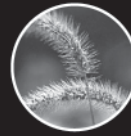
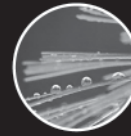
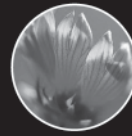


Summer 2007

The newsletter for members and associates
of Landscape Nova Scotia



Landscape
Nova Scotia

greenNScene

Landscape Nova Scotia Horticultural Trades Association

Highlights

p2 - Two old family businesses

reunite... Robin Godfrey shares his family business story with GreenNScene readers and describes the birth, separation and reunion of Atlantic Gardens Inc. and Lakeland Plant World.

p4 - Membership Perspectives from the Halifax Regional Municipality...

We look at two thriving HRM operations and discuss their successes, challenges and membership value propositions.

p6 - Students travel to Britain to take Garden Course...

There is little doubt that British gardeners take this job seriously. But what are the differences and the similarities? Carol Goodwin, Professor at the NSAC shares her experiences.

p8 - Prepare for CHT Tips... Acquiring your CHT designation is no small feat and one that should not be entered into lightly. André Gaudet of Bonsai Landscaping Ltd. took it very seriously and was strategic in his study approach. The results? Turn to page 8.

Reminders

Membership Information

Be sure to notify the office of any changes to your membership information. You can review this online at www.landscapenovascotia.ca.

Let the Races Begin

The third annual Landscape Rodeo is moving to a new location and is seeking some drivers for its first rodeo style competition. Look in your GreenNScene package for more details.

Production of 2008 Landscape Directory Underway

This annual publication is the resource guide for Atlantic members and service providers. Don't miss this year's Advertising deadline.

Tree Planting Honors Ross Godfrey

Friends, family and colleagues gathered at Sullivan's Pond in Dartmouth in May to honor and remember the late Ross Godfrey. Brain Phelan of the Halifax Regional Municipality, Stan Kochanoff of the International Society of Arboriculture, Atlantic Region, and members of Landscape Nova Scotia coordinated the tree planting. A Linden Tree was planted next to a well travelled walking path at Sullivan's Pond and a plaque marks this special occasion.

Ross' family were present to share in the celebrations. "Ross gave a lot to Landscape Nova Scotia and the Green Industry. This is a special way of remembering him," says Robin Godfrey, nephew of Ross and President of

Landscape
Nova Scotia.

Many LNS members will recall the leadership and guidance Ross gave to the development of the

Association's signature Fundraiser - the annual Garden and Patio Show. Ross was a steady force behind this event, always on hand to support exhibitors and ensure the show was reflective of the products and services offered by our members.



Ross' daughter, Kim, and grand-daughter help with the tree planting



LNS Members and the Godfrey family gather at Sullivan's Pond in Dartmouth to recognize Ross Godfrey's contribution to industry and our Association

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p3 Nova Scotia Kingstec Celebrates Annual Wine and Trees

p9 NSCC Students Congratulated for their Win at Skills Canada Competition

p5 LNS Welcomes 20 New Members

p11 Right Tree - Right Advice



Presidential Profile

~ Atlantic Gardens and Lakeland Plant World Reuniting our Family Business ~

Robin Godfrey has many great memories of his involvement in his family's retail garden centre, Atlantic Gardens. "One of my earliest childhood memories is unloading nursery stock we received from Sheridan Nurseries," says Robin. The Godfrey family now owns Atlantic Gardens, Lakeland Plant World and a seasonal retail store and a wholesale store in Sackville. The family business began 40 years ago, and while it has gone through different changes over the years, the business has always remained in the Godfrey family.

Robin shares his family's history and describes his experiences working in the retail garden centre industry. It begins with Robin's father, Jim Godfrey, coming to Nova Scotia while working for a chemical company, Chipman CIL, and Nova Scotia Power (NSP) in Halifax. Jim noticed a shortage of retail garden centres in the area, and in 1966 he left the chemical company and started a roadside garden centre in Bedford. He ran this in tandem with his contract business with Nova Scotia Power.

In the late 1970s, Jim landed a large contract with Nova Scotia Power and asked his brother, Ross Godfrey, to come to Halifax and help him with the utility contract business. Ross agreed and left behind a dairy farm in Caledonia, Ontario, and moved to Halifax to run the NSP contract business while Jim ran the garden centre. When the contract ended, Jim and Ross decided that they needed another garden centre and secured a

location in Dartmouth. They ran both locations of Atlantic Gardens together from 1977 to 1987 and formed a wholesale company in Sackville to feed their two retail stores.

In 1987 Ross took over the Dartmouth location independently, and changed the company name to Lakeland Plant World. He ran Lakeland Plant World from 1987 until his death in 2006. It was very important to Ross' children that the business be kept in the family so Robin purchased Lakeland earlier this year from his cousins, and now works at both Atlantic Gardens and Lakeland Plant World. "It has been rewarding to see both businesses reunite and I am happy that the family business operations have come full circle," says Robin.

Atlantic Gardens prides themselves on growing all of their products on green energy and abide by the slogan "Growing Green Plants and Green Energy." They recycle their water, plastics and compost on site, and heat their greenhouses on biomass rather than oil. Robin was eager to incorporate these practices at Lakeland Plant World, as well as merge the wholesale operation with both garden centers. He believes the businesses are stronger together and is happy his uncle's garden center lives on through the Godfrey family.

Robin admits that it is a struggle to remain innovative in a competitive market place. "The industry has boomed," he says. "There was a time in 1966 that we saw very few garden centers. Today, nearly every Box Store

sells some sort of plant or garden item." He adds, "to stay alive in this industry you need to distinguish your garden centre from others by growing and servicing quality products in an environmentally responsible manner."

Robin says his family have retained their competitive edge by participating in the International Garden Centre Association (IGCA). They have travelled the world on IGCA tours and have incorporated many new ideas they have seen into their operations.

Robin's involvement with Landscape Nova Scotia began with his parents who were actively involved in LNS in the early years. Robin followed their lead and became a director in 2002 and is now LNS President.

"The biggest advantage of being a member of Landscape Nova Scotia is knowing that you belong to a cohesive group that bands together to improve our industry," says Robin. "Belonging, links you to certification programs that help promote the many professional members we have in our association." Robin believes that, "In today's world you have to work together in order to succeed."

Looking to the future, Robin will continue to incorporate what he has learned from Atlantic Gardens into the Lakeland Plant World operation. Like so many family businesses, cooperation between the two companies will be key to their continued growth and prosperity.

Wine and Trees a Huge Success

The Kingstec Tree and Wine Gala, held this past winter in Kentville was "a spectacular and up-scale event," says Linda van Vulpen, President of the Atlantic Association of Landscape Designers (AALD). She notes it was very well attended and supported a worthy cause with funds going to support Sierra Leone.

In its second year the event has seen both the attendance and interest grow. And for a good reason says Linda, "The gardens are beautiful, well crafted, well designed, innovative and skillfully put together."

"The Kingstec Horticulture students did a spectacular job in their garden design/construction projects." She



The gardens are designed and created by NSCC students and accentuate style, texture and balance

notes that the stone construction was clearly influenced by Joe Bidermann, CHT, and former AALD chair and teacher in the Kingstec Horticulture Department. "His style is present in so many features," says Linda. She

also complimented students from the culinary department who prepared the food and the local wineries who supplied the wine. "It really was an evening that stimulated the senses.," says Linda.

2007 Garden and Patio Show

The Garden and Patio Show Committee had another successful Show this year, due in large part to the dedicated committee and volunteers who help out at each Show. Committee members, Paul MacPhee, Chair, Scott Mosher, Russell Beakhouse and Clinton Pinks guide the direction of each Show, but dozens of volunteers are required to assist with the setup, feature area construction and tear down at each event. If you are interested in helping out contact LNS.

Paul has been the Chair of this committee for three years and recognizes the contributions of LNS members. "This is a great event for our industry and our membership," he says. "It is one of the few occasions that we have to be together for three full days. Although we are busy speaking to showgoers, we do have some time to visit other exhibitors and catch up on industry news."

He also appreciates the ongoing partnership that LNS has with the Show's promoters, Master

Promotions. "We have enjoyed a long relationship with them and realize that the popularity of the Show is due in large part to their marketing and show management." He adds, "Bev Campbell and Catherine MacNutt are experts in organizing Shows and our partnership with them has really helped to create an awareness of how integral the landscape is to any home construction."

Promotion for the 2008 Show will begin soon and Paul encourages members to confirm space early.



Robert Baldwin and many other volunteers spend time volunteering as hosts at the Landscape Nova Scotia booth located in the Garden and Patio Show

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Membership Perspectives from the HRM

*We continue with Landscape Nova Scotia's series of articles that highlight members' perspectives. This issue we feature two members from Halifax Regional Municipality (HRM) in Nova Scotia: **Nutri-Lawn** and **The Teak Tree Enterprises Ltd.***

Nutri-Lawn (Greener Pastures Dev. Ltd.)

Peter Bugden with Nutri-Lawn has been an active member of LNS and sits on the Board of Directors as Treasurer. He operates a thriving business in Nova Scotia. In addition to this role, Peter operates Nutri-Lawn, an international franchise within Canada and the USA. Peter has been in business in Halifax since 1990 with a staff of 16, and also operates in the Valley/South Shore with a staff of four. Nutri-Lawn primarily provides lawn care programs to residential clients, setting their customers up on an ongoing program that will meet their specific lawn care needs. They place an emphasis on alternative lawn care, such as organic lawn care programs and Integrated Pest Management (IPM) services. At his Halifax branch he also offers maintenance services such as mowing and cleanup, and in the past year started offering irrigation services.

Peter originally came from St. John's, NL, and was interested in starting his own service business and the lawn care business in particular was always an interest to him. At the time, Nutri-Lawn was expanding into the Eastern Canadian Market which provided Peter with the perfect opportunity to move to Nova Scotia and begin his business. Peter's father gave him an important piece of advice when he started this business, "Give your customers more than they expect and do it with a smile." Peter says he has always tried to follow this advice in his business practices.

Nutri-Lawn and other lawn care operators have been challenged in the past number of years with the implementation of a Pesticide Bylaw within the HRM. In spite of the Bylaw restrictions, Peter feels his staff have been able to help customers understand the Bylaw and how it affects the residents of the HRM. He notes that residents have overwhelming pride in their properties and are concerned about following environmental trends. Peter is optimistic about the growth of the irrigation sector of his business, as it will help to sustain lush turf in a municipality where traditional weed and insect control methods are no longer permitted.

Peter joined Landscape Nova Scotia when he began his business because he knew it would be important to network and to learn from his industry peers. He never doubted the benefits of membership and says, "The biggest advantage of being a member has been the networking." He does admit that the financial benefits he receives from the HortProtect Insurance Program, the General Motors Program and others are key reasons for joining LNS. "Belonging to my industry's Association just makes good business sense and I am proud to be a member of this association," he adds.

Teak Tree Enterprises Limited

Another business that has had great success in the HRM is Teak Tree Enterprises Limited, a company that specializes in landscaping, snow removal, and custom kitchen cabinets since 1987. Owners Rob Steeves and Harold Comeau have over 20 employees on average, with up to 50-60 during the busy summer months. Their main business focus has been landscaping and snow removal, with the winter being their busiest time of the year. Rob and Harold got

into the industry first as home and furniture builders, which led them to open a kitchen cabinet business. In the mid 90s, they sought out a new business venture and began offering lawn maintenance; which eventually evolved into landscaping and snow removal.

Teak Tree Enterprises also prides themselves on their commitment to service and professionalism. They reflect on their company's growth and on the early days when it was just a two person operation. "It is hard to believe that we will soon celebrate 20 years in business," says Rob.

Teak Tree Enterprises services all of the HRM and they find that there are always many new business prospects. Rob says, "Halifax is a growing city with lots of new developments. Most require some level of maintenance and snow removal."

Teak Tree Enterprises' involvement with Landscape Nova Scotia was a must for Rob and Harold. They have received a number of benefits through their membership including the use of cost saving programs. Moreover their connection with LNS provides them with industry updates and opportunities to network. "We have received a great deal of exposure from the Garden and Patio Show too. The discounts LNS members receive from this Show alone pays for our annual membership dues," says Rob.

Vivian Martin, the General Manager of Teak Tree Enterprises, also sits on the LNS Board of Directors. Volunteering on the board has helped Vivian learn about the industry which in turn has created more value and involvement for Teak Tree.

Stay tuned for more information from Teak Tree about their upcoming open house. LNS extends a big thank you to Nutri-Lawn and Teak Tree Enterprises for participating in this issue's Provincial Perspectives.

LNS Welcomes New Members

Since the creation of the Atlantic Region Coordinator position in October of 2006, Landscape Nova Scotia has welcomed 20 new members. The goal is to have 50 new members by September of 2008 which will bring even more strength to Landscape Nova Scotia. Rebecca Wetselaar, Atlantic Region Coordinator, has been busy making calls to prospective members and sharing information about the association with them.

Newest LNS members include: Ground Force Property Services in Halifax, Danny Thomas Excavating in Kentville, Inspired Landscaping & Renovations in Upper Tantallon, MacInnis' Landscape Design and Contracting Services in Falmouth, Maritime Pavers & Stone Ltd. in Steeves Mountain, NB, Amcom Landscaping in Lower Sackville, Shamrock Landscaping Services in Cole Harbour, Enviro Masters Lawn Care in Lower Sackville, Flora For Fauna in Dartmouth and Xcel Lawn Care & Grounds Maintenance in Lawrencetown. **Warm welcomes!**

Landscape Nova Scotia encourages all members to use the logo and to promote the fact that you belong to your industry association. This will not only increase your credibility but it will also help promote Landscape Nova Scotia and the importance of practicing ethical work practices. We need to spread the word! If you are involved in the horticulture industry, you should be a member with LNS!

LNS members have been taking advantage of the various membership benefits that are offered through LNS and the CNLA, and one of our newest members was able to save \$5,500 on a new vehicle with the General Motors Program. If you are thinking of purchasing new equipment or vehicles for your business, check out the LNS website for more information on the membership discounts you can receive. Rebecca will continue calling

potential members throughout the season and is planning future travels to Nova Scotia to meet with current and potential members. She has also been working with LNS to develop a "Preferred Buyers Program" that would offer members discounts on products and services from other members and industry suppliers as well. If you are interested in participating in this program call the office.

A "Wage and Equipment Survey" has also been circulated to members of LNS, as well as Landscape New Brunswick and Landscape Newfoundland and Labrador. The results will be tabulated and distributed to all members. This will provide members with a valuable planning tool for their businesses,



Rebecca is helping Landscape NS, New Brunswick and Newfoundland with Membership Services

and we encourage all active members to complete the survey. Please contact Rebecca (1-866-383-4711 or rebecca@canadanursery.com) if you did not receive a copy of the survey.



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British Course Highlights Traditional Gardening Methods

Carol Goodwin, an Associate Professor in the Department of Environmental Sciences at NSAC, and LNS Board member, has recently returned from her 14th annual trip to Writtle College in Chelmsford, Essex, England. Carol created a three week long NSAC credit course titled the "British Garden" in 1994 and has traveled to Writtle College with both NSAC and Finnish students every May since then. This trip gives NSAC students the opportunity to compare plant habits of growth in a European climate and a Canadian climate.



Students learn about traditional British Garden techniques and develop a new appreciation for the environment and the use of plants

Carol considers the trip to Writtle College to be a life changing experience for her students. "The importance of gardening in England is much different than in Nova Scotia," says Carol. "I want my students to experience a place where horticulture and landscape is part of the culture," she says. Students learn about British garden history, British gardening techniques and traditional methods, garden design and plant identification. She says that student who complete this course never look at or use plants in the same way again.

For three weeks, students visit different gardens everyday, rain or shine. "The gardens are the most colorful when it rains," says Carol. The students have the opportunity to watch gardeners at work. In England, gardeners prefer not to use machinery. They rely on traditional methods and often use hand tools to dig and turn over the soil. They believe that the work done by machinery is inadequate compared to what a good gardener can achieve.

"The gardeners in England have a very strong work ethic that is part of their tradition," says Carol. Carol and her students have visited complex gardens that cover up to 40 acres of land with only two gardeners to look after them.

In addition to British gardening tradition and plant identification, students learn about conservation and come back with a new outlook on the environment. "In terms of environmental concerns and practice around those concerns, Europe is far ahead of Canada," says Carol. Peat moss is commonly used in Canada but many garden centres in Europe have a policy of being "peat free." They do not use peat moss because it's seen as an unsustainable and non-renewable resource. Remaining peat land is fiercely protected as important wildlife habitat. Instead, they use coconut fibre - a cost effective waste product that is easy to come by. In purchasing it, they have created a side industry in third world countries. In Europe, they use biodegradable containers, green roof technology and recycled water. Runoff water from new and large buildings cannot leave the site. Every mall or subdivision has its own artificial wetland where all runoff water is filtered and then reused for irrigation or is treated and released back into nature. "By taking this course my students learn about innovative solutions to environmental issues long before they are common practice in Atlantic Canada," says Carol.

This year as part of the study tour module, Carol and her students explored the role and placement of

sculpture in the landscape. They also studied how a sculpture could change the space in which it was placed. For one project, Carol and her students created chicken sculptures from the simple raw material of poultry wire. These sculptures were then placed in grounds at Writtle College.

Although Carol travels to Writtle College every year and sees the same gardens every time, she says it never gets boring. "Gardens never stand still," she says. "They're always growing and evolving as gardeners become more aware of environmental changes and new designs. Carol also never gets tired of watching her students enjoy the gardens. "Their wonder keeps it fresh and exciting!"

Carol created the British Garden course after meeting Mark Lyne. He is a professor at Writtle College and was visiting agricultural colleges around the world to see how subject areas were taught and to also share his ideas. He was hosted by NSAC in 1992 and convinced Carol to visit Writtle College. The college is surrounded by its own estate, farm and gardens which serve as a "green laboratory" for students. During her first visit, Carol fell in love with the college and its beautiful gardens. "This course grew out of that visit," she says. For more information on this and other NSAC courses log on to: www.nsac.ns.ca.

WHAT'S NEW?

FAMILIAR FACES NEW COMPANIES

You will find Joe Price working at Maritime Pavers and Stone Ltd. and Peter Bugden has recently purchased East Coast Irrigation. We wish both Joe and Peter best of luck in their new business endeavours!

ATLANTIC GARDENS RECOGNIZED FOR ECO-EFFICIENCY

LNS would like to congratulate Atlantic Gardens for being recognized recently as a company that demonstrates successful eco-efficiency practices. The Eco-Efficiency Centre hosted its Annual Environmental and Excellence in Business Breakfast and recognized Atlantic Gardens for their contributions to the environment with the installation of a pellet burning heating system for their greenhouse operations.

ATLANTIC ENVIRONMENT AND INVASIVE PLANT FORUM

This session will be held in Truro on September 26-27, 2007, and will be of interest to anyone who is interested in collaborating on the issue of invasive plants. Speakers will discuss the current situation on invasive plants (including aquatic plants) in Atlantic Canada and will explore possibilities and opportunities for moving forward cooperatively on this issue. For more information please call the Canadian Food Inspection Agency at (506) 851-2617.

NATIONAL AWARDS OF LANDSCAPE EXCELLENCE PROGRAM

This event will take place on February 8, 2008 in conjunction with the CNLA winter Board meeting in Saint John, NB. LNS has forwarded one of its 2006 Award winners into the competition: Earth-Craft Landscape Services.

HRM PESTICIDE BYLAW

Dave McCall of Clean Nova Scotia is the Project Coordinator for the HRM's Pesticides Bylaw this summer. All inquiries can be directed to Dave and staff by calling (902) 420-6593.

2006 EDITION OF THE EXOTIC FOREST INSECT GUIDEBOOK

This guidebook is a good reference for the public and private sector who work in the areas of tree health and arboriculture. The book focuses more on insect descriptions, host tree preferences, damage and symptoms and geographic distribution. It's available to download from the CFIA website or a hard copy or a CD may be ordered. The CFIA website is a very good source for pest information for the horticulture and forestry sectors. Links to the Plant Pest Information site can be found on the CFIA site and plant pest data including fact sheets, information on invasive alien species are also available. For more information log on to: www.inspection.gc.ca/english/plaveg/pestrava/exot/introe.shtml

COMMUNITIES IN BLOOM

A National Symposium on Parks & Grounds and the National Awards Ceremonies for Communities in Bloom will be held in Moncton, NB from September 19 - 22, 2007. The theme is "Parks and Green Spaces for Healthy Living" and the Symposium promises a very exciting 10th anniversary, with conferences and technical visits on Green Infrastructures, composting and Recycling, Arboriculture, Climate Change, Active Living and Garden Tourism. For further information visit: www.communitiesinbloom.ca

DEMO DAY WITH WALLACE EQUIPMENT

Wallace Equipment proudly displayed John Deere's new 2007 generation of skid steers, excavators & backhoes at their Bedford & Fredericton locations in June. Many of Deere's factory representatives & suppliers were present to show their support for the improvements to the NEW Deere line up. People came from all over Nova Scotia to view the latest equipment features, which highlight care for the environment, operator comfort, improved productivity and low cost of operation. Wallace Equipment would like to thank everyone who supported and attended the event.

DID YOU KNOW POP QUIZ

Certified Horticultural Knowledge Equipment Safety & Operation

1. What are the four most common pieces of personal protective equipment used in the landscape industry?
2. What is the difference between an incident and an accident?
3. When creating a 50:1 fuel mix, how much mix oil should be added to 5 litres of gasoline?
4. What are the four most common injuries in the landscape industry?

Answers

1. protective eye wear, ear protection, respirators, gloves
2. an accident results in personal injury or property damage...an incident could have happened
3. 100 ml
4. Lifting/back related, striking injuries, slips/trips/falls, repetitive motion

Many thanks to Tracey MacKenzie, NSAC, for contributing to this Pop Quiz segment!

Prepare For Success With Your CHT Designation

Achieving your Certified Horticultural Technician (CHT) designation is a challenging task, but one that André Gaudet of Bonsai Landscaping Ltd. in Memramcook, NB has embraced with enthusiasm. This was André's first attempt through the certification process and he achieved his CHT Installation designation the first time around; a feat less than 10% of candidates achieve. André admits that he studied hard in preparation for the test, but the end result has made it all worthwhile.

André has been in the landscape industry for over 20 years and owns Bonsai Landscaping Ltd. and Advanced Vegetation Control Inc. He recently became a member of Landscape New Brunswick (LNB) and Landscape Nova Scotia (LNS) in January 2007. He soon became interested in certification opportunities. André says, "When I joined (LNB & LNS) I made a commitment to be more professional. I knew that certification went hand in hand with professionalism and that I should become a CHT."

Before taking the written and practical exams, André spoke to others who had taken the test. "This helped prepare me mentally for the exam," says André. He was told to go into the test relaxed, but to keep focused on the task at hand. He purchased the study guide which provided him with a lot of information and test direction. He found that while the exam was all about knowing details, preparation and study were what made the difference.

For the practical part of the exam, André admits that he was nervous. "The day is long and there is a lot of information that you have to convey to the judges at the various stations," he says. André came up with a great way to prepare himself mentally for the stations: "I imagined that each judge was one of my first time employees.

I imagined that I was showing new staff how to do each task and would clearly explain how everything had to be done." This approach helped relieve the pressure and gave André the confidence needed to handle each station.

André also found it helpful to talk with the other candidates throughout the day at break times. "There is a camaraderie between us all and a feeling that we were all working toward a common goal of trying to increase the level of professionalism in our industry." André also felt that speaking with the judges was motivating, as they are all CHTs or professionals in the industry.

One of the reasons he had for going through the certification program was to distinguish his company from others in the industry. "There is a lot of competition in the Moncton area and I needed a way to set my business apart from others," he said.

He will begin to use his designation in his advertising, which will help inform his clients, and the public, about the benefits of hiring a CHT. "My clients know that by hiring a CHT they will be dealing with an industry professional who has an industry designation."

André believes that more landscapers need to be educated and go through the certification process. "Certification is a win-win situation for everyone – the landscape contractor has all of the information that he or she needs [to be successful in their work] and the client has a better feeling about the contractor."

André says, "knowledge is a powerful thing – once you have it, no one can take it away from you." The knowledge that he has gained from completing his CHT designation will be with him for the rest of his life.



To obtain the CHT designation, candidates must complete both written and practical evaluations

He is considering pursuing his Certified Landscape Professional (CLP) and the CHT Maintenance designation next spring. He is encouraged by his recent accomplishment and would like to continue to grow as a professional.

André describes the whole certification experience as fun and challenging, and he is glad he went through it. He encourages others to follow suit. "Use your experience and the knowledge you gain as a CHT to do the best you can."

André and other CHTs are examples of what can be achieved when you set your mind to do something. We wish him all the best with his business and future certification efforts.

Want more information?

The CHT program is designed for employees in the horticulture industry who are involved in the technical application of skill and knowledge. CHT is available in four classifications: Landscape Maintenance, Landscape Construction, Retail Garden Centre, and Interior Landscaping. For more information visit www.cht.canadanursery.com or call the CNLA office at 1-866-446-3499 or the LNS office at 1-877-567-4769.

Nova Scotia Takes Home the Gold at National Skills

Congratulations are in order for Team Nova Scotia who won the Gold Medal at the National Skills Competition held in Saskatoon in May. Nova Scotia representatives from NSCC-Kingstec Campus, Kyle MacDonald and Kyle Kelly, overcame competition from Quebec, Ontario, Manitoba and Alberta to win. Their professional manner and coolness under pressure helped them to come out on top.

Contestants constructed a mini landscape consisting of a paver walkway, a SRW, planting and sodding. They had a total of 12 hours over the two days to complete the project which was judged by a panel of experts from across Canada. Although Ontario finished well before the deadline, Nova Scotia was victorious because of better softscaping and detail.

Thanks to Joe Bidermann, CHT who trained and supported the team throughout the provincial and national competitions. Everyone should be proud of this outstanding first for Nova Scotia and the landscape industry. The Kyles showed the nation that we are first class in our skill and training in this province. This very positive experience will influence their lives for many years to come.

Atlantic Provinces Retail Certification - The final frontier

~ by Christene LeVatte, CLP, Atlantic Region Certification Chair (ARCC)

The landscape horticulture industry sleeps together. Despite the sector differences, the posturing, the issues, we are in a symbiotic relationship, co-dependant and very much vested in what each other does. What's mine is yours, what's yours is mine.

July 16, 2007 saw the second retail certification test in the Atlantic region in five years testing 13 candidates. While landscape certification has hit its stride in Atlantic Canada, the retail certification has been inexplicably slow to catch on.

I'm a dyed in the wool landscape girl these days but my humble beginnings and first love in this business were firmly planted in retail; my mother's garden center. That same little garden center where I learned the top

ten questions I would get asked for the next 30 years. The retail garden center is quite often the incubator for those consumers who go on to other sector purchases.

First contact is a big responsibility and a professionally handled and satisfied consumer will want more, and eventually seeks the services of the landscape horticulture's many sectors. The landscape sectors design it, build it, and install it and the consumer, hooked on horticulture and all the trendy trappings, goes back to the garden center; year after year; the horticulture circle of life; your furniture on our decks, your pots on our patios, your fertilizer on our lawns, your plants in our planting beds.....should all relationships be so successful.

My point; it takes all the Certification designations working in sync to keep the consumer within the circle of landscape horticulture professionalism. That is how the Certification Program was designed and we, in the Atlantic Provinces, must complete that circle and offer our consumer all things Certified.



2007 Retail Certification Candidates

On behalf of the ARCC, we extend our congratulations and thanks to the committed candidates who took the July test and are on their way to Retail Certification; our appreciation to the volunteers and judges who gathered in Truro at the height of the busy season and to our valued sponsors, without their continued support, we could not possibly have delivered this test.

- Atlantic CAT/Atlantic Tractors & Equipment
- Atlantic Gardens Inc.
- Bergman Concrete Products Ltd.
- Halifax Seed Co. Inc.
- Nova Scotia Agricultural College
- Nova Tree Company Inc.
- Springvale Nurseries (1995) Limited

And last but certainly not least, to Rob Naraj, Wholesale Business Manager of Sheridan Nurseries Limited as our Test Observer with whom it was a pleasure and a privilege to work.



Volunteers and Judges work as a team to ensure that Certification Tests are offered in the Atlantic Region

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Right Tree, Right Advice

It's that time of year when Nova Scotians are pouring into garden centers looking for everything from the right shrub to the right annuals.

But the reason they're coming to a garden centre is not just the quality of the products; it's the advice they receive from staff.

No one knows that better than Atlantic Gardens' Robin Godfrey. Recently Nova Scotia Power spoke to Robin about the "Right Tree in the Right Place" program and whether or not the program is making a difference.

Robin said that the program is an example of "rare sense"; something that comes naturally to trained landscapers, but isn't always obvious to someone buying their first tree.

That's where knowledgeable staff come in. The size, or height when fully grown, is a natural aspect of selling. Most people want to know, "How big will it grow?"

To make tree buying—and educating customers—even easier, Landscape Nova Scotia and Nova Scotia Power collaborate on a tree tagging program which identifies a tree's size and zone (in relation to power lines) at-a-glance. And most people looking for advice at a garden centre are taking the time to become educated. They're not just buying a tree because it's on sale; they have a design for their property and they want their new investment to flourish.

This is the perfect opportunity to explain that if a property has power lines, you don't want to plant a giant oak directly under—or too close to—the lines.

Robin thinks that his customers and people who come to other garden centres or talk to professional landscapers are getting the right

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advice. "It's the older established neighbourhood which were planted 25 years ago, where we see the conflict. To maintain reliable electrical flow, there is a need for continual trimming and reshaping of the tree, sometimes to the detriment of aesthetics. I don't see those problems in newer developments. It's a sign that we're starting to get this right."

One of Robin's favorites is the Globe Maple. It only grows to 20 feet in height so it clears the lines. The crown has a perfectly circular "lollipop" shape. "It's under-used," said Robin. "There should be more of them." If

you want to see the Globe Maple in a neighbourhood check out the trees around the Sun Tower, near the Sunnyside Mall in Bedford.

Robin said he first heard of the concept of sizing trees for placement under or near power lines from some of the larger US suppliers. In Nova Scotia, the "Right Tree in the Right Place" program has been an initiative of Nova Scotia Power and Landscape Nova Scotia since the late 1990s. Over the years, lots of smaller trees have been identified as power-line compatible.

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2007 LNSHTA IMPORTANT DATES

- **CNLA National Meeting - St. Johns, NL**
August 23 - 25, 2007
- **LNSHTA Board of Director's Meeting**
Tuesday, September 11, 2007
- **Landscape Rodeo, Tour Tech, Burnside**
Thursday, September 27, 2007
- **LNSHTA Awards of Excellence Submission Package Deadline**
Monday, October 15, 2007
- **LNSHTA Membership Dues Deadline**
Wednesday, October 31, 2007
- **GreeNScene Advertising and Copy Deadline**
Wednesday, October 31, 2007
- **LNSHTA Annual General Meeting and Awards of Excellence Gala**
Citadel Inn, Halifax
Thursday, November 29, 2007
- **2007 Garden and Patio Show**
Early Bird discount
Monday, December 31