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1995  
Feb/Mar

# The *Plantsman*



*A* **FRESH START**

SEE PAGE 23

NEW HAMPSHIRE PLANT GROWERS ASSOCIATION / FEBRUARY & MARCH 1995

# Spring 1995 Price List

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**February**

FEBRUARY 16 *How to Plant the Tree— A Workshop with Alex Shigo*, Manchester, NH; for information: Mary Reynolds at 603-271-2214.

FEBRUARY 22 *Vermont Association of Professional Horticulturists Annual Meeting*, Holiday Inn, Rutland, VT; 802-899-3361.

FEBRUARY 23-26 *The Rhode Island Spring Flower & Garden Show*, Rhode Island Convention Center, Providence, RI; information: 401-421-7811.

FEBRUARY 23-26 *Hartford Flower Show*, Civic Center, Hartford, CT; information: CGGA at 203-261-9067.

FEBRUARY 27 *Winter Conference: "Demonstrating Ecological Practices of Landscape Design and Maintenance"*, Marriott Hotel, Westborough, MA; For more: Andrea Knowles (508-663-8298) or Kathleen Carroll (413-545-0895)

**March**

MARCH 5 *Florel Workshop*, Kojojian's Greenhouses, Andover, MA; for information: Peter Konjoian at 508-683-0692.

MARCH 8 *Maine Landscape & Nursery Association (MeLNA) Twilight Meeting South*, Southern Maine Technical College, for information: Edith Ellis at 207-225-3998.

MARCH 11-19 *New England Flower Show* (theme: "Magical Moments"), Bayside Exposition Center, Boston, MA; 617-536-9280.

MARCH 16-22 *Maine State Horticulture Show* (theme: "Through the Garden Gate") for more: 207-225-3998.

MARCH 22 *MeLNA Twilight Meeting North* (tentative); 207-225-3998.

MARCH 31-APRIL 2 *Bangor Garden Show*, Bangor ME; 207-947-0307.

**April**

APRIL 9-15 *National Garden Week*

APRIL 7-8 *25th Annual University of New Hampshire Greenhouse Open House*, Plant Biology and Thompson School Greenhouses, Durham, NH; for information: Otho Wells at 603-862-3208.

APRIL 14 *College of Life Science and Agriculture Invitational FFA Nursery/Landscape and Floriculture Contest*, UNH, Durham, NH; for information: Dave Howell at 603-862-1760.

☞☞☞ WEDNESDAY, APRIL 19  
NHPGA Twilight Meeting, AllGro™, Inc., Composting Facility, Rochester, NH; information: Jeff LeBlanc at 1-800-662-2440.

APRIL 26-30 *Fourth Annual New Hampshire Orchid Society Show* (theme: "Gallery in Bloom"), Currier Gallery, Manchester, NH; information: Joanna Eckstrom at 603-654-5070.

**June**

☞☞☞ WEDNESDAY, JUNE 14  
NHPGA Twilight Meeting, Demers Nursery & Garden Center, 656 South Mammoth Road, Manchester, NH; information: Bob Demers, Jr., at 603-625-8298.

**September**

☞☞☞ THURSDAY, SEPTEMBER 21  
NHPGA Twilight Meeting, Rolling Green Nursery, Greenland, NH; information: Rick & Beth Simpson at 603-436-2732.

**October**

☞☞☞ WEDNESDAY, OCTOBER 18  
NHPGA Pesticide Applicator Recertification Meeting, Granite Street Bar & Grill, Manchester, NH; information: Bob Demers, Jr., at 603-625-8298.

**C**ONTENTS**DEPARTMENTS****FROM THE BOARD 3****FORUM 5****NH NEWS 7****ELSEWHERE IN THE NEWS 11****MEMBER PROFILE 20**  
The Goudeaults**DIAGNOSTIC UPDATE 26**  
Dr. Cheryl Smith**WORTH REPEATING 28**  
Redefining Groundcover  
Leslie van Berkum**FEATURES****Unappreciated Neighbors 17**  
Stan Knowles**A Lesson from California 18**  
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Dr. Stanley R. Swier**Marathon on Poinsettias 23**  
Alan T. Eaton**COLUMNS****Z-NOTES 11**  
Jim Zablocki**HOW ABOUT HERBS 12**  
Tanya Jackson**THE GREEN SPOT 13**  
Mike Cherim**THE GRIFFIN GURU 14**

The *Plantsman* is published in early February, April, June, August, October, and December with copy deadlines being 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*.

AD SIZE	6x	1x
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For further information, please contact the editor: Robert Parker at the UNH Research Greenhouses, Durham, NH 03824, 603-862-2061; or PO Box 5, Newfields, NH 03856, 603-778-8353.

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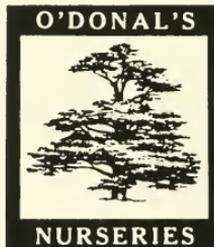
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*Susan England, Ann Hilton,  
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In a world where businesses often compete aggressively with one another, it is refreshing to look within the green industry and see situations where there is a sense of cooperation and camaraderie. Nowhere are these more needed than in the start-up of a new enterprise, when business experience and a knowledge of product lines and materials are essential.

Gateway Gardens, the garden center in Concord that opened last year, is a perfect example. The need for knowledge was great—and the response from people within the industry was wonderful. Opening last Mother's Day weekend, Gateway offered bedding plants, pot crops, foliage, perennials, nursery stock, hard goods, landscaping services, display gardens and, finally, a florist shop. Throughout the development of these plans, advice and experience were freely offered and shared. One garden center owner offered detailed plans for a bench system that he'd developed; another offered invaluable help in pricing strategies; another suggested crop quantities he'd found appropriate; yet another advised on lines of insecticides to carry. Whenever advice was sought, it was openly and freely given, well beyond the requirements of courtesy.

The knowledge shared benefits everyone involved in the interaction of sharing. The new insights and solutions greatly enrich the adventure of beginning a new business. Also, it is true that there is strength in numbers and that we all profit from working together for the good of the industry. We are thankful to be part of this great industry.

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# HARNOIS

## Pesticide Applicators Recertification Meeting

Another pesticide recertification meeting has been scheduled by the New Hampshire Plant Growers Association. The date is October 18, 1995, at the Granite Street Bar & Grill. It will be a five-credit day and will feature your colleagues from the pesticide and entomology industries. Everything's in the planning stage right now, but we expect to have the same format as in the past. You can come for one credit or for five. The meeting will be free to all NHPGA members and cost non-members \$10.00. Lunch (one hour) will be on your own. The Granite Street Bar & Grill has restaurant facilities that you're welcome to try.

The NHPGA started organizing these recertification meetings because many of our members are unable to leave their businesses and travel to different parts of New Hampshire to earn only one or two credits. This can be costly, especially for those owners who need to have their employees do the same thing. We'll try to provide speakers and topics that relate to growers of today.

These NHPGA meetings (held every other year) and the New England Greenhouse Conference (held on the alternate years), plus other meetings held by other local organizations, should give you plenty of opportunity to obtain all the credits you need.

I would like to hear any comments or questions; tips on how to improve are helpful. You can fax or write me, but remember that your government makes these rules — the NHPGA doesn't. We're just trying to make it easier to comply.

Thank you.

Robert E. Demers, Jr.  
President, NHPGA  
(telephone:  
603-625-8298)

## The Return of the Notifications

(from *Weekly Market Bulletin*,  
November 23, 1994)

The Division of Pesticide Control will publish listings of recertification sessions in the *Weekly Market Bulletin*, starting immediately. The notices will include the name, date, and address of the session, what type of applicators it applies to, the name and phone number of the contact person, and the amount of credit granted.

About two years ago, the recertification system changed and we were no longer able to publish the listing of recertification meetings. Since then, we have received many comments and suggestions from applicators pointing out the usefulness of that system and the difficulties that are occurring now in trying to find out what is available. Because of the demand, we are try-

ing to do our best to publish all of the recertification meetings being offered.

The Division thanks all those applicators who have contacted us and made suggestions concerning this problem.

Murray L. McKay, Director  
Division of Pesticide Control  
(telephone: 603-271-3550)

**W**ELCOME  
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SUSAN CLARK  
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Newmarket, NH 03857

KRIS ROMANIAK  
488 Watson Corner Road  
Farmington, NH 03835

## BOARD HIGHLIGHTS

**November 8** (Ann, Bob, Chris, Peter, Tammy) Jeff Huntington, representing the FFA Foundation, an arm of the FFA that solicits funding, talked about the FFA and some of its needs; the Board voted to make a contribution.

**December 6** (Ann, Bob, Chris, Peter, Tammy) It was decided to begin transferring money to the research fund, putting \$400 per month into the fund for the next year. Jim Truncellito of Davis, Towle, Gearan, & Truncellito, a Concord insurance and financial services firm, will oversee the fund.

It was decided to do something more hands-on at Farm & Forest this year and that a "potting bench" where each child visiting could pot up his/her own plant (how would the plant be wrapped to protect it from the cold?), the type of plant material, and the manning of the booth were discussed.

The NHPGA will sponsor a trophy at the NH Orchid Society Show in April.

Pleasant View Gardens will be hosting a PPGA Geranium Conference the first weekend of August (4-6) and it was decided to tie in the NHPGA Summer Meeting with this event, having the meeting on either Thursday, August 3, or Friday, August 4. This would allow members to participate in the Conference, hearing nationally-known speakers and talking to some of the country's leading geranium specialists.

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## The 1995 NHPGA Twilight Meeting Schedule Announced

The Board of the New Hampshire Plant Growers' Association has formalized the schedule of its 1995 Twilight Meeting Program. These meetings allow members to see other operations and share problems and solutions on an informal basis. This year, three are planned.

On Wednesday, April 19, AllGro, Inc., will be hosting a twilight meeting at its composting facility in Rochester. This is an unusual opportunity to visit behind the scenes at a large-scale state-of-the-art facility and to understand some of the problems and techniques in this new world of composting and recycling. Jeff LeBlanc will be your host.

On Wednesday, June 14, the Demers family will be your hosts at the Demers Garden Center in Manchester. Demers is a large-scale, high-volume place (two acres of nursery stock, a retail house, six production houses) and innovative marketing, new trends in plant material, and efficient production techniques will be major themes.

On Thursday, September 21, Beth and Rick Simpson will talk about the changes taking place at Rolling Green Nursery in Greenland. The nursery itself has begun to evolve into a garden, with carefully placed buildings and production houses set within a designed landscape. This landscape, using much of the material (perennials are a specialty) available for sale, is becoming a major aspect of marketing—a reason in itself that customers return.

As these dates approach, details will be on the back cover of *The Plantsman*. All three are worth a visit. Plan ahead—mark your calendars now—and we'll see you there.

## New Part-Time Degree Program

The Thompson School of Applied Science at the University of New

Hampshire, Durham, has announced a new Part-Time Degree Program in Horticultural Technology which includes a career specialization in Landscape Operation and Design.

The number of adult students enrolled in the horticultural technology program at the Thompson School has increased dramatically in recent years and now totals around 50 percent of the student body. The new part-time program has been designed to meet the adult student's needs.

Students in the new program participate in the same classes and labs as do full-time students. But some of these meet at night and others, only one or two days each week. This enables a student to fit school around a flex-time job, or within work-release time.

Completion of a part-time associate in applied sciences degree normally takes five years, but time can be compressed or extended to meet individual needs.

For information, contact Emily Tousant at 603-862-1025.

## NHPGA Scholarship Winners Announced

Two seniors at the Thompson School of Applied Science have been awarded the 1994 New Hampshire Plant Growers' Association Scholarships.

Mark Hatfield, from Epping, New Hampshire, describes himself as a non-traditional student ("my first time back to school in 16 years") "solely responsible for my education and finding it increasingly difficult to make ends meet." While working his way through school, he's maintained a Grade Point Average of 3.97.

Kris Romaniak, from Farmington, New Hampshire, is beginning to turn his lifelong interest in plants ("even in grade school, I would help my grandfather in the vegetable garden, learning valuable tips and pointers") into a career.

He enrolled at Thompson School and has liked every part of it,

"from pulling shade cloth to building stone walls." After graduation, he'd like to pursue a bachelor's degree in Landscape Architecture. He plans to work in various fields of horticulture while doing this and has applied for an internship at Longwood Gardens. Long-term plans include opening his own landscaping business, first concentrating on maintenance, then shifting into design, and eventually having a greenhouse and nursery "to be able to supply my customers with a large array of services."

But, as Kris admits, it's a long road. His family can pay for only his first two years. He commutes from home in order to save money and is "applying to every scholarship I can." "This scholarship would not only help out my parents, but would put me on the road to receiving a bachelor's degree in the field I love so much."

These scholarships are funded through the generosity of many people—the donating vendors, the auctioneer, Peter Callioris, and everyone who makes a purchase—all at the Summer Meeting.

## Showtime '95

### A Quarter Century Celebrated

The Greenhouse Open House, co-sponsored by the Plant Biology Department and the Thompson School, will be held at the University of New Hampshire in Durham on April 7-8. It will be 25 years-old this year, but there will be few changes in the successful mix that has attracted so many people for so many years. There will be exhibits and lectures, interior landscape displays designed by the T-school students, soil testing and plant sales, and lots of people available to answer questions.

Low-key and people-friendly, it's just the place for the practical gardener. For information, Otho Wells at 603-862-3208.

### A Mix of the Masters

Orchids and artworks—an appropri-

ate combination. The Fourth Annual New Hampshire Orchid Society (NHOS) Show, "Gallery in Bloom," will be held at the Currier gallery in Manchester on April 26-30. This show will be the last scheduled exhibition before the Currier is closed for nine months for the building of a new education center, library and storage areas and for the installation of climate control.

This will be an opportunity to see the works in a highly regarded collection (the Currier is considered one of the better small museums in America) along with a major orchid display (30-40 exhibitors—"professional & hobby; local & international"—are expected). There will be lectures and workshops; the East gallery will be a sales area. A cafe will be serving food.

The preview reception (wine,

soft drinks, and hors-d'oeuvres) will be held on Wednesday, April 26, from 7-9 pm. Tickets are \$15.00 and should be purchased from any NHOS member before April 15. (You can send your check or money order payable to NHOS to New Hampshire Orchid Society, PO Box 5375, Manchester, NH 03108-5375.) The museum exhibitions will be open as well.

Hours for the general public are 11-5; on Friday night the exhibit is open until nine. Tickets are \$6.00 and include admission to both the orchid show and the museum. Tours are offered, including special tours that include dinner at the cafe. (For information about these: 603-669-6144).

Underwriters of what promises to be a very special event are Muro Pharmaceutical Company of Tewksbury, Massachusetts, and the McLane

Law Firm of Manchester.

For information, contact Joanna Eckstrom at 603-654-5070.

### It is with Sadness...

...that we learned of the death of John Crouse, of Sanbornville, New Hampshire. He passed away last October third.

John graduated from Stockbridge in 1933. Shortly after graduation, he was superintendent of Bellevue Cemetery in Lawrence. In 1956, he and his wife Dorothy founded Windham Nurseries in Windham, New Hampshire. In his retirement, he remained active in the horticultural field, raising perennials.

He is survived by Dorothy, his wife for forty years, a son and daughter, five grandchildren, and several cousins.

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The New Hampshire Orchid Society presents

## Gallery in Bloom



April 27 - 30, 1995  
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Preview Reception April 26, 7 - 9 p.m.  
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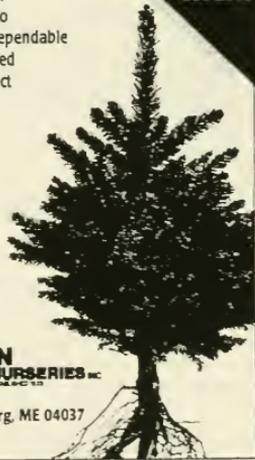
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## New Product—the Tree Saver: a “Revolution in Tree Staking.”

Lawson & Lawson, Martinsville, Indiana, has patented and tested a tree stake kit that “is not only user-friendly, but tree-friendly as well.” John J. Wiley, Jr., an arborist in Colchester, Vermont, calls it “the most technically advanced system for anchoring trees available.”

The Tree Saver uses solid rubber supports instead of wires, plastic cords, or cables. Each support is placed around the tree, using a loop for attaching it to the trunk. Once they're attached, a hook is put on each support for connecting it to the ground stake.

The stake is a simple—but clever—design. Shaped like an inverted “J,” it slips into a large red two-hole washer (called a “high impact stabilizing disc”) before going into the ground. Once you have driven the stake into the ground, a loop is left just above the disc. The support hooks onto this loop. Then you adjust the support to get the right tension.

The Tree Saver uses a different anchoring principle—it allows the tree to move and the energy from the motion to be absorbed by the supports—“sort of like putting shock absorbers on a tree.”

Advantages include ease of installation (Steve Browley, a Florida landscape contractor comments, “We staked 100 trees on a hot day. It took five minutes at first, but before we finished, we were staking a tree in four minutes or less.”), neat appearance, and the fact that rubber is easy on the bark (the pliable rubber expands as the caliper increases); and then there is the “mow-over feature”—the supports unhook and one can mow right over the concealed stakes. And the Tree Saver is reusable.

Available in three different packages—retail, professional, and bulk, the Tree Saver seems like a great way to stake a tree.

For more, contact Wally Thrall at New England Nursery Sales, PO Box



WITH THE COMING OF SPRING CROPS, IT'S IMPORTANT TO remember that different plants react differently to water and fertilizers. Spring brings a whole array of new plants in the greenhouse and there are subtle differences in how to grow them. We try to find a common denominator that satisfies most, but inevitably, some get left out.

First, be sure to have a water test taken—one that's broad enough to give readings for pH, alkalinity, and most available minor elements. Most New England water has a low pH (unless it's town water, which is apt to be treated with lime in order to raise pH). Most plants perform well under lower pH—but marigolds and geraniums do not. Under low pH, iron and manganese become too available and become toxic to these two plants; the symptoms are similar to damage caused by spider mites. The solution—raise the pH, either with 15-0-15, calcium nitrate, or even Excel 15-5-15.

Vinca vine is the opposite. It's happier with lower pH and responds positively to higher levels of iron and manganese. Excel 21-5-20 is the best solution here.

Geraniums will take a weekly feed program of 200 ppm. But—fuchsia and New Guinea impatiens should be fed very little or not at all until well-established in their containers. Too much fertilizer or even too low a temperature can stunt the plant or cause disease.

When you have some plants that need more feed and some that need less and a single-head injector with which you feed and water, Osmocote may help you solve this dilemma. Either top dress or incorporate it into the soil of those plants that can use extra feed and continue on with your normal program. Obvious problems and solutions are often overlooked in the spring rush.

*Jim Zablocki, Territory Manager, The Scotts Company, Northeast, can be reached at 603-224-5583.*

64, McIndoe Falls, Vermont 05050. The telephone there is 802-633-2232; the fax: 802-633-2349.

## HRI Awards

The Horticultural Research Institute (HRI) will grant awards totalling over \$200,000 to fund 1995 nursery and landscape industry research. Topics include: container production; genetic engineering; Integrated Pest Management; marketing; propagation; stress tolerance; and water and fertilizer management.

Founded in 1962 as the research division of the American Association of Nurserymen (AAN), HRI “promotes, directs, funds, and communicates nursery research.” HRI's Endow-

ment Fund Foundation was established in 1975 to allow individuals, firms and green industry associations to make tax-deductible contributions.

HRI 1995 award winners include two from New England: Bruce Parker and Michael Brownbridge, University of Vermont, received \$5,000 to study “Management of Thrips and Whiteflies with Insect-Killing Fungi Greenhouse Spray Trials;” and Dr. Ronald Kujawski and Karen Iodine, University of Massachusetts Cooperative Extension, received \$3,500 to study “Using Cryolite for Control of Black Vine Weevil in Field Nurseries.”

For information, contact HRI at 1250 I Street, NW, Suite 500, Washington, DC, or call 202-789-2900.



## HOW ABOUT HERBS

## A Letter from the South

SPENDING TIME IN THE DEEP SOUTH HAS OPENED MY EYES TO fresh possibilities for herb growing in the North. Not that our gardening is similar: not at all—I'm even beginning to believe ours is easier: you get to take a rest! But there are plants here that we could use, but don't, thinking of them as Southern.

PERILLA (*P. frutescens* 'Crispa') is one. I have seen it in Northern gardens, but not very often. In New Hampshire, it would be an annual, vigorous and easy to grow. It's often mistaken for coleus or purple basil because of its bushy habit and color. The purple color is most eye-catching, but it also comes in green. It has a minty fragrance and taste and is important in Asia, where it's cultivated for its cooking oil. It self-sows and can become weedy in the South, but when I saw it growing at Tower Hill Botanical Garden in Massachusetts and again in a Florida bedding display, I thought it made a colorful statement. It likes full sun or partial shade and would be particularly beautiful with grey artemisias and salvia. I hope growers will consider beginning to promote this as an annual for markets up here.

GOTU KOLA (*Centella asiatica*), known as Marsh Penny or Indian Pennywort, is a little-known perennial of the *Umbelliferae* family now enjoying new popularity in the South. It tastes much like parsley; is said to be high in the B vitamins, and was once—on the West Coast—highly recommended for the prevention of aging. It grows much like a strawberry, easily propagated from daughter plants as well as from seed. Invasive in the garden, it makes a fine hanging basket. It likes bright shade and ample water and could be used on the patio or in a sunroom up here.

Finally, an herb we are all familiar with, but do not think of as a house plant, is GINGER. The ornamental ginger such as Butterfly Ginger (*Hedychium coronarium*) and Hidden Ginger (*Curcuma petiolata*) make the best container plants and have the more interesting flowers, but I have grown on hands of *Zingiber officinale* found in the grocery store to provide tasty, tangy greens for use in stir-fry cooking. Like peppers, the rhizomes of all the gingers are edible with varying degrees of hotness. All gingers are heavy feeders needing rich humus soil, regular fertilizing, and plenty of light and water.

It's always interesting to travel. To see what grows elsewhere and to take up the challenge of trying new plant material in carefully chosen Northern situations is an interest in its own right.

Tanya Jackson, a well-known area herbalist, can be reached at 603-431-6774.

## NE Grows Endowment Fund

(from the NENA *New England Newsline*, Winter, 1995)

New England Grows has established an endowment fund from which annual grant awards will be made to the Co-operative Extension Systems within the region. In 1995, the six New England Cooperative Extension Systems each received a \$2,000 grant, the funds of which are to be used "to enhance services that benefit the green industry within the individual states." Presentation of the grant awards took place during the 1995 New England Grows at the Hynes Convention Center in Boston.

## A US First for Blooms of Bressingham

Gary R. Doerr, president of Peppergrove Nursery, Lapeer, Michigan, has been appointed to head US marketing efforts for Blooms of Bressingham, Ltd., the well-known English nursery.

Doerr's position is a first in the United States for Blooms, which was founded in England in 1926. "This position has been created to speed up the introduction and acceptance of novel or different plant varieties among the US gardening public," Doerr said. "The Blooms of Bressingham signature has long been associated with truly worthwhile plant material and it's time that it became more available to gardeners in the United States."

## New Pansies

(from a *Harris Seeds News Bulletin*)

There's a growing market for fall pansies in the Northeast and Midwest and the following two series have been bred and trialed with this in mind. Both overwinter successfully (provided they're planted early enough for roots to become established) as far north as Minnesota and Northern Michigan.

Pansy RALLY Series: "Rally" pansies are a very free-flowering, medium

bloom-size F1 pansy. They remain compact, "yet send out multitudes of flower stems per plant." Color range consists of Deep Blue/ Blotch, Lilac Cap, Orange/Blotch, White/Blotch, Pure White, Yellow/Blotch, Pure Yellow, and a formula mixture.

Pansy SKY Series: This F1 series offers the "Skylines" (winged and blotched) and "Clear Skies" (pure colors). A medium bloom-size pansy series, the "Sky's" do particularly well in the fall. Colors consist of "Skyline" Blue, White, White/Purple Face, and Yellow and "Clear Sky" Red, Yellow, True Blue, and White, as well as a formula mixture of 14 pure, blotched, and bicolored types.

For information: Harris Seeds at 716-442-0410.

### Of Impatiens and Onions

Impatiens is a relative newcomer to the western world, arriving in England in 1896 via the efforts of Dr. John Kirk, Consul-General at Zanzibar. In the 1950s, *impatiens sultani* (named for the Sultan of Zanzibar), renamed *wallerana* (for Horace Waller, a British missionary), were available as open-pollinated plants and only as a mixture of flower colors. Improved by early breeders—Bob Reiman: ('Pixie White, 1958); Claude Hope (the 'Elfin' series, 1968), today impatiens is "America's number one bedding plant" and the National Garden Bureau honors it by naming 1995 "The Year of the Impatiens."

Along with this newest of introductions is one of the oldest—

onion—"Egyptians ate onions daily and elevated this bulb to a deity 5,000 years ago." Now "one of the most internationally recognized and eaten vegetables in the world," it is

also known for its medicinal value—among other things, it lowers serum cholesterol and reduces blood sugar.

So celebrate—it's the Year of the Impatiens and Onion. For help in



### The Green Spot

FEBRUARY'S THE TIME FOR PLANNING AHEAD. EVEN THOUGH IT MAY be snowy and cold, it's not too early to think about pest control on spring crops. Especially biological pest control. The earlier we get started, the less we'll need to spend and the better off we'll be.

Some steps to help insure success are:

1. Review past records to determine what pests are likely to be encountered and when.
2. At the time of sowing, regardless of crop, add parasitic nematodes to the growing medium (for control of fungus gnats and other pests likely to be in the medium from the start). Additionally, consider adding a product such as Mycostop (r) (a biofungicide compatible with biological pest control agents) to the growing medium to prevent diseases before they start—especially if good bugs are going to be used this year, so the more toxic fungicides can be avoided later.
3. Upon germination and emergence of the cotyledons, start scouting for pests at least once a week. Use yellow sticky cards to help you scout more effectively.
4. When plants are a few inches tall—as spring approaches and the photoperiod lengthens—start making very small regular releases of certain biological pest control agents to thwart the pests that will soon show up, e.g., release *Aphidius* spp. (an aphid parasitoid) to greet your first uninvited guests.

Of course, if plugs are being brought in or cuttings are being taken from overwintered stock, you'll have to alter your strategy to a certain extent. But two rules will always remain the same: scout for pests continuously and act preventively.

Mike Cherim is at *The Green Spot*: 603-942-8925.

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doing this—fact sheets, slide sets, black-and-white prints, contact the National Garden Bureau, 1311 Butterfield Road, Ste 310, Downers Grove, Illinois 60515; the phone number there is 708-963-0770.

### Peace

(from the All-America Rose Selections, Inc. *Rose Report*, Fall/Winter, 1994)

"In 1995, nations around the world will pay tribute to the 50th Anniversary of the end of World War II. This same year will mark the 50th anniversary of the Peace Rose—born amidst the destruction of war.

"In honor of Peace, AARS is donating a special Peace Garden at the site of the original UN Peace Conference, the War Memorial in San Francisco. The publicity surrounding this anniversary will no doubt generate customer interest, so make sure you have ample supplies of the Peace Rose on hand."

### TIPS FROM THE GRIFFIN GURU



### Have You Backed-up Your Records Today?

IN THE WORLD OF COMPUTERS, WE ARE CONSTANTLY REMINDED of the fact that a simple power outage can wipe out electronic records representing years of work—records which are time-consuming to reconstruct—or simply impossible to recover.

The term "Back-up" means that you would make a copy of your transactions onto a disc or tape and—just to be safe—take it out of the building (in case of fire) and home with you each night or secure it in a "fireproof" cabinet.

Keeping records which are not easily transported in a fireproof secured area could dramatically improve their chances for recovery if there ever was a fire. But "fireproof" only means that a cabinet is rated for heat vs. time. And, unfortunately, in the end, nothing is fireproof if subjected to enough heat for enough time.

Should the worst happen, despite appropriate precautions on your part, don't forget to ask your suppliers for assistance in reconstructing your records. Most businesses would do their best to help you out.



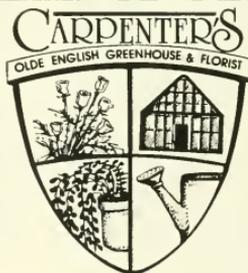
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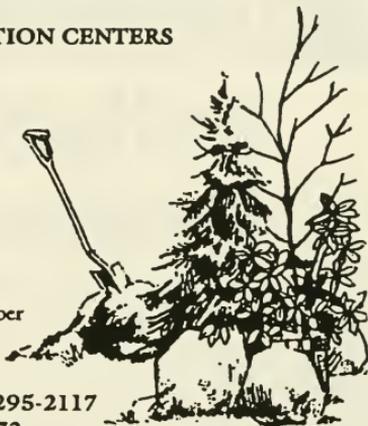
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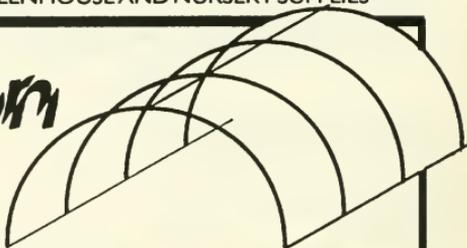


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# Unappreciated Neighbors

## Our Underutilized Native Trees

Stan Knowles

Perhaps the most striking feature of a tree is its fall color. Fall is when most people take a long hard look at trees. Photographers scramble to get exceptional shots of trees in their fall dress.

Our native Red (or Swamp) Maple is absolutely spectacular in the fall, ranging from greenish-yellow to yellow to brilliant red. Perhaps it is the variability of fall color that causes us to shy away from using it in an urban setting, or maybe it's the tree's intolerance to highly polluted areas. Dirr advises that it is only intermediately tolerant of sulfur dioxide. Despite these disadvantages, it is very tolerant of soils, although in its natural setting, it is often found in swamps. But some of the best natural specimens of Red Maple are found on upland well-drained soils, so it does have potential for use in many urban settings. In addition, Red Maple is moderately tolerant to salt, unlike its counterpart, Sugar Maple, which is very intolerant.

Red Maple transplants easily from the wild as a small tree or larger specimens may be purchased balled and burlapped for spring transplanting. Despite the fact that it is one of New Hampshire's most common trees, it's not a common choice in urban settings.

The "Armstrong" cultivar is the upright variety having attractive light gray bark. A planting of four of these may be found alongside the Love Gymnasium on the Phillips Exeter Academy grounds in Exeter, N.H. It may reach a height of 15 feet and only 4.5 feet wide in four years, but needs at least 25 square feet of soil area. More than that is desirable, but not always possible.

Much has been said about avoiding trees that bear nuts for street plantings. However, the nut of Pin Oak is relatively small, (1/2 inch in length) and enclosed in a thin cup. According to Dirr, it is tolerant of city conditions and based on its prevalence in the Washington, D.C., and Chevy Chase, Maryland, area, it can actually thrive along busy streets. Some of the trees in that area have reached upwards to 100 feet of height and are very healthy and impressive. Here in Portsmouth, there were many Pin Oaks planted around the city in the 1970s. They are interspersed with the overused Norway Maples on Richards Avenue and have outgrown them.

The dark-green glossy leaf in summer is a real attraction. As with most oaks, the fall color is variable and frequently drab, ranging from russet to red. Another major advantage to Pin Oak is its adaptability to a wide range of soil moisture conditions. Although it prefers well-drained soils, it will grow in wet clay soils as well. It is classified among the faster growing oaks, attaining two to

two-and-a-half feet of height per year. It does tend to be branchy, but early detection of deformities and judicious pruning can assist in maintaining the striking pyramidal form.

Pin Oak also possesses a fibrous, shallow root system that makes transplanting relatively easy. This tree is nearly free of disease and insect problems, but will show signs of leaf yellowing when iron chlorosis is a problem. Soil additives can provide corrective action. All in all, this tree has great potential for use in urban areas in New Hampshire up to and including Zone 4.

It may be a bit risky to refer to white ash as an underutilized native tree, but this species has great possibilities, except when the "ash leaf rust" is prevalent in the seacoast. *Spartina* (or cordgrass) which grows in the salt marshes is the alternate host of the rust disease that infects white ash leaves, petioles, and green twigs. The disease was a problem in the New England seacoast area about thirty years ago and destroyed several white ash trees in Kittery, Maine. However it has not been a problem of consequence since that time.

Vigorous white ash trees are less susceptible to some of the insect and disease problems that commonly attack the tree. The secret then is to plant it on deep, moist, well-drained soils in full sun. It would not be an ideal choice as a street tree because it grows to 80 feet (and occasionally 120) at maturity, but it is a fine specimen for parks and other relatively large areas. The fall foliage of white ash is a spectacular yellow to deep purple and maroon. An ash in deep purple fall color would be outstanding with a stand of aspen as a background. We are limited only by our lack of imagination.

Black Gum, Sour Gum, or Black Tupelo, as it is frequently called, is rarely used as an ornamental in southern New Hampshire. The late Jeff Smith of Hollis had much praise for this tree and grew seedlings in the Beaver Brook tree nursery with the intent of planting them in the parks around Hollis. Not to overuse Michael Dirr as a reference, Black Gum is "one of our most beautiful native trees: somewhat pyramidal when young with densely set branches, some of which are pendulous; in old age the numerous spreading and often horizontal branches form an irregularly rounded or flat topped crown".

Do you remember the two outstanding specimens at Spruce Pond Camp, on the edge of the softball field in Bear Brook State Park in Allentown? If not, it's worth the trip to see them. They are old trees with bark that *continued on page 19*

# Cooperation Means Survival

Jim Bergantz

The "big box" retailers were late in coming to our tranquil little Gold Rush town. The first traffic light in our county was finally installed just last year. But with the advent of "progress", those of us in small business were quick to feel the impact of the broad spectrum of products that were becoming available to our customers just beyond the boundaries of Calaveras County. We realized, about two years ago, that we must find a way to foster the qualities that are valuable about small business and do it in a concerted effort with our neighbors.

The lumber store across the street traditionally held a mid-spring sale that was very well attended by shoppers in our community. It would be wise, we thought, to have our own sale the same day in order to tap into their customer base. We approached them about participating in the mass mailing that they did to market the event. Our neighbor, an electronics store owner, joined the effort. We were surprised at how little it cost to promote our joint event, compared to the cost of advertising independently. We were also pleased to discover how great it was to work with our neighbors, because they had good ideas that were offered from a slightly different perspective.

The event that took place was the most well-attended and profitable sale we had ever had. In addition to offering great savings, the three stores created a party-like shopping atmosphere. Our nursery hired a skilled face painter to decorate children (and adults!). We invited the butcher from the neighboring food market to cook his famous Casper dogs right in the center of the nursery under our new shade structure, which was being christened that day. When we invited our vendors to participate in a parking lot forum for our customers, they were extremely supportive. In another show of cooperation, competitors sat side-by-side and enjoyed their lunch while giving our customers invaluable, in-depth information about everything from sprinkler systems to soil. We were excited. Our idea worked!

From that initial effort, our cooperative advertising group has grown to its current size of 23 members. We encourage all businesses to join us, for the inclusion of any new member enhances our effort. Consequently, a feeling of mutual obligation has developed between the business owners of our community, even between businesses in direct competition with one another. This unanticipated offshoot may, in fact, be the most important thing to come from the efforts of the group.

Shortly after our initial cooperative promotion, we began encouraging others to join us with a \$100.00 per month contribution and a six-month commitment. This money is pooled in an account at our local bank (also a member) and is expended according to vote by the group at large. We adopted the acronym N.A.M.E., for "North Angels Merchants Extraordinaire", and hired a group of local bluegrass musicians to create a jingle to incorporate into our radio advertising. This jingle has become our signature and is used in cable TV ads as well.

Other money from our account is utilized for newspaper advertising. This is fairly evenly divided between five local newspapers and uses about 30% of the budget.

Members of the group participate at varying levels. Some never miss our bi-weekly meetings; some never attend, but mail their contribution without fail. I produce a weekly newsletter that is faxed to each member so that everyone is kept informed of progress and of who is paid up and who is not!

We are now enjoying being "little guys" with a big voice. Our advertising co-op is seen as a viable force in our community for the cause of economic development. We are committed to our cause as well as to each other for the decline of any one business diminishes all of us.

The police department has visited us to discuss crime prevention and, during the last election campaign, candidates attended our always open meetings in order to understand the concerns of local business. The City of Angels Camp has seen fit to join our group with a \$100 monthly contribution in a show of faith for what we are doing.

N.A.M.E. was the organizing force last year in what looks to become an annual event in Angels Camp. We "Painted the Town Red!" With the generous support of Curtis Jones and the Lake Valley Seed Company, we distributed (door-to-door!) over 5000 packets of red flower seeds for residents to plant in preparation for the event. The impact was astounding as, all over town, red flowers bloomed to launch the "Paint the Town Red" celebration. The resulting boost of red flower sales in our nursery was a wonderful plus! The N.A.M.E. multi-store sales event was joined by our museum, which held a living history event complete with miner's food, gold panning and Mark Twain characters in costume. At the same time, the hospital held a children's health fair. Our nursery was the site of a car show for red vehicles which had

*continued on next page*

a total of 84 entries. Three thousand people visited us that day! What better proof of N.A.M.E.'s success?

What have we demonstrated? What have we learned? Our advertising is convincing customers that small business has much to offer that is unavailable at large retail establishments. In working with other stores that sell products that are in direct competition to ours, we seek to share customers rather than lose them to the "big box" retailers. We are embracing our competitors as well as our neighbors. Together, we hold the key to our economic survival.

*Jim Bergantz, along with his wife Judy, owns and operates Bergantz Nursery and Garden Center at PO Box 126, 389 North Highway 49, Angels Camp, California 95221. The phone number is 209-736-2544.*

## Underutilized Trees

*continued from page 17*

has developed into large block-like platelets with the alligator hide appearance. The crowns are flattened and the branches nearly horizontal. Either of these would be striking in a park setting within Zone 4, particularly in the fall. The taproot is the main disadvantage in transplanting this tree in an urban area. However, to support the case for maintaining diversity, it is worth the extra effort.

*Stan Knowles is Program Coordinator at the New Hampshire Division of Forests and Lands Urban Forestry Center in Portsmouth, New Hampshire. The phone number there is 603-431-6774.*

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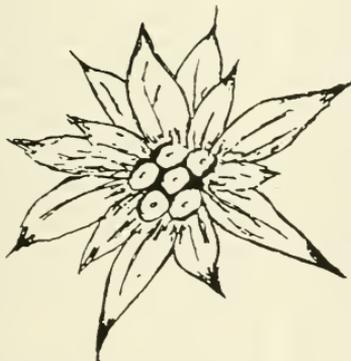


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# THE GOUDREAULTS

## Reinventing the Family Farm

**T**he Traditional New England farm was often a complicated place made up of many separate economic components—a cow, a vegetable garden, chickens, a woodlot, a cash crop or two. Some specialized farms—dealing in apples or dairy products or maple syrup—do well, but many of New Hampshire's successful agricultural enterprises still follow the traditional pattern.

THE GOUDREAULTS are farmers—Richard's father was a farmer in Haverhill, Massachusetts—and Richard would probably still be there if, in the early sixties, Massachusetts hadn't built Route 495 through the family farm. The house is standing—his father still lives there, but the land was taken. Richard looked for other farms in the area, found one five miles away—"but in another state—it seemed far away at the time"—and, in 1962, he, his wife Lucine, and their family moved to 34 acres in Plaistow.

It was primarily a dairy farm. He had forty cows, but grew some vegetables and sold them at his father's stand.

THEN IN 1980, THE FIRST GREENHOUSE—a 10x25 lean-to against the bull barn—was built; the first crop—bedding plants and geraniums.

More greenhouses were put up. Today the main growing unit consists of four 30x96 New Englanders, and, perpendicular to these, a 30x100 rigid-sided Nexus with a double-poly roof; each house is connected to the Nexus by a 4x6 passageway. The Nexus serves as headhouse, retail sales area, and a growing space as well. This year it's being extended in order to add an overhead door which would allow vans to drive in and be loaded.

There are also two 17x96s and two 14x96 inflation busters.

It's a straight-forward operation on an open site—lots of wind, plenty of light. Two houses have rolling benches; in one of these, the benches have heat—hot water through tubing—and the house is used for propagation and a crop of 4500 New Guinea impatiens in 4 1/2-inch pots ("the heat forms nice roots"). In the other houses, the growing is done in ground beds or on plastic weed barrier laid on dirt floors. All houses are heated with natural gas ("it's clean, renewable; the equipment costs less").

THE CROP MIX is traditional. In mid-January, pansies are hand-sown. (They've tried a number of seeders and decided they prefer seeding by hand.) But now—to save time—less seed is sown and more plugs bought in. They grow 70 types of annuals—all are transplanted into 606s ("we used the 606s with bigger varieties—marigolds, salvia—at first and found they gave us a nicer plant; people wanted the larger size—so now we use them for everything.")

They pot (using Sunshine Mix) in each individual house using a portable soil bin. There's automatic drip watering for pots and hangers; the 606s are watered by hand.

In early March, bareroot perennials arrive—100 varieties; in most of these, several species are offered. At the same time, hanging baskets are put up. One house is filled with 6000 4 1/2 geraniums.

The retail side of things begins around April 20. Customers are allowed in five houses—those with rolling benches are closed (for concern customers might get their fingers caught between the benches). A cashier is in the lean-to against the old bull barn (which is now the office).

"We give a lot of verbal service." Two daughters work with Richard and Lucine: Cynthia is full-time—book-keeper, grower, salesperson... and Pamela and her husband (a dentist) help out during the busy season.

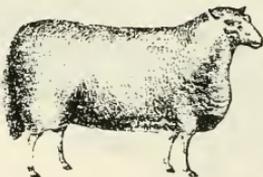
There are other part-time people. "We try to educate our employees," Cynthia says. "We feel an employee who deals with customers well is more valuable to the business."

IN EARLY JULY, the farm stand (in the barn—in the old birthing stalls) opens. The first produce is bought in: because they're busy with the greenhouse side of things, the Goudreaults plant late—five acres of corn and an acre of mixed vegetables. Again, it's very straight-forward. They lime and fertilize; grow most everything through plastic. (It's dry land; there's no irrigation—as well as keeping weeds down, the plastic holds moisture: "in spite of last year's drought, we grew exceptional melons.") They no longer grow potatoes—the potato beetle "was too much—there were no chemicals we wanted to use;" they use a minimal amount of chemicals on other crops (on lettuce there is none; they hand-pick hornworms off tomatoes) and make sure customers know it—"It's a strong selling point."

"We try to do a lot with local businesses" and fill out their own offerings with locally grown fruit and honey.

In fall, it's mums that are offered—8500 in gallon containers—and 500 ornamental kale. They sell pumpkins—they bought in ten tons of them last year.

Winter means 1500 poinsettias in larger pots—7s, 8s, 10s, 12s, along with hangers. "Lilo is popular, but we have a few of all col-



ors." About half are sold retail; the rest go to local flower shops. A niche that's developed in recent years has been the holiday decoration of churches, not only Christmas, but Easter and Thanksgiving as well. Last year, the Goudreaults were asked to decorate St. Joseph's Cathedral in Manchester. A small niche perhaps, but powerful and satisfying public relations.

Two nearby farms have cut-your-own Christmas tree operations, so rather than compete, the Goudreaults sell only poinsettias, wreaths (they buy in 25 dozen, make their own bows) and roping. This sense of proportion helps out everyone and gives increasingly urbanized customers a genuine "country outing."

**CUT FLOWERS ARE A MAJOR CROP.** The Goudreaults grow Asiatic (early blooming, with three- to four-inch blossoms) and Oriental (later blooming, scented, six-inch blossoms) lilies. They began eight years ago—learning as they went—and now produce 150,000 stems a year. Two houses are in Asiatic lily production year-round; a third is used from the first of July until the first of February for the production of Orientals.

They grow "quite a few types"—on the Wednesday after Christmas, Richard brought stems of 13 Asiatics and four Orientals to the Boston Flower Market (he goes three times a week). For both types, pink is the favorite color.

The year's supply is ordered in July ("a third of a year's crop can be new varieties," Cynthia says. "Sometimes a type will grow quite differently than described—so we always have our fingers crossed.") The first six-months' supply is brought to Connecticut the first of January; there they are stored in a freezer; 2700 bulbs are shipped up weekly. The Asiatics are planted in 3 1/2x90 ground beds, six beds per house. Orientals are grown in peat-filled crates (the peat is afterwards used to amend the ground beds; unused crates support

benches). The amended beds are rototilled, then steamed. Richard uses a Fulton natural gas steam boiler; a canvas hose is placed down the center of the bed and the bed covered with a sheet of heat-resistant plastic. The heat is kept at 160 F for an hour.

The wire that later is used to support the plants is used as a pattern and three bulbs per 4x6-inch opening are planted. It's done on your knees with a trowel, but it's quick and the soil is easy to work. On constant feed once they're three inches above ground, it usually takes thirty days from planting to bud formation.

During bud formation, lilies need light (buds will blast and stems will be weak without it) and from October through March, sodium vapor lights extend day length to 11 at night. The lights, fastened to the perloins, can be moved to the appropriate bed. (A good lily has three-to-six buds and a stem strong enough to be held horizontally without bending.)

**GOUDREAULT'S IS THE LAST** working farm in Plaistow and the new marketing capitalizes on this traditional image. A major change was the simplest—a new sign out front. Wooden, with hand-painted lettering, modest by many standards, but much larger than what was there before, it "has brought more business than anything else we've done."

Customers that sign up receive a newsletter. Three years old now, its readers (now 1400) receives a four-page letter ("Dear Friends of the Goudreault Farm") three or four times a year. It's basically a series of tips about what's avail-

able at the farm combined with friendly cultural advice (caring for hanging baskets) and odd bits of information (Did you know that Veronica is associated with fidelity or the Red Poppy with consolation? Goudreault Farm newsletter readers do.)

School children now come on tours to see what a "real farm" is all about. A real farm is mostly about work, but the children are given a gentler introduction—a hay ride around the perimeter and a chance to gather grape vines and dried weeds with which to make wreaths back at their classrooms. Future plans in this educational side of marketing include a display of antique farm equipment and tools—an ox-yoke, butter churn, a saw used to cut ice....

A unique attraction is the farm's nine ewes (not "yews," Cynthia points out), which are bred in December, allowing a sheep-sheering day in mid-May before the lambs are born and a chance for customers to see the new lambs soon after.

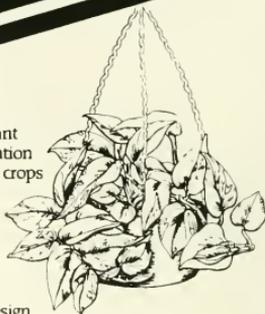
Of course, the strong point is simply that Goudreault's really is a farm. The big practical buildings—the original 1763 house with two centuries of alterations and additions, the barn, the silo, various sheds—clustered on a hilltop with fields and greenhouses sloping away around them—rings true.

It's still unclear what the final mix of economic components will be: a line of pottery was sold last year—gardening items may be added this; show gardens are evolving; strawberries may be grown again ("to fill a gap"). But maybe—as in any living organism—and a working farm is as living a organism as there is—the mix is never static: nothing is "final." And the mix for future Goudreault generations will be as complex and fluid as the mix at the farm today. (B.P.)

*(Goudreault Farm & Greenhouses is at 82 Newton Road in Plaistow. The phone number there is 603-382-8298.)*

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# A Fresh Start:

## Resolve to Control These Pesky Critters

Dr. Stanley R. Swier

**A**s I sit here in my office watching the snow flakes descend from the heavens, its hard to imagine that spring is not that far away. However, you will soon be producing bedding plants and trying to control the pesky critters that affect your production. This article will hopefully improve your success.

Controlling insects and mites on bedding plants is far more difficult than with other crops. Bedding plant growers generally produce many plant species at the same time. Each species has its own particular array of pests that must be managed. Each species has many varieties which vary in their susceptibility to spray damage. Keeping track of pest problems, phytotoxicity, and production schedules for a large number of plant varieties is extremely time-consuming. Soon you are overwhelmed. Here are some tips.

### Keep Records.

Good records are absolutely essential. No one can remember the amount of detail that is required to produce a large number of crops. I strongly urge you to computerize as much information as possible. There are a large number of software programs out there that can help you manage the information you need. Usually it's best to assign this job to someone who loves computers and sees this work as fun. However, anyone can learn the basics skills if they're willing to put in the time. (To help you with your pesticide record-keeping requirements, I wrote a fact sheet with George Hamilton of Hillsboro County Cooperative Extension titled "Pesticide Record-Keeping Requirements for New Hampshire". If you would like a copy, contact your local county agricultural Extension educator.) By keeping good records, you will be able to quickly fill out your annual pesticide use report required by the Division of Pesticide Control. You will also be able to keep track of the re-entry requirements for workers as regulated by the Worker Protection Standards. Good records will enable you to determine which pesticides are providing good control, which are damaging your plants, and which varieties are having problems. As an Extension entomologist, it's very frustrating to have a grower call me asking me for advice on chemical recommendations, but he/she can't remember or quickly find out what was applied or when. You should be able to readily tell us the problem or symptoms, how widespread it is, and on which varieties it is occurring. With that information, we can often make a diagnosis over the telephone. Complex problems will require a sample sent

in to us for insect or disease identification. Good record-keeping takes time but saves money in the long run. Similar problems often occur year after year and record-keeping will help you anticipate them.

### Inspect Crops.

Check your plants when you receive them. Severely infected plants should be discarded.

### Clean House.

Eliminate insects and other pest problems before plants are placed in the greenhouse. It's easier to control pests now than to wait until they are infesting crop plants. Good weed control will significantly reduce future problems.

### Identify Pests.

Learn to identify the major pests of each variety. Proper pest identification will enable you to choose the most appropriate pesticide to control the problem. Most pesticides today will only control a narrow spectrum of insects and proper pesticide selection is a must.

### Monitor Crops

Use yellow sticky cards (1-4/1000 sq ft) to monitor insects. Inspect plants (3 plants/1000 sq ft). Weekly monitoring of pest numbers on plants and cards will help determine when and where pesticides need to be applied. Write down your counts on a data sheet and soon population trends will be evident. Be sure to change cards frequently so as not to confuse weekly counts. Again, it's best to give this job to a single individual interested in IPM. Crop monitoring takes the guesswork out of pesticide applications because it indicates which treatments were effective. Although crop monitoring is labor intensive, it may pay for itself in more efficient use of pesticides and better crop quality.

### Maximize Spray Efficiency.

Space plants apart to ensure good spray coverage. High-volume hydraulic sprayers generally give the best coverage. Of the low-volume sprayers, the ESS (electro-static sprayers) are best because they put more droplets on the plants than other ULV sprayers.

### Avoid Phytotoxicity.

Don't apply pesticides to stressed plants (i.e. heat). Don't spray under hot or poor drying conditions (cloudy, high humidity). Wettable powders (WP) tend to burn less than emulsifiable concentrates (EC). Be

careful of tank mixing. Tank mixing increases the risk of injury. If tank mixes are not on the label, you assume all risk. Test a few plants first. If horticultural oils are applied too soon before or after another pesticide, the likelihood of phytotoxicity is increased. Don't apply aerosols less than 20 inches from the plant, at temperatures above 85 degrees, or when the foliage is wet. Do not overdose. Don't try to save money by buying agricultural formulations not registered for the greenhouse. Pesticides are more likely to cause phytotoxicity under greenhouse conditions. If it's labelled for greenhouse use, the manufacturer has tested it there. Also, an unlabeled use is illegal. Read the label for a list of plants which are sensitive to that formulation. Use the pesticide only for plants listed on the label.

### *Avoid Pesticide Resistance.*

Rotate pesticide classes, but use the same spray for the whole life cycle of the target pest. If the target has a 3-week life cycle, use the same chemical for 3 weeks, providing you are getting reasonable control.

### *The following are recommended pesticides:*

**Aphids:** Orthene, Margosan-O, Dycarb, Attain, Talstar, DuraGuard, Dursban, Decathalon, Knox-Out, Fulex DDVP, Thiodan, Preclude, Tame, Mavrik, Sunspray Ultrafine Spray Oil, Marathon, M-Pede, Olympic Insecticidal Soap, Safer Insecticidal Soap, Enstar II, Methiocarb, Dibrom, Fulex Nicotine, Oxamyl, Astro, Pyrethrum, X-Clude, Resmethrin, and Fulex Dithio Smoke.

**Fungus gnats:** Orthene, Azatin, Gnatrol, Talstar, DuraGuard, Decathlon, Knox-Out, Precision, Sunspray Ultrafine Spray Oil, Olympic Insecticidal Soap, Enstar II, Exhibit, Scanmask, Oxamyl, Astro, Pyrethrum, X-Clude, and Resmethrin.

**Mealybugs:** Orthene, Margosan-O, Azatin, Dycarb, Attain, Talstar, DuraGuard, Dursban, Decathlon, Knox-Out, Fulex DDVP, Tame, Sunspray Ultrafine Spray Oil, Marathon, M-Pede, Olympic Insecticidal Soap, Safer Insecticidal Soap, Enstar II, Dibrom, Oxamyl, Astro, Pyrethrum, X-Clude, and Resmethrin.

**Spider mites:** Avid, Orthene, Attain, Talstar, DuraGuard, Knox-Out, Fulex DDVP, Kelthane, Pentac, Tame, Mavrik, Sunspray Ultrafine Spray Oil, M-Pede, Olympic Insecticidal Soap, Safer Insecticidal Soap, Grandslam, Methiocarb, Dibrom, Oxamyl, Pyrethrum, X-Clude, and Resmethrin.

**Thrips:** Orthene, Margosan-O, Azatin, Dycarb, Talstar, DuraGuard, Dursban, Decathlon, Knox-Out, Preclude, Mavrik, Marathon, M-Pede, Olympic Insecticidal Soap, Safer Insecticidal Soap, Fulex Nicotine, Oxamyl, X-Clude, Resmethrin, and Fulex Dithio Smoke.

**Whiteflies:** Orthene, Margosan-O, Azatin, Dycarb, Talstar, Attain, Dursban, Decathlon, Knox-Out, Fulex DDVP, Thiodan, Precision, Preclude, Tame, Mavrik, Sunspray Ultrafine Spray Oil, Marathon, M-Pede, Olympic Insecticidal Soap, Safer Insecticidal Soap, Enstar II, Methiocarb, Dibrom, Oxamyl, Astro, Pyrethrum, X-Clude, Resmethrin, and Fulex Dithio Smoke.

**Caterpillars:** Orthene, Azatin, Margosan-O, Dipel, MVP, Dycarb, Attain, Talstar, DuraGuard, Dursban, Decathlon, Knox-Out, Tame, Mavrik, Olympic Insecticidal Soap, Safer Insecticidal Soap, Dibrom, Astro, Pyrethrum, X-Clude, and Resmethrin.

Many of you will use Marathon because it should give 8-12 weeks of control. However, too little or too much water will reduce its effectiveness. It is a systemic and it must translocate through the roots. The biologicals such as the parasitic nematodes (Exhibit, Scanmask) and *Bacillus thuringiensis* (Gnatrol) often require frequent application to be effective against fungus gnat. Parasitic wasps and predators don't work well in a bedding plant situation where there are many pests to be controlled, and pesticides sprays for a non-host insect will also kill the beneficials.

All pesticides listed here are recommended contingent upon continued NH registration and no significant changes in labelling. Don't hesitate to contact your local county agricultural Extension educator or myself if you have any questions. Good luck and I hope all of you have a profitable year.

Dr. Stanley R. Swier is Extension Specialist, Entomology, University of New Hampshire; phone number 603-862-1159.

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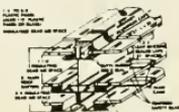
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## DIAGNOSTIC UPDATE

**H**APPY NEW YEAR! It sure is tough to get back into the swing of things after the holidays. Luckily, this is a relatively slow time in the PDL. It's the time of year when I give numerous presentations at workshops and grower meetings as well as try to catch up on report-writing and paper work. Although relatively few samples were received in the last two months of 1994, there were some notable samples among those diagnosed.

**Phyllosticta Needle Blight** continues to be a problem on balsam and Fraser firs. As I mentioned in the last report, this needle blight has been increasing in frequency over the last few years and very little is known about the life cycle of the fungus. Hopefully, Bill Merrill and Nancy Wenner will have had some new information on this disease (they have been doing a little work with it) at the Christmas Tree Pest Management Workshop in Keene (January, 5-6). Several samples of **Rhizosphaera Needlecast** on spruce began were diagnosed in November. Remember the key time for control of this needlecast is during shoot elongation.

Problems on greenhouse crops were relatively few during November-December. **Soft Rot** was diagnosed on two cyclamen samples. In both cases the corms were planted too deep and the plants were over-watered. **Fungus Gnat** larvae were also abundant in both samples. There is strong evidence that the little critters transmit bacteria and fungal spores, so they can be more than just a nuisance. **Pythium** was isolated from rotting geranium roots and **Oedema** has begun to show up ivy geraniums, so be sure to adjust your watering during cloudy weather in the upcoming months. There was only one confirmed case of **Powdery Mildew** on poinsettias this season. In general, the crop was fairly clean throughout the country.

During the next few months, continue to inspect and monitor geraniums for **Bacterial Blight** (see the June/July issue of *The Plantsman* for a description of symptoms). If you suspect the disease, please submit whole-plant samples to the PDL for diagnosis. The plants should be removed from the potting mix and the root system should be wrapped in a plastic bag before shipping (the mix should be moist but not soaked). The samples can be mailed in a sturdy box (be sure to pad the plants with newspaper). Or, you can always hand-deliver samples to the lab. Finally, remember nothing beats good sanitation, good air circulation, and careful monitoring for preventing disease problems.

The final topic is I'd like to cover is the new fee system for samples submitted to the Plant Diagnostic Lab. Beginning May 1, 1995, the fee will be \$12.00 per sample. A sample consists of a single plant species but may include several specimens of the same species (actually it's best to send several specimens showing the range of symptoms from healthy to most severely diseased). As a result of decreased funding and budget constraints, this fee is necessary to defray a portion of the costs for supplies for the PDL.

If you wish to submit plant material to the PDL for diagnosis, send samples (with a check for \$12.00) to: The UNH Plant Diagnostic Lab, C/O Dr. Cheryl A. Smith, Nesmith Hall, UNH, Durham, NH 03824. Samples should be accompanied by an identification form (available from your county Cooperative Extension office). Cheryl Smith is the UNH Cooperative Extension Specialist in Plant Health, and can be reached at 603-862-3841.

## Groundcovers

continued from page 28

### *Phlox stolonifera* (Woodland Phlox)

This native woodland groundcover looks well naturalized under shrubs and trees or along pathways. Very showy blooms in spring. About eight inches with flowers and 23" without. Colors are purples, pink, and white.

### *Sedum 'John Creech' or spurium* 'Purple Teppich'

Two great sun groundcovers, both better than 'Dragons Blood.' They are 2-3", with pink and red flowers respectively. 'Purple Teppich' has very dark foliage, 'John Creech' is green, both are very low and do well in hot sun.

### *Waldsteinia barnata* (Siberian Barren Strawberry)

Lush groundcover with evergreen leaves and buttercup flowers in May. 4-6", *Waldsteinia* is a good spreader for a shady area.

### *Xanthorhiza simplicissima* (Yellow Root)

Underutilized native groundcover for sun or part shade with decorative astilbe-like foliage and nice fall color. Spreads rapidly, does have yellow roots, and great for a bank.

Here are a few thoughts on design. Try to use finer textured plants in small areas. Mass larger leaved plants such as *Hosta* or *Ligularia* under shady areas further away.

Think of contrasting textures of leaf color when accenting a specimen. Try also to plant groundcovers, if using more than one, with gradually descending heights for a more natural look.

Finally, try groundcovers that are new to you, and use them in different situations to become familiar with them. Convince your customers to use less bark mulch, lawn and asphalt, and perhaps a little more 'real' groundcover.

Leslie van Berkum is co-owner of Van Berkum Nursery, Deerfield, NH; phone: 603-463-7663.

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# Marathon on Poinsettias

Alan T. Eaton

**M**arathon (imidacloprid) is an insecticide in a new chemical group—cloronicotine. It is formulated as a granular material that is applied to the soil when the plant is young, but has a well-developed root system. The chemical leaches into the soil water and is then taken up by the roots and distributed throughout the plant. It protected the poinsettias I worked on (4 growers) from whiteflies and aphids for 10 weeks, possibly longer. There are some pitfalls, however.

The first pitfall regards multiple cuttings in one pot. We discovered this problem when whitefly control was very poor in some hanging pots that had 10 poinsettia cuttings per pot. The material was working well in other pots with one or few cuttings. A check with the company representative confirmed that "a higher rate may be needed if there are multiple cuttings in a pot." That sets up a trap: the current Marathon label gives the rate by pot size, but gives no adjustment if multiple cuttings are used in a pot. Since the label is the law, we cannot legally deviate from it. My suggestions are:

1. avoid treating pots with multiple cuttings until the label is updated on this;
2. reduce the number of cuttings per pot; or
3. be prepared to put foliar treatments on pots with many cuttings.

Another potential pitfall is skipping pots. Two of the 18 sites where I evaluated poinsettias in November had hundreds of clean plants and in their midst, one or two pots that had very heavy, long-term infestations of whiteflies. Clearly, those few pots had been inadvertently skipped at treatment time, and they were producing dozens of adults in an otherwise uninfested house.

A third problem is uniformity of treatment. You must find some efficient way to treat every pot with exactly the correct amount of insecticide. If multiple cuttings are in the pot, the material must be applied evenly enough so that it reaches the roots of each cutting. Moistening the soil right after application would help, so long as you avoid applying so much water that some drips out.

It is clear to me that this material is an effective tool. I worry that it will be misused, resulting in resistance. If you try this insecticide, please follow the label carefully! That will make it more likely that it will be useful to you for a long time.

Alan Eaton is Extension Specialist, Integrated Pest Management, University of New Hampshire. He can be reached at 603-862-1159.

# Redefining Groundcover

Leslie van Berkum

From *New Hampshire Landscape Association Newsletter*, December, 1994.

The good old-fashioned criteria for a groundcover included: low maintenance, neat and uniform, short and preferably taking some foot traffic. The ideal groundcover? Why asphalt, of course, followed closely by lawn and mulches. Many used one of the "big four": pachysandra, vinca, ivy or ajuga, especially on hard-to-mow slopes or under trees. Most plantings were large in scale and often boring. I'd like to point out some of the trends and changing ideas of what constitutes a groundcover, as well as mention a few of our favorite ones. Most of these are underutilized, but growing quickly in popularity.

1. Many people are disillusioned with lawns, finding them high maintenance and not necessary in such large expanses. Lawns are shrinking and gardens are expanding.

2. Groundcovers do not need to be only up to eight inches tall. Many taller herbaceous plants such as *Hemerocallis*, *Lysimachia*, *Geraniums* and even small shrubs do a great job and lend well to a transition (with shorter groundcovers) to lawn or walkway.

3. Complete uniformity is not required in a groundcover. One of the loveliest groundcovers is a well-balanced meadow. Or a diverse planting of *Hosta*. As long as the plants are similar in texture and height, variation can be very interesting.

4. Texture is a popular design concept now. Gardeners are looking for interesting combinations of two or three leaf forms to make a tapestry of groundcover in their often

smaller house lots. Uniformity and tying together with groundcover does not have to mean one species.

5. Many people have been asking lately for a showy bloom and long blooming season when they select a groundcover. Hybridizers are coming up with different leaf textures, colors, and improved flowers for the "big four" and for many other less-used groundcovers as well.

6. Native plants (and improved forms of natives) are being used much more. People are realizing that many of the lowest maintenance plantings use indigenous groundcovers where they are naturally apt to grow (e.g. *Phlox divaricata* in a woodland setting).

7. With natural gardening so popular now, comes the realization that a groundcover is a living mulch, keeping the ground cool and moist, slowly enriching the soil as dead leaves decompose, keeping weeds down, hiding decaying bulb leaves and controlling erosion. Although groundcovers have accomplished these things for centuries, and the "big four" are some of the best, I'd like to look at a few less-used but wonderful groundcovers, hardy to this region of New Hampshire.

***Arctostaphylos uva uris***  
'Massachusetts'  
(Bearberry)

6-10" evergreen and drought tolerant with small glossy leaves. Likes hot dry sandy sites. Red berries in fall.

***Astilbe chinensis*** 'Pumila'

Many of the low astilbes will spread stoloniferously. *Astilbe c.* 'Pumila' has fine foliage and showy 12" raspberry flower spikes.

***Asarum***  
(Ginger)

Both *Asarum europeum* and *Asarum canadense* (our native ginger) have heart-shaped leaves and look nice in a woodland setting. Slower growing, but very choice.

***Campanula poscharskyana*** or  
***C. portenschlagiana***  
(Bellflower)

Both great choices for rock walls in sun or shade. Low (4-8") and long blooming in summer. These will take a dry sandy spot and have wonderful blue bell flowers.

***Chrysozanum virginianum***  
(Green & Gold)

For sun or part shade. Nice dark foliage and bright yellow flowers all summer. 6-9" tall and needs good drainage. Great groundcover.

***Epimedium***  
(Barrenwort)

One of the few groundcovers for dry shade, with graceful "quaking" leaves on wiry stem. Delicate spurred flowers in early spring. 8-12" and some have nice fall color. Very lovely!

***Geranium***  
(Cranesbill)

The hardy geraniums are becoming very popular with their handsome deeply-cut leaves and simple but striking blooms. The best groundcovers include *Geranium sanguineum* 'New Hampshire', *Geranium sanguineum* var. *striatum*, and for large areas, *Geranium macrorrhizum*. Virtually pest free and easy care groundcovers.

***Pachysandra procumbens***  
(Allegheny Pachysandra)

Our native pachysandra, with handsome larger foliage, emerging light green and darkening to forest green. Much underutilized. Deciduous.

continued on page 26

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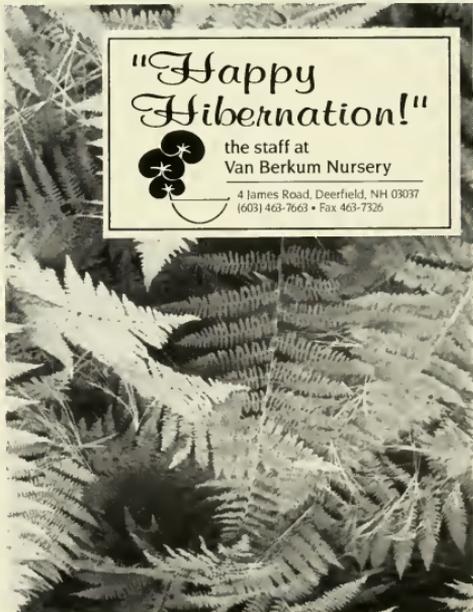
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**DIRECTIONS**—from South: 95 N to Exit 4. Follow Route 16 north for approximately 25 minutes. Go through two toll booths and take second exit after second booth (Route 125 Rochester-Gonic). Go south on 125 for two miles and take left at blinking yellow light onto Rochester Neck Road. Take first entrance to the Turnkey Recycling and Environmental Enterprises (TREE) facility. Go through first gate and take left down dirt road. The IPS/AllGro facility—a tan building—will be visible in the distance.

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