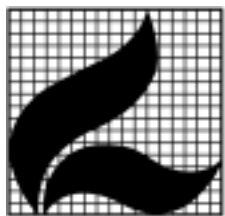


Summer 2005

The newsletter for members and associates  
of Landscape Nova Scotia



Landscape  
Nova Scotia

# greenNScene

Landscape Nova Scotia Horticultural Trades Association

## Highlights

p3 - Memorial Tree Planting for Grant Mosher - As a part of the Bedford Arbor Day celebrations, a tree was planted to remember the late Grant Mosher.

p4 - Certified Landscape Professionals helping to dispel the myth - CLP designation is a great way for professionals in the landscape industry to dispel the myth of the untrained landscaper. LNS will soon launch this much awaited program and congratulates Past Presidents Sandy Robertson and Doug Conrad for achieving this designation during the programs Validation Process.

p5 - Healthy Water Gardens - The sound of a water garden helps bridge mind and body. Offering beauty and serenity, water gardens are becoming a design must.

p8 - Certification Evaluation takes place in Truro - More qualified professionals is good news for the landscape and horticultural industry as 25 candidates register for this year's CHT test.

p9 - Grant Mosher Memorial Golf Tournament - LNS' annual Golf n' Burger Bash has been renamed to honor the contributions of the late Grant Mosher.

p10 - Do you care if your family business is passed on to the next generation? - Many landscape and horticultural companies are owned and operated by the family yet over 70 percent will likely not make it to the second generation - find out why.

## National Awards Ceremony to be Held in Halifax

The Canadian Nursery Landscape Association recently announced that Halifax will be the location of the 2006 National Awards of Excellence Ceremony. Landscape Nova Scotia will co-host the event which is slated for February 10, 2006 at the Delta Barrington in Halifax.

"Landscape Nova Scotia was eager to participate in this national competition when it was launched three years ago in Quebec," says Jeff Morton LNS Awards Chair. "We look forward to co-hosting the 2006 ceremony and to having an opportunity to profile some of our member's projects."

The National program recognizes select winners from the provincial

"WE LOOK FORWARD TO CO-HOSTING THE 2006 NATIONAL CEREMONY AND HAVING AN OPPORTUNITY TO PROFILE SOME OF OUR MEMBER'S PROJECTS."

~ Jeff Morton, Chair, LNS Awards Program

Awards of Excellence programs and will feature two main categories: the Caterpillar of Canada Award of Excellence for Landscape Construction/Installation and the John Deere Limited Award of Excellence for Landscape Maintenance. A panel of judges with extensive backgrounds in the horticulture industry will assess all submissions to ensure the highest credibility possible.



2004 Award winning project from Earth-Craft Landscape Ltd.

In this Issue...

p7 What's New

p2 President's View Points

p9 Don't Miss the Landscape Rodeo

p6 2005 Garden and Patio Show A Success

p12 LNSHTA Board of Directors

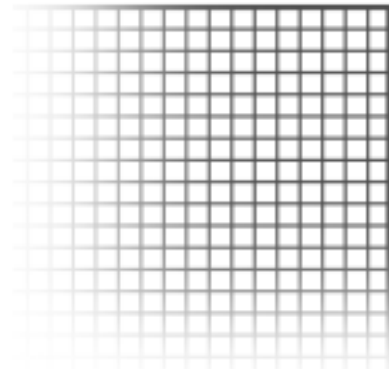


P R E S I D E N T ' S

*View Points*



**Professionalism  
Punctuates Latest  
Certification Opportunities**



~ by Russell Beakhouse, President, Landscape Nova Scotia Horticultural Trades Association

When I think about our Association, our membership and the direction we are taking through our Strategic Plan, **Professionalism** and **Marketing** spring to mind. Most of what we do as successful entrepreneurs centers around it. As business owners, we strive to look good and to deliver quality service and products so that we can comfortably take pride in our accomplishments. Membership with Landscape Nova Scotia is a strong reflection of this commitment as well.

Your Association is dedicated to pursuing professional development opportunities that help you achieve and improve upon your business goals. Last winter, in cooperation with the NSAC, the LNS Education Committee and Atlantic Gardens, we held two industry training seminars that helped move participants closer to achieving CHT designation. You have expressed a desire to build on skill sets and we will be combining education with fun to make the most of your time and investments. The Education Committee is currently developing its 2006 Training Calendar, and I am sure you can look forward to the same level of quality in upcoming sessions.

**Participation** is key though. When you surround yourself with other successful industry professionals and communicate and share your experiences, you have the opportunity to change and improve upon the way you do business. So keep those LNS

training day dates circled in your agenda and be prepared to participate and circulate. Better yet, get involved on one of our committees. **Involvement** with the LNS membership is the best industry training available and there are many ways in which you can participate.

The Awards of Excellence Program is an ideal way to profile your accomplishments and we were all excited to hear that the National Awards Ceremony will be held in Halifax in February 2006. LNS is honored to host this event and we encourage you all to submit your award entries. This is a terrific marketing opportunity for your company and we have modified the application process further to make it even easier for you to participate!

On other professional development fronts, we are very close to officially launching the new Certified Landscape Professional (CLP) Program. This is an opportunity for you to self-assess your business skills and achieve professional designation. The program is designed to recognize landscape professionals and

will set you apart from others. CLP will position you and your company as an elite member of the landscape industry. The information gained will identify constructive ways to manage your business and capitalize on your successes.

Congratulations to Doug Conrad, CHT, CLP, owner of Creative Light and Landscape Ltd. and Sandy Robertson, CLP, owner of Earth-Craft Landscape Ltd. who have already completed the program and are our first CLP graduates. We look forward to rolling out this program in the Fall. Stay tuned for more details on how you can participate.

I hope to see you all at our upcoming events and encourage you to join us for our Landscape Rodeo. Friendship and camaraderie welcome you!




**LNSHTA 2005 Awards of Excellence Program**

**Submission Deadline: October 10**

**Call the LNS office today if you have not received your 2005 Application Forms**

# Memorial Tree Planting Honours the Late Grant Mosher

LNS Past Presidents, members, friends and family, gathered on May 7 at the Bedford Tourist Bureau, to participate in a tree planting ceremony, dedicated to the late Grant Mosher. This was part of the Bedford's Arbor Day celebrations and Stan Kochanoff, a fellow Past President of LNS and friend, initiated this tribute to Grant. Opening comments were delivered by Russell Beakhouse, LNS President. "As a founding member of Landscape Nova

Scotia in the mid 1970s Grant continued to be a dedicated voice for our Association and our industry throughout his life. He was a man who devoted his working life to beautifying the urban landscape, it is fitting that this lovely tree be planted as a memorial to him on Arbour Day," said Beakhouse.

A Sentry Maple tree, donated by Maritime Landscape Services, was

planted and will serve to remind us of the commitment Grant extended to the development of greenspace. Additional remarks were extended by Halifax Regional Municipality Councillor, Len Goucher, who reminded us of the many contributions Grant had given to Landscape Nova Scotia and his community.

"We miss Grant and will enjoy watching this beautiful tree grow," said Beakhouse.



L-R: Stan Kochanoff, Dorothy Mosher, Sandy Roberton, Scott Mosher, Tim Tregunno, Doug Conrad, Russell Beakhouse (current LNS President), Paul Grimm and others attended this memorial tree planting.



## Granview Landscape Group

### 1-800-556-2272



Supplier of Quality Kentucky Bluegrass Nursery Sod  
Natural and Amended Topsoils  
Bark Mulch



Landscape Installations  
Landscape Consultation and Design  
Artificial Turf Products  
Bonded and Safety Certified



office@granview.ca  
www.granview.ca

# Certified Landscape Professionals Help Dispel the Myth

~ by Joel Beatson, Canadian Nursery Landscape Association

Anyone who is part of our industry, and/or has grown up with landscapers in their family, knows that intelligent, successful, hardworking and creative people have built this industry into the success story it is today. I have noticed recently though, that the image of the landscaper as portrayed in the media is often unflattering and ill deserving of the admirable profession it truly is. Take for example the Tim Horton's TV commercial that shows a man locking his sandwich in his car. As he frantically struggles to open the door, a landscaper working nearby approaches him blank faced. The man explains his problem and without speaking the landscaper picks him up and hangs him upside down through the car's open sunroof. As the man begins eating his sandwich, the landscaper agrees to pull him out of the car if he shares his sandwich.

While comical and quite likely a successful commercial, it does nothing to enhance the image of our profession. You can probably cite other examples that support this stereotype.

Breaking this myth will not be easy, **but help is on the way.** The Certified Landscape Professional Program (CLP) will soon be offered across Canada and will help elevate the landscape professional to the status it deserves!

Like the Certified Horticultural Technician Program, the CLP will provide another designation that will raise perception and awareness of our industry and the standards we operate under. The CLP program is designed to encourage self-assessment and recognizes those that have achieved a level of skill and knowledge.

As a part of the validation process for the CLP materials and test, several company owners across Canada were asked to take the test in advance of its release. Landscape Nova Scotia had



Sandy Robertson, Earth-Craft Landscape Ltd., (left) and Doug Conrad, Creative Light and Landscape Ltd., participated in the validation of the CLP program. As a result they are the first to earn this designation in Atlantic Canada



*"The CLP exam was developed by the industry, for the industry and is a fair test in what it takes to be an owner or manager in this industry.*

*The previous exam, offered only in the US was, after close examination, outdated. Worse, there was no study manual that a candidate could access and prepare for the exam. The only things available were a multitude of references that would loosely cover the test topics. Today we have seven manuals, one for each exam paper. These manuals take you through each step, assisting and preparing you to challenge the CLP. These, and the test itself, have been verified by a group dedicated and committed to the process of completing the circle of certification for the landscape horticultural industry. I encourage you to become a Certified Landscape Professional. Certification is Good Business."*

*~ Sandy Robertson, CLP*

two of its Past Presidents, Sandy Robertson of Earth-Craft Landscape Ltd. and Doug Conrad, Creative Light and Landscape Ltd., participate in this process and they are the first to achieve the CLP designation in Atlantic Canada!

The program is broken into seven key subject areas that are needed to run a successful landscape company in Canada. Each area has a corresponding training manual that will refresh your knowledge and provide you some new ways of approaching your business operations.

The topic areas covered include: Managing Marketing and Sales; Leadership and Corporate Citizenship; Innovation, Strategic, Business, and Succession Planning; Technical – Exterior Landscaping; Risk/Law/Contract/Government;

Human Resource Management; and Corporate Financial Management.

The training manuals include exercises and work sheets that will apply what you are learning to your company's practices. This process will show you ways in which you can improve your company's bottom-line and chances for long-term success. The second step in achieving the CLP designation is by taking the examination.

CLP is a terrific marketing tool for you and your company; and when combined with the other certification programs offered by the CNLA, it's a way to position your company as an elite member of this dynamic industry.

With these resources at hand we can dispel the myth of the untrained landscaper. Show that you are a professional and **become certified!**

# Healthy Water Gardens

~ by Les Walker, Freelance Writer for Herald Homes - This article originally ran in the Chronicle Herald on August 13, 2005

Water gardens, a long established landscaping trend in the U.S., western and central Canada, are becoming a popular addition to new and existing home/commercial properties in this region.

John Bueglas, Dube Botanical Gardens, River John, says, "Many developers include a water garden in their properties. It brands your home or business as distinctly unique."

Water gardens measure almost any size but, Bueglas says, "the most common is 11x 16 feet. That dimension is easiest to care for, remembering no water garden pond is totally maintenance-free."

In the garden, choose from three basic types of plants, each with many varieties. First, water lilies: some grow in deep water (three to four feet) with very large (up to a foot wide) leaves; other assortments feature smaller leaves and flowers; and last are a selection of 'tropicals'.

Second: marginal plants that grown along the edge, in muddy soil, or shallow water up to 12 inches deep. These plants deliver a variety of flowers and foliage. Third: basic 'floaters', generally tropical, with trailing vines, some rooted, others not.

In his designs, Bueglas suggests an 11 x 16-foot pond contain up to three water lilies in the deepest section. "Taller plants (two to three feet) serve as a 'background' on the far side of the viewing area, shorter ones in the

foreground. Floaters go with the wind and trailing plants are best near a waterfall."

Every artificially created pond area should, in his professional experience, "include a biofall — biological waterfall — with skimmer. This is the newest technology in water gardens. The biological filter keeps your pond clean and healthy. It supports a continuing nitrogen cycle. The skimmer net requires monthly summer cleaning, weekly fall cleaning, depending on the number of nearby trees shedding leaves."

Bueglas, a member of Landscape Nova Scotia, says, "If you don't include a biofall, a pressurized filter will provide necessary water circulation/cleaning."

For property owners who include fish, he suggests 50 percent plant

coverage; without fish, 70 to 75 percent provides good shade so algae don't get sun.

As expected, maintaining water garden plants throughout winter requires hardy stock. As the only full service water garden center in Atlantic Canada, Dube Botanical Gardens grows and over winters plants in 19 ponds on five acres. Bueglas says that stock, plus a decade of experience, gives the company "an enviable edge in servicing increased demand for property-enhancing water gardens."

*Les Walker speaks with Landscape Nova Scotia members every two weeks in the Homes Section of the Chronicle Herald. If you are a member of LNS and would like to talk to Les on an industry issue, please let us know. We are currently identifying topics for 2006 and are always interested in hearing from you! Call LNS at 1-877-576-4769.*





# 2005 Garden and Patio Show Breaks Past Record

~ by Paul MacPhee,  
Chair, LNSHTA Garden  
and Patio Show  
Committee

This year's Show was the best yet with well over 31,000 visitors seeing their way to Exhibition Park," says Paul MacPhee, Garden and Patio Show Chair. With expanded space and additional exhibitors, visitors had more to see and do. "The live and silent auctions were yet another highlight and will we will be looking to expand upon the Show's successes next year," says MacPhee.

The Garden and Patio Show is a real benefit of your Landscape Nova Scotia membership, offering a 40% reduction off the regular booth costs. Watch for more information on the 2006 Show slated for March 31 - April 2 at Exhibition Park.



"The Garden and Patio show was great. I think about 25% of people that came through the doors went straight to the G&P Show first. Many stopped in at the Garden and Patio booth of Landscape Nova Scotia first. The attendants at the door were giving out the HRM / LNS sustainability flyers which prompted people's interest in the Show. The new location of the LNS booth was GREAT."

~ Jennifer Weseloh McKeane

*Project Coordinator*

*Tourism Development and Sustainability*

*TIANS - Tourism Industry Association of Nova Scotia*



## LNSHTA POP QUIZ

Test your horticultural knowledge!

### Questions

1. What hairy insect causes problems in lawns?
2. What biological control is effective on grubs in gardens and lawns?
3. When is the very best time to prune rhododendrons in our area?
4. What zone is a hardy hibiscus hardy in?
5. What is the difference between a caterpillar and sawfly?

### Answers

1. Hairy Chinch Bug
2. Nematodes
3. Late March/early April
4. 6B - 6A
5. A caterpillar has numerous legs along each side of the body and the sawfly usually has a set of legs (or two) then a skip, and then more legs

- Thank you to Tim Tregunno of Halifax Seed for this Issue's Pop Quiz questions -

# WHAT'S NEW?

## WELCOME NEW MEMBERS!

Warm welcomes to our newest LNSHTA members: R&B Landscaping, Halifax, Mainly Maintenance, Porters Lake, Tasbow Sod Farm, Centreville, and Draper Financial, Hubley. We look forward to learning more about your company and meeting you, your family and staff at an upcoming Association function.

## WHY BE A MEMBER OF LNS?

Here is what Lise Cohrs Bell, President of LaBelle Landscape and Design has to say...“I am a member because I want to belong to a group of peers that promote professionalism through their thoughts and actions. I want to actively participate in professional development opportunities and to facilitate change so that we can promote and improve our image as an industry. The decision for me to become more active in the association is not to promote my company, but to create a strong and active voice of a professional horticulture group that will be respected by other industries.”

## CONGRATULATIONS

➤ Warm wishes to John and Shelly Price of Price's Cobblestone who celebrated the arrival of their first grandchild Hayden John Murray - son to Tiffany and Adam. Congratulations to all on the newest family addition!



## LNS CALENDAR OF EVENTS

### Marketing your Landscape Projects and Company for Success

*Friday, September 9 - 8:30 am - 11:30 am*

*Presenter: Tim Amos, NSCC, Provincial and National Awards of Excellence Judge*

*Our Sponsor and Host: Holiday Inn Harbourview, Dartmouth*

Tim will share tips on what to include in your Awards of Excellence Submission packages. As an instructor at NSCC and a judge for the program for several years, Tim brings a wealth of experience on ways to position and market your company through the Awards process. Don't miss this complimentary session. Limited seats - call the LNS office today at 1-877-567-4769 to reserve your spot!

### Landscape Rodeo

*Friday, September 16 - 1:00 pm - 4:30 pm*

*Atlantic Gardens, Sackville*

Join sponsors Atlantic Gardens, Atlantic CAT, Shaw Brick and STIHL Ltd. for the second Landscape Rodeo. Join fellow LNS members to see the latest and greatest in landscape equipment and have an opportunity to network and relax. If your company is interested in participating or registering for this event please call Michelle at the LNS office - 1-877-567-4769

## COMMUNITIES IN BLOOM WELCOMES NEW CHAIR

Communities in Bloom organization is proud to announce that Ted Blowes has been elected as Chairman of the Board of Directors and that Raymond Carrière has been engaged to serve as President and Chief Executive Officer. Communities in Bloom is a Canadian, nonprofit organization committed to fostering civic pride, environmental responsibility and beautification through community participation and the challenge of a national competition.

## SUMMER CNLA MEETING HELD IN VANCOUVER

The summer meeting of the CNLA took place in Vancouver, August 6 - 9, 2005. Your CNLA representative, Christene LeVatte, will provide a full report to the General Membership at our Annual General Meeting. We will also be uploading reports to our new and improved website once revisions are completed.

## NOVA SCOTIA FALL IDEAL HOME SHOW

Our friends at Master Promotions are busy coordinating their annual Fall Show, which will be held September 20 - October 2 at Exhibition Park in Halifax. LNS will have a booth in this show and is looking for volunteer hosts. If you have some time and would like to volunteer, please call the office 1-877-567-4769.

# Certification Evaluation Produces Newest CHTs

~ by Les Walker, Freelance Writer for the Atlantic Construction Transportation Journal. This article ran in the August issue of the ACTJ.

It begins early in the day, lasts all day, and within several days, the landscape industry in Atlantic Canada celebrates the announcement of a new crop of highly skilled Certified Horticultural Technicians (CHTs).

It's a professional, international designation valued by the industry and discriminating consumers, says David Stenhouse, co-chair for the Atlantic Region Committee charged with conducting the evaluation program.

On Saturday, April 23, some 25 CHT candidates, from Nova Scotia and New Brunswick, spent an exhausting day, fulfilling the 'practical' portion of an evaluation for which they had already completed a written test. The day included candidates proceeding through a number of practical stations, each of which simulate landscape installations and landscape maintenance working environments.

The complete CHT evaluation process is structured on an international examination and is, says Stenhouse, the only landscape horticulture industry professional certification designation. This portion of the process was held at the MacMillan Show Center, Truro. Successful candidates from this test include: Lenny MacIassac, LM Landscape Services, Dartmouth, NS, Tim Corkum and Steve Hubley, Oceanview Landscaping, Chester, NS. Other successful candidates who were tested in Newfoundland on April 9 at the College of the North Atlantic include: Joe Noseworthy, Sean Russell, Darrell Barry, John Murphy, Randy Vickers, Andrew Callahan, Perry Murphy and Richard Hammond.

This is the 11<sup>th</sup> year for the CHT evaluation in Nova Scotia. In 1994, the Canadian Nursery Landscape Association (CNLA), together with



*Imagine this...you've arrived at a job site and are assigned 30 plants that have lost their tags and have only numbers on them. You forgot your plant ID text at home. Do you have the skills to identify each plant? The Plant ID Station will help prepare you for these kinds of situations. This station is one of the common core stations for maintenance and installation evaluations that will test your knowledge of a variety of plant species.*

provincial nursery landscape associations, the Associated Landscape Contractors of America (now called Professional Landcare Network) and Human Resource Development Canada (HRDC), began the CHT certification process. It was designed for retail, landscape installation and landscape maintenance. Currently, there are 92 CHTs in the Atlantic region, 22 of whom have both an installation and maintenance designation.

That designation provides an individual, employed in the landscape and horticultural industry, with a means of providing a minimum standard of expertise in tasks typically required in the landscape horticultural industry. It is an international designation, recognized across Canada and the United States. In 2002, an additional designation was added to the CHT 'umbrella', CHT Interior.

The April evaluation in Truro was an intense undertaking, a measure of the importance attached to CHT certification/accreditation, says Stenhouse. "I co-chair this committee with Sandy Robertson and our three associations are all involved with the certification program: Landscape Nova Scotia Horticultural Trades Association, New Brunswick Horticultural Trades Association and Landscape Newfoundland and Labrador."

"I must add we also enjoy the much appreciated involvement and commitment of the Nova Scotia Agricultural College in Truro, too," he adds. "The NSAC is aggressively committed to the ongoing education, training and upgrading of those choosing landscape horticulture as a career."

~ continued on page 9

# Annual LNS Golf and Burger Bash Renamed To Grant Mosher Memorial Golf Tournament

For years the LNS annual Golf and Burger Bash has provided members with a few hours during a busy work season to socialize and share with friends and colleagues. The 2005 event, held on August 12 at Montague Links was no exception and only differed in its title. Event Co-Chairs, Sandy Robertson and Doug Conrad felt that given Grant and Dorothy Mosher's support of this event, it would be most appropriate to rename the tournament **The Grant**

**Mosher Memorial Golf Tournament.** "The LNS Board agreed and from here on we will remember Grant at each annual event.

"The Mosher's hosted the post burger bash for many years, and while the dinner and fun may have moved to a more formal setting, the event's aim is still to help relax and connect the membership," says Conrad.

# CHT Evaluation

~ continued from page 8



For the April evaluation, planners called on the invaluable services of many industry participants and supporters, he says. "The intensity of the evaluation process required 27 volunteer judges, many of whom were CHT-qualified, and others who were industry specialists, 10 committee/test volunteers and many responsive sponsors."

Sponsors for the 2005 certification program included Atlantic CAT, Shaw Brick, Highland Landscapes for Lifestyle, Earth-Craft Landscape, Provincial Outdoor Power Equipment, Elmsdale Landscaping, Turfmasters Landscaping, Nova Scotia Agricultural College, MTS, TORO, and Price Contractors.

Stenhouse says the addition of more CHTs in Atlantic Canada is welcome news for the industry and its residential/commercial customer base. "CHT designation assures clients they are receiving the services and expertise of highly qualified specialists who have successfully completed rigorous testing, which complies with the international standards developed for this professional designation," adds Stenhouse. "

The CHT designation offers the consumer, architects, specifiers and government departments a consistent and internationally established benchmark of expertise from which to choose or specify landscape horticulture services.



## LANDSCAPE RODEO

Friday, September 16, 2005

1:00 pm - 4:30 pm  
Atlantic Gardens  
1620 #1 Highway  
Middle Sackville, NS



Join industry colleagues for an afternoon of learning and fun at the 2nd annual LNSHTA Landscape Rodeo. The ultimate interactive industry test drive awaits you!



# Pass the Torch or Blow it Out?

## Who cares if the Family Business Succeeds?

~ by Gordon D. Wusyk, President, Predictable Futures – Business Family Centre  
*First in the series "Perpetuate or Liquidate"*

It's a chilling thought to most owners of family businesses, but the overwhelming odds are, that not long after the founder dies, the company will close up shop or be sold.

Unfortunately, the fate of the business is often decided by the banker and lawyer on the way back from the funeral - about four cars back from the flowers. Tragically, 70% of family businesses do not make it through the second generation and only 10% make it through the third.

*Consider the following facts:*

- \* 70% of jobs created in Canada are from family businesses.
- \* 60% of the GDP comes from family businesses.
- \* More than 65% of tax revenues come from family businesses.
- \* More than 50% of all charitable contributions come from family businesses.

Given these facts, "Who cares if family businesses succeed?" Widows, wives, sons, daughters, employees, suppliers, customers, advisors, governments, charitable recipients ...and the list goes on. There is life after death and retirement, for someone who matters. Dr. Léon Danco, in his best selling book "Beyond Survival," stated, "If family businesses were to disappear, it would be a socio-economic disaster to our way of life."

If the perpetuation of the family business is so important to a vital society, why is succession so difficult? Why are family businesses such an *endangered species*?

The preservation of a family business is the greatest single challenge facing middle-aged owners in this country. The disappearance of the independent

business owner would be a social and economic disaster. Not only is it the embodiment of the North American dream, but vital to our economy. Wealth is created by entrepreneurs.

For these reasons I feel that the single most important task of the president of a family-owned company is to prepare for succession so that the company will survive.

The family business can represent all the hopes and all the dreams, all of the challenges and all of the pain which man is capable of imagining. In order to fulfill the dream, which was built with suffering and sweat... in order to know the payoff of this suffering ... one needs to know that what they created will live on after them.

Prior to beginning a plan for succession you should ask questions like:

- \* Does the founder want to continue family ownership in the business?
- \* Do the children want to become owners?
- \* Are the children prepared for ownership/leadership?
- \* Will the founder leave the

UNFORTUNATELY, THE FATE OF THE BUSINESS IS OFTEN DECIDED BY THE BANKER AND LAWYER ON THE WAY BACK FROM THE FUNERAL - ABOUT FOUR CARS BACK FROM THE FLOWERS.

business, or is he/she too attached to consider selling or liquidating?

- \* Is the founder's wealth trapped in the business?

If you identify with these questions, you're not alone. Many families have faced these complex issues and have discovered there is a process that can lead to a successful succession. In some cases succession is not an option within the family. There are other alternatives for continuation of the business that are worth considering. You had the dream, ability and the guts to build something from nothing. Do you have the courage to accept the fact that perpetuation is also your responsibility?

Don't wait until a rewarding challenge becomes an unnecessary crisis. A successful succession can be the founder's **final test of greatness**. By preserving your family business, you will create a future for your children, jobs for your community, wealth for yourself and you will leave a legacy instead of a mess.

© Predictable Futures Inc.

## JOB OPPORTUNITY!

Salesperson wanted for marketing snowplows and equipment for Machinability Ltd. This commissioned position will promote to existing clients, identify and solicit potential new clients, after sales to provide ongoing support.

**Needed for USA, East & West Coast Canada**

**Phone:905-332-8088**

**Fax:905-332-8331**

**Email:info@machinability.com**

# Connect instantly at the push of a button.



No voice mail, not phone tag, no downtime. The TELUS Instant Talk™ walkie talkie service lets you use your phone to connect instantly to your coworkers at the touch of a button, whether they're across the hall or across the country. It's like having a constant open line to anyone on your team. For more information about Instant Talk, contact a TELUS Mobility authorized dealer below.



Kyocera IX440  
**\$79.99\***  
(reg. \$229.99)

**Halifax**

3514 Joseph Howe Dr.  
902-431-7070

**Charlottetown**

393 University Ave.  
902-367-3569

**Moncton**

125 Trinity Dr.  
506-388-4474

**Fredericton**

1168 Smythe St.  
506-455-6622

**Fredericton**

608 Queen St.  
506-452-7066

*\*Some Conditions & Restrictions Apply. Please See Store For Details.*

*Available to new activations only, based on a three-year contract term. Effective net price after purchase, discount or invoice credit on your future TELUS Mobility monthly bill.*

# 2005 LNSHTA Board of Directors

**Russell Beakhouse, President**  
Groundcover Landscape Services  
T: (902)430-5263  
F: (902)420-8154  
www.groundcover.ca

**Jeff Morton, Past-President**  
M2 Horticulture Inc.  
T: (902)896-7280  
www.porthort.com

**Andrew Wheelock, 1st VP**  
Weed Man  
T: (902)468-9333  
F: (902)468-2889  
www.weed-man.com

**Robin Godfrey, 2nd VP**  
Atlantic Gardens Inc.  
T: (902)835-8591 or 865-7195  
F: (902)835-6462  
www.atlanticgardens.ns.ca

**Paul Howard, Treasurer**  
Granview Landscape Group  
T: (902) 384-2090  
F: (902) 384-3439  
www.granview.ca

**Christene LeVatte, CNLA Rep**  
Highland Landscapes for Lifestyle  
T: (902)562-3154  
F: (902)562-3154

**Scott Mosher, Director**  
Terra Nova Landscaping Inc.  
T: (902)835-7387  
F: (902)835-5498  
www.terranovalandscaping.ns.ca

**Kevin McGinnis, Director**  
Shaw Brick  
T: (902)468-7429  
F: (902)468-7149  
www.shawbrick.ca

**Rick Bezanson, Director**  
Bezanson Pavers  
T: (902) 209-5071  
www.bezansonpavers.com

**Colin Carrol, Director**  
Weed Man - Bridgewater  
T: (800)313-7444  
F: (800)770-0366  
www.weed-man.com

**Lise Cohrs Bell, Director**  
LaBelle Landscape & Design  
T: (902) 688-1694  
F: (902) 688-1827

**Paul MacPhee, Director**  
MacPhee's Landscaping Services  
T: (902) 483-5283

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:

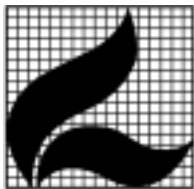
- Pay Direct Prescription Drug Card
- Dental Care
- Medical and Hospital Care
- Out-of-Province Emergency Medical/Travel Insurance
- Long and Short Term Disability
- Life Insurance for employee and family
- Accidental Death and Dismemberment for employees and family
- Vision Care
- Employee Assistance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

For Additional Information on Group Insurance Call:

**1 (800) 459-8990**



hortprotect.com



**Landscape Nova Scotia**

## Landscape Nova Scotia - Together we Grow!

# MEMBERSHIP FORM

Landscape Nova Scotia  
65 Celtic Drive  
Dartmouth, Nova Scotia  
B2Y 3G5  
P: (902) 463-0519  
F: (902) 463-6308  
TF: 1-877-567-4769  
LNS@accesscable.net  
www.landscapenovascotia.ca

#### MEMBERSHIP FEES: Plus HST

- Horticultural Affiliate ..... \$ 75.00
- Corporate Affiliate ..... \$350.00 (base fee)
- Student ..... \$ 20.00
- Introductory ..... \$250.00
- Out of Province (CNLA Members) .... \$125.00

Yes, I am interested in becoming a member of Landscape Nova Scotia - please forward me an Application Package

Please renew my membership for Landscape Nova Scotia

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Prov: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### IMPORTANT DATES

- **BOD Meeting**  
September 8, 2005 / 8:45 am - 12 noon  
Atlantic CAT, Burnside
- **Marketing your Company and Awards of Excellence Submissions**  
September 9, 2005  
8:30 am - 10:30 am  
Holiday Inn Harbourview, Dartmouth
- **Landscape Rodeo**  
September 16, 2005  
Atlantic Gardens, Sackville
- **Fall Home Show**  
September 30 - October 2, 2005  
Exhibition Park, Halifax
- **Award Submission Deadline**  
October 10, 2005
- **GreeNScene Submission Deadline**  
Fall Issue: October 14, 2005
- **BOD Meeting**  
November 10, 2005 / 8:45 am - 12 noon  
Atlantic CAT, Burnside
- **Annual General Meeting**  
November 17, 2005  
Ramada Renaissance, Dartmouth