#1: *Corylus maxima* 'Purpurea',
Acer palmatum 'Crimson Queen',
Cotinus coggygria 'Royal Smoke',
Fagus sylvatica 'Purpurea',
Physocarpus opulifolius 'Diablo',
Eupatorium sp. 'Chocolate'

#2: True- after cutting back to two buds per cane in spring, cut back to six buds late summer.
 #3: Zebra striped
 #4: Drupe - yes lovely!
 #5: Bladder gall



Landscape Nova Scotia



LANDSCAPE NOVA SCOTIA Together we Grow!

65 Celtic Drive, Dartmouth, Nova Scotia B2Y 3G5
 P: (902) 463-0519 F: (902) 463-6308
 LNS@accesscable.net • www.landscapenovascotia.ca

Name: _____

Address: _____

City: _____ Province: _____ P. Code: _____

Tel: _____ Fax: _____ E-mail: _____



Commercial & Residential Specialists

"50 years of dedicated service and commitment to our customers."

Wheby INTERLOCKERS and Organic Topsoil!



Proud supporters of Landscape Nova Scotia Horticultural Trades Association

Contact Rick Bezanson for more information at 463-0097 or visit us online www.whebygroup.com

Need to Stay Connected to the Office?



With Our New Wireless Data Solutions you can Stay Connected while on the Job Site, whether you're in Metro, the Maritimes or across the Country!

For Top Quality Service contact Stephen Martell at...

CELLULAND ROGERS WIRELESS AT&T
 Celluland Dartmouth 101 Portland St.
 Tel: 463-8411 Cell: 489-5892

MEMBERSHIP FEES: Plus HST

Horticultural Affiliate _____	\$ 55.00
Corporate Affiliate _____	\$125.00
Student _____	\$ 20.00
Introductory _____	\$175.00
Out of Province (CNLA Members) _____	\$125.00

GREENSCENE



Landscape Nova Scotia Horticultural Trades Association

LNSHTA 2002 Awards of Excellence - Just FAB!



~ By Christene LeVatte, LNSHTA Marketing and Promotion Chair

I harken back to my Dylex days often; it was the boot camp of sales. The foundation of their sales training was FAB..... Features, Advantages and Benefits and only Dylex, with their clever sales binders that doubled as a tabletop display flip chart thing and their cranky Upper Canadian managers could inspire an eighteen year old college student to care about selling anything to anybody. I say, I harken, but it's more like second nature as the FAB principles speak to the very essence of good sales, across the board, without prejudice, without fail.

The LNSHTA Awards of Excellence Program..... This is the year; the year when our small but classy Awards of Excellence program takes on a new dimension. Why? *Because it's FAB!*

Those of you who have participated and possibly won, have likely selected

your project for this year's entry... you are simply waiting for the entrant's package to arrive. It's good stuff! If you haven't made plans to submit an entry, read on!

Features....Ours is an Association with a diverse membership. A major feature of the 2002 Awards of Excellence Program is the addition of Award categories that better represent the caliber of our work happening out there! We now offer you the 13 Awards of Excellence categories and the following Specialty Awards: ICP/SRW, Plant the Right Tree in the Right Place, Natural Stone, Wood Construction, Garden Design, Aquascaping and Nightscaping. And, we've 'pumped' it up.....November 28th is the date of the Awards' Gala. Invitations will be extended to our membership, landscape architects, municipal representatives, contractors and educators – all stakeholders and

representatives of the landscape and horticultural community. The Committee has worked hard to ensure extensive media coverage. The LNSHTA Awards of Excellence is now covered by the Atlantic Construction Journal, East Coast Gardener, Chronicle Herald, various regional newspapers and Landscape Trades. This year, the Gala will feature broader media coverage as we welcome the Atlantic Construction Journal as a Signature Sponsor!

Advantages.....Designers, suppliers, contractors and maintenance contractors can better utilize this program...an organized effort and a cooperation between sectors who commonly work together to showcase product and service in one fell swoop... where else can this group come together as an awesome 'team' to show the consumer the possibilities.

(Continued on Page 4)

INSIDE THIS ISSUE

How to Grow Your Business to DEATH	Page 2
Hort Protect - Insurance Designed for Industry	Page 3
2002 Awards Program - Taking it to the Next Level	Page 5
International Summit of Landscape Contractors Held	Page 6



How to Grow Your Business to DEATH!

~ By Doug Conrad, President, LNSHTA

It always saddens me when we lose a member. But the reality is that some businesses just don't survive. It's a classic story. Someone who is successful and good at what they do starts a business, which is initially viable, because that person can control what goes on. Success breeds growth and before you know it the business has become too much for the owner to handle. So, you find yourself at the turning point. Do you increase your overhead in order to support the increased demand for your services?

Before you make that decision you had better ask yourself one very important question. **Do I know how you run a big business?** After all, you started out as a landscaper and now you're a business operator. Along the way you acquired some business skills, but are they enough to keep a big business operating?

Some people learn they are not good business operators the hard way, and the first thing to go is usually quality control. We all know how hard it is to acquire and keep good staff. The reputation you gained begins to sour as you spend more time quoting and managing the business.

Growth translates into increased overhead costs. Are you recovering that overhead by increasing volume? Be careful- more volume means more overhead. What happened to the cash flow? Overhead is probably sucking it up. Your former friend, the bank manager, calls you and it's all over. **You just grew your business to death.**

For all you owners who wonder if you have the skills to run a company; help is on the horizon. I just returned from a meeting of landscape contractors from across the US and Canada. The purpose of this meeting was to set parameters for revising the Certified Landscape Professional (CLP) designation. This certification is designed to help business owners assess their skill levels. Like the

Canadian Certified Horticultural Technician (CCHT) program, candidates receive a study guide which helps them prepare to write a test on various skills in business - including a knowledge of horticulture and landscaping. If you receive the CLP designation, you should have acquired the knowledge to effectively take your business to its next growth level. If you put into practice everything you need to pass the exam, you will be successful.

How did the process get started here in Atlantic Canada? By the hard work of our good friend **Sandy Robertson**. Many years ago he recognized the potential and benefits of these programs. Since then, he has made it a priority to bring these programs to the membership and industry. Sandy has put his heart and soul into "raising the bar" by helping to put in place standards that guide our business and professional development.

Our heartfelt thanks, *Your Lordship*. Your vision and commitment is taking shape and offers us guidance and support as our businesses grow. We all look forward to seeing you back in the saddle very soon.

GRANVIEW LANDSCAPE GROUP

Phone: (902) 384-2090

Fax: (902) 384-2090

RR # 1, Elderbank, NS, B0N 1K0
www.granview.ca office@granview.ca

YOUR LOCAL SUPPLIER OF:

- ☆ Kentucky Bluegrass Nursery Sod
 - ☆ Quality Topsoil & Topsoil Mixes
 - ☆ Bark Mulch
 - ☆ Hydroseeding & Overseeding
- One-Stop Shopping for all Landscaping Products & Services**



Nova Tree Co. Inc.

Phone: 902-384-2979

Fax: 902-384-2206

Check out our display area at our Truro plant!

"Bark Mulch-dark in color, easy to shovel"

Post and Rail Fencing - 4 Styles, 2 and 3 Rail Options, Tree Stakes,

Landscape Ties and Timbers, Fence Posts

All products are available untreated,

CCA treated and naturally rot resistant Tamarack Larch.

JAG: Joint Action Group for the Clean-up of the Sydney Tar Ponds and Coke Ovens Site

~ by Christene LeVatte, LNSHTA Representative to JAG

The Sydney Tar Ponds and Coke Oven Remediation Project will continue to have a busy and productive 2002. Many of the final reports are coming due and there will be extensive engineering work taking place on the ground. Currently, there are municipal engineering projects underway including the Sewer Interceptor construction and the capping of the former Sydney Landfill.

The Sydney Landfill Capping Project involves extensive green space development work and is expected to be completed by the fall of 2002. The demolition of structures and the removal of surface debris at the Sydney Coke Ovens Site continue.

The Remediation Project incorporates a Geographic Information System (GIS). To the layman, the GIS looks like a computer generated map where users have the option of zooming in to look at details or zooming out to get an overview. GIS is being used to gather all the scientific sampling and reporting ever done on the project and make this information easily accessible and searchable in an electronic format.

The comprehensive Remedial Action Evaluation Report will summarize the findings of all the scientific and engineering studies and the final report from that evaluation will identify the possible solutions for the clean-up.

From mid-January to April 2002, the citizens of the CBRM were offered an opportunity to comment on the JAG Public Participation Plan and to aid in the defining of the Evaluation Criteria for use when designing a cleanup option and also, asked to offer their opinion on the best future site use of the property. Initial results indicate that the majority of the community see future site use of this property as parkland, greenspace, waterway development or a combination of several applications including commercial and light industrial. There are many variables from an urban planning approach and the CBRM has offered it's opinions via a report to JAG. There are several vested interests, with a wide range of vision, for the future site use of this property. LNS continues to encourage the inclusion of greenspace in the overall future site use plan. Over 600 members of the local community took part in the 75 meetings held during the various phases of the process. 452 Evaluation Criteria Workbooks and 321 Future Site Use Forms were completed.

By March 2003, JAG will recommend the clean-up option to the three Government partners, Municipal, Provincial and Federal. JAG has a comprehensive website, and encourages you to follow the Clean-up Trail at: www.muggah.org.

BERGMAN CONCRETE PRODUCTS LIMITED

Pisa II & Roman Pisa®

Tumbled Paving Stones

Stack Stone & Roman Stack Stone

- INTERLOCKING PAVING STONES
- BRICK AND BLOCK
- PRECAST PRODUCTS
- RETAINING WALL BLOCK

845A Hammonds Plains Road
Bedford, Nova Scotia
CANADA B4B 1B1
TEL: 902.832.0506
FAX: 902.835.8393
QUALITY STANDING THROUGH TIME



Grower s' Corner

~ By Bev MacPhail, LNSHTA Chair, Growers' Commodity

Pesty Issues

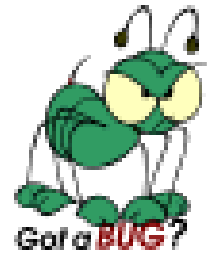
Turf producers are advised there have been several cases of heavy European Crane fly (Leather Jacket) larval infestations in Nova Scotia. It can be identified as a light gray or greenish brown worm, which is cylindrical but tapers at both ends (3-4 cm long at maturity). It has a slimy appearance and has a tough skin. They generally feed on the root systems and crowns in lawns, turf and some pasture grasses. They tend to feed underground, but will come above ground to feed on stems and leaves on warm wet nights.

Management steps must be taken within a week to 10 days or damage will be done and it will burrow further into the ground and pupate. The adult stage does not effect vegetation and it is impractical

to control the insect at that stage. Monitoring of this insect is crucial to determine if chemical controls are required.

Leather jacket infestations of greater than 60/m² in grasses are considered serious. The cost of applying a soil drench of SevinXLR or Diazinon, at the required rates, is extremely expensive for pastures or grass hayfields, thus usually only done in higher value situations such as sod production, athletic fields and lawns.

The Agricultural Development Institute (ADI) also issued an advisory to farmers early this summer advising to immediately start scouting for armyworms. There was some concern



as worm larvae have been found in grass forage, winter wheat and corn throughout the province.

Alan Streach, owner of Musquodoboit Valley Sod says that producers and consumers need to be made aware that the mere presence of pests like army worm, leatherjacket, chinch bug, wireworms, or beetles - is not always threatening to turf. "It is the threshold of a pest that determines infestations," he says. "Monitoring turf is important. Generally, the presence of a few pest will not devastate a homeowner's lawn," says Streach.

For more information, producers can contact Peter Burgess, at ADI (902) 896-0277.

International Summit of Landscape Contractors Held ~ Joint Effort of ALCA and CNLA Produces Groundbreaking Results ~

Doug Conrad, CCHT, and President of LNSHTA, participated in a two day international summit for landscape contractors from the United States and Canada. The Associated Landscape Contractors of America (ALCA) and the Canadian Nursery Landscape Association (CNLA) jointly sponsored the gathering which was held in Denver, Colorado, on July 28-29. Twenty landscape professionals (ten from each country) met to conduct an Occupational Analysis of tasks and responsibilities of owners/ managers in the landscape contracting business.

This study will be the basis of an updated Certified Landscape Professional (CLP) exam. Bruce McTavish of Surrey, British Columbia facilitated the session.

ALCA pioneered the CLP program in 1991, and 384 individuals have earned the coveted designation. Candidates must complete an intense study program to pass a 6-hour exam. The content of the test covers business planning, accounting, management, risk, law, contracts, sales, marketing, communications,

public relations, health, safety, human resources, production/ operations and horticulture. The exam is offered at ALCA events and other major landscape conferences.

CNLA has joined ALCA in updating the current exam and will modify specific subject matter as needed to reflect Canadian laws and practices. CNLA expects to begin certifying Canadian landscape professionals in 2003. The end result will be a new exam and updated study materials.

Make Your Dollars Work For You and Your Staff HORTPROTECT - A Policy designed for Industry

Landscape Nova Scotia, through the Canadian Nursery Landscape Association (CNLA) has an insurance program called **HortProtect**, that is tailored for the landscape and horticultural industry. It goes above and beyond most commercial policies and will offer you and your company broader coverage and significant discounts.

The CNLA is working with Alfred J. Bell and Grant Limited, a company that has been designing and administrating insurance programs for individuals as well as industrial, government, and institutional clients for over 100 years.

Let their experience work for you and your company!
Your LNSHTA contact with Bell and Grant is **John Mason**. You may have

spoken to John at this year's Garden and Patio Show, at a General Meeting or at the Green Side Up Auction. John is an Associate of the Insurance Institute of Canada and has been in the General Insurance business for over 35 years. It is this specialized experience that offers real value to the CNLA/LNSHTA Program and provides the membership with a quality product.

Why pay more?

If your insurance policy is up for renewal we encourage you to contact John at (902) 429-4150, Email: jmason@bellandgrant.com for a free, **no strings attached estimate**. You have nothing to lose and everything to gain.

As a member of your association, you are eligible for business and personal insurance discounts

Strength by Association!

A Comprehensive General Insurance Program

The only program that:

- Meets all Canadian provincial Pesticides legislation
- Employers' liability coverage for qualified industry sectors that opt out of Workers Compensation
- Can provide all-risk coverage for greenhouses and growing stock
- Provides Errors and Omissions coverage for landscape design professionals
- Covers theft of tools from an unlocked, unattended vehicle
- Includes rented equipment and rental reimbursement coverage
- Includes automatic breakdown coverage for stationary machinery

For Additional Information on General Insurance Call:

1 (800) 328-7887

A Comprehensive, Flexible Insurance Plan for you and your employees

Insurance available includes:

- Pay Direct Prescription Drug Card
- Dental Care
- Medical and Hospital Care
- Out-of-Province Emergency Medical/Travel Insurance
- Long and Short Term Disability
- Life Insurance for employee and family
- Accidental Death and Dismemberment for employees and family
- Vision Care
- Employee Assistance Program

For Additional Information on Group Insurance Call:

1 (800) 459-8990



2002 Golf and Burger Bash Everyone a Winner!!

July 19 saw sunshine and almost 60 LNSHTA members come out to either play golf or join in the fun at the annual Golf and Burger Bash.

Once again the \$10,000 cash prize for a hole in one (**Sponsored by Bell and Grant and Lombard Canada**) remains untouched; but all participants received prizes and accolades for their participation in the tournament.

The big winners this year were **Blair Baxter** for 1st Low Net Male and **Dorothy Mosher** for 1st Low Net Female. Other winners included: 2nd Low Net (Male) **Pierre Chenard** (Female) **Laurel Cooper**; 3rd Low Net (Male) **Joe Price**; 1st Low Gross (Male) **Dion Pardy** (Female) **Shelly**

Price; 2nd Low Gross (Male) **Maxwell Robar** (Female) **Tanya MacKenzie**; 3rd Low Gross (Male) **John Price**; Overall Closest to the Hole-**Dion Pardy**; Longest Drive-**Greg Sheppard**. **Mick and Sally O'Neil** were recognized as most in need of golfing lessons.

The founders of the tournament, **Sandy Robertson** and **Grant Mosher**, shared memories of past events—but the humor noted in their eyes indicated that some tales remain untold. "The tournament has been held at many different golf courses over the years and it's always been a success," said Grant Mosher. "I

Sponsored by:



Doug Conrad and Michelle LaVigne present Dorothy Mosher with her tournament award.

hope it continues to go on for many more years." Be a part of the tradition-sign up a team next year.

THANK YOU to Lombard Canada and Bell & Grant for their sponsorship and to the many companies who contributed prizes!



2002 Awards of Excellence Program - Truly FAB!

(Continued from front page story)

It is a most efficient way to capitalize on the symbiotic relationship between the four essential elements of a great landscape; design, supply, construction and maintenance.

A mutually beneficial sponsorship program has been developed, one that will visibly promote all participating companies. It is important for the growth of our industry to keep this relationship in the forefront. The Awards of Excellence Program keeps us tight, the way we should be.

Benefits... The benefits of entering, and I dare say WINNING., reach far and wide. Advertising, marketing, referrals, credibility, crew morale and customer satisfaction are just a few of the benefits to participating. Raising the bar is always good. A grassroots pride, an upscale industry perspective and a consumer visibility can only increase business for all of us whether you design, supply, install or maintain. It all speaks to a professionalism and cohesiveness that imparts a consumer trust. We know we compete for what

is termed as the luxury discretionary dollar but as the groundswell of all things green continues, a professional industry that effectively addresses greenspace needs and brings the importance of sustainable greenspace to the forefront can only make the capturing of these dollars easier.

Historically, we are not great at 'blowing our own horn.' Bottom line...choose your project and enter it...nobody loses! Toot! Toot!



Photo: ACME Environmental's "Healing Garden"
Winner of the 2001 Excellence in ICP and SRW Installation Award - Sponsored by Shaw Brick

When Shaw Brick's photographer, Darlene Battcock, was taking pictures of the Healing Garden, she began talking with Marie deCoste, a visitor in the garden. After the meeting, Ms. deCoste sent a delightful letter to Shaw Brick. Here is an excerpt:

"For an image of pure joy and imagination, however, the interlocking spiral garden is the pinnacle. Whether it was designed for more than the pleasing aesthetics of form, I do not know. The reality of the spirals is the magnetism they create. Girls, in particular, are drawn there and, after studying the design, are compelled to trace it, usually hopping on one foot. I am privileged to walk through the garden at least six times a week. Each time has its own dynamic as the temporary visitors create their own moments within it. My favorite and most lasting memory is that of a presumed grandmother patiently standing at the edge of the spirals, one large and one small sweater over her arm. The child she watched was probably seven years old. With a look of determined joy, the girl traced the design, hop scotching intently on one foot, coming ever closer to the magnet of the center, two pigtails flying in the air. Thank you for this unexpected and amazing Halifax garden. I witness the success of its design each time I pass through."



Test Your Horticultural Knowledge

Question?
Name 6 purple foliage landscape plants.

Question?
What does the latin word zebrinus translate to?

Question?
Late summer pruning of Wistaria is important to initiate flower buds- true or false?

Question?
What is the correct term for the fruit of Cornus kousa, and, is it edible?



Question?
What is the term for the warty looking disorder found on Acer leaves?

Answers are on page 8. Many thanks to Tim Amos for his contribution to this GreenScene feature!



Award Submissions Your Awards Entry-Make it Count!

Plan to participate in the 2002 Awards of Excellence Program. As Kari Hjelkrem of Down To Earth Landscaping says, "Winning last year's award was really good for our business and for company morale."

We are making the process of submissions a little easier for the membership this year by offering specific tips and judging criteria for all applicants. By following these simple suggestions, you can ensure that your submission will be the best it can be. All members will be receiving regular information on the Awards Program over the next few months, but we encourage you to think about your project submissions now.

Don't miss out on this opportunity - plan your submission package today!



LNSHTA Members - Here's the Dirt...

Warm welcomes to our new members **SMAC Equipment Services, Halifax, LM Landscape Services, Dartmouth, Glace Bay Landscaping, and Hertz Rental Equipment, Dartmouth.**

Best wishes to **Sandy Robertson** and **Andrew Wheelock** who have endured forced leaves from their businesses. We missed you.

Congrats to Ross Godfrey on **Lakeland Plant World's 25th year anniversary.**

LNSHTA Executive Director, **Michelle LaVigne**, will be attending the CNLA summer meeting in Holland from August 16 - 19, and will provide an update upon her return.

Congratulations to **Victor Santacruz**, CNLA, and his wife **Aixa**, on the

Please note that all applicants must fulfill the following requirements:

- * A selection of 5 x 7 photos of the completed and construction phase of each project. (Photos can include slides, hard copy photographs or digital images.)
- * A completed entry form for each project.
- * A 100 to 200-word description of each project.
- * A landscape plan (if applicable) noting related points outlined in the judging criteria for each project.
- * Entry submission deadline October 11, 2002.
- * One entry per dollar category.

recent birth of their daughter, Jessica. Birth announcements will also be made soon for **Joe Price** and his wife **Carla**. They will be expecting their third child this fall.

Lordy, Lordy guess who's gonna be 40 soon? Inquiring minds would like to know. (Hint - she is a past LNSHTA president!)

Atlantic Canada's **Hort East 2003** is slated for January 21-23, 2003 at the World Trade and Convention Center, Halifax. Call 1-888-844-4678 for details. Landscape Ontario will be celebrating its 30th **Congress** in Toronto on January 15-17, 2003.

The **2002 National Awards Ceremonies and Symposium on Parks and Grounds** will be held in Kelowna, BC. October 1- 5, 2002.

TIPS FOR SUCCESS

- Submit your entry in a presentation folder (available at any office supply store).
- A picture says a thousand words – share clear pre and post job site photos.
- Select an imaginative, yet practical design, which is appropriate to the project site.
- Highlight the appropriate use of plant material and horticultural practices employed.
- Share your client's expectations of the project, and their comments and feedback on the final results.
- As the judges will not be visiting job sites, your submission package will be the benchmark used for judging one application from another. Any additional information you can offer the judges is beneficial!

The Canadian Farm Income Program (CFIP) provides assistance payments to farmers who have experienced a severe and sudden loss of income. Call Robin Bremner at 902-893-6374 for information.

Not in NISA yet? Apply now! There is still plenty of time to become a participant in the Net Income Stabilization Account (NISA) program. The final deadline for applications and opening your account is December 31, 2002. Call 902-893-6374 for more information.

Keep in touch with Crop Insurance Investigate your risk management options with the Nova Scotia Crop and Livestock Insurance Commission. Call 1-800-565-6371 for more details.