

JUNE/JULY 2008



# The Plantsman





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## Calendar

**June 15, 2008**, Father's Day

**June 17, 2008**, Greenhouse and Nursery Twilight Meeting – Troubleshooting Problems of Greenhouse and Nursery Plants, 5:00 – 7:30pm, Spider Web Gardens, 252 Middle Road, Center Tuftonboro, NH. Please contact UNH Cooperative Extension at 749-4445 if you plan to attend.

**July 12-15, 2008**, OFA Short Course, Greater Columbus Convention Center, Columbus, Ohio, (614) 487-1117 [www.ofa.org](http://www.ofa.org) [ofa@ofa.org](mailto:ofa@ofa.org)

**July 20-26, 2008**, Perennial Plant Symposium and Trade Show, Sheraton City Center Hotel, Philadelphia, Pa., (614) 771-8431 [www.perennialplant.org](http://www.perennialplant.org) [ppa@perennialplant.org](mailto:ppa@perennialplant.org)

**July 23, 2008**, Massachusetts Flower Growers Association and Massachusetts Nursery Landscape Association Great Ideas Summer Conference, Crane Estate, Ipswich, Mass., Contact: Ellen Weeks, (413) 545-2685, [www.umassgreeninfo.org](http://www.umassgreeninfo.org)

**July 23, 2008**, Massachusetts Nursery and Landscape Association/ Massachusetts Flower Growers Association Summer Field Day Massachusetts, (413) 369-4731 [www.mnla.com](http://www.mnla.com)

**July 29 – 31, 2008**, Penn Atlantic Nursery Trade Show (PANTS), Atlantic City Convention Center, Atlantic City, NJ USA, Contact: (800) 898-3411, [www.PANTSHOW.com](http://www.PANTSHOW.com)

**November 5-7, 2008**, New England Greenhouse Conference & Expo, Worcester DCU Center, Worcester, MA. Contact: 802-865-5202, [www.negreenhouse.org](http://www.negreenhouse.org)

**February 4-6, 2009**, New England Grows, Boston Convention and Exhibition Center, Boston, Mass., (508) 653-3009 [www.negrows.org](http://www.negrows.org)

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**The Plantsman** is published in early February, April, June, August, October, and December with copy deadlines on the first of each prior month. While camera-ready ads are preferred, set-up assistance is available at a nominal fee. Free classified advertising is offered as a member service. We will carry a short message (no artwork or logos) for one or two issues of **The Plantsman**.

For further information, please contact the editor: Ann Hilton, 4 Karacull Lane, Pittsfield, NH 03263, 603.435.6785: email: [plantsman@nhpga.org](mailto:plantsman@nhpga.org)

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### Facing Disaster

by Glenn Caron, Scenic Nursery, Raymond, N.H.  
glenn@scenicnursery.net

**As many of you know, Scenic Nursery was inundated with a severe flood on April 16<sup>th</sup> of last year after having sustained a small flood on Mothers Day in 2006.** We are calling the April 2007 event the millennium flood because so many variables lined up perfectly for this to happen. Heavy snow pack, frozen soil, heavy rains, broken beaver dams, and finally Deerfield let their dam down at the worst time. We ended up with four feet of water in a full greenhouse of plants and as much as ten feet of water throughout the nursery. The entire nursery—all 7 acres—was under at least three feet of water.

The river usually meanders around the nursery. At the back service areas there is an outlet for normal drainage. This outlet became an inlet to the river at its highest peak, becoming raging rapids of white water coursing through across the nursery and the greenhouse. All that was not fastened down washed under the Dudley Road bridge narrows and down stream for a mile and more.

Most of our loose stock was gone the next day. All of our freshly received rhodies, blueberries, hollies, and scores of other shrubs and perennials disappeared as the water rose and then receded. All of the potting

work produced for one month by a crew of five disappeared down stream. The actual destruction and loss could not be fathomed unless you were actually here.

The power of the river and water was awesome but very depressing as years of development was washed away in a single day. My wife and I just watched in awe and disgust at the destruction. We moved inventory constantly, trying to save it from the rising water. We would move pots ten feet up from the river as it rose, then ten feet more as it succumbed to that rise, and so on, until we realized this was futile. We could have had an army of 100 and still could not have moved even a fraction of our stock out of the new waterway as it was rising. We finally just crawled in bed in a fetal position and went to sleep.

The next day we awoke to an unfamiliar site. The water had transformed the nursery into a random array of debris, silt, sand, bark, sticks, etc. Most of the pot-in-pot areas were either gone or



laying sideways and pulled out of the containers. Dunes of debris were everywhere. One-ton pallets had moved as much as 100 feet away from their original site or outright disappeared. Everything in the greenhouse except hanging plants was completely gone or destroyed.

You get the picture. The next day we decided it was over and we were not going to stay in business. I was walking around when a neighbor and customer pulled in, saw me, and said, "I took the day off. Put me to work." We had a number of customers and neighbors show up that day and for several weeks following, helping us pick up the pieces. Timberland Shoe showed up one day with fifteen people from their outreach program to help. It was amazing, the volunteerism and help

From the Board, cont'd.

that lent a hand. With all this positive energy, how could we just shut the doors?



We had put the word out about our disaster as it was occurring and the day after. The publicity helped a lot. We reached out to our suppliers and vendors. All of them wanted to work with us to insure our survival. We received 90 day terms

and extensions; we received very generous discounts from many local suppliers to restock our sales area.

Again, it was amazing how people all came together without having to be asked. We are grateful to all of you who helped us through NHPGA, NHLA, or on your own. We could not have recovered without it.

There is a lot more to this disaster that would fill a book and that this article could not cover

in these pages. We learned things, good and bad, about insurance, loans, government aid, and so on that would take hours of discussion. If any of you are interested in any aspect of this experience to help you prepare for such a disaster, you could say we

are now experts. Just call me at 895-0236.

One thing I did learn the hard way from the experience: What you can't control is futile to try to manipulate or worry about. All you can do is plan as best you can and adjust to disaster. The best laid plans of mice and men often go awry! And in this business that is more often the case, because we are dealing with the weather and God is the only being in control of that.

So don't fret about what you can't control and do your best at managing what you can control. The rest will fall into place, God willing. I hope we all have a great season in spite of the analysts' and experts' forecasts. Thanks to all plantmen for your support!

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### UNIVERSITY of NEW HAMPSHIRE COOPERATIVE EXTENSION

#### Greenhouse and Nursery Twilight Meeting

#### Trouble Shooting Problems of Greenhouse and Nursery Plants

Thursday, June 17, 2008,  
5:00 - 7:30pm  
Spider Web Gardens  
252 Middle Road  
Center Tuftonboro, NH 03864

#### Program Highlights:

- Introduction and registration for pesticide credits: Geoffrey Njue
- Diseases of Ornamental plants: Cheryl Smith. Cheryl will discuss detection and control strategies of major diseases and new diseases that we need to be on the look out for.
- Insect pest control in Ornamental plants: Stan Swier. Stan will discuss scouting, identification and control of new and major pests of ornamental plants in the greenhouse and the nursery.
- Production systems: Cathy Neal. Cathy will discuss pot-in-pot and other production systems for healthy nursery plants.
- Trends in greenhouse production: Brian Krug. Brian will discuss his observations on trends in greenhouse production.



*NH Pesticide credits have been requested.*

*This program is free, however please call Strafford County, UNH Cooperative Extension at 749-4445 if you plan to attend.*

**Directions:** Spider Web Gardens is located at Route 109a Center Tuftonboro, NH. Tel. (603) 569-5056

*If you require special accommodations to participate please contact the office at (603)749-445 prior to the event so proper consideration may be given. The University of New Hampshire Cooperative Extension is an equal opportunity educator and employer. University of New Hampshire, U.S. Department of Agriculture and N.H. counties cooperating*



#### Growing Degree Days A Tree & Shrub Insect Management Tool

UNH Cooperative Extension is working in cooperation with the New England Agricultural Statistics and the NH Department of Agriculture to bring you weekly growing degree day (GDD) information throughout the growing season. GDD can be used to help predict events in an insect's life cycle during the season by measuring growth in terms of temperature over



time. When control measures are warranted, growing degree days can be used, along with scouting, as a guide for timing control actions.

The GDD method takes into account the average daily temperature accumulations which influence insect development. Due to temperature differences, insect development varies from year to year and among locations throughout New Hampshire.

*cont'd. on page 7*



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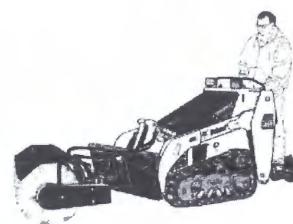
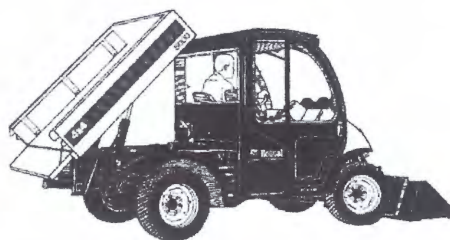
Directions: From Rt.1 in Rye, turn onto Washington Road., and follow .76 miles. Turn right onto West Road., then left onto Garland Road.



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For each day that the average temperature is one degree above the base temperature of 50 degrees F, one degree day accumulates – negative numbers are ignored. GDD data is collected beginning March 1. Early in the season the numbers will accumulate slowly but as the average daily temperature increases, the GDD will accumulate faster.

<http://extension.unh.edu/Agric/GDDays/GDDays.htm>

### Give 15 Minutes for the Future of the Green Industry: New England Environmental Horticulture Industry Survey Due in August

The New Hampshire Plant Growers Association is working in concert with the New England Nursery Association to gather industry information for the next New England Environmental Horticulture Industry Survey and we need your help. Through the years, the industry information found in this important survey has served as a great tool for influencing legislation, leveraging grants, garnering research projects, and attracting employees. The latest survey, released in 2006, showed that New England's environmental horticulture industry contributes \$4.6 billion a year to the regional economy, compared to \$3.7 billion when the survey was first published in 2000.

The results of this survey have been used by thousands of industry members to support many activities. Industry leaders across the region

report that they have used the survey to educate their local legislators as to the size and scope of the industry. Several state associations used the information to obtain major marketing grants from the federal governments. Many company owners have used it to attract new workers to our industry. One association even used the report to help persuade decision makers to hire a new horticultural instructor at their technical college.

A new survey is on its way to New England's green industry in August. If you are one of the businesses randomly selected to participate in the survey, you will have the option to take it online or in hard copy form. Either way, it should take about 15 minutes to complete the survey.

By contributing to this important effort, you will help to create a complete and accurate picture of our industry. Please don't set the survey aside ... our industry is depending on you and we need everyone's input.

The survey will be conducted by Dr. Leonard Perry,

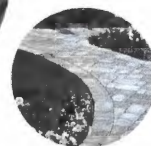
University of Vermont, and Dr. Lois Berg Stack, University of Maine. The results will be available at New England Grows scheduled for February 4 – 6, 2009 in Boston, MA.

To view the most recent copy of the Economic Impact Survey visit [www.NEnsyAssn.org](http://www.NEnsyAssn.org). and click on "\$4.6 Billion & Growing." For additional information, contact Ann Hilton, NHPGA Executive Director or the New England Nursery Association at (508) 653-3112 or [info@NEnsyAssn.org](mailto:info@NEnsyAssn.org).

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## Embracing Change

by Ann Hilton, NHPGA Executive Director

**Ann Hilton, NHPGA  
Executive Director  
4 Karacull Lane,  
Pittsfield, NH 03263  
(603)435-6785  
executivedirector@nhpga.org**

My life as a plant grower started back in the 60's at a church plant sale when one of the church ladies told me I could take a cutting from one of the impatiens plants my mother was buying and stick it in water and it would root! As a young elementary school kid at the time, this was an amazing concept. I don't remember how many of those impatiens my Mom actually had left to plant but I soon had part of her garden. By high school my passion for plants was out of control! While other kids were getting into trouble with liquor and drugs I was getting in trouble for sneaking more houseplants into my bedroom jungle. It was no surprise to my parents that I went on to study Plant Science in college and graduated from UNH with my Bachelor's degree in 1983. My experience in the plant industry, which has all been here in New Hampshire, should place me in good stead as I take on the job as Executive Director for NHPGA. At Pleasant View Gardens I worked on the wholesale side for seven years as a grower, supervising the production

of flowering crops and rooting more cuttings than I care to remember some days. On the retail side I have spent time at several garden centers around the state overseeing the greenhouses, purchasing plant material and working with the public. In the late 90's, at a twilight meeting, Robert Demers convinced me to join him on the NHPGA board of directors, where I served for five years.

My tenure on the board was during a time of big changes for NHPGA. As directors we went from thinking small to thinking big: a change that was fueled by Henry Huntington and Peter van Berkum. Both of these board members had the dream to raise \$100,000 which would be invested in research projects that would directly help the industry in the state. It would be a very big undertaking for an organization that wasn't that big or wealthy but we took a deep breath and moved forward. Now, ten years later, the NH Horticultural Endowment Fund is well beyond the initial \$100,000 and the board is still thinking big.

Working with out-going Executive Director, Nancy Adams, I am learning what needs to be done to keep NHPGA up and running behind the scenes. I am amazed



at how forward thinking the board continues to be. They are embracing the electronic age with the redesign of the web site which will be a valuable tool for NHPGA members businesses as well as a source of revenue for the organization. Funds generated from the web site can be used to maintain and continue upgrading the site, fund professional development for members by bringing great speakers from around the country for the winter meeting and to write more classroom curriculum to bring horticulture alive for New Hampshire kids, our future customers and employees. The sky is the limit! I am very excited to be a part of the NHPGA board once again and look forward to serving all the association's members.



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### New England Greenhouse Conference & Expo

Burlington, VT - Come to the largest nationally recognized floriculture industry show in New England. Mark your calendar for the New England Greenhouse Conference & Expo, which will be held from November 5 to November 7<sup>th</sup> at the DCU Center in Worcester, MA. If you are a garden center or greenhouse retailer, or grower of bedding plants, perennials, outdoor cut flowers, or potted plants, don't miss this event!

Each day will feature consecutive tracks of educational programs.

Educational sessions focusing on advanced perennial production, advanced propagation, strategies for growing & marketing green, special in-depth symposiums on retail marketing strategies and time management considerations for the retail grower, and a biological control symposium will be featured on Wednesday, November 5<sup>th</sup>. The program on November 6<sup>th</sup> & 7<sup>th</sup> will feature seminars on various greenhouse and perennial crop production tips, fertility & water management, various pest & disease control issues, retail marketing, energy efficient greenhouse crop production tips and alternative energy options, marketing trends,

and many other topics.

There will also be two days of tradeshow shopping and learning with demonstrations on the show floor. Over 175 exhibitors including "incubator" displays for companies new to the industry will be featured in the trade show.

New England Greenhouse Conference & Expo is sponsored by the Extension programs of the six New England State Universities and New England Floriculture, Inc. For more information about the New England Greenhouse Conference and Expo, visit the web site, <http://www.negreenhouse.org>

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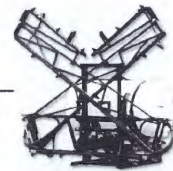
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### The Price Is Right

#### Mirror, Mirror on the wall, what's the fairest price of them all?

If this seems similar to the way you set prices for your products, STOP! There is a better way. And given the significant increases to many of your input costs, now is the perfect opportunity to re-evaluate your pricing strategies.

Hopefully you are maintaining records of all your input costs which you can use to set a price. Remember, your input costs consist of two types: Costs of Goods Sold (COGS) which are variable costs and Overhead/Administrative Costs which are fixed costs. COGS are items such as the plugs, soil, pots, fertilizer and labor associated with growing and selling the finished product. Overhead consists of items such as utilities, insurance, interest, office expenses, etc.

Now that you've figured out your costs, let's figure out a price. The following example will demonstrate the process.

Joe Farmer raises 250 of plant A and 750 of plant B. He has the following input costs: \$500 for plant A plugs,

\$750 for plant B plugs, \$2,000 in interest, \$3,000 for fuel, \$375 for plant B pots, \$125 for plant A pots, \$500 for office expenses, \$1,000 labor for plant A and \$3,000 labor for plant B.

The COGS for plant A is \$1,625 (\$6.50/plant) and \$4,125 for plant B (\$5.50/plant). Overhead was \$5,500 (\$5.50/plant). This means that in order to break even, you would need to sell plant A for at least \$12.00 and plant B for at least \$11.00. But you're not in business to just break even!! You'll need to decide what kind of profit you want to make, 10%, 20%, etc. and add that to the price you charge. You might charge \$13.25 and get a 10% profit on plant A and a 20% profit on plant B.

Bear in mind the prices your competitors are charging. If you're producing a premium plant that your customers are willing to pay for, don't undercut your price because your competition is cheaper. However, if you can't differentiate your product from the competition, and your prices are higher than your competition, it's time to evaluate the viability of that product line. Don't get caught in the habit of growing a plant just because you have always



grown it and can eventually sell it. You're better off scaling back production or eliminating the product line altogether in favor of a product line that sells quicker or has a greater profit margin.

While you're in the green business because you love it, don't forget you're also in it to make a profit, so price accordingly!

First Pioneer Farm Credit provides financial services to the green industry. Their services include recordkeeping/accounting support services, tax preparation/tax planning, credit, leasing, consulting, appraisals and payroll. For more information about any of the above financial services, please call the Bedford, NH branch office at 1-800-825-3252. (KDK)





# NH Horticultural Endowment

## 2007 Annual Report

NH Plant Grower's Association · New Hampshire Horticulture Endowment  
The Grant-Making Resource for New Hampshire's Horticulture Industry

### NH Horticultural Endowment Steering Committee

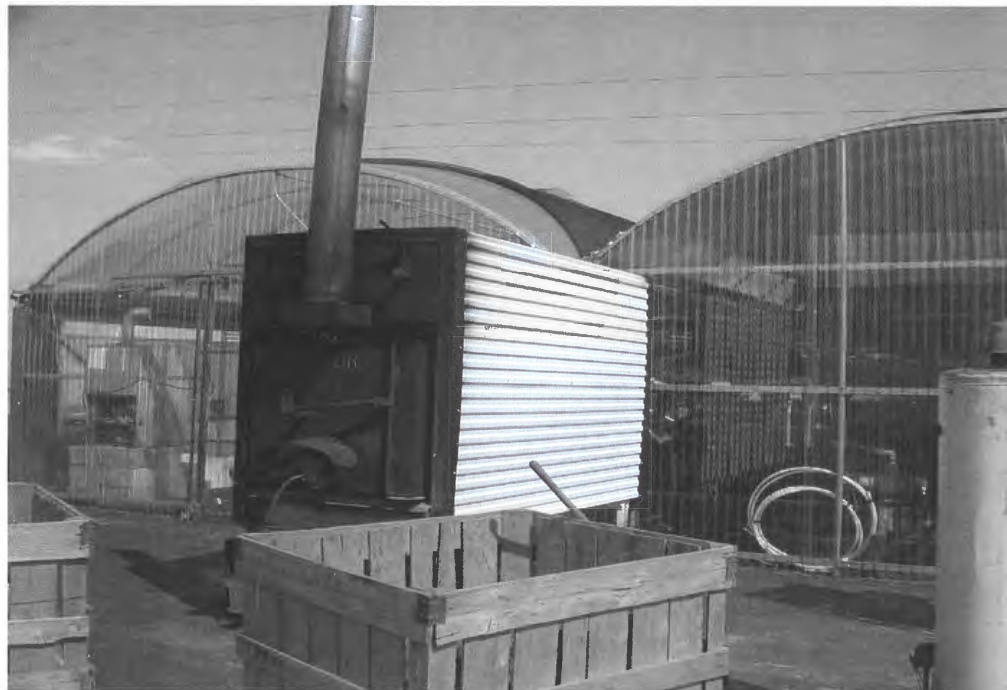
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Henry Huntington, Co-chair  
Pleasant View Gardens  
Loudon, NH

Doug Cole  
D.S. Cole Growers  
Loudon, NH

Robert Demers  
Demers Garden Center  
Manchester, NH

Rick Simpson  
Rolling Green Nursery  
Greenland, NH



With the increase in heating fuel costs, many growers are using, or considering using, alternative heating methods such as a wood-fired boiler shown above.



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## 2007 New Hampshire Horticulture Endowment Grant Recipient

By Dr. Brian A. Krug  
Extension Specialist Greenhouse/Floriculture

I would like to take this opportunity to thank the NH Plant Growers Association for supporting my travels during my first year as the Greenhouse and Floriculture Extension Specialist at The University of New Hampshire Cooperative Extension. The support that I have encountered from the industry is overwhelming and greatly appreciated.

It has been only four months since I started and I've had the opportunity to do a lot in that time, but yet, it is just the beginning of a long road ahead of me.

So far I have visited 8 counties and over 30 growers. I have enjoyed meeting with growers and getting acquainted with their diverse production systems. Despite the diversity among New Hampshire growers, one thing that everyone can agree on this winter is the high price of heating greenhouses.

Although this spring isn't over yet we all need to be thinking ahead to next winter and what we can do to lower the number of times that oil truck shows up in

our driveways. There are a number of things that we as growers can do to try to conserve heat and protect our bottom line as much as possible. A few growers have begun using or are pursuing alternative energy sources.

The most common one that I have seen here in New Hampshire is the use of a wood-fired boiler.

One of the easiest and least expensive (virtually free) ways to reduce your heating costs is to properly schedule your crops. Finishing crops too early probably means that you were heating your greenhouses earlier than needed. Hitting your target finish dates will reduce the number of days that you are heating your greenhouse and

may reduce the amount of labor needed to deadhead and cut back overgrown plants. Also consider purchasing pre-finished plants next year. The higher costs of the plants may be a real money saver if you can put off heating your greenhouse until later in the spring.

In addition to my travels within the state I have also been able to travel to The National Floriculture Forum, which was hosted by North Carolina State University this year. The National Floriculture Forum is an annual



Brian assists a New Hampshire grower testing the pH and EC of her crops using the 2:1 method.

meeting where university professors, students, government scientists, and industry leaders come together to discuss issues in the industry. This year the theme of the meeting was "Reaching Out." Topics discussed included getting horticulture students interested in internships, new research techniques, and collaboration between university researchers and the industry to reach common goals. In the spirit of "Reaching Out", the ground work was laid for a research coalition between myself at The University of New Hampshire, Roberto Lopez at Purdue University, Jennifer Dennis at Purdue University, and Stephanie Burnett at The University of Maine. This research coalition is focusing its efforts on investigating sustainable production in floriculture. We will be targeting our research efforts towards projects that will result in practical solutions for all growers to become more sustainable in their production of floriculture crops.

In addition to visiting growers, I am also conducting research on campus that will be applicable to New Hampshire growers. Currently I have experiments in the greenhouse exploring the use of plant growth regulators on a number of bedding plants. I also have plans to do research on growing plants at lower temperatures. I welcome any ideas, concerns or needs from you, the growers, to direct the research I conduct.

Dr. Brian Krug is the Greenhouse/Floriculture Extension Specialist at The University of New Hampshire Cooperative Extension. He can be reached at 603-862-0155 or by e-mail at [brian.krug@unh.edu](mailto:brian.krug@unh.edu) ■

## NH Horticulture Endowment

Financial Report: 1/1/07 through 12/31/07

Checking account balance: 1/1/07: \$4,075.29

### INCOME

NHPGA dues donations	\$2,855.00
Fafard soil bag sales	\$2,210.40
Refund from UMASS	<u>\$1,527.93</u>
	\$6,593.33

### EXPENSES

Admin. Asst.	\$ 613.65
Grant	\$2,000.00
Graphic Designer	\$125.00
<b>TOTAL EXPENSES</b>	<u>\$2,738.65</u>

Income less expense: \$3,854.68

Checking account balance: 12/31/07: \$7,929.97

Net gain (loss) to checking account: \$3,854.68

MFS Mutual Fund Value	1/1/07:	\$ 17,142.10
MFS Mutual Fund Value	12/31/07:	<u>\$ 17,994.23</u>
Income (loss)		\$ 852.13
(Net Investment Return FY07 = 4.97%)		

NH Charitable Foundation	1/1/07:	\$104,553.71
NH Charitable Foundation	12/31/07:	<u>\$116,273.92</u>
Net gain (loss)		\$ 11,720.21

(Net Investment Return FY07 = 11.21%)

Net gain (loss) 1/1/07-12/31/07: \$16,427.02

Total assets 1/1/07 \$125,771.10

**Total Assets 12/31/07 \$142,198.12**

## Donations to the NH Horticulture Endowment

Thanks to all who have contributed to the Endowment Fund thus far! The following donors are categorized by pledges received as of December 31, 2007.

If you are interested in contributing to the Endowment or would like more information, please contact the NHPGA office at: (603) 435.6785 or [executivedirector@nhpga.org](mailto:executivedirector@nhpga.org)

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**D. McLeod Florist**  
49 South State Street, Concord, NH

by Nancy E. Adams

**Nestled on busy South State Street is D. McLeod Florist, a business that has been serving downtown Concord, N.H. residents for over 100 years.** Now in its fourth generation of owners, McLeod's has been able to remain relevant in today's competitive retail environment. I recently met with Brenda Dyment, a McLeod's greenhouse operations employee since 1971, to learn more about their efforts to implement



greenhouse IPM practices and to gain some insights into horticultural changes these past 35+ years.

As the name implies, McLeod Florist is primarily a florist business accounting for as much as 90%

of business operations. The remaining 10% falls within Brenda's purview – the greenhouse complex growing cut flowers, potted plants, annuals, perennials and a limited supply of trees & shrubs. Add cemetery plantings, window boxes and container gardens and the picture of a diversified horticultural business merges.

High energy prices have impacted operations. A heat curtain was recently installed in the newest greenhouse, which has contributed to energy savings. Two older greenhouses are now closed during the coldest winter months resulting in the increased purchase of prefinished plant material in April. Cut flowers such as ranunculus, freesias and anemones will not be grown next year due to fuel costs although cut lilies still can be found growing in crates atop greenhouse benches.

The biggest change can be found in the management of insect pests. Over the years, Brenda and Tom McLeod attended greenhouse IPM workshops conducted by UNH Cooperative Extension. The concepts made sense so they implemented selective elements of the greenhouse IPM program but found this scattergun approach ineffective. Two years ago, they began a full-fledged IPM poinsettia program and they have not



*Brenda Dyment scouts a geranium plant for insect pests. . .*

sprayed their entire greenhouse range since.

The success of the IPM program is due to the continual monitoring of pest populations, hand removal of small infestations, spot treatments to contain outbreaks and the ongoing scheduled release of specific predators. Complete information regarding IPM principles & practices

*cont'd. on page 18*

## D. McLeod Florist, cont'd.

can be found in the *New England Greenhouse Floriculture Guide - A Management Guide for Insects, Diseases, Weeds and Growth Regulators* – a 200 page manual Brenda uses to make management decision. (Published by New England Floriculture, Inc., sponsor of the New England Greenhouse Conference, the manual can be purchased from the UMass Extension online bookstore for \$25.00. <http://umassexensionbookstore.com>)

Two companies provide the beneficial insects released at McLeod's:

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Fax: 315.497.3129  
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Nottingham, NH 03290-6204  
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Website: <http://greenmethods.com/site/>

### Whiteflies

Brenda used potted eggplants last season as indicator plants for poinsettia whiteflies. The eggplants are still growing at the end of greenhouse benches when I visited and she thinks they'll remain for awhile to monitor whitefly populations. *Encarsia*

*formosal*, *Delphastus catalineai*, and *Eretmocerus eremicus* have been released for greenhouse and silverleaf whitefly control. This spring Brenda will try *Amblyseius swirski*, a predatory mite, to control both whitefly and thrips.

### Fungus gnats

Hunter flies (*Coenosia attenuate*), a predaceous fly of fungus gnats, have been confirmed in McLeod greenhouses by Dr. Alan Eaton, UNH Extension Entomologist. A new emigrant to New Hampshire, the hunter fly may also prey upon shore flies, leafminers, moth flies and whiteflies. Rove beetles have also been released and the predatory mite, *Hypoaspis miles*, applied seasonally for control of thrips is known to attack fungus gnat larvae. Brenda also feels that ZeroTo!™ applied to pots at planting as a non-toxic fungicide/bactericide/viricide, is having a positive effect on fungus gnat control.

### Aphids

McLeod's makes use of banker plants - pots of cereal grass on which grass specific aphids are reared. *Aphidius coleman*, a



predatory wasp, is released onto the aphid infested grass plants to grow and multiply - think of this as a 24/7 aphid truck stop...the kitchen is always open. When wasp numbers reach a high level, they migrate off the banker plants looking for food (aphids) on



greenhouse crops.

Ladybugs are a staple predator released weekly beginning in early spring. Brenda cautions - release them in the early morning or evening hours - the beetles tend fly towards light and will fly out of the greenhouses if released during the day.

## Thrips

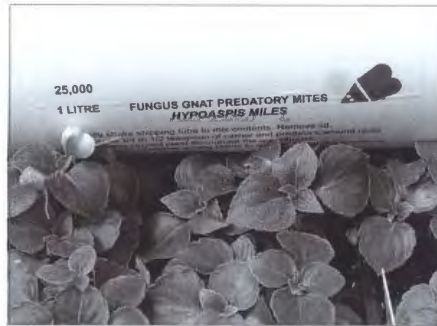
Predatory mites, *Neoseiulus cucumeris* and *Hypoaspis milesli*, are

released bimonthly during the spring months to control thrips.

## IPM

Implementing an IPM program does change the way business is conducted. Brenda is constantly evaluating the product mix grown at McLeod's. If a particular variety is insect/thrips prone, it will be dropped from the order list for next year. She has begun placing IPM signs next to her indicator plants telling customers why the potted eggplants are not for sale. The McLeod management team is also developing an IPM message for customers.

The benefits of an IPM program are many. Brenda finds that she is having as much success controlling pests as she did on a 'hard core' chemical spray program. Since traditional spraying was done after hours, overtime is now eliminated, labor is reduced and she doesn't



*Hypoaspis miles*, a fungus gnat predator, are sent in a plastic shipping tube ready for distribution.



*Lady bug beetles cluster around the top of their shipping container.*

worry about pesticide storage and disposal of extremely toxic materials. When sprays are needed, less toxic alternatives are selected and



*Eggplants are used as indicator plants for whitefly presence.*



*Mobile advertising is evident on a McLeod delivery truck.*

applied at lower doses. Overall, the IPM program has been a win-win situation!

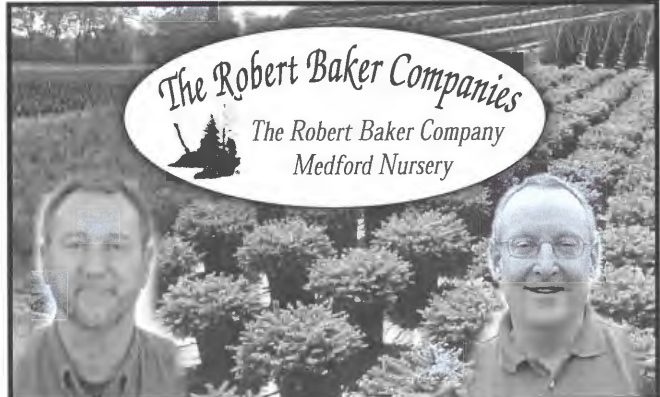
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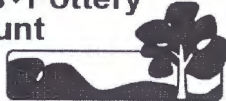
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option 1:



fig. 1

Bravely hold back tears.



fig. 2

A noble effort. However, noble only gets you so far. Go ahead and let 'em rip. Hope that someone takes pity.



fig. 3

Dry your eyes. Abandon all hope. Accept your fate.

OR

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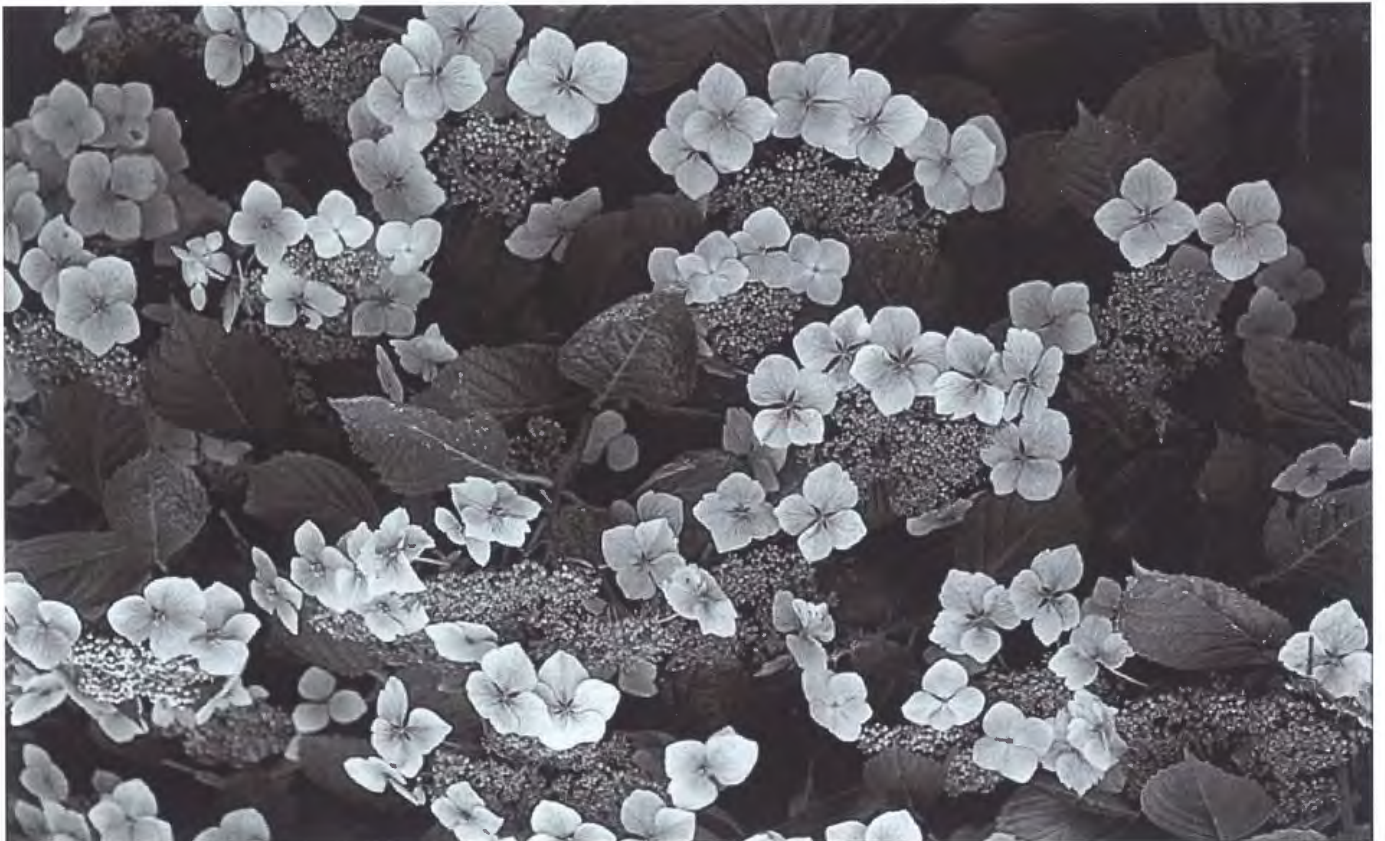
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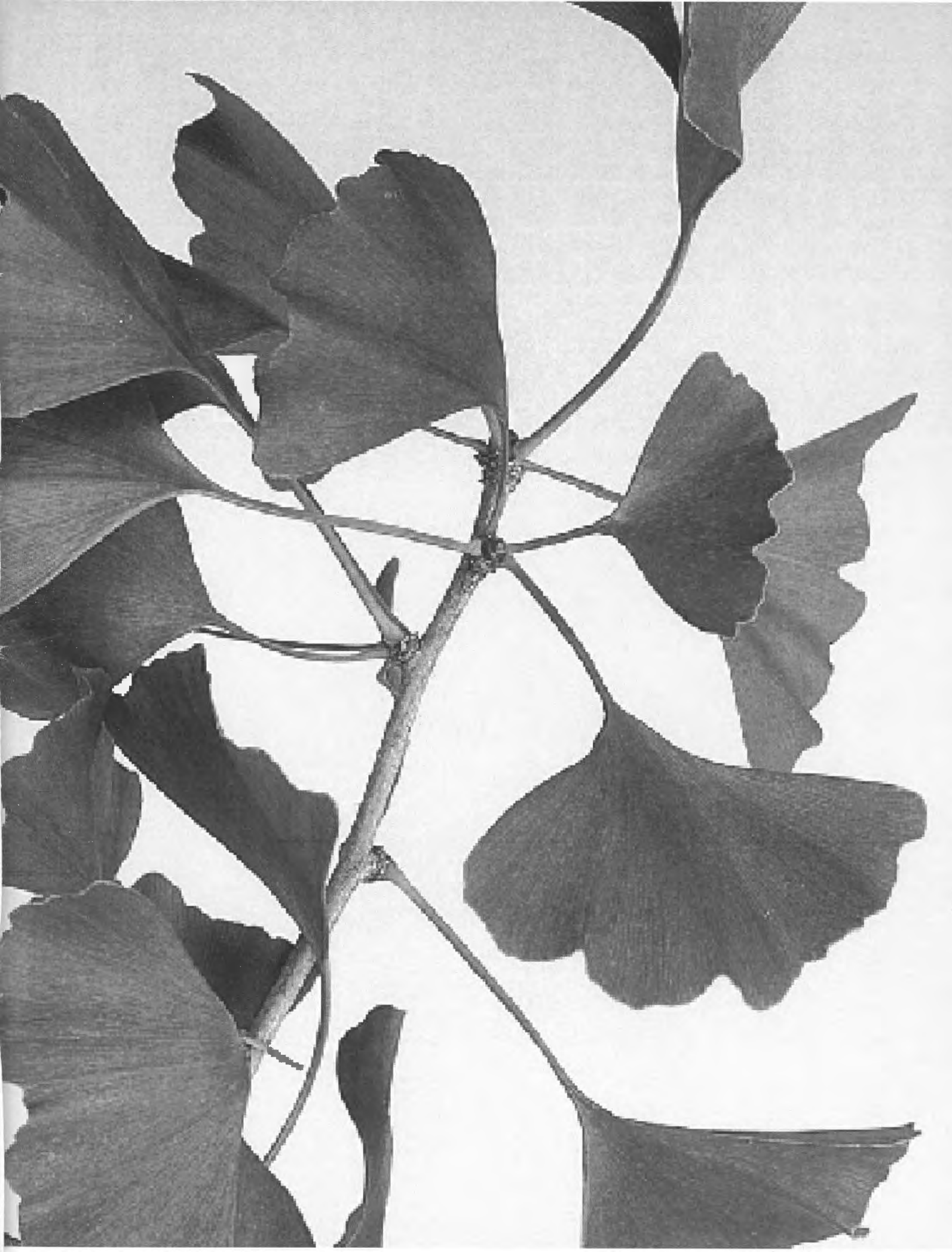
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# Making a profit?



*Not sure?*

**Burning the midnight oil trying to determine whether or not you're making a profit?** Without organized financial records, you'll never know for sure. And that could cost you more than a little sleep.

Fortunately, the agribusiness financial experts at Farm Credit can help organize and analyze your records so that you know how your business is doing at all times. More importantly, you'll have the information at your fingertips to better manage your costs for higher profits and a brighter future.

*Call Farm Credit today for more details on affordable record-keeping options that will let you rest easy. Pleasant dreams.*



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