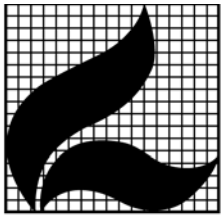
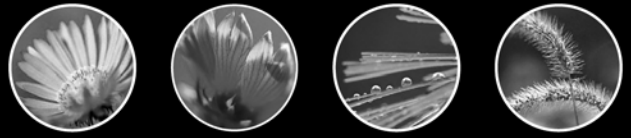


Fall 2011

The newsletter for members and associates
of Landscape Nova Scotia



**Landscape
Nova Scotia**

greenNScene

Landscape Nova Scotia Horticultural Trades Association

Highlights

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Take Advantage of Regional Trade Show and Conference - HortEast!

HortEast, Atlantic Canada's premier horticulture trade show and conference, will be held at the Moncton Coliseum Complex on November 21-23, 2011 - now is the time to register!

There will be lots of new and exciting offerings at this year's event including six "mix and match" pre-show workshops on Monday as well as a demo area on the trade show floor on Tuesday and Wednesday that will include free hands on demonstrations for staff and owners alike. The trade show will feature 100 booths - this is your chance to meet with industry suppliers all in one convenient place, to get prepared for 2012.

NEW for 2011 - Free Demo Area included with your trade show registration - make sure to bring your staff to check out the following demonstrations on Tuesday and Wednesday:

- Plant Layout Competitions
- Tree Grafting Demonstration
- Landscape Industry Certified Designer Portfolio Workshops
- Winter Container Gardening Demonstrations and Competition
- Live Demo of Unilock Elements from Shaw Brick
- Arborist Climbing Demonstrations

In addition to the trade show and demonstrations, the following conference seminars will be available to delegates on Tuesday November 22nd and Wednesday November 23rd:

- "Maximizing the value of every minute in your day - Improved Time Management", "Improved Communications for Increased Profitability" and "Strategic Planning for the Green Industry"

seminars with Daniel Tremblay (LMI Canada, Moncton NB)

- "Plants that Like It Hot: Both Tender Treasures and Hardy Garden Perennials" seminar with Paul Zammit (Toronto Botanical Garden, Toronto ON)
- "Water features: Design & Construction Fundamentals" and "What it takes to win a National Award" seminars with Randy Tumber (Tumber & Associates, Orangeville ON)
- "Food gardening - where it's going and its huge potential" and "Value Adding" seminars with Brian Minter (Minter Gardens, Chilliwack BC)
- "Sustainable Environmental Practices - for landscape, construction, horticulture and agriculture" seminar with Rod Fry (Envirem Organics Inc., Fredericton NB)
- "New Air spade tree transplanting technology" seminar with Stan Kochanoff (Environova Planning Group Inc., Falmouth NS)
- "Is My Phone Smarter than Your Phone?" and "New Media Strategies for the Green Industry" seminars with Bill Hardy (Northwest Landscape & Stone Supply, Burnaby BC)
- "The Intrapreneur Advantage - Developing Employees Who Think and Work Like Entrepreneurs" and "Less Waste, More Profit." seminars with Mike Lysecki (Landscape Management Network, Markham ON)

A number of half day pre-show workshops are also being offered on Monday November 21st

- "Beyond the Visual: Thoughtful Project Design" with Randy Tumber (Tumber & Associates, Orangeville ON) - Landscape Designer Workshop

(cont'd on p. 3)...

Atlantic Canada's premier horticulture trade show and conference
since 1992!



**HortEast
Conference
& TRADESHOW
2011**



networking, learning, buying



www.horteast.ns.ca

Register Now! November 21-23, 2011: Moncton Coliseum Complex (Moncton NB)



Presidential Corner WOW! WHAT A SEASON!...

~ by Paul MacPhee , President, LNS

...And still going! As we begin to wind down for another landscaping season, it is good to reflect back on all the positive things that have been achieved here at Landscape Nova Scotia.

Tracey, our Project Administrator, has kept the grass green in the office helping out with all the activities that LNS has been a part of. We really have to give Tracey a lot of credit for being here when we needed her. Between on again, off again, and then on again Awards of Excellence, to social events like the golf and softball tournaments, to the daily beat of the office drum, our many thanks to Tracey must go out for helping it all fly.

We are very excited to have Pam back in the office. Pam will be back in the Skid steer the third week of

November, which will begin with HortEast in Moncton. On that note, I personally want to encourage all LNS members to really make an effort to attend HortEast. Take a little break, go for a drive with a couple of staff and have some good times at this show. It really is an awesome event. The Moncton show is bigger physically than the Halifax show and there promises to be new and exciting speakers and exhibitors. There will also be some interactive games to challenge the landscaping skills of those who want to take part. We have had a total of 19 new members since the beginning of January. This is truly great news and we want to welcome them all. There are lots of benefits to being a member of LNS, not the least of which is getting involved with others in your industry.

We are still psyched that the CNLA will be here in February for their meetings and of course the National Awards of Excellence. As you may remember, the 2011 LNS Awards did eventually get off the ground with a good showing of entrants. These projects have been judged and some winners have been entered into the national program. Our own Provincial Awards Gala

to announce local winners will be just previous to the nationals in February. It promises to be a very exciting night so don't miss out and support your peers.

Finally, there is so much going on here at LNS. As President I just want to thank everyone involved in association work for the volunteer time you put forward. Those of us who do volunteer know the added value when we participate. I want to extend an invitation, especially to new members, but to everyone, to get involved in some aspect of the association. Whether it's being a board member or on a small committee team member, you will gain from the experience and so will LNS.

Best Regards,

Paul MacPhee

Paul MacPhee
President, Landscape Nova Scotia

Bergman Concrete and Atlantic CAT - Champions at the 2011 LNS softball and golf tournaments



Congratulations to Atlantic CAT!



Congratulations to Bergman Concrete!

Thank you to our Golf Sponsors: Shaw Brick, Bergman Concrete, Atlantic Cat, Fralick Insurance, Wallace Equipment and Bobcat Atlantic! Thanks as well to Bell & Grant as the \$10,000.00 Hole in One Sponsor. We also appreciated the companies that donated prizes for the event: MacIntosh Landscaping, Marsh Insurance, Bell & Grant and Coast Tire Auto Service. **Thank you to our Softball Sponsors:** Atlantic Cat, Shaw Brick and Wallace Equipment.

Register today for HortEast!

(cont'd from page 1)...

- "Toxicology, Agronomy, and Mineral vs. Organic Soils" with Glen Sampson (Nova Scotia Agricultural College, Truro NS) - Landscape Maintenance Workshop
- "Planning and Planting for all Seasons of Interest" with Paul Zammit (Toronto Botanical Garden, Toronto ON) - Retail Garden Centre / Greenhouse Grower Workshop
- "Building Naturalistic Landscapes & Water Features That Will Impact Your Clients Lives" with Randy Tumber (Tumber & Associates, Orangeville ON) - Landscape Construction Workshop
- "Maintaining Turf Without the Use of Pesticides - Issues and Challenges, and New Products Available for Pest Control" with Glen Sampson (Nova Scotia Agricultural College, Truro NS) - Landscape Maintenance Workshop
- "The changing relevancy of our industry to today's demographics" with Brian Minter (Minter Gardens, Chilliwack BC) - Retail Garden Centre / Greenhouse Grower Workshop

By taking part in certain demonstrations, workshops and seminars you will be entitled to Continuing Education Credits through the Atlantic Region Certification Committee (ARCC), Plant Health Atlantic (PHA), and the International Society of Arboriculture (ISA). Exam opportunities will also be available on

Monday November 21st through the ARCC, PHA and ISA.

Lots of networking opportunities will also take place over the course of the three days including a Welcome Reception on Monday November 21st at the Crowne Plaza Hotel from 8-10pm, an Opening Ceremony on Tuesday November 22nd at the Moncton Coliseum Complex at 10am with the Mayor of Moncton and Director of Apprenticeship in NB, and our always popular Kitchen Party on Tuesday November 22nd from 7-10pm at The Old Cosmo - all free to attend with your registration!

Don't forget to register your staff for this years event, to take part in demonstrations, workshops, exam opportunities, and networking - this is a great chance

to get inspired and to reward them with a fun and informative couple of days after a year of hard work!

HortEast is Atlantic Canada's trade show and conference for members of the landscape, nursery, greenhouse grower, and retail garden centre industry. The 2011 trade show dates are November 22nd and 23rd, with pre-show events on November 21st, 2011.

For More Information Contact:

Rebecca Doutre, CAE - HortEast Trade Show Manager

Phone: 1.866.383.4711 / 1.647.724.8532

Fax: 1.866.833.8603 / 1.905.875.1840

Email: rebecca@canadanursery.com

Website: www.horteast.ns.ca



Visit 100 booths with exhibitors from Canada and the USA at this years show in Moncton

Certification, Training and Apprenticeship - it's all coming together!

~ by Christene LeValle, CLP, Chair of Atlantic Centre for Landscape Excellence Committee

The Atlantic Region Certification Committee (ARCC) has had to run two Certification tests in 2010 and 2011 to keep up with demand! We will continue to offer testing in both the spring and fall of each year to give candidates more flexible options to earn their Landscape Industry Certified Designation.

The Landscape Industry Certified Designation has now been integrated into Nova Scotia's Apprenticeship program. Currently, anyone with 6000 hours of experience who holds all four Landscape Industry Certified Technician specialties can apply to become a journey-person through a simple application process. This is a huge opportunity for industry to build critical

mass within the Apprenticeship program. There are currently 7 individuals in the province who meet these certification requirements, and a number of others who are very close to earning their fourth CLT specialty. We strongly encourage anyone currently certified in four CLT specialties to contact Julia for the Landscape Horticulturist Journeyman application. Those who are close to having all 4 specialties are invited to come to the Atlantic Region's Fall (November 4-5, 2011) and/or Spring (April 2012) tests to finish up what they have remaining.

Partnership with the Nova Scotia Agricultural College has been the key to the success of the Landscape

Industry Certified Technician exams. They continue to support the industry as the test site for certification exams, and as the future home of the Atlantic Centre for Landscape Excellence (ACLE). The ACLE committee has been seeking proposals for the development of the structure to ensure that all options are considered. A number of funding applications are in-progress to help obtain the remaining funds that are needed. Once funding is in place, we will be able to start construction. The ACLE will be the future test site for the Landscape Industry Certified exams. It will be a location for training for the industry, and for the apprenticeship program.

LNS Members Celebrate National Tree Day

Members of Landscape Nova Scotia and the Canadian Nursery Landscape Association (CNLA) planted tree's across Nova Scotia and across the entire country on National Tree Day - September 21st.

LNS President Paul MacPhee took action on this day by coordinating a tree planting at Elmsdale Elementary - teaching the students about the many benefits that tree's offer.

Across Canada several members donated and planted more than one tree at each school and in some instances, donated up to 10 trees. The Hon. Royal Galipeau's intent for National Tree Day was to pay homage to and learn about the history and legacy of trees in Canada. CNLA members went above and beyond the intended spirit. CNLA members set out to teach students how to plant and care for a tree and help them understand the environmental benefits that trees offer. For many students, it was their first exposure to seeing a tree being planted.

We hope that in 2012, more LNS members will be interested in getting involved in this wonderful day to celebrate the benefits of our industry.

For more information on the event, visit the CNLA website at www.canadanursery.com.

Let's celebrate National Tree Day and be Green for Life! 



Paul MacPhee, LNS President, plants a tree with Elmsdale Elementary on National Tree Day

Save the date for the LNS Annual General Meeting!

Wednesday December 7th - Location TBA

Landscape Industry Executive Program

What?

LIEP is a CNLA initiative in collaboration with the George Morris Centre. It is an executive business management professional development program to benefit members.

- **Strategic Planning:** Vision, Mission and Strategic Intent
- **Succession Planning:** Business Structure and Tax Considerations, Family and Personnel Dynamics
- **Operations Planning:** Financial Management, Strategic Human Resource Management, Marketing and Differentiation, Risk Management and Governance
- **Information Systems Management:** Monitoring and Reporting Mechanisms, Operation Control Strategy

Who?

Executives, managers, and owner-operators who want to reach excellence in their businesses in the landscape, nursery, and retail garden centre sectors.

Why?

- Learn successful business planning strategies and succession planning, risk management and human resources techniques from the experts and peers
- Invest in yourself and your business for future prosperity — increase your competitive advantage and success

When?

- Watch for CNLA email updates for the new dates – coming soon!
- See "Latest News" in the right sidebar of www.canadanursery.com
- LIEP registrations due March 2012

For more information contact:

Karen Bilton, Education Coordinator, George Morris Centre
Phone: 519-822-3929 ext. 205 or Email: karen@georgemorris.org
www.georgemorris.org

Take the **LIEP** to Excellence!



Canadian Nursery Landscape Association
Association Canadienne des Pépiniéristes et des Paysagistes

Mulch for Landscaping: natural brown or coloured in black, red and brown
Post and Rail Fencing: scarf & doweled
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National Awards of Excellence to be celebrated in Halifax February 2012



The Canadian Nursery Landscape Association (CNLA) is excited to be hosting their National Awards of Landscape Excellence in Halifax on February 8th, along with their winter board meetings. The Awards Gala will be hosted in conjunction with the LNS Awards of Excellence at the Westin Nova Scotian Hotel – save the date and plan to attend with all of your staff!

LNS is thrilled that we had 29 entries into our provincial awards program – the winners will be announced in February during the LNS Awards Ceremony, and some of these winners will compete later in the evening in the National Awards! It is going to be an exciting evening, and we hope that all LNS members will be able to attend and show their support.

This year, eight provincial associations will enter their provincial awards winners to compete in the National Awards of Landscape Excellence. These provinces include: BC, AB, SK, MB, ON, QC, NB and NS. The categories for competition are:

- John Deere Award of Excellence for Residential Landscape Maintenance
- John Deere Award of Excellence for Commercial Landscape Maintenance
- Caterpillar Award of Excellence for Residential Landscape Construction/Installation
- Caterpillar Award of Excellence for Commercial Landscape Construction/Installation
- DynaSCAPE Award of Excellence for Landscape Design

- RBC Grower of the Year Award
- Chrysler Ram Garden Centre Inspection Award of Excellence

LNS would like to thank the following companies who have confirmed sponsorship of our provincial awards program – Atlantic CAT (Landscape Maintenance Sponsor), Shaw Brick (Landscape Construction Sponsor), Nova Scotia Power (Plant the Right Tree in the Right Place), Weedman/Christmas Décor and Atlantic Gardens (Room Décor Sponsors). Sponsorship opportunities are still available – contact the LNS office for more information!

LNS looks forward to welcoming the CNLA Board of Directors to Halifax this Winter and to celebrating with our membership at the awards in February.

Thank you to our current LNS Awards sponsors...



Welcome New LNS Members...

The following companies have joined LNS since January, 2011:

- Bloom Greenhouse & Garden Centre - Hammonds Plains
- Coastal Cuts Lawn Care - Dartmouth
- Diesel Landscaping & Property Maintenance - Stillwater Lake
- Ecotech Landscape & Gardens Ltd. - Dartmouth
- First Class Grass Landscaping & Excavation Inc. - Bayside
- G & R Kelly Enterprises - Hammonds Plains
- Guiney Yallop Garden & Floral Designs - Wolfville
- Home Harvest Kitchen Gardens Inc. - Herring Cove
- Jonathan K. Moules - Shelburne
- Maritime Turf Supplies Ltd (MTS) - Fredericton
- MBA Yard Services Inc. - Bedford
- McAdoo's Lawn Care & Excavating - Newport
- McGinleys Yard & Garden Equipment - Truro
- Metal Roof Specialties - Prospect Bay
- Rhino Landscaping - Lakeside, NS
- Scott and Stewart Forestry - Antigonish
- Sustainable Landscape Design - Halifax
- Terra Marine Environmental Ltd. - Dartmouth
- The British Gardener - Hammonds Plains
- Turf Masters Limited - Member of Granview Grp - Elderbank
- Victory Gardens Landscape & Construction - Pictou
- Whynder's Property Maintenance - Dartmouth
- Yards Plus Property Services Ltd. - Truro

New CNLA/LNS Provincial Support Staff

Christine Finn began working with the CNLA in August 2011 and has been busy working on association activities including promoting and organizing upcoming events in the Atlantic and Prairie Regions, and providing membership services across Canada. Christine will work with Rebecca Doure, Manager of Provincial Relations.

Christine brings with her experience in administrative support and project assistant from the IT and the communications industry, and was a Job Developer at the Skills Development and Training Centre. She has continued to upgrade her own training skills to allow her to progress her career. Christine looks forward to working with the staff, the Provincial Representatives

and association members across the country.



Remembering LNS Honorary Member Richard Morton

Richard Morton, born in Peterborough, Ontario on March 23rd, 1931, passed in Truro, Nova Scotia on August 31st, 2011 at his home in Bible Hill, with his wife by his side. He was 80 years old. Richard grew up in Kentville and later settled in Bible Hill, where he was employed by the Department of Agriculture for 38 years as a horticulturalist in charge of Ornamentals. Richard was very active in the Nova Scotia Association of Garden Clubs (NSAGC), and the formation of Landscape Nova Scotia. A member of St. James Presbyterian Church, Dick was an avid collector of train and John Deere

memorabilia, loved gardening (especially growing Dahlias), he adored his dogs and basketball was his favorite sport to play and watch. He also enjoyed many happy times at his cottage on Caribou Island with family and friends.

Richard was awarded Honorary/Lifetime membership with Landscape Nova Scotia - he will truly be missed by our industry and will always be remembered for his contributions to our association.



LNS Environmental Committee to host meeting to discuss the impacts of the pesticide ban

The LNS Environmental Committee will be hosting a meeting discussing the impacts of the pesticide ban on October 27th at 1:00 pm at the Future Inn in Halifax (Bayer's Lake). The meeting will be chaired by David Thompson (Environmental Committee Chair).

The purpose of this meeting is to discuss any impacts, challenges, solutions or concerns they may have been encountered since the ban has been implemented. The meeting is open to all LNS members, non members, lawn care companies, retailers who sell pesticides or other companies that work with pesticides.

Please feel free to invite non-LNS members too who would benefit from attending this meeting.

If you are interested in attending, please RSVP to info@landscapenovascotia.ca or call 902 463-0519.

Green Is-In with RTF Water Saver Grass Seed

The seed that could' is growing in popularity with local and national media coverage: RTF Water Saver Grass Seed being touted as a new green eco-friendly product for homeowners and may be a game changer in the landscape industry across Canada.

For those who want a lush consistent lawn and to save time and money a new innovative grass seed is the answer. Called RTF Water Saver grass seed, this product is making heads turn as an exciting tool for establishing that lush green and healthy lawn in a sustainable way.

The new seed that was launched out of Nova Scotia less than 14 months ago is innovative on many levels with the R3 Factor (Rhizomes, Rapid, Repairs) as well as tolerance to insect pests and disease for the pesticide-free environment. A RTF lawn also requires minimal water treatment.

Ryan Streach, National Agent and Spokesperson for RTF Water Saver Canada notes "We knew there would be an immediate demand for this new product with many provinces now implemented pesticide and water bans. So far the feedback from consumers has been fantastic. The growing trend of busy families and

aging citizens has created a demand for high quality, low maintenance landscapes. RTF Water Saver grass seed helps achieve this ideal lawn."

Home owners, municipalities and professionals in Canada, as well as the mass media, are hailing it as a beneficial and unique option in protecting and preserving our environment. The mass media are calling the product "the seed that could."

Dr. Michael Brownbridge Ph.D., Research Director, Horticultural Production Systems at the Vineland Research and Innovation Centre in Ontario, is conducting an independent two year evaluation of the new seed.

Dr. Brownbridge states, "Pest control starts with a healthy lawn. RTF Water Saver grass seed may have some unique properties that make it resilient to drought stress and pests." He further adds, "These are great characteristics that can really help in light of the pesticide bans in several provinces, and will make a great foundation for a sustainable lawn."

RTF Water Saver technology distinguishes significantly from other seed varieties. Pesticide and water use

bans in many parts of the country make this an ideal alternative to traditional lawns of Kentucky Blue grass mixtures. RTF Water Saver seed establishes quickly and insect pests don't like the bitter taste of the lawn. Dandelions won't proliferate in its dense self-repairing turf. It's also a water sipper, staying greener during droughts. These environmentally sustainable properties offer consumers improved value; it is easier and less expensive to maintain.

For government and commercial applications, it will mean lower maintenance costs because of less watering, fertilizing and repairing. Its ruggedness is perfect for areas that get a lot of foot traffic such as sport fields. It is suitable as a no-mow option for golf courses roughs or highway applications.

The new innovative seed is available at select stores and distribution centers Canada-wide. For more information visit the website www.RTFwatersavercanada.com

RTF Water Saver Canada is a Granview Farms Ltd Operation, based out of Nova Scotia. Granview operations the public is most familiar with include; Musquodoboit Valley Quality Sod and New Brunswick Quality Turf.





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902 798 9544



2011 - 2012 LNSHTA Board of Directors

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greenNScene
Landscape Nova Scotia Horticultural Trades Association

Landscape Nova Scotia - Together we Grow!

2012 MEMBERSHIP FORM

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- Corporate Affiliate \$442.17
- Active \$442.17
- Out of Province (CNLA Members) ... \$127.50

Yes, I am interested in becoming a member of Landscape Nova Scotia

Please renew my membership for Landscape Nova Scotia

Name: _____

Address: _____

City: _____ Prov. _____ P.C. _____

Tel: _____ Fax: _____ Email: _____

www.landscapenovascotia.ca

2011 - LNSHTA IMPORTANT DATES

• **Atlantic Green Forum**
November 7-8, 2011
Holiday Inn, St. John's NL
www.landscapenl.org

• **HortEast 2011**
November 21-23, 2011
Moncton Coliseum Complex, Moncton NB
www.horteast.ns.ca

• **LNS Annual General Meeting**
December 7, 2011
Location TBA
www.landscapenovascotia.ca

Save the date for Landscape Nova Scotia's provincial Awards of Excellence, being held with CNLA's **2012 National Awards of Landscape Excellence** - taking place on Wednesday February 8th in Halifax, Nova Scotia at the Westin Nova Scotian Hotel!