



The Plantsman

The Hair of Mother Earth ∞ *Page Twenty-Six*

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April

☀☀☀ 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.

May

MAY 13-14 *Hyperion Daylily Sale*, The Seacoast Science Center at Odiorne Point, Rye, NH; information: 603-436-8043.

June

JUNE 13 *MeLNA Twilight Meeting*, 4pm at Gnome Landscape & Design, Falmouth, ME; information: Edith Ellis at 207-225-3998.

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

JUNE 16-17 *Seventh Annual Garden Tour of 'Pocket Gardens of Portsmouth'*, sponsored by South Church, 292 State Street, Portsmouth, NH; information: Pat DeGrandpre at 603-431-7899 or Beth Fischer at 603-868-2458.

JUNE 18 "A Day in the Garden"--a NH Rose Society fundraiser; Lowe's Own Root Roses, Nashua, NH; information: Mike Lowe at 603-888-2214.

JUNE 24 *NH Rose Society Annual Show*, Barton Hall, UNH, Durham, NH; information: Dave Jordan at 603-437-0306.

July

JULY 12 *Connecticut Nurserymen's Association Summer Meeting*, Summer Hill Nursery, Madison, CT; information: 203-872-2095.

JULY 15-16 *The Second Annual Seacoast Garden Trail*; information: Beth Simpson at 603-436-2732.

August

☀☀☀ FRIDAY, AUGUST 4 *New Hampshire Plant Growers Association Summer Meeting*, Pleasant View Gardens, Pittsfield, NH; information: Henry Huntington at 603-435-8361.

AUGUST 5-6 *The 1995 Professional Plant Growers Association (PPGA) Annual Geranium Conference*, Pleasant View Gardens, Pittsfield, NH; information: 603-435-8361.

AUGUST 5-6 *Mount Washington Valley Garden Trail*; information: Margo Ellis at 603-367-8587.

AUGUST 7 *Massachusetts Certified Horticulturist (MCH) Exam*, 9am at Eastern Region Cooperative Extension Center, Waltham, MA; information: 508-534-1775.

AUGUST 8 *Twilight Meeting*, Woodman Farm, UNH, Durham, NH; information: John McLean at 603-868-2345.

AUGUST 9 *NENA/RINA Joint Summer Meeting*, Tuckahoe Turf Farm, Richmond, RI; information: Ken Lagerquist at 508-761-9260.

AUGUST 19 *Fourth Annual Plant Sale & Rare Plant Auction*, Hay Estate, Newbury, NH; information: Ann Loeffler at 603-526-4153 or Mary Williams at 603-526-4719.

AUGUST 23 *Vermont Association of Professional Horticulturists (VAPH) Summer Meeting*; information: Jane Wilkening at 802-899-3361.

AUGUST 24 *Griffin Greenhouse & Nursery Supplies 8th Biennial Open House*, 1619 Main Street, Tewksbury, MA; information: 508-851-4346.

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.

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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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7" w x 9 1/2" h	\$400	\$100

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.

Cover: European Dune Grass (*Elymus arenarius*), photograph by Fred Dabney

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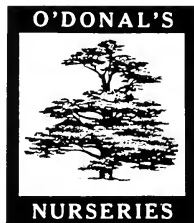
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A Flatlander's View of New Hampshire

Bob Rimol

Last July, my wife, two daughters, and I relocated to the Granite State in search of a better quality of life. We had lived in New Jersey for five years and were tired of the high cost of living and the "rat race." Since my wife is a native New Englander and we are both University of Vermont graduates, the term "flatlander" is familiar to us.

As I see it, the beautiful state of New Hampshire is an excellent mix of Vermont ruralism and values and Massachusetts suburbanism and ideology. New Hampshire is on the brink of becoming a major player in the greenhouse industry. Southern New Hampshire (Concord south to the Massachusetts border and the Seacoast) is rapidly growing. Growth can be seen in the industrial, housing, and retail markets there.

Growth in the retail markets is largely due to the fact that New Hampshire does not have a sales tax. Without a sales tax, New Hampshire plays host to every major chain store—Home Depot, HQ, K-Mart, Wal-Mart, etc. This is both good and bad. The chain stores have changed our industry and have given us a wake-up call to become more prudent in our business strategy. They have increased awareness in our industry by making plants more common as a typical SKU and they have provided job opportunities for many people.

However, on the flip side of things, they have saturated certain markets. For example in Southern Manchester, within one mile of each other, there is a Home Depot, an HQ, and a K-Mart. This is the fast food strip of the horticultural market—fast, easy, convenient, with low-cost and often loss-leader items in both hard goods and green goods. With the retail giants, the average weekly salary is about half or less than half of a worker's in a skilled profession, trade, or industry, thus

resulting in less disposable income. And in order to make up for a lack of sales tax revenues, property taxes in New Hampshire are high relative to property values, which is a deterrent to industry thinking about relocating to New Hampshire. No, I am not one to advocate more taxes, but we do need to address this

problem of high property taxes so that we can make the business climate more inviting to industry in New Hampshire.

High property taxes also leads to the issue of large greenhouse ranges. How come we do not have large greenhouse ranges in New Hampshire growing to the mass merchants? The markets are right in our backyards and we are letting greenhouse growers from other states reap the rewards of our local markets. If Wal-Mart can build a large distribution center in Raymond, our state should be able to be a distribution center for the horticultural markets throughout the Northeast.

This is where you as a NHPGA member has to get involved in our future. The NHPGA is proposing to pass legislation similar to that in other states to protect greenhouse growers from the burden of high property taxes, promote greenhouse growing as a key industry, and eliminate the local red tape of greenhouse construction to give greenhouses the "right to farm". You have to get involved. In an upcoming issue of *The Plantsman* you will hear more about the progress of the proposed legislation, and you will have an opportunity to comment on the content and get involved by writing to your representatives.

As our industry changes and opportunities become more readily available, NHPGA members should be more confident in their future. Be active in your Association, and promote your industry. It is certainly going to get more complex in the future, but if you stay in touch with the changing business environment, and you work at it—you will not only survive—you will excel.

Bob Rimol is President of Rimol Associates, Inc., 17 Wyndmere Drive, Londonderry, NH 03053. He can be reached at 603-425-6563.



PPGA HIGHLIGHTS

Psychology of Pricing

HOW YOU PRICE CAN HAVE A big impact on your sales according to *Competitive Advantage* as cited in *Floral Management*, 1/94. Here are some strategies that can boost sales:

- Sell multiple products at once. Three for 99¢ sells more than one for 33¢.
- Drop the zeros. \$35.00 seems higher than \$35.
- A dollar or two below an even round price sells well. Instead of selling a plant for \$20, try \$19—or even \$19.95.
- A dollar or two above the round number sells poorly. Oddly enough, \$33 may seem like a better deal to your customers than \$31 or \$32.
- Spell out the savings twice. If you advertise an item at 50% off, also show the original price and the sale price.
- "Buy one, get one free" seems like a better deal than "half price," which makes items seem old or stale to customers.

From PPGA News, January 1995

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Biological Pest Control 101

Tom Heath

"Creating a pesticide-free greenhouse or garden can be one of the most rewarding projects you will ever tackle. Being able to handle plants or eat vegetables without worrying about ingesting pesticides is wonderful.

We got into bio-control because of our daughter. We started bringing her to the greenhouse as an infant. I took care of her while my wife worked out, taking her around in a back pack carrier while I watered and tended plants. As a baby, she would naturally reach out to touch the foliage, so then and there we decided to go organic, pesticide-free and all. We feel good about letting our little girl help in the business and that our employees are not exposed to danger. Customers come here to buy because they want to do their part for the environment.

Before you get into bio-control, however, there are a few rules you must follow religiously.

1. Prepare yourself psychologically for a long road. You must be patient in this process because it will take time to establish an environment for beneficial insects.
2. Thoroughly clean out your greenhouse or garden. Detox the benches, floor and the plastic on the house. If you have used pesticides for years, keep in mind that it will take a long time before your area is truly clean. Wooden benches and frames hold toxins longer, so you may not be able to use beneficials such as the nocturnal green lacewing right off because they hide in the cracks of the wood during the day.
3. Identify your pests--this is important. When we first started, we went out and purchased three or four insect identification books. We then begin contacting biological control dealers for suggestions and information regarding climate control, release directions, and which predators to use on specific pests. Before

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long, we had accumulated a great deal of data on our own.

4. After you become familiar with your pests and which beneficials to use on them, you will need to keep a journal of what you released, when, and how much. This means you will need to scout your greenhouse or garden regularly to determine what insects are living in and about. Prevention is the key to keeping pests under control, so be prepared to release predators on a weekly or bi-weekly schedule.

Using beneficials will become easier and more cost-effective over time. What discourages many is trying to get started in a greenhouse operation that has traditionally used pesticides. Using beneficials is not an instant fix and it takes a diligent overseer to keep up with what is

happening. Regardless of the extra time you may initially need to take, the health and environmental benefits far outweigh the hazards you do in fact face when using toxic forms of pest control."

Tom Heath is owner and operator of Heath's Greenhouse & Nursery, RFD#1, Box 168, Littleton, NH 03561. The phone there is 603-823-8500.

Inventory Request

Are you growing lilacs for sale this spring?

The Governor's Lilac Commission would like to have a list of varieties being offered by commercial growers in order to answer the question, "Where can I get this lilac?"

Any nursery wishing to publicize its offerings can send a list to either the chair of the commission, William Nehring (116 Ridge Road, New Durham, NH 03855) or Owen Rogers (FAX 603-862-4757).

Thanks to...

Winter Meeting

It was a full day: in the morning, after a brief annual meeting, speakers included Rob Farquhar, head grower at Pleasant View, explaining new safety committee requirements and how Pleasant View went about meeting them; Bob Childs, Extension Specialist, Entomology, UMass,

CLASSIFIED

SITUATION WANTED: I am currently a senior at Ohio State University majoring in floriculture with a minor in Agricultural Business & Applied Economics. I received an Associate of Arts degree from UNH and will be graduating with a BS degree from OSU in June, 1995. I plan to move back to NH and am currently seeking employment in southern NH in either greenhouse production or in an assistant management position in a garden center. If interested, please call Glenn Carey at 614-294-8347 or e-mail me at carey.72@osu.edu.

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Amherst, and coordinator of the Urban Forestry Diagnostic Lab, showing that some of the obvious tree problems have far-from-obvious causes; and John Bartok, Extension Agricultural Engineer, University of Connecticut, gave an overview of horticultural facility design.

At lunch, Bill Mautz, Interim Dean of COLSA, UNH, Durham, was introduced and spoke a few words and the 1995 New Hampshire Landscape Association Officers and Board were announced. These are: President: Richard Rideout (Three Seasons Landscaping, Inc.); Vice-President: Susan Smith Meyer (landscape architect); Secretary/Treasurer: Chris Beasley (Tuckahoe Turf); Director/Past President: William Gardocki (Interstate Landscaping); and Directors: Mark Rynearson (Rynearson Company, Inc.), Anne Colby-Hines (Colby-Hines Contracting), and Doug Thompson (Thompson Lawn Care). Congratulations and best wishes.

After lunch, Heather McCargo, Head Propagator at the Garden in the Woods, Framingham, discussed cultivation and propagation of native plants and John Hudak, well-known author and landscape architect, discussed the seasonal pattern of bloom in perennials.

It was a full day--full of people and full of ideas--ideas worth taking home to think about.

We thank the speakers for their time and information. Thanks also go to Peter van Berkum (NHPGA) and Chuck Simpson (NHILA) who organized the meeting, and Chris Robarge (NHPGA) and Guy Hodgdon (NHILA) who handled reservations and registration.

Farm & Forest

The NHPGA Farm & Forest exhibit was far more "hands-on" than usual this year. In front of the usual display of photographs and information was a soil bin and potting area at which children visiting the exhibition could pot up and take home a plug or rooted cutting.

This required more member participation than usual and we thank

the following people: Bob Bergevin at Bergevin Greenhouse (fuchsia cuttings); the Huntingtons, Pleasant View Greenhouses (New Guinea plugs); and Demers Garden Center (the soil bin, planting media, and plants used in the background display). Bob Demers and Chris Robarge set up things and Bob and Mike Demers took them down. Volunteers manning the booth included Bob Demers, Tammy Hathaway, Ann Hilton, Bob Howes, Bob Parker, and Peter van Berkum.

Looking at the amount of material potted up, this booth was able to

draw a lot of attention to the NHPGA. It was also a lot of fun and the Board thanks everyone who contributed to its success.

A REMINDER

If your mailing label has a check mark beside your name, our records show that your 1995 dues have not been paid. Please take a moment to send them along before the busy season starts.
Thank you.

BOARD HIGHLIGHTS

December 6 Ann, Bob Demers, Bob Rimol, Chris, Peter, and Tammy were at Pleasant View, the meeting came to order at 7:10.

The board reviewed the applications for the 1995 NHPGA scholarships. It was decided to give two--to Mark Hatfield and Chris Romaniak.

For the second year in a row, the NHPGA will sponsor a trophy at the NH Orchid Society Show.

After much discussion, it was moved by Peter and seconded by Bob that we open an account, the money in which will be the beginnings of a research fund. The initial amount will be \$5,000. Peter will contact Jim Truncellitto (Davis, Towle, Gearan, & Truncellitto, 115 Airport Road, Concord, NH) and ask him to work with us. The plan is to transfer from our general account to this research account \$400 each month for the next year. The following year, the Board will define the purposes of this fund and set up a legal framework to protect it from other uses.

January 9 Ann, Bob Demers, Chris, Henry, and Peter met at Pleasant View Gardens.

Dave Seavey, Extension Educator, Merrimack County, attended the meeting and he and the Board discussed things the NHPGA could do to address the inconsistencies the greenhouse industry faces in local tax and zoning regulations. To see the problems clearly would require a lot of checking master plans and city rules and state statutes. They looked at a booklet describing the New Jersey Uniform Construction Code and decided that the best approach was to contact other state agricultural organizations whose members use greenhouses and create one consistent strategy.

February 6 Ann, Bob Demers, Bob Rimol, Chris, Henry, and Tammy were at Pleasant View at 6:40

The New England Greenhouse Conference will be hosted by New Hampshire in 1996.

The Winter Meeting was successful financially, with a small amount added to the treasury.

The Summer Meeting will be held on Friday, August 4, at Pleasant View Gardens in conjunction with a PPGA Geranium Growers Conference being held there on August 5-6. It's hoped that some of the speakers might be available a day early and that some NHPGA members might stay for some of the conference itself. A lot of details have to be worked out.

Looking over a request for a donation from Agriculture in the Classroom, the Board decided to ask if the NHPGA could sponsor the writing and design of a study packet on greenhouse production.

Horticulture by Night

Beginning in May, college-credit courses for the green industry will be available in the evening at The University of New Hampshire. The horticulture program at the University's Thompson School of Applied Science will offer courses in plant health care, identification, and landscaping.

This program—"Horticulture by Night"—is an effort to reach out to those in the industry who find it difficult or impossible to attend classes during regular business hours.

Introduction to Woody Plant Materials (Wednesday, 4-8 pm) is a freshman-level course on identification and use of trees, shrubs, vines, and groundcovers of New England, with emphasis on native plants. Materials are introduced in mature landscape settings on the university campus.

Landscape Construction and Maintenance (Monday and Wednesday, 5-9 pm) covers the latest materials and techniques of construction, installation, and maintenance. This hands-on course includes work on actual projects in the field and numerous tours of landscape sites and companies.

Two five-week courses in plant health care, *Pest Management: Diseases and Pest Management: Insects* (Tuesday and Thursday, 5:30-8:30 pm), will cover field identification, symptoms, life cycles, and control alternatives for these plant pests. Problem prevention through healthy culture of plants is stressed.

This summer's "Horticulture by Night" is a pilot program to assess evening demand for the hands-on courses of the Thompson School. Additional evening courses will be offered in the Fall, 1995, semester. These include *Interior Plants and Landscaping*, *Bedding Plant Production*, and *Flower Shop Management*. Other courses will be "block-scheduled" to increase accessibility.

The UNH 1995 Summer Session begins on May 30. Catalogs are



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available from the Division of Continuing Education (603-862-2015). You may enroll by phone at the same number. For information on course content, call the horticulture program at 862-1035. For a free copy of the Thompson School catalog, or for information on full-time or part-time degree programs, call Emily Tousant at 862-3115.

Citizens Advisory Panel Schedules Hearings

(from *Weekly Market Bulletin*, February 22)

Effective August, 1994, the NH legislature passed HB 1512-FN creating a citizens' advisory committee to advise the Pesticide Control Board on matters of public concern with pesticides.

The committee is composed of representatives of the following: UNH Cooperative Extension, chairperson; a town health officer, Audubon Society of NH; NH Farm Bureau Federation; NH Environmental Educators Association; NH Association of Conservation Commissions; Natural Organic Farmers Association; Society for the Protection of NH Forests; and the Division of Public Health Services; there is also one public member appointed by the Governor.

The duties of the committee are (1) to hold at least four regional hearings per year to provide the public a chance to express concerns to the committee and (2) to convey these concerns and recommendations to the Pesticide Control Board, the House Agriculture and Environment Committee, and the Senate Environment Committee.

People who would like to attend one of these meetings may attend one of the following (all begin at 7pm):

- April 19 UNH Cooperative Extension Coos County Office, Lancaster;
 - April 20 Rockingham County Nursing home, Hilton Auditorium, Brentwood;
 - May 3 Health & Human Services Building Auditorium, Hazen Drive, Concord;
 - May 17 Keene State College Science Center, Room 110, Keene.
- For information, contact Stan Swier, Department of Entomology, Nesmith Hall, UNH, Durham 03824; phone--603-862-1159.

SBA Tree Planting Grants Announced

On January 11, the US Small Business Administration and the State of New Hampshire announced that 13 cities and towns will be receiving funds for SBA tree planting projects for the spring of 1995. These communities are: Bartlett, Bradford, Concord, Conway, Durham, Littleton, Manchester, Meredith, New Boston, Orford, Pelham, Portsmouth, and Raymond.

Under the Natural Resources Development Program, an amendment to the Small Business Act, federal funds for tree planting on state or local government land are made available to states which agree to match at least 25% of the grant. Based on the state's population, the Fiscal Year 1994 grant to New Hampshire was \$77,349. The 13 communities whose applications were approved have together pledged matching funds of \$67,598, creating a total of nearly \$145,000 for tree-planting projects.

The program requires the use of small businesses as contractors and businesses interested should contact local governments directly.

The SBA is providing a fifth year of tree-planting funds; New Hampshire's FY 1995 grant is \$60,601; application deadline for local municipalities was February 27; for more: Mary Reynolds at 603-271-2214.)

Events...**Past...**

This year's Farm & Forest (February 2-5) drew good crowds--the Food Festival--a new feature--was well received; "and--it may have been a macho thing--but in spite of the storm, there was a good crowd on Saturday--more people at the auction than ever before; more bidders and more money made...getting home was a little rough..." Planning has started for next year's event.

And the seminar "How to Plant The Tree" in Manchester on February 16 had capacity attendance (120, with 40 on the waiting list) and was "just terrific," with the main speaker, Alex Shigo, receiving a standing ovation. Ninety-five percent of the attendees were from New Hampshire and 55% were from the industry, so the results of the skills learned should be visible in New Hamp-

shire's parks and landscapes.

...and Future.

The Fourth Annual Plant Sale and Rare Plant Auction will be held at the Hay Estate (the Fells State Historic Site at the John Hay National Wildlife Refuge), Rte 103-A, Newbury, NH, on Saturday, August 19 from 9 am until 1 pm. The auction begins at 11:30.

Choice plants and shrubs from specialty vendors will be on sale and there will be guided house and garden tours. Proceeds will benefit the ongoing preservation of the gardens and landscape of the estate. For more, call Ann Loeffler at 603-526-4153 or Mary Williams at 603-526-4719.

There are two Garden Trails now in New Hampshire. One sometimes forgets that there's a vigorous garden and landscape industry in the northern part of the state and a reminder of that is that the Mount Washington Valley Garden Trail (this year's tour

for the public will be August 5-6) was begun 33 years ago by Joan Sherman, co-owner of WMWV, in Conway. Originally a beautification campaign, today it's a highly organized competition and show, with gardens in a wide range of categories (commercial, private, etc.) competing for prizes and prestige. After the judging, the public can take a self-guided tour.

The newer trail is the Seacoast Garden Trail, organized last year by Beth Simpson, Rolling Green Landscaping & Nursery, Greenland. The dates for this self-guided tour are July 14-15. Seacoast entry blanks are available April 20.

Information: for the Mount Washington Valley Trail, the person to call is Margo Ellis at 603-367-8587; for the Seacoast trail, it's Beth Simpson at 603-436-2732.

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Events...

Past...

New England Grows, the result of a merger of four regional trade shows (those of the New England Nursery Association, the Associated Landscape Contractors of Massachusetts, the Massachusetts Arborists Association, and the Massachusetts Nursery & Landscape Association) and co-sponsored by 20 other regional associations, saw record turnout at Boston's Hynes Convention Center in January. The 8200 attendees (a 24% increase over last year) could visit 730 display booths or sit in on any of 20 educational sessions. There was also a NE Grows job center where employers and job seekers could advertise their needs. A new feature was the donation of NE Grows research grants to the University Cooperative Extension Systems of the six New England States.

Next year's show is scheduled for February 1-3. For information, call 508-653-3009.

...and Future

On Thursday, August 24, rain or shine, what is billed as "the biggest distributor show for greenhouse and nursery supplies in the Northeast" will be held at Griffin Greenhouse & Nursery Supplies at 1619 Main Street in Tewksbury, Massachusetts.

This 8th biennial open house features a trade show (over 75 exhibitors) and a speaker program ("highly-recognized speakers, diversified topics"). Lunch and refreshments will be provided by Griffin. There is plenty of free parking.

"If you have any questions, call us at 508-851-4346."

New President

Sara Jane von Trapp was elected president of the New England Nursery Association (NENA) at the NENA annual meeting on January 27, 1995 in Boston.

Jane and her husband Chris are co-owners of von Trapp Nursery, a

16-year-old wholesale nursery and residential landscape construction company located in Hinesburg, Vermont. Jane is also the author of *Landscape Doctor*, a consumer-oriented problem/solution book published by Chapters Publishing, Shelburne, VT. Jane, Chris, and their three children live in Charlotte.

PPGA Takes USDA to Court

The Professional Plant Growers Association (PPGA) filed suit February 13 against a proposed rule change to further relax plant quarantine laws to allow importation of certain commercial plant genera in approved growing media.

In its complaint, PPGA describes the Animal and Plant Health Inspection Service's (APHIS) proposed rule change as "arbitrary and capricious," as well as "an abuse of discretion." These changes were to take effect February 13 following a final notice published in the Federal Register on January thirteenth.

The rule change would allow the importation of plant genera Ananas, Alstroemeria, Anthurium, and Nidularium in "approved" media which would include peat moss, clay pellets, rockwool, and certain starch material.

PPGA's primary concern is that APHIS is making decisions of quarantine significance without benefit of sound scientific research. "APHIS has



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My point behind all this is, "Try to take the guesswork out of your business." There is nothing more definitive than having in front of you printouts of tissue and media samples of both a problem and a control plant. Labs like the Scotts Company's can give you results in 48 hours.

A commercial horticultural lab best suits our soilless mixes. The testing there is quite different than that of an agronomic lab. Agronomic labs that test field soil grind the soil to extract any potential nutrients that could be released to the plant. With soilless mixes, we don't expect the mix to give up many nutrients: we've control everything--the pH and all the fertilizers the plant receive. So when we test, we check only what is available today--in essence, leach running out of the bottom of the pot.

A tissue sample can show how the plant is reacting to the soil. Disease cultures are more complex, requiring more time to isolate and (if necessary) grow in the lab. Then, by the process of elimination, we can make recommendations and suggest how to avoid the problem in the future.

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



Perennial Herbal Vines

There are many interesting vines to use in the landscape. Here I talk about those with herbal uses—a special fragrance, medicinal properties, culinary uses.

Vines can provide a strong degree of definition in an herb garden design. They can block undesirable views, provide a background for other, more colorful, herbs, and when trained on arbors or pergolas soften the lines of the structure and provide shade over a comfortable garden bench.

In searching for "different and unusual" as well as herbal, I went first to my memory—to the **Dutchman's Pipe** (*Aristolochis macrophylla* (syn *A. durior*) rambling all over the veranda on my grandmother's northern Vermont home, creating a cool dark hideaway for us to play in when we visited. I searched through all my herbal books, hoping to find an herbal use for this plant. Finally I found one—a mention of a medicinal use in an old kitchen herbal. I also decided that its use as a shade plant over an arbor in an herb garden would earn it a place on my list. A twining vine that grows well in sun or partial shade, it has big heart-shaped leaves and unusual green and purple flowers that look like miniature leprechaun pipes. We used to pretend to smoke the little pipes and make hats out of the big leaves, using twigs to hold them together.

My next choice is very exciting. It is only hardy to zone 5, which leaves

out much of New Hampshire, but here it is anyway. *Akebia quinata* (or **Five-leaf Akebia**) has, according to one of my favorite garden writers, Allen Lacy, small chocolate-scented rose-purple flowers in spring. The vine will grow in partial shade or sun and will not get rampant in this climate. According to Lacy, this climate keeps it under control—for-like many vines—it can be a nuisance in warmer climes. He also states that it may not fruit in this zone either, although he admires the large purple or cream-colored fruits that hang down and look like mangos. Wayside Gardens describes its semi-evergreen foliage as ornamental and dainty, but the plant itself as "a very sturdy grower that can be easily kept in bounds by pruning." The Brooklyn Botanical Garden calls it "one of the best foliage vines for the North." For all those attributes—and especially the fragrance—I want to give it a try. If any of you growers out there already carry it, give me a call.

The **Hops Vine** (*Humulus lupulus*) has long been known as an herbal plant. The female flowers are used for making beer and have medicinal uses as well. Dried and stuffed into pillows, the fragrance of the hops flowers is considered to be sedative and the use of such "sleep pillows" was very popular in Victorian times. The clusters of flowers, which look like small green pine cones, are also used in dried arrangements and wreaths. This perennial vine is grow-

ing at the site of Celia Thaxter's garden on Appledore Island and also at the Thomas Bailey Aldridge House at Strawberry Banke. It's a hard one to get started, but once established, watch out. Give it plenty of room.

Ground Nut Vine (*Apois americana*) is a native legume vine that I would like to find. It's a hardy shade-loving vine that dies back to the roots every year, which no doubt keeps it in bounds. It flowers in mid-August, producing clusters of fragrant coral and white pea-like blossoms; in the fall, it produces a crop of edible nutty tubers which East Coast Native Americans used to harvest for food. They are described as tasting like a potato or Jerusalem artichoke.

Finally, there is a Clematis vine that fits into the herbal category. **Traveler's Joy** (*Clematis vitalba*), with its fluffy whorled seed heads and light sweet fragrance, is said to have edible sprouts. I like the seed heads for arrangements, but you must pick them early, before they become fragile and shatter. Because it flowers in late summer/early fall with a shower of creamy white blossoms, it is a marvelous accent in the autumn garden.

These are some choice perennial vines. There are some wonderful annual vines for the herb garden as well. Maybe next time....

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

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produced a rule change in which they would not or could not completely assess the potential risks of pathogens associated with the genera in questions. Several scientists whom APHIS invited refused to participate because of inadequate methodology," said Dr. William Carlson, Executive Vice President of PPGA and a professor of horticulture at Michigan State.

Greenhouse Geranium Pest Alert

(from American Association of Nurserymen Update, February 27, 1995).

Two pests not known to be established in the US have apparently entered on geranium cuttings imported from the Canary Islands. The first, *Helicoverpa armigera* (Old World Bollworm) has been found on geraniums in an Oregon greenhouse. The second, *Chrysodeixis chalcites* (tomato looper or golden twin spot) has been found in an Ohio greenhouse. Both are considered economically important pests.

Eradication efforts and investigation of import and distribution documents are underway by the USDA and state plant health officials. Any growers who have received geranium cuttings from the Canary Islands between mid-November, 1994, and February ninth should contact their state department of agriculture and request a prompt inspection. Failure to do so could result in emergency quarantine actions, including stop-sale and treatment orders, during the spring shipping season.



The Green Spot

ONE WAY TO KEEP PESTS AWAY FROM YOUR GREENHOUSE plants is to incorporate screens into your pest control program. However, screens are not for every grower.

Screening may be needed if: you don't have the time or facilities to quarantine or inspect new material; if you are in--or adjacent to--an area that has very high numbers of pests; you treat crops regularly with chemical substances and have thus eliminated natural predator populations.

Screening may not be needed if: you carefully inspect or quarantine new plant material; you're in an area with little pest pressure; you only spot-treat with chemical substances in order to spare your pests' natural enemies and prevent the development of resistance. Screens are usually either "anti-virus" or "anti-thrips." Anti-virus screens have openings of around 0.0105 x 0.0322 inches with a shade value of about 20%, depending on mesh, thread size, and weave. These are useful in barring common pests such as whiteflies, aphids, leaf miners, and about 80% of western flower thrips.

No-thrips screens have openings of about 0.0059 x 0.0059 inches, a shade value of about 33%, and will exclude 100% of western flower thrips, along with all of the other pests mentioned.

Drawbacks to screening include cost, reduced light and ventilation, appearance (customers can't see the plants from outside), and the obstruction of natural enemies.

Advantages include pest exclusion in an isolated micro-environment that keeps introduced biological agents in with the crop, less disease (if ventilation and air flow are adequate), and shade in summer.

Mike Cherim, owner of The Green Spot, a company supplying biological pest control agents and related supplies, can be reached at 603-942-8925.

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Publications Available

Two publications are available from the Ohio Florists' Association (OFA). The third edition of *Tips on Growing Bedding Plants* is a 164-page text with 132 full-color photographs and 16 black-and-white charts, that "provides information about producing quality bedding plants for both novice and experienced growers." This book is available to OFS members for \$22 and to non-members for \$27.

"Compiled through the combined efforts of 19 floriculture and industry members who have worked in specific areas of production and marketing of hanging baskets," the first edition of *Tips on Growing and Marketing Hanging Baskets* provides "the most comprehensive up-to-date information available." This 88-page book containing 69 color figures and 29 tables is available to OFS members for \$18 and to non-members for \$23.

Postage and handling costs for each are \$5 for the first copy and \$2

for every copy thereafter.

To order, contact the Ohio Florists' Association, 2130 Stella Court, Suite 200, Columbus, Ohio 43215-1033. The phone number is 614-487-1117.

Also, the *New England Greenhouse Floricultural Crop Pest Management and Growth Regulation Guide, 1995-1996*, published in conjunction with the New England Greenhouse Conference and sponsored by the six states' Cooperative Extensions and state grower associations, is now available. This 110-page publication probably has the most up-to-date information on the constantly shifting rules and new products. It costs ten dollars; it should be available at your local Extension office.

(Also--copies of the 1994 *New England Greenhouse Conference Proceedings*, a 241-page compilation of short papers from 64 of the educational sessions, are available for \$10.00 each. To order, send a check payable to NEGC to: R.J. McAvoy, 1376 Storrs Rd., U-67, Storrs, CT 06269-4067. Include \$2.00 shipping

and handling for each order.)

The First True Mini Alstroemeria

(from *Greenhouse Grower* February, 1995)

Dutch breeders and researchers have produced the first true mini-Alstroemeria--"Little Star." "Little Star" boasts a vase life of 2-3 weeks and its flowers and stem length (27 inches) makes it adaptable for use in both single and mixed bouquets.

"Little Star" produces 5-8 flowers (with diameters averaging 1.4 inches) per stem. The color on the blossoms changes from yellow to yellow-orange from the petal edges to the bottom of the calyx. The tops of the petals show a small green dot and sometimes a small reddish brown line is visible toward the center of the bloom.

This cultivar is available through Dutch auctions throughout the year. For more, contact Public Relations Marketing, Inc., Box 749, Glenwood Landing, NY 11547; phone: 212-980-8078.



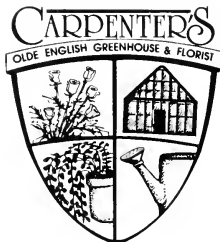
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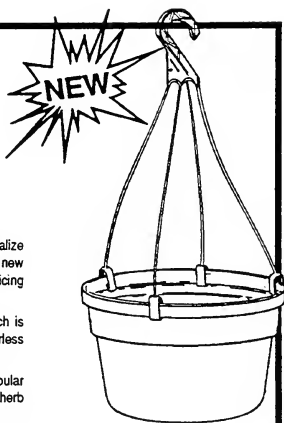
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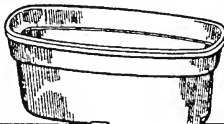


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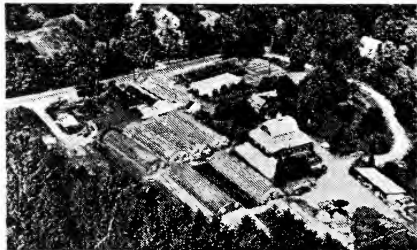
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BECAUSE New Hampshire's scenic beauty contributes to the quality of life for its visitors and residents alike, maintaining environmental quality should be everyone's concern. Despite increased awareness about environmental issues, the activities of those who live near our lakes and rivers could adversely affect the quality of those waters. As a green industry professional, you can help educate your clientele about landscape practices that will help maintain the quality of New Hampshire's water resources.

Land-use activities within a watershed, especially along shorelines, can have a tremendous impact on the quality of adjacent surface waters. Given that the protection of New Hampshire's shorelands is essential for maintaining the high quality of the state's public waters, the Comprehensive Shoreland Protection Act (RSA 483-B) was recently enacted and became effective on July 1, 1994. This act applies to all lands located within 250 feet of the ordinary high water level (reference line) of publicly owned lakes and impoundments, certain major rivers, estuaries, and coastal waters. It establishes minimum standards for the use and future development of these designated shoreland areas. The New Hampshire Department of Environmental Services has developed a four page synopsis which provides information about the act (technical bulletin # NHDES-CO-1994-2).

In the spirit of stewardship, people who own land and homes on New Hampshire's lakes, ponds, and streams can play an important role in preserving the quality of our public waters. By considering some of the following landscaping techniques, shoreland residents can help protect our ground and surface waters for all to use and enjoy.

Fertilize Properly.

The law states that "no fertilizer, except lime or wood ash, shall be used on lawns or areas with grass on residential properties" within this 250-foot zone. Although vegetable gardens and ornamental plantings are not specifically included in the act, the first step in any fertilization program is to have your soil tested—and then follow the recommendation. UNH Cooperative Extension offers a soil testing service that can determine soil nutrient needs and the best type and amount of fertilizer to

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use. Soil test kits are available at local, county UNH Cooperative Extension offices.

Since lawns within this 250-foot setback are specifically restricted to only applications of lime or wood ashes which can raise soil pH, a soil test is even more important for promoting healthy turf. A soil test, invaluable in determining and—if necessary—in raising the soil pH, will enable turf to make the best use of available soil nutrients.

Water Wisely.

Over-watering can greatly increase the movement of nutrients and other substances into groundwater. For most growing situations, about one inch of rainfall per week, either natural or artificial, is sufficient for adequate growth. The addition of organic matter to soil, the use of mulches, and the application of xeriscaping techniques—landscaping to minimize water use—can further reduce the need for supplemental water. These practices will help conserve a valuable natural resource and will help reduce the potential for nutrients and sediment to affect our ground and surface waters.

Proper Turf Management.

Since fertilizer applications are prohibited on residential lawns within this shoreland zone, proper turf management takes on renewed importance. Grass kept at a height of two and one-half to three inches during the months of July and August can withstand heat and drought stress better than closely clipped grass. This higher mowing height encourages deeper rooting, thus reducing the need for frequent watering. It will also allow turf to more successfully out-compete broad-leaved weeds, reducing the need for weed control.

In addition, unmown grass tends to make a very good erosion and nutrient barrier. Its fibrous root system and dense top growth can greatly slow and reduce surface runoff and help to intercept nutrients and pesticides.

Other techniques, such as mowing frequently, removing no more than a third of the leaf blade, and leaving clippings on lawns, can conserve soil nutrients and help build soil organic matter. County UNH Cooperative Extension offices have fact sheets available to assist with turf management.

Plants for Buffer Zones

Grow Low-Maintenance Grasses.

Due to lower maintenance requirements, there is increased interest in and research devoted to the development of dwarf turf grasses. These grasses, such as fine-leaf fescues and perennial ryegrass, perform well with lower inputs of fertilizer, water, mowing, and pesticides. Dwarf turfgrasses are survivors under adverse conditions—including our infertile, acidic soils—and tolerate shade, drought, most pests, and cold temperatures. Several new varieties have been developed especially for home landscape use. Since many of these new dwarf turf grasses may only be limitedly available from local suppliers, you may need to contact producers directly. A recent Extension publication, *Low-Maintenance Turfgrass for Landscapes and Commercial Agriculture*, is now available to assist in successfully using these newer turf types.

Use Alternative Landscaping.

Using alternative landscaping techniques, such as groundcovers, rock gardens, or shrubs mulched with bark or stones, can greatly reduce the need for turf areas and can help reduce or eliminate fertilizer and water needs, helping to prevent ground and surface water pollution from shoreland areas.

Most perennial plants can make adequate growth with relatively low inputs of additional nutrients. Proper plant selection and the use of organic mulches can greatly minimize the need for applying additional fertilizer.

Maintain Natural Buffer Areas.

Keeping a portion of a property between lawns or gardens and any stream, pond, or wetland in native vegetation will help reduce the impact on surface waters. According to the Shoreland Protection Act, where existing, a natural woodland buffer shall be maintained within 150 feet of the reference line. The act also specifies what type of vegetation

Trees

- Balsam Fir (*Abies balsamea*)
- Fraser Fir (*A. fraseri*)
- Red Maple (*Acer rubrum*)
- Sugar Maple (*A. saccharum*)
- Shadbush (*Amelanchier* sp.)
- Yellow Birch (*Betula alleghaniensis*)
- Black Birch (*B. lenta*)
- Paper Birch (*B. papyrifera*)
- White Ash (*Fraxinus americana*)
- Green Ash (*F. pennsylvanica*)
- Carolina Silverbell (*Halesia carolina*)
- Black Tupelo (*Nyssa sylvatica*)
- White Spruce (*Picea glauca*)
- Red Pine (*Pinus resinosa*)
- Scotch Pine (*P. sylvestris*)
- White Pine (*P. strobus*)
- White Oak (*Quercus alba*)
- Swamp White Oak (*Q. bicolor*)
- Pin Oak (*Q. palustris*)
- Red Oak (*Q. rubra*)
- Canadian Hemlock (*Tsuga canadensis*)

Small Trees/Shrubs

- Amur Maple (*Acer ginnala*)
- Bottlebrush Buckeye (*Aesculus parviflora*)
- American Hazelnut (*Corylus americana*)
- Pagoda Dogwood (*Cornus alternifolia*)
- Silky Dogwood (*C. amomum*)
- Gray Dogwood (*C. racemosa*)
- Redosier Dogwood (*C. sericea*, formerly *stolonifera*)
- Hawthorn (*Crataegus* sp.)
- Sweet Pepperbush (*Clethra alnifolia*)
- Common Pearlspur (*Exochorda racemosa*)
- Large Fothergilla (*Fothergilla major*)
- Common Witchhazel (*Hamamelis virginiana*)
- Bayberry (*Myrica pensylvanica*)
- Ironwood (*Ostrya virginiana*)
- Mugo Pine (*Pinus mugo*)
- Beech Plum (*Prunus maritima*)
- Azalea (*Rhododendron* sp.)
- Rhododendron (*Rhododendron* sp.)
- Rose (*Rosa* sp., avoid *R. multiflora*)
- Snowberry (*Symphoricarpos albus*)
- Coralberry (*S. sp.*)
- Winterberry (*Ilex verticillata*)
- Highbush Blueberry (*Vaccinium corymbosum*)
- Hobblebush (*Viburnum alnifolium*)
- Koreanspice Viburnum (*V. carlesii*)
- Arrowwood (*V. dentatum*)
- Blackhaw Viburnum (*V. prunifolium*)
- Nannyberry (*V. lentago*)
- Sargent Viburnum (*V. sargentii*)
- American Cranberrybush (*V. trilobum*)

Vines and Ground Covers

- Bearberry (*Arctostaphylos uva-ursi*)
- Ginger (*Asarum* sp.)
- Astilbe (*Astilbe* sp.)
- Bunchberry (*Cornus canadensis*)
- Sweet Fern (*Comptonia peregrina*)
- Barrenwort (*Epimedium* sp.)
- Wintergreen (*Gaultheria procumbens*)
- Sweet Woodruff (*Galium odoratum*)
- Cranesbill (*Geranium* sp.)
- Hosta (*Hosta* sp.)
- Candytuft (*Iberis sempervirens*)
- Allegheny Pachysandra (*Pachysandra procumbens*)
- Canby Paxistima (*Paxistima canbyi*)
- Virginia Creeper (*Parthenocissus quinquefolia*)
- Lowbush Blueberry (*Vaccinium angustifolium*)
- Mountain Cranberry (*V. vitis-idaea*)
- Ferns (several species)

management activities may or may not occur in these areas. Buffer areas will help to remove nutrients that might be included in the runoff from lawn areas during intense rainstorms and snow melt. These areas also provide food and habitat for birds and other wildlife. Many native shrubs and ground covers would be good choices for these buffer areas, especially those with dense surface-root systems. Trees are important plants for buffers, too, but too much shade at ground level may inhibit the growth of many understorey plants.

Good site analysis and evaluation is critical for successful planting of buffer areas. Knowing the existing growing conditions—sunny or shady, dry or moist—is essential for proper plant selection. The selected list of native and appropriate non-native plant materials on this page represents some good choices, depending on site conditions, for both buffers and naturalized landscape areas. In some cases, a particular variety or cultivar may be a better choice over the unimproved species. Because of the diversity of available plant materials, other plants not listed may be good choices, too. Also, numerous herbaceous perennials, both native and exotic, can make excellent naturalized ground covers.

By helping to make the public aware of the need for protecting water quality through appropriate shoreland landscaping practices, the horticultural industry can contribute not only to client education, but to ultimately helping preserve the quality of the State's water resources for all to use and enjoy.

Ralph Winslow is Extension Educator, Agricultural Resources and Community Development, at Belknap County UNH Cooperative Extension, PO Box 368, Laconia, NH 03247. If you have any questions or comments, he can be reached at 603-542-1737.

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Jacques

"JUST DO IT."

When you first enter, you're in an atrium that rises two stories to a skylight in the roof. In spite of the space, the shop seems full--cluttered in the way a place can get when a lot of things are happening all at once.

The atrium is filled with hanging plants and clusters of baskets ("we use the baskets for all kinds of things--gift baskets, arrangements: the designers like a lot on hand"); buckets of freesia and iris are on the floor in front of the cooler (designers work in the room behind it). Beyond the cashier's counter to the right is a small greenhouse--house-plants and--under a section covered with fabric--gourmet foods and wine ("business clients like these"). A passageway seems to lead to another greenhouse; on the left, stairs lead to a second floor--silk flowers, a consultation area, an office....

It's full of history as well. Jacques began in 1913 when a shoe shop worker, O. Raoul Jacques, began growing bedding plants in back of the three-story tenement on Lowell Street where he lived.

He had four children. Three moved on to other things, but his youngest daughter, Coulombe, after graduating from high school in 1924, asked if she could sell cut flowers as part of the business. Her father agreed. Coulombe ("a woman far ahead of her time") commuted to Boston for five months to learn floral design and Jacques became a flower shop.

In 1950, Coulombe married Larry Lagasse, a shoe shop worker with a greenhouse in the back of the three-story tenement on Front Street where he lived.

In 1951, they built the building on Front Street along with the smaller (12x26) greenhouse. This wood and glass structure is the same one in use today, "with enough glass in storage for repairs for the next hundred years."

In 1961, Jacques expanded again--a 30x50 greenhouse was built. And in 1974, the second floor was added.

By then, Paul Godbout was involved. His family had always bought flowers at Jacques--his parents had bought their wedding flowers at the Lowell Street shop in 1946--and Paul carried on the tradition. In 1974, Paul was a traveling salesman for Kalwall with an MBA and a growing family who wanted a business of his own. A stop to buy flowers for Nancy at the birth of their second child started a chain of events and coincidences that led to his owning the shop.

At the time, Paul "had no cash, no capital, no reserves" and neither he nor Nancy knew anything about the florist trade--but a deal was worked out; suppliers extended credit; Coulombe stayed 30 days to help out--"on the first day, she showed me how to make a bow..."

Nancy went to Simmonds Floral School in Wellesley; Paul has never had any formal training. Looking back, Paul says it was a tremendous advantage--"we had no preconceived notions--and that let us be open to a lot of new ideas--ideas that a professionally-trained owner might not have considered. I remember one St. Patrick's day, we had a keg of green beer in the shop. It was crazy--probably now it's illegal--and maybe only a handful of customers actually had a glass. But people remembered--'hey, there's that shop that served green beer'--and came back."

"But your success," Paul warns, "contains the seeds of your destruction--you tend to repeat the ideas that are successful and stop looking for new ways to do things."

"Basically, when we took over, Jacques needed new energy--Coulombe and her two assistants were all over 65--they just couldn't handle the everyday hassles: the

moment you take the phone off the hook because you don't want to deal with phone calls is the time to find someone younger and more energetic to help out."

BY 1988, PAUL OWNED four shops in Manchester--Jacques, Fleur-de-Lis on Elm, Stache's on Second, Chagnon's on Amory. "All were run by older people who simply wanted out--a lot of things had been let go--but customers were still loyal--people like to deal with people they know. When an owner leaves--even though the new owner might offer better service--people are still loyal to the first: a new owner always has to build his own core loyalty."

People like accessible locations. The Elm Street shop was sold to its manager. "She offered a great product, but she made some serious mistakes--she wanted her Saturday afternoons off so she closed the shop then; she wanted everything new (a \$22,000 delivery van was one of her purchases) and out spent her capital; she moved the location to the Willow Street Mall, a small plaza with only one access; and she didn't advertise--people couldn't find her. She went out of business."

One of the more problematic aspects of Jacques is its lack of accessibility. Located in a small mixed commercial/residential area at the foot of the Amoskeag Bridge on the side of the river opposite downtown Manchester, it can be reached only by taking a left-hand turn that no one would expect to go in that direction. So Paul advertises--heavily--in newspapers, on radio and TV. "You have to have good quality and good service--a lot of people do--but it doesn't make any difference if no one knows about it."

Advertising has increased business--Jacques is currently the top FTD sender in New Hampshire (6904 orders in 1994) and the 132nd highest

in the country.

There's phone access and also access by car. Paul's second shop, Chagnon/Stache, located in the Pinardville section of Goffstown, is a new (1989) retail/office structure (Paul rents the building). Spacious and efficient, without the cozy charm of Jacques' warren of spaces, it does only a third the business of Jacques, but because it has plenty of parking and is clearly visible on a main thoroughfare, far more of it is walk-in. "When we first opened--on Palm Sunday, 1992-- even before the sign was up, walk-in business was higher than Jacques."

If there's a long-term trend, it's probably the increasing sales of outdoor garden material. At Chagnon/Stache, poly greenhouses around the parking lot are filled with bedding plants and perennials in the spring and summer (one house is devoted to nothing but impatiens) and mums in the fall. Basic shrubs and gardening supplies are sold here too.

PAUL REMEMBERS the Worlds Cup for Floral Design, an international competition for designers held every four years, that he and Nancy attended in Stockholm in 1993. The designs--"way out, using material we've never seen here, with no traditional sense of line or direction... ten designers were on stage; each had a four-foot globe with which they could do what they wanted with whatever flowers they wanted...an auditorium filled with 10,000 people cheering and carrying on like it was a sporting event...a woman won--usually it's a man--but this time the winner was a woman from Great Britain."

Events like this are important sources for new ideas; they also help put things in perspective: "I'm not a designer--there are very few real designers; at best I'm a good copier--I can copy well what I see in a book."

Vacations are also a time to re-

fuel. On a recent trip to Florida, he and Nancy brainstormed on the way down and came up with a half-dozen pages of possibilities. Some were just foolish ("a six-week vacation for everyone"), but others...he's intrigued by the idea of basing employee pay on performance--the number of calls taken, the number of designs made, then docking pay for complaints--"everything's on computer now, so it could be done", and adding a share of the bottom line.

“But your success,” Paul warns, **“contains the seeds of your destruction-- you tend to repeat the ideas that are successful and stop looking for new ways to do things.”**



The idea is probably not feasible, but the idea of the individual's responsibility for his own actions is. "We have no rules," Paul says. "We see each sale as an individual transaction. If someone wants to do something, I ask 'Well, how would you do it?' and if it sounds reasonable, I say, 'Go for it.' I let the employee decide. There's no official policy--if a customer has a complaint, we listen and if it seems justified, we rectify it; if someone calls and wants an arrangement delivered in two hours we don't say, 'our policy is...'. If the truck's leaving in an hour and we think we can do it, we say we can; if we can't, we explain why. Sure, some people get mad, but most appreciate the honesty and just plain common sense."

He goes on: "The worst thing a business can do is to create standardized policies that are basically negative--'We will not give refunds; 'We do not deliver...' Customers find that unfriendly. You should always be flexible and remember who's serving who."

JACQUES DELIVERS in four communities--Bedford, Goffstown, Hook-

set, and Manchester; for others he uses only one wire service--FTD. FTD was member-owned, but recently members voted to sell the wire service to Richard Perry, a private investor.

What will happen? Paul will stay with FTD--"for awhile, anyway," but "there will be a lot less loyalty." Although there are lots of wire services to choose from (he mentions the recent growth of 1-800-FLOWERS), he sees another trend: more individual customers calling directly to the locality in which the flowers are to be delivered rather than going through a florist near them: "More and more florists are getting 800 numbers--we get calls from all over the US."

Jacques not only has an 800 number and a FAX number, but an E-mail number as well. "The Wave of the Future--it's still probably going to be product, but the biggest profit goes to the shops that can send out the most orders."

There are other sources of new revenue. Two days of visiting area businesses last December convinced Paul that he hasn't even begun to tap into the supplying of plant material for commercial accounts. Of course, more work at Christmas when you're already stretched to the limit may not be what you want--the best accounts would be year-round. But, "there's as much out there as you want--you just have to have the energy to go after it."

If there's plenty of business in New Hampshire, what do customers like? "New Hampshire? Very traditional--old-fashioned. In the wealthier suburbs, people like something different, a little more creative, but even they prefer the traditional. Still, that doesn't mean a standard arrangement can't be well done--it can be the best standard bouquet ever created. You have to remember--people aren't buying the bouquet itself--they're buying what the bouquet can do--express friendship,

sympathy; make the recipient feel good...and if it's well done and delivered on time, they're happy."

So, although the ideas tossed about can have a touch of the fantastic, those carried out are very pragmatic. Improvements are traditional. Wooden carts are being built for use in displaying flowers outside of the Front Street store ("we catch more people when there's a lot of flowers outside"). More TV commercials ("TV works better than radio and it's cheaper too") will be filmed, with son Adam interviewing his mother ("What a good mom...I mean, ah...spokesperson"). And--for better name recognition, the name of Chagnon/Stache Florist will become 'Jacques' as well--a new 20x12 sign will be in place for the spring season.

Easy access to a traditional product and lots of advertising. No four-foot globes filled with exotic flora--but that's the reality of business in New Hampshire. (B.P.)

Jacques is at two locations: 111 Front Street (the phone there is 603-625-5155) and 715 Mast Road (603-625-6909), Manchester 03102.

TIPS FROM THE GRIFFIN GURU



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WHAT STARTED WITH CHARLIE GRIFFIN OVER FORTY YEARS AGO as a small shed filled with supplies has grown into an extensive warehouse operation. We've gone from piling boxes no higher than we could reach to using trucks with boom forks lifting 30 feet in the air. We learned the hard way sometimes--dumping a pile of product on the floor, only to find out that it was in the wrong place: it had to be moved--piece by piece.

As our volume of supplies grew, so did our need for space. After twenty years, we got our first fork truck. And each building we acquired after that is a testament to how well we learned--as the roof got higher and higher--to utilize floor space. We also learned that this way took less labor and that when we purchased by pallet, we saved money as well.

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PHOTOGRAPH BY MIKE LOWE

Aicha

Roses

Twenty of the Best Hardy Roses for Nurserymen Selling Roses in New Hampshire

Mike Lowe

The hardest task in finding a supply of hardy roses is knowing them when you find them. First, you must realize that all Hybrid Teas and Floribundas and those called "English roses" are not hardy here in New Hampshire without some winter protection.

But many roses are. Almost all the once-flowering old garden roses are hardy in most areas of the state. The exception is north of the notches where winter protection is a must for all but the *Spinossimas* and a very few others.

Here are the ten best once-flowering roses--in no particular order.

CELSIANA. Damask. 1750. Light pink semi-double four-inch flowers showing beautiful golden stamens, in clusters of 3-5 blossoms. Bush to five feet, with slender graceful canes and gray-green leaves.

CHARLES DE MILS ("Bizarre Triumphant"). Gallica. 1841. Four-inch flowers mauve with plum-crimson centers, dark purple edges; double and well-quartered. One of the best examples of quartering. Fragrant. Bush to five feet. Dark green foliage on reddish canes. A strong grower.

DUC DE CAMBRIDGE. Damask. 1848. Flowers--bright dark pink centers, outer petals medium pink, full, very double, and large. Foliage dark green, edged reddish brown in spring. Bush vigorous to five feet. Suckers on own roots.

HEBE'S LIP. Eglantine. 1912. Flowers flesh-colored with red-tipped petals and buds--semi-double, large, profuse, in clusters of five or more. Sets hips well. Flowers are Damask in fragrance; bush has Eglantine (sour apples) fragrance. Bush vigorous--six feet high, six feet wide. Hardy to Zone 3.

MARECHAL DAVOUST. Moss. 1851. Bright medium pink-rose flowers--double, cupped, in clusters of 3-5. Bush vigorous, five feet high, four wide. Floriferous. Deep dark green. Moss reddish green, plentiful.

MME. PLANTIER. Alba. 1835. Flowers white, changing from pure white to creamy, very double. Does extremely well on its own roots. Bush large, good for stone walls--it scrambles.

ROSA CENTIFOLIA. 1596. Medium pink to clear deep pink flowers--full double; flat, slightly cupped at edge when expanded. Vigorous to five feet. Long blooms in late June.

ROSA MUNDII. Gallica. 1581. Flowers bright pink-and-white stripes--semi-double. Two and one-half to three feet high. Good for small gardens--used extensively in early herb gardens.

ROSA SETIGERA (*Rosier d'Amerique*). 1810. Bright pink flowers--single, in large clusters up to 25 blossoms. Blooms late--mid-July/mid-August. Disease resistant. Grows extremely well on its own root.

UNIQUE PANACHEE. Centifolia. 1821. White flowers, striped with light pink--full, large, double with narrow petals twisted to form rays around a button center. Sometimes confused with York and Lancaster, but by far the better variety.

The following are ten of the best repeat-flowering roses. Keep in mind that most miniature and Rugosa roses are very hardy.

AICHA. 1966. Three-inch flowers--deep ocher-yellow fading to lighter tones, ten petals, semi-double. Buds long and pointed. This is a fairly new *Spinossima* hy-

brid from Peterson in Denmark; it has a very strange reflowering habit in that it blooms in mid-June on old wood and then immediately reblooms on new wood, extending the spring flowering season from four weeks to six; then it doesn't bloom again until September. Its growth habit is also a bit unusual here in Nashua--budded on *Canina laxa*, the bush is ten feet high and six feet wide after three years. On its own roots, it's only four feet by three. And on *Multiflora*, it is six feet by four. All have survived with little or no dieback. (Note: bud unions are buried two inches below the ground.)

AMANDA PATENOTTE. 1844. Flowers dark rose (fuchsia), medium, full, globular, very old-fashioned in form, fragrant--in clusters of 3-5, repeats very well. This is the hardiest of the old Damask Perpetuals and really is perpetual, giving at least three flowerings a season (weather permitting). Bush large and spreading--three to four feet high and wide. (Note: it is sold under various names ("Glendora Damask," "McGregor's Damask," etc.) in addition to the one above.)

EUGENIE GUINOISEAU. 1864. Moss medium red. Flowers reddish cerise changing to reddish violet, full double, large, in small clusters of one to five. Bush vigorous, upright, four feet high, two wide. Remondant (blooms in the spring and the fall).

MORDEN CARDINETTE. 1980. Shrub Explorer Series. Flowers cardinal red, double (25 petals) in clusters of five to fifteen, only slightly fragrant. Bush small, compact--three by three feet. Excellent for small garden. I've had this six years--needs no protection (at temperatures of -35F, tips do die back).

ROSA MULTIFLORA NANA ("The Gift"). Dwarf repeat non-climbing form of *Rosa multiflora*. Large clusters of 30-40 blooms of signal-white half-inch flowers from June until frost. As the numbers of flowers decreases in the fall, they are augmented by thousands of red hips. Bush three feet high, six feet wide.

ROSARIUM UETERSEN. 1977. Climber with deep coral pink blossoms. Buds are ovoid; flowers very double, fragrant, three inches across. Blooms from June until

frost. Foliage large, glossy, with vigorous climbing growth. I use this rose as a ground cover. It dies back above the snow line, but always comes back for me. (I've had it twelve years.)

SARAH VAN FLEET. 1926. Medium pink. Flowers--wild rose-pink, semi-double, loosely cupped, large, very fragrant. Recurrent bloom. Foliage leathery. Compact upright growth. (A word of caution: this is a Rugosa; do not spray Rugosas: they are phytotoxic--the leaves fall off if you spray them.)

STANWELLS PERPETUAL. *Spinosissima* x Damask. 1838. Flowers soft blush-pink, sometimes almost white, very double, flat with a button eye. Slight damask fragrance. Bush small, bushy, spreading--two feet high by three wide. Repeats well. Very hardy.

THERESE BUGNET. 1950. One of the 'Bugnet' series of Rugosas hybridized by Percy Wright--not the best (my personal preference being Maria Bugnet), but surely the best-known. Flowers deep dark pink fading to light, four inches across, double with 25 petals, in clusters of three to five. Bush stiff and upright. Canes dark magenta-red--almost black--in spring (be careful not to prune live canes just because they're black).

WILLIAM BAFFIN. 1983. One of the new Explorer series from Agriculture Canada. WOW--now, here is a landscaper's rose--three-inch flowers deep pink, lighter center, flat, blooming in clusters of thirty on a free-standing bush that--after four years--is ten (yes, ten) feet high and eight feet wide and is completely covered with blooms in the spring and continues to bloom sporadically right up until frost. (I know--some of our customers will say that it's not yellow or that it's too big or that it has no fragrance, but hey, I'm working on that.)

Most of these roses can be obtained bare-root from Pickering or Hortico in Canada; some from Bailey's in Washington. I am growing all of them here in my small nursery in Nashua. I grow approximately 4000 bushes in my display garden of over 1000 varieties. If anyone needs help, feel free to call me at 603-888-2214.

Mike Lowe is owner and operator of Lowe's Own Root Roses, 6 Sheffield Road, Nashua, NH 03062.

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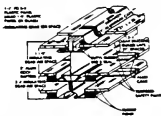
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THE HAIR OF *Mother Earth*

by FRED DABNEY

Maiden Grass (*Miscanthus*)
Photograph by Fred Dabney

In today's fast-paced existence, change is the operative word. This is as true in landscaping as in computers. Today's consumers want new and different ideas: low maintenance landscapes, seasonal color, new and unusual plant varieties, etc. Ornamental grasses fill all these demands.

Grasses have been called "the hair of Mother Earth." Grass exists on every continent. There is not a growing condition where a variety of grass does not appear: from mountain peaks to salt water marshes; from tropical jungles to arid deserts. With New England somewhere in the middle, there are plenty of hardy ornamental varieties suitable even for the most northern landscapes here.

Not only do grasses survive and flourish in varied environments, but they do so in a wide variety of forms and habits. They range from tall growers ten feet high to prostrate forms; from clump growers to vigorous stoloniferous varieties; there's green, blue, and variegated foliage. In other words, there's something for every landscape.

For windy, dry areas (including the seashore), Blue Lyme grass (*Elymus arenarius*) and American Beachgrass (*Ammophila breviligulata*) are suitable. *Elymus* is hardy to zone 2 and *Ammophila* to zone 4. Both are rhizomatous growers, not suitable for a garden, but ideal for erosion control where water is a problem. *Ammophila* is not particularly ornamental, but *Elymus* has bright blue foliage particularly attractive in summer. *Elymus* is also adaptable to wet areas. *Elymus* grows two to three feet tall and *Ammophila*, one to two. Both prefer full sun.

While discussing vigorous growers, Ribbongrass (*Phalaris arundinacea* 'variegata') and Mannagrass (*Glyceria maxima* 'variegata') deserve some attention. Both are hardy to zone 4; both are distinctively variegated; both are adaptable to wet conditions; and both are invasive. Ribbongrass (or Gardener's Garters) has a bright green-and-white vertical variegation. It grows to three feet and can adapt to a wide variety of conditions from the seashore to moist areas with partial shade. Mannagrass has a cream/almost yellow-and-green vertical variegation. This is truly a water plant and can grow on water, but will adapt to drier locations as well, growing one to two feet. While not rock garden plants, these varieties provide color in areas where it is difficult to do so.

Moving into clump growers, there are the relatively low-growing blue fescues (*Festuca glauca*) and Blue Oat

Grass (*Helictotrichon sempervirens*). Blue Fescue is a tight clump grower reaching only twelve to fifteen inches in height and is hardy to zone 4. There are numerous cultivars of much brighter blue foliage than the species. 'Elijah's Blue' and 'Silver Lining' are two excellent examples. These plants prefer full sun and well-drained sandy soil, growing lanky and frequently dying out in the center in partial shade and heavy clay soils. Blue Oat Grass tolerates partial shade and reaches two feet, arching as it grows taller. It is adaptable to a wide range of soil conditions and is attractive either in a rock garden as a specimen or in massed plantings. It is also hardy to zone 4.

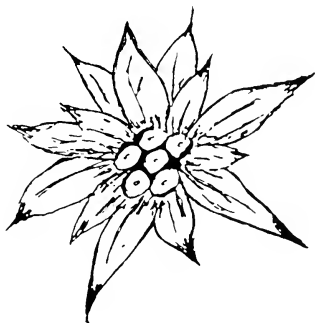
Another attractive small-to-medium-sized clump grower is Moorgrass (*Molinia caerulea*). 'Aurea-variegata' is a low (to 18") clump grower with yellow-and-green vertically striped foliage. Its attractive purple plumes open in late June/July and last into the summer. This prefers full sun, but can tolerate partial shade and is useful either in a rock garden or massed. Taller growers such as 'Windspiel' and 'Skyracer' have green foliage with tall inflorescences reaching six to seven feet in vase-shaped habits booming in the summer. These are hardy to zone 5.

Although hardy primarily in the southern and coastal areas of New England, *Pennisetum* (or Fountain Grass) is worth trying. These are clump growers ranging in height from four feet for *alopecurioides* to six inches for 'Little Bunny'. They bloom in mid summer with masses of pink-to-buff-colored plumes. The annual varieties of 'Rubrum' and 'Burgundy Giant' have purple foliage and maroon plumes and although only annual, are colorful and attractive additions to the summer landscape.

A native to North America, *Panicum virgatum* (or Switch Grass) is a popular companion plant for many summer-blooming perennials. Airy, delicate panicles open in mid-to-late summer and, like many grasses, are effective in dried arrangements. Often used as a background plant, Switch Grass is adaptable to many soil conditions and does well in wet or dry soils. The variety 'Rostrahlbusch' has maroon-tipped foliage and a red fall color. These prefer full sun and are considered hardy to zone 5.

Possibly the most popular of the ornamental grasses are the *Miscanthus* varieties (sometimes called Maiden Grass, Eulalia Grass, Silver Grass, etc.). The common

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names are so confusing that it is best to use the botanical names to insure accuracy. These are all clump growers ranging in height from the dwarf eighteen-inch 'Yaku-Jima' to the stately six-foot 'Gracillimus'. Blooming times range from mid-August to late September/early October. Their plumes are truly impressive in the fall landscape and last well into winter, providing wonderful color against the snow. They are also popular in dried arrangements. Some varieties such as 'Zebrinus' and 'Strictus' have horizontal stripes about an inch apart on each blade and make stunning specimens in the landscape. In northern New England, some varieties are hit by the frost before they bloom, but earlier bloomers such as *purpurescens* and 'Gra-ziella' bloom in August and should be tried. *Purpurescens* has a spectacular red fall color; 'Morning Light' has a narrow blade with a white border that creates a soft pastel appearance in the landscape as opposed to the more pronounced 'Variegata'. Although supposedly hardy to only zone 5, these have occasionally survived in much colder zones.

These are just a few of the many varieties of ornamental grass suitable for New England. So many new varieties are introduced each year that the hardiness is still uncertain on many and research on this is currently underway at the University of Vermont and the University of Maine.

The extraordinary adaptability of these plants to so many different environments makes them a natural for both the novice and the professional. They have no natural diseases or pests and fit into today's low maintenance requirements. The diversity of color, height, texture, and habit gives them a place in any landscape.

Fred Dabney is owner and manager of Quansett Nurseries, 794 Horseneck Road, South Dartmouth, MA 02748 The phone number is 508-636-6931.

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The flow of samples into the PDL has been relatively slow during January and February. The samples were primarily greenhouse crops, although a few specimens of woody shrubs were submitted. Thankfully, there was only one major disease problem that showed up during the last two months. The problem was **botrytis cutting blight** on unrooted geranium cuttings shipped from 'off-shore' sources. Botrytis blight developed within days of receiving the shipment, or in some instances, botrytis was visible on the cuttings at the time of arrival. The symptoms of botrytis cutting blight resemble those of pythium black-leg and include browning or blackening of the stem at the base of the cutting, or at wound sites. Under humid conditions, the typical gray fuzzy mold develops on the blackened areas (and may even be present when the shipment is opened). Besides refusal of infected shipments, your options for control of botrytis blight should include a fungicide treatment of the cuttings at the time of planting. Recommended fungicides include Chipco 26019, Daconil 2787, Ornalin, and Cleary's 3336. Resistance to thiophanate-methyl (Cleary's 3336 and Domain) has been reported in several crops, so if thiophanate-methyl is used, it should be rotated with another fungicide. Cutting back on the frequency and duration of misting should also help reduce botrytis cutting blight.

Thelaviopsis root rot was diagnosed on several geranium samples. The incidence of this fungal root rot on crops grown in soilless media appears to be increasing. Diagnostic labs throughout the northeast have noted thelaviopsis on several crops, including geraniums and

poisetias. Historically, thelaviopsis was usually associated with soil-based media, and the reasons for the shift are unclear. The symptoms include stunting and yellowing of the lower leaves. The irregular black or dark brown lesions typical of thelaviopsis can be found on the smaller feeder roots of infected plants. Fungicide drenches (Chipco, Cleary's, Domain...) are effective in controlling the disease.

A few of the other interesting diseases diagnosed during January and February included **slime mold** on the leaves of New Guinea impatiens and **powdery mildew** on rosemary. Botrytis was not only a problem in the greenhouse but was also causing problems in perennial beds that had been covered with plastic. The unusually warm weather during February and lack of snow-cover created ideal conditions for the development of Botrytis. Two samples, one PJM rhododendron and one unnamed azalea, were received from home owners with heavy deposits of **sooty mold** caused by azalea bark scale.

There have been no major outbreaks of **bacterial blight** on geraniums, although a few cases have been reported in New England. Because of the problems last year, however, I would suggest you continue to inspect and monitor geraniums during the next month or two for **bacterial blight** (see the June/July 1994 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. Other problems to watch out for include **downy mildew** on snapdragon, **impatiens necrotic spot virus** on a wide range of hosts, and the usual **pythium** and **rhizoctonia** root rots. Remember to cut back on watering during prolonged periods of cloudy weather to prevent Pythium and Botrytis problems. Finally, remember nothing beats good SANITATION, good air circulation, and careful monitoring for preventing disease problems (especially during the early portion of the bedding plant season).

Finally, I want to remind everyone of the new fee system for samples submitted to the Plant Diagnostic Lab. Beginning May 1, 1995, the fee will be \$12. per sample. A sample consists of a single plant species and 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). We have avoided charging for samples as long as possible, but due to continued decreases in funding, the fee is necessary to defray a portion of the costs.

If you wish to submit plant material to the PDL for diagnosis, send samples (with a check for \$12.) to: The UNH Plant Diagnostic Lab, C/O Dr. Cheryl Smith, Plant Biology Dept., 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.

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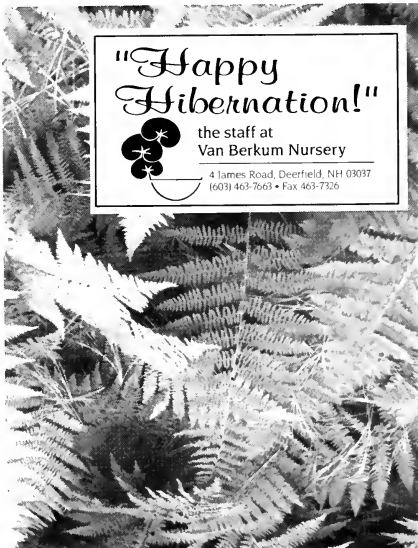
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