

# Digger

AUGUST 2021

LOOK INSIDE



Show Guide



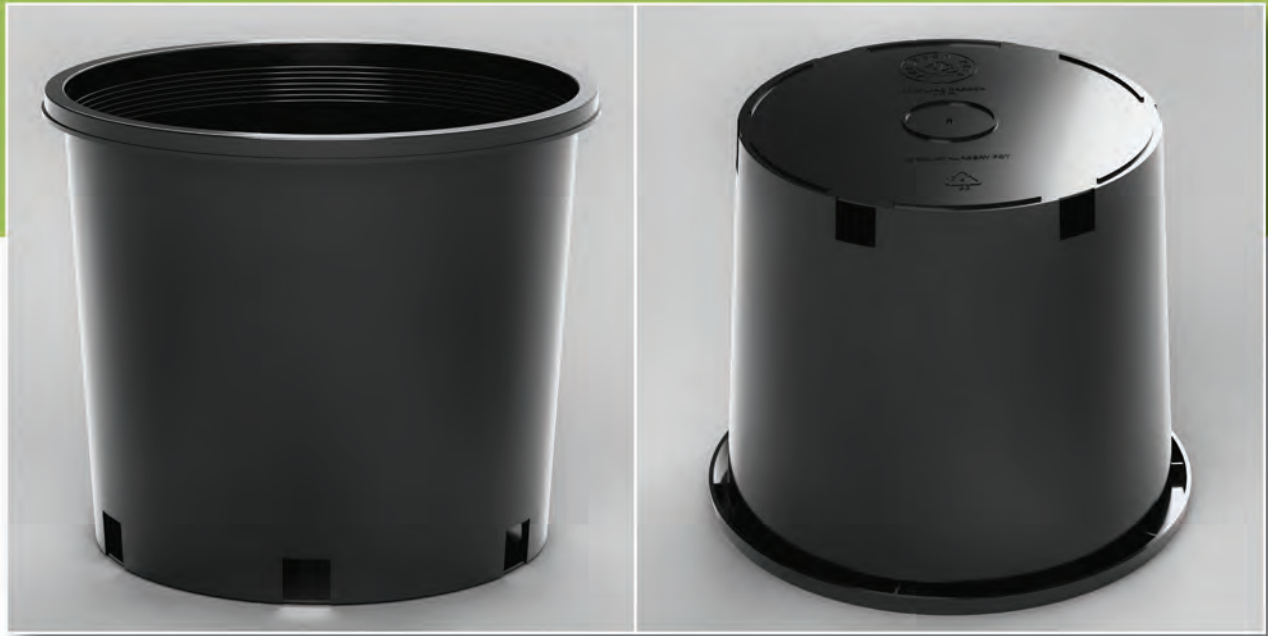
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# August 2021 Vol. 65 No. 8

# Digger

FARWEST  
EDITION

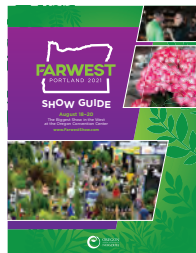
## FARWEST PORTLAND 2021

### Welcome to the West

The Oregon Association of Nurseries is happy you have joined us at the 2021 Farwest Show, the **biggest** green industry trade show in the West.

#### 35 Show Guide

The 2021 Farwest Show Guide helps you get the most out of your show experience — and your visit to Oregon



#### 52 Exhibitors by product

Explore the products that are available at the Farwest Show with this listing of exhibitors by product line

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Find out who's here with this alphabetical listing of Farwest Show exhibitors

#### 72 New Products Showcase

Discover great new products that will please your customers and make your own business easier to run

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**On the cover:** The Farwest Show floor is populated by the greatest growers, suppliers, and service providers in the West. **PHOTOS BY PIVOT GROUP** **On this page:** The Oregon Convention Center overlooks the Willamette River in Portland, Oregon. **PHOTO BY JEREMY JEZIORSKI**



Printed in Oregon on domestic recycled paper when available.

## Digger: Farwest Show Edition

The August issue of *Digger* Magazine not only includes the Farwest Show Guide, but other original green industry feature stories and news articles.

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These top-selling shrubs are durable, beautiful and deer resistant.

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Lorne and Auralea Blackman serve retailers across the Northwest and Intermountain regions with a diversity of plant material.

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Several factors explain Oregon's robust plant sales figures, particularly in woody material.

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The pandemic has been a not-so-welcome roller coaster ride for the past two years.



**Top:** Walla Walla Nursery Co. Inc has been growing on the Oregon/Washington state line for nearly three decades. PHOTO BY CURT KIPP **Center:** Mulching material is applied with fine fescue seed for a turf study at Oregon State University. PHOTO BY EMILY BRAITHWAITE **Bottom:** *Berberis thunbergii* 'Crimson Pygmy' is paired with 'Sky Pencil' in the landscape. PHOTO COURTESY OF BRUCE HEGNA



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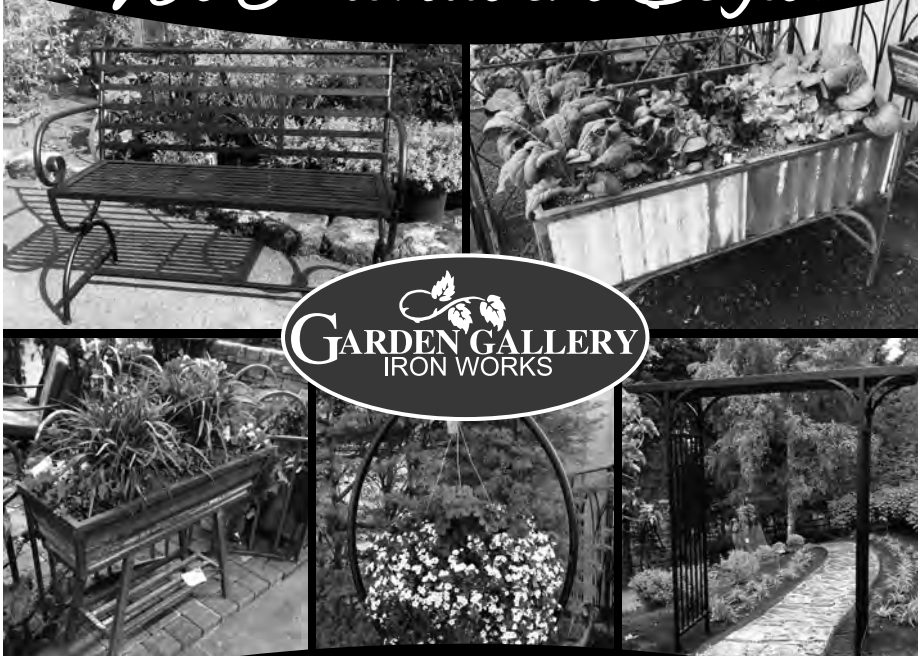


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Kyle Fessler

# Weathering the storm

August has always been a month I  
look forward to.

As summer draws toward an end, it's a big time of transition for our family. Between football practices, trying to squeeze in one more trip to the lake, and scrambling to find last-minute school supplies, there is much to accomplish before Labor Day hits.

On the farm, much of the harvest work is nearing completion. The last of last season's nursery stock has gone down the road. This year's crop has flushed and is ready for sales. When mid-August rolls around in Nursery Country, it can only mean one thing: Farwest Show has arrived!

To me, there is no better kickoff to a new nursery season than the Farwest Show. It's a great opportunity for buyers from all over the country to tour Oregon nurseries, visit with our growers, and really take in all that the Pacific Northwest horticulture industry has to offer.

The cancellation of the 2020 Farwest Show was a big emotional hit for many of us. I can remember going to the show as a kid, tagging along with Dad as he walked the show, visiting with nursery friends, and roaming the halls of the Oregon Convention Center (and collecting more candy than a kid could ever dream of!). It was the last hoorah of the summer, and something we looked forward to each and every year.

**There is much that can be accomplished  
in the virtual world, but it can't  
compare to a welcome handshake, cold  
beer, or a meal amongst friends.**

The 2021 Farwest Show is not just the start of a new sales season. It marks the transition to a whole new world for our industry.

In just the past year here in the Northwest, we have gone through a pandemic, wildfires, ice storms, heat waves, labor and water shortages, and a whole host of other obstacles. Each of these potentially catastrophic events could have meant the end for many of our operations. Thankfully, we were able to lean on our OAN brethren to help us get through these obstacles.

Our Government Relations team worked overtime to keep our markets open last spring. Members shuttled trucks of water to their neighbors when the wildfires shut off power to irrigation sources. When the impact of the Farwest cancellation hit the association, our members showed unwavering support for the OAN, who continues to support us at every turn. Together, we've weathered the storm and come out stronger than ever.

When the committee met to evaluate Farwest 2021, the consensus was abundantly clear: We all wanted to be back in person to see our customers, colleagues, and friends face-to-face. There is much that can be accomplished in the virtual world, but it can't compare to a welcome handshake, cold beer, or a meal amongst friends.

I can't think of a better way to come together and celebrate all we've accomplished, and I can't wait to see you all the Farwest Show!



# Calendar

Get the word out about your event! Email details to [calendar@oan.org](mailto:calendar@oan.org) by the 10th day of the month to be included in the next issue of *Digger*.

## AUGUST 5-7

### NURSERY/LANDSCAPE EXPO

"Find Your Greatness at EXPO" is the theme of the 2021 Texas green industry trade show. Registration for the show is open. Safety precautions are being developed for attendees and exhibitors heading to the in-person show at the Henry B. González Convention Center in San Antonio, Texas! For registration and further details, go to [www.nurserylandscapeexpo.org](http://www.nurserylandscapeexpo.org).

## AUGUST 10-12

### THE GARDEN CENTER SHOW

The first Garden Center Show will be held for independent garden centers at the Wisconsin Center, 400 W. Wisconsin Ave, Milwaukee, Wisconsin. The trade show and networking event includes an education program sponsored by Garden Centers of America (GCA). Exhibitors and attendees will be able to meet face-to-face and network with leaders in the industry. GCA also will host a tour of local garden centers on August 9. For more information, visit [www.gardencentershow.com](http://www.gardencentershow.com).

## AUGUST 27

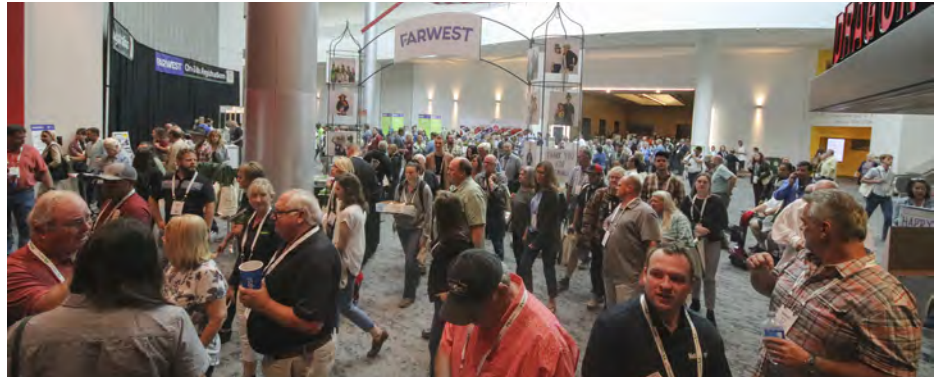
### CNGA 2021 BUYERS EXPO

The Colorado Nursery and Greenhouse Association (CNGA) is hosting an outdoor Buyers Expo on August 27 at the Jefferson County Fairgrounds, 15200 W. 6th Avenue, Lakewood, Colorado. The association canceled the annual ProGreen trade show earlier this year, and created this showcase for wholesalers, growers, brokers and other plant material suppliers. Attendees will be able to place orders onsite to source plants and supplies. Registered exhibitors will be offered a 10-foot-by-10-foot outdoor space on a grass field on a first-come, first-serve basis. Wifi is available, but there will be no electricity. Registration includes two staff exhibitor staff member lunches and two invitations to the Happy Hour and BBQ after the expo. Go to [www.coloradonga.org](http://www.coloradonga.org) to register.

## SEPTEMBER 20-22

### AMERICANHORT IMPACT WASHINGTON SUMMIT

Green industry advocates will benefit from meeting lawmakers and subject matter experts during the annual event hosted by national nonprofit AmericanHort. Senator Bob Worsley (D-Arizona) will deliver a keynote presentation on developing immigration reform during the current political climate. Worsley has more than three decades of experience as an entrepreneur and influential figure on issues of immigration, technology and energy. Additional presenters during the event will include representatives from JPH Law, CJ



## AUGUST 18-20

### FARWEST SHOW

The biggest green industry trade show in the West is set to take place at the Oregon Convention Center, 777 N.E. Martin Luther King Jr. Blvd. in Portland, Oregon. Produced by the OAN, Farwest attracts exhibitors and attendees from across the country and the world. OAN leaders are monitoring current health and safety protocols to ensure a safe and successful show for all. Read the Farwest Show Guide, starting on Page 35 of this issue, for a rundown of show features and activities, and a listing of show exhibitors. Log on to [www.farwestshow.com](http://www.farwestshow.com) for more information.

Lake LLC, K-Coe Isom, and DC Legislative and Regulatory Services. For more information and to register go to [www.americanhort.org/impact-washington-summit](http://www.americanhort.org/impact-washington-summit).

## SEPTEMBER 14-15

### 2021 GRIFFIN EXPO

Marketed under the theme "The Fine Art of Horticulture," this year's virtual event will include an exhibition area with curated exhibits that showcase new products and show specials. Exhibitors will offer products and services in categories such as growers supplies, plants and seeds, construction, retail and controlled environmental agriculture (CEA). Attendees will be able to chat with exhibitors online, download sales materials, and order online right from the virtual show floor. There will also be virtual networking opportunities and presentations from industry experts, including the GGSPRO tech services team. To register, log on to [www.griffins.com/griffin-expo](http://www.griffins.com/griffin-expo).

## SEPTEMBER 15-16

### GROW WEST COAST

The BC Landscape & Nursery Association's CanWest Horticulture Expo has been rebranded as the Grow West Coast. Western Canada's premier horticulture show will be presented as an outdoor market trade show experience at the Surrey Civic Plaza, 13450 University Drive, Surrey, British Columbia. Landscape professionals, municipalities, garden centers, suppliers and wholesale nursery and greenhouse growers from across the region will be exhibiting, following Provincial and health guidelines. To register, go to <https://growwestcoast.com>.

## OCTOBER 8-10

### PORTLAND FALL HOME & GARDEN SHOW

Taking place at the Portland Expo Center, 2060 North Marine Dr., Portland, Oregon, the official show of the Home Builders Association will entertain and inform homeowners about the freshest garden designs and themes. There will be a plant and nursery marketplace, competitions, and other great show features. Visit [www.homeshowpdx.com](http://www.homeshowpdx.com) for details.

## NOVEMBER 2-4

### OAN ANNUAL CONVENTION

Save the dates for the annual Oregon Association of Nurseries Convention, which will take place Tuesday-Thursday at the Grand Wailea, a luxury oceanfront resort on Maui, Hawaii! The agenda includes hospitality suites reception, Annual Membership Business Meeting and General Session, and President's Awards Banquet. Registration and room reservations are open at [www.oan.org/convention](http://www.oan.org/convention). Contact Allan Niemi at [aniemi@oan.org](mailto:aniemi@oan.org) or 503-682-5089 for details about sponsorship opportunities.

## NOVEMBER 14-15

### OREGON WATER LAW CONFERENCE

The 28th annual Water Law Conference will be held in the Two World Trade Center Building, 121 SW Salmon Street, Portland, Oregon. Meta Loftsgaarden, executive director of the Oregon Watershed Enhancement Board has been invited to present the keynote speaker. General and ethics credits may apply for those who attend. To register, log on to [www.theseminargroup.net](http://www.theseminargroup.net). ©



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**NOVEMBER 2-4**



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### RESERVATIONS

The OAN has secured discounted room rates for **OCTOBER 31-NOVEMBER 6**. Once your convention registration has been completed, you will be provided access via your confirmation email to book a hotel room.

Registration is available online until September 10.

[www.oan.org/convention](http://www.oan.org/convention)

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Questions? Contact Kelsey Hood, event and program coordinator at [khood@oan.org](mailto:khood@oan.org), 503-582-2010

### SCHEDULE

Tuesday, November 2

Evening: **Oceanfront Welcome Reception**

Wednesday, November 3

Morning: **Annual Meeting** (free to all members)  
**General Session** (Breakfast buffet included)  
Evening: **No-host Networking Hour** (optional)

Thursday, November 4

Evening: **Oceanfront President's Awards Banquet**  
**No-host After-Party**

### PASSES AND ACCOMMODATIONS\*

All Access: **\$445**  
Tuesday only: **\$120**  
Thursday only: **\$275** (children \$150)  
Room rates: **\$280-\$355**, details online.

\*Requests for early arrivals and/or late departures will be accommodated on a space available basis. In order to book a room at the OAN's discounted room rate, at least 1 person in your party must be registered for an All Access pass. Hawaii room and sales tax, daily resort charges, portage, valet parking, room attendant and other surcharges apply. See website for full details.



(Right) Many high-demand Barberries are produced at Youngblood Nursery. (Left) *Berberis thunbergii* 'Admiration' is a top selling variety. (Bottom) *Berberis linearifolia* 'Orange King' has unique color.

PHOTO COURTESY OF YOUNGBLOOD NURSERY



## The impervious barberry

These top-selling shrubs are durable, beautiful and deer resistant

BY TRACY ILENE MILLER

**O**REGON IS THE number one producer of barberry, selling \$7.7 million worth in 2019, according to the USDA Census of Horticultural Specialties. That's 39% of a nearly \$20 million national market, mostly attributed to Japanese barberry (*Berberis thunbergii*), a plant that has taken a hit with some negative attention in the past 20 years.

*B. thunbergii*, introduced to the United States in the 1800s to replace the native fungus-prone *B. canadensis* (American barberry), started creeping onto state plant invasive lists nearly 100 years later as it was discovered naturalizing in (mostly) forests of the Northeast and Midwest. And then came research from the University of Connecticut linking barberry to the increased harboring of ticks.

As a pest-resistant, deer-resistant, hardy plant, barberry remains a noteworthy landscape plant. Intensive research has been underway to discover and promote sterile or near-sterile varieties. As a result, some of those bans have been reversed. As a significant crop for Oregon growers — barberry is the second highest selling deciduous shrub after hydrangeas — we explore

here the varieties that make this plant a huge draw and the trends that support its continued popularity.

“Demand for the plants has increased heavily,” said Madison Hall of **Youngblood Nursery** (Salem, Oregon), which sells more than 15 kinds of barberry, specializing in finding unique selections, and is always looking for more. “When we release a new variety, people enjoy it. They are drawn because of the variety of colors and the blooms, the variety of habit and shape. And barberry



*Berberis thunbergii* 'Concorde' is noninvasive and offers visual interest all year — yellow flowers in spring, plus burgundy leaves that fade to crimson in fall, and then red berries in winter.

PHOTO COURTESY OF YOUNGBLOOD NURSERY



is pretty much impervious.”

Of all the cultivars, by far, *B. thunbergii* 'Concorde' was consistently named the best-seller by wholesale nurseries. It's one of two top sellers, by a large

margin, at **Blue Heron Nursery** (Corvallis, Oregon), along with *B. thunbergii* 'Admiration', followed by a steep drop to third going to *B. thunbergii* 'Golden Rocket', said owner Ben Dinsdale.

“All three have a lot of the traits that make barberry popular,” he said. “They are not fussy — they are low maintenance — and versatile in the landscape.” Blue Heron's customer base includes wholesale growers, re-wholesalers, landscapers, retail garden centers and municipalities.

### Compact choices

'Concorde' (18–24 inches high by 18–24 inches wide; Zones 4–8) has a wide window of visual interest, with yellow flowers in spring, rich burgundy-purple leaves that fade to crimson in fall, and bright red berries in winter.

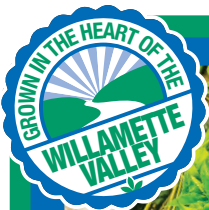
“The berries have nonviable seeds, which is a feature of the newer cultivars to try to limit any invasiveness,” Dinsdale said.

'Concorde' is a number-one choice for Bruce Hegna of Nature/Nurture Landscape Design as an edging plant. “They are good plants to repeat, to unify the landscape, and they are something the client doesn't have to worry about pruning every year,” he said. “It's always going to perform, and they don't have to fuss with it.”

Hegna always has clients looking

for deer-resistant plants, and it's a bonus when they are reliable and sturdy like barberry. The burgundy-colored varieties can be used to break up swaths of green, or bring calm and steadiness to a sea of color and perennials, he said.

Like the compact *B. thunbergii* 'Bagatelle' (12–18 inches high by 12–18 inches wide; Zones 4–8), which is Hegna's second most used edging plant after 'Concorde' and is a best-seller at



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## Barberries

'Orange Rocket' has unique red foliage.

PHOTO COURTESY OF YOUNGBLOOD NURSERY



Youngblood. The coppery-red leaves mix with tiny yellowish flowers that turn into bright red berries in fall and last through winter.

"Small-space gardens marry well with barberries," Hall said. "A lot are dwarfs or upright so they are good for that pop of color, and are really attractive for people who are trying to fill a small space, attract birds, keep deer out, or use them as a small hedge, even if you don't have that much space in your yard."

Another best-selling dwarf, 'Admiration' (12–18 inches high by 18–26 inches wide; Zones 4–8), offers a different color palette in a still-small plant, Dinsdale said, with stunning red, glossy oval foliage and golden edges that turn brilliant orange in fall. It offers an eye-catching pop of color in the landscape. "The color is great and for such a long period of interest."

'Admiration' is one of the latest additions at **Alpha Nursery** (Salem, Oregon), said Josh Zielinski, because of high customer demand. Alpha's primary customers include retail garden centers, landscapers and re-wholesalers throughout the United States. The smaller colorful plants of 'Admiration' are good for borders, mass plantings and parking strips, he said.

While landscapers tend to choose the old standbys, Zielinski thinks the brighter colors are on trend for shrubs for gardeners.

Zielinski points to 'Bonanza Gold' (*B. thunbergii* 'Bogozam,' 2 feet high by 3 feet wide; Zones 4–8) as an old standby; one of the older dwarf yellow-type barberries that is still a consistently good performer, sells well, and has a stunning display of bright leaves that turn orange and red in fall, with berries that persist into winter.

"People don't shy away from big, bold

plants; people gravitate toward them," he said. "For advanced gardeners with a more refined taste, they are fun, and new gardeners just see them and go, 'Wow.'"

And "wow" they will go when viewing the sterile Sunjoy Neo (*B. thunbergii* 'NCBT2' PPAF; 2½ feet high by 2½ feet wide; Zones 5–8), a semi-dwarf crack of orange lightning in the spring landscape from Proven Winners and developed by Tom Ranney, professor at the Department of Horticultural Science, North Carolina State University (Mills River, North Carolina). Alpha just added liners of Neo exactly because its brightest orange new growth with a shift to deep orange-red in fall.

"I don't think anyone is going to put a hedge of it in, but the color pop could be used instead of an annual," Zielinski said.

The most recent addition at Blue Heron is another Proven Winner plant, Sunjoy Mini Maroon™ (*B. thunbergii* 'NCBT1' PP30330; 18 inches high by 18 inches wide; Zones 4–8), with deeply purple-red foliage on a compact plant. Developed by Ranney over 10 years, Sunjoy Mini Maroon is a sterile update of 'Crimson Pygmy'. Dinsdale expects to reduce production of at the farm, where its numbers are already in decline. 'Crimson Pygmy' is still a heavily requested plant, but "it's on its way down," he said, as a plant being particularly tagged as invasive in some locations.

And although it's not a best-seller, Dinsdale thinks more attention should be paid to *B. thunbergii* 'Red Carpet' (12 inches high by 4 feet wide; Zones 4–8), a low-growing plant with bright orange new growth that ages to burgundy. That low, spreading habit creates a subtle distinction from other compact barberries, making it useful as a groundcover or for a mass planting.

## Reaching up


For vertical habit and vibrant color, Zielinski said to look at the sterile *B. thunbergii* 'Orange Rocket' PP18411 (4 feet high by 1.5 feet wide; Zones 5–9) for its exciting bright spring flush that ages to a ruby red.

"It adds a nice kind of height element and that bright color," he said. "If that is sitting in the store, with the unique color, it won't stay there long."

'Golden Rocket' (*B. thunbergii* 'Golden Rocket' PP18626; 3–4 feet tall by 2–3 feet wide; Zones 4–8), a best-seller at Blue Heron and a recent addition to the Youngblood catalog, is another stunning, slow-growing smaller shrub producing little to no viable seed. With bright golden foliage that darkens to green, and it's very upright habit with a feathery touch, according to Hall. 'Golden Rocket' has a barberry-specific habit of being low maintenance and tough make it versatile in the landscape — and an upcoming plant.

Alpha Nursery almost stopped producing the upright grower because at first it didn't seem to catch on. Then suddenly, the requests came rolling in.

"So we said we'd better start taking more cuttings!" Zielinski said.

There's a place for the columnar-type barberries in the smaller landscapes of today, Dinsdale said. Like *B. thunbergii* 'Helmond Pillar' (3–4 feet high by 1–2 feet wide; Zones 4–8) with its deeply-rich purple foliage on a slow-growing multi-stemmed shrub. Or, *B. thunbergii* 'Rosy Rocket' (4 feet high by 16 inches wide; Zones 4–8) with the same delicate branching on a nice upright columnar form with showy two-tone pink-and-white young foliage that matures to a deep 

29

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## Barberries

'Golden Rocket' (right) offers bright color and 'Helmond Pillar' (left) is a tall variety of barberry.

PHOTO COURTESY OF YOUNGBLOOD NURSERY



burgundy purple highlighted by a mass of small, crimson red berries.

Dinsdale finds great visual appeal in the tough *B. thunbergii* 'Red Rocket' (5 feet high by 3-4 feet wide; Zones 4-8), with its arcing spray of new growth that comes in slightly variegated and grows bolder with color the more sun it gets. Small yellow flowers in spring are followed by red berries, and the leaf color lasts all summer.

"It gets a nice fade into a great classic fall spectrum," Dinsdale said. It's visually striking and versatile, accepting a hard pruning for a formal edge or a more arcing form with textured shoots,

That same arching habit appears on *B. thunbergii* 'Royal Cloak' (3-5 feet high by 3-5 feet wide; Zones 4-8), one of Hall's favorites and a top seller at Youngblood. It's fast-growing with large reddish-purple leaves that emerge red in spring.

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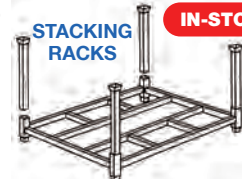


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'Royal Cloak' is a best seller at Youngblood Nursery. PHOTO COURTESY OF YOUNGBLOOD NURSERY



"It has a more open habit, with a natural form and irregular branching that grows upward," Hall said, that can also be shorn into a classic barberry hedge.

#### Evergreen, semi-evergreen

Although shipping restrictions on certain varieties are in place for barberry, Hall believes it hasn't dampened interest in the genus, and not just *B. thunbergii*. Customers started asking for *Berberis linearifolia* 'Orange King' (36–48 inches high by 4–6 feet wide, Zones 4–8), an evergreen barberry with lance-like deep-green foliage and clusters of orange flowers in spring followed by blue-black berries. Youngblood had a few large ones in the display garden, and has set out to introduce it on a wider level.

Hall also thinks *Berberis frikartii* 'Amstelveen' (2–3 feet high by 3 feet wide, Zones 6–9) and *Berberis × gagnepainii* 'Chenault' (3–4 feet high by 3–5 feet wide, Zones 5–8), both evergreen to semi-evergreen are overlooked and worth wider recognition. Both bloom with beautiful bright yellow flowers, have berries and keep their leaves all winter. 'Chenault' has an added fall interest of bluish-black fruit and winter interest of bronzy foliage.

When space needs to be filled with a truly large landscape plant, Hegna recommends the Great Plant Pick, Darwin's barberry (*B. darwinii*, 8 feet high by 6 feet wide) for its flowering of orange-colored blooms on a massive evergreen plant.

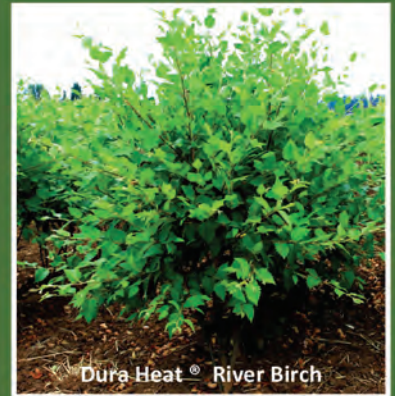
"When you see it, you immediately want to know what that plant is," Hegna said. "It's a great background plant. The leaves are really small, more like holly leaves, and real dense." It shows off other plants, and the fruits are edible for humans but also birds love them.

Similarly, because of the blooms, the broadleaf evergreen Dwarf Rosemary Barberry (*Berberis × stenophylla* 'Nana', 2–3 feet high by 2–3 feet wide; Zones 6–9), although much smaller, is a perfect accent plant. It's slow growing, requires no pruning, and the shiny leaves are and more needlelike.

"The flowers are a really pretty orange-red in the bud, and then open >>>



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## Barberries

'Crimson Pygmy' is paired with 'Sky Pencil' in the landscape. PHOTO BY BRUCE HEGNA



up to a strong yellow color," Hegna said.

For a more traditional use of barberry as a hedge, Hegna uses the evergreen William Penn barberry (*Berberis × gladwynensis* 'William Penn', 4 feet high by 4–6 feet wide; Zones 6–9), which grows dense and full of spines that make it useful at the edges and borders properties. The bonus is the red-tinted fall leaves.

"People are surprised to see evergreen barberries because we are so used to seeing the Japanese barberry," Hegna said.

Of course, many of these he mentioned are not widely grown by nurseries. Hegna hopes that will change, that they would become more available in the trade, because of the wide versatility of these plants and customers' openness to these plants.

Barberries have little or no pest problems and tolerate a variety of locations. They are adaptable and landscapers and garden-

ers can choose from a wide color palette and growth habits for various situations, choosing the right cultivar for the specific situation. Where there are deer problems, barberry comes out on top, and they are also low-maintenance plants, a quality increasingly popular among gardeners.

Because of these attributes, barberry maintains broad appeal. Considerations of invasiveness has generated hesitancy, but new introductions that minimize seed viability can address those concerns.

"I think barberry will continue to be a popular plant, have a place in the landscape, and align with modern values of ecological consideration," Dinsdale said. ☺

*Tracy Ilene Miller is a freelance writer and editor who covers several topics, including gardening. She can be reached at [tmillerwriter@gmail.com](mailto:tmillerwriter@gmail.com).*

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# In the heat of the garden

**I**T IS DEFINITELY TIME for a reprieve from the events of the past year and a half. That's true for garden centers, customers, the plants they buy and grow, and the plants in our gardens.

We are living through a pandemic; we suffered devastating forest fires with smoke conditions that were hazardous to our health; we had a major ice storm with many mature trees crashing to the ground due to the weight of the ice that ripped through utility wires, causing power outages throughout the region; and most recently, we endured record-breaking high temperatures.

All of these events have emphasized, more than ever, the resilience of plants. There is no denying that many plants have suffered, and perhaps the extreme heat caused more damage than either the smoke or the ice. The impact of climate change and this extreme heat provide an opportunity to observe our gardens and make some decisions regarding altering the current plant palate. These are difficult decisions to make because we all have favorite plants that may sometimes even be a focal point in the garden.

## A damage report

In observing my own garden and others, it is interesting to note which plants

suffered the most damage, as well as those that had no apparent damage. With some mature trees and shrubs, it may be some months before we know the extent of possible damage.

I have heard from several arborists that we should not discount the stress that trees like Douglas fir, maple, oak, etc., can be under due to our very dry conditions. The symptoms might not be evident for some time in the future.

There were certainly many plants in my garden that came through the heatwave with scorched leaves. In spite of my watering them in the morning and spraying them sometimes twice a day, and then watering again in the evening, I could not prevent scorching. As I talk with other gardeners, we share many of the same plants that are showing damage.

Hydrangeas are one of the first plants that come to mind. Delving into the word itself, *Hydrangea* is from the Latin “*hydro*,” meaning water, and “*angeion*,” meaning barrel or pitcher. The plant got its name because it was thought the shape of the flower was like a pitcher. It does seem like a very appropriate name since hydrangeas do need lots of water.

In my garden, ferns suffered as well as



Mike Darcy

**Head “plant nerd,” longtime speaker, host of gardening shows on radio and TV, and author of the In the Garden email newsletter.**

**You can reach Mike, or subscribe to his newsletter, at [itmikedarcy@comcast.net](mailto:itmikedarcy@comcast.net).**

fuchsias and rhododendrons.

What does all this mean to garden centers and their customers? When gardeners get together, talking about plants, successes and failures, it can be an easy conversation.

Most seasoned gardeners can talk about their plant failures and either try again or move on. This may not be the case with the average garden center customer. A failure could lead them to withdraw from gardening because they may decide it is too difficult and not worth the trouble.

This is when garden center personnel can step in and engage the customer in conversation about plants, the conditions they need, some of the pitfalls of gardening and how rewarding it can be.

## Actionable steps for garden centers

There are many lessons that we can learn from the recent heat spell. First, we can gain valuable information concerning which plants did well in the heat. The three olive trees (*Olea* ‘Arbequina’) in our garden are in an extremely hot, full-sun location and they came through with no trace of leaf burn.

However, this was not the case with my neighbor's street tree, *Stewartia pseudocamellia* (Japanese stewartia). Several days before the heatwave, I took some photos of the beautiful white flowers against a background of deep, dense green leaves. Several days later, this tree was badly scorched.

Another neighbor has a row of *Ceanothus* ‘Victoria’ planted in a location where they receive the hot afternoon sun. They came through the heat look- ➤



Japanese stewartia on June 15 (left) compared to July 2 (right).

PHOTO BY MIKE DARCY

## WHAT I'M HEARING

Hydrangeas are very susceptible to heat and were scorched in the heatwave.

PHOTO BY BILL GOLOSKI

ing just as good as ever. Another plant that will tolerate conditions similar to *Ceanothus*, is *Arctostaphylos* (manzanita). These plants make a beautiful statement in the garden with their copper-colored bark and often twisty growth habit. They also have many different cultivars with differing growth habits that vary from ground covers to medium and large shrubs. Some can even be like small trees. Both of these plants deserve increase recognition because if given the right conditions, they will perform very well and are not prone to leaf scorch.

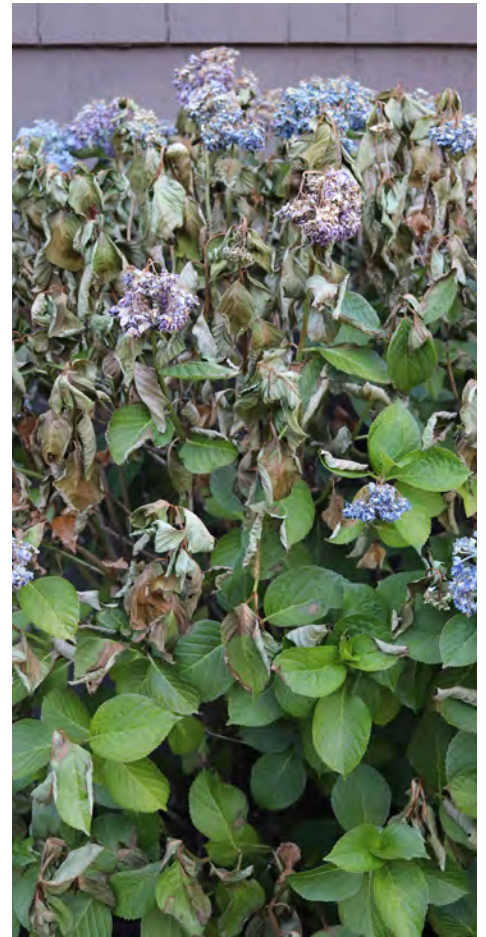
Some garden centers already have special sections for heat-tolerant plants, but in most cases these sections should be expanded. Signage and tips on plant care are a necessity in sections like this because much of the information will be new to many gardeners. Armed with this type

of information, gardeners will be better prepared for potential problems that may occur in the future.

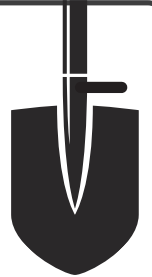
### Staying at the forefront

This summer has been stressful for both plants and people and we do not want the memory to linger because it might discourage the trend of young families getting back to the earth. Collectively, we can work together to encourage the continuing pursuit of our favorite hobby.

It is important that garden centers and gardeners emphasize the enthusiasm of working with the land to improve our environment. It is vital that we all work to keep gardening at the forefront of this new generation of gardeners. We must be eager to convey that gardening is an enjoyable hobby, not a burden and that the joys are very satisfying. ☺



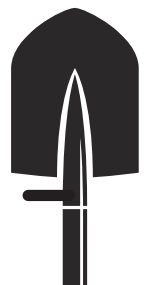
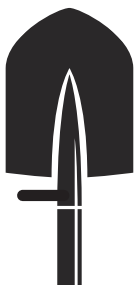
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**PEOPLE**

**Lorne and Auralea Blackman**, owners; **Kevin Brunot**, general manager; **Kris Gonzales**, production manager; **Alex Ramos**, operations manager; **Ashlie McNERNEY**, greenhouse manager

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**LISTINGS:**

**160 NurseryGuide.com**

# Walla Walla Nursery Co. Inc.

Founded in 1992 by Lorne Blackman

BY CURT KIPP

**M**ANY BUSINESS OWNERS talk about delivering for their customers, but Lorne Blackman sometimes takes it literally.

The **Walla Walla Nursery Co.** owner will hop in a truck loaded with wholesale perennials, ornamental grasses, shrubs, annuals and other plants, and deliver to some of the garden centers that make up the bulk of his customers.

“It’s fun to see their reaction when they realize it’s the owner,” Lorne said.

His wife and business partner, Auralea Blackman, sees the benefit of having Lorne in direct contact with the retailers.

“He gets to see the product on the other end,” she said. “He gets to meet those customers and see what they have, and see what kind of quality they’re looking for. And he’s very good about making notations and paying attention.”

Walla Walla Nursery Co. serves independent garden centers in Oregon, Washington, Idaho, Montana, Utah, Northern Nevada and Northern California, delivering about two-thirds of its production numbers to them on company trucks every week. The remaining plants are purchased by rewholesalers.

“It’s all just listening to customers and trying to meet their requests,” Lorne said. “Currently, we have more market than we

have production capacity.”

The nursery is situated on the Washington-Oregon border, with some acreage on each side of Stateline Road.

Being located east of the Cascade Range is somewhat of an anomaly for a Northwest wholesale nursery, but there are a few others with operations east of the mountains, including J. Frank Schmidt & Son Co. (a farm in Milton-Freewater, Oregon) and Bailey (a farm in Sunnyside, Washington).

The advantage for Walla Walla is that the plants are more acclimated for the Intermountain region (Boise, Salt Lake, Bend, etc.) and perform better in those markets.

According to General Manager Kevin Brunot, product diversity is Walla Walla’s calling card. Retailers can get all of what they need without having to meet multiple minimum order requirements at different wholesale growers.

“We’re kind of a one-stop shop,” he said. “Between annuals, grasses, perennials, vegetables, and shrubs, we’re pretty well all inclusive. The only piece we’re missing at this point is trees.”

**Learning the business**

Lorne grew up in Walla Walla, Washington and is a fourth-generation



## Walla Walla Nursery Co. Inc.

**Previous page:** The office team at Walla Walla Nursery Co. includes (far right) owners Auralea and Lorne Blackman and general manager Kevin Brunot. **This page:** Workers rack up plants for the next shipment.

PHOTO BY CURT KIPP



resident there. His grandfather worked for the railroad company, which is echoed in the model railroads Lorne incorporates into his Farwest Show booth. His father was in the U.S. Army Corps of Engineers.

After high school, Lorne attended Washington State University, graduating with a bachelor of science degree in forestry. The lack of work in that field led him to pursue an internship and eventually a full time job with **J. Frank Schmidt & Son Co.** in 1986.

Lorne worked at the company's Cottrell container farm, which is located at the company headquarters in Boring, Oregon, near Portland. This is where Lorne learned a great deal of his nursery craft.

"A lot of the principles of quality growing got cemented in my head at that time," Lorne said. "(Production manager Gerard Dosba) said, 'When you stand at the end of a

row of trees, you should only see one tree.'"

Initially, Lorne thought this was silly, but he soon realized it was a way to ensure attention was paid to consistent quality and form. "It didn't take long before it clicked with me, and it became a challenge to do that," he said.

With Schmidt, Lorne also learned to supervise others. "There were times when I was running most of the farm up to a hundred people," he said. "I learned how to separate supervisory responsibility from personal friendships and buddy-buddy type stuff. That was big."

The experience transformed his career.

"It was my first real job that was more than just a summer internship in forestry," Lorne said. "I couldn't have done [Walla Walla Nursery] without having [Schmidt] as a stepping stone."

After five years at Schmidt, on the

west side of Oregon, Lorne moved back to Walla Walla and enrolled in the irrigation technology program at Walla Walla Community College.

"I hoped to find a place with Boise Cascade's fiber farms which they were putting in in the Wallula area," Lorne said. These farms raised fast-growing cottonwood trees for paper. "That [job] fell through, fortunately as it turned out, as the whole operation is now long gone."

### Spectacular growth

Long intrigued by what he might accomplish by starting his own business, Lorne founded Walla Walla Nursery Co. in 1992. "I ended up taking a job at a local garden center while I began the nursery business on the side," he said.

The initial plan was to grow native plants. "I was looking for some big contracts," he said. "I've since found those aren't real sustainable, or not regular. Selling a diversity of products to garden centers is much more sustainable and predictable."

Although Lorne didn't have a farming background growing up, his wife, Auralea, did. Also a fourth-generation resident of the Walla Walla area, her parents were farmers with Italian and German roots. The couple married in 1994.

The Blackmans' nursery grew slowly in the early days, but took off around the year 2000. The nursery had just three employees then. It has 190 at peak season now.

"Transitioning from a small mom-and-pop operation to a self-sustaining business was a much more challenging process than I would have imagined," Lorne said. "I didn't have a solid plan. I keep telling our people we've been making it up as we go for 28 years."

The move from native plants to more traditional retail nursery material was the first big step.

"When I was working at the garden center, I discovered the benefits of perennials — quick turns, easy sell," Lorne said. "So, we started adding a lot of perennials and then we created a special focus on ornamental grasses. We're still well known for that."

The company then added woody shrubs



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Walla Walla Nursery Co. spans more than 50 acres of production space on both sides of the Washington-Oregon border, and is a hotbed of activity all season. PHOTO BY CURT KIPP

to the lineup because customers were asking for them. The company did well with them until the Great Recession, which hit in 2007, “and there went the shrubs,” Lorne said. “Since then, they’ve come back in on a much larger scale.”

For a time, Walla Walla was growing containerized trees as well, but they were constantly tipping over in the wind, and were troublesome to ship, so the company dropped them. More recently, they added annuals three years ago and then houseplants last year, both of which are doing very well.

In recent years, Walla Walla has been simplifying its product line. For example, instead of carrying 150 hostas, they’re selling 20 or 30 different ones. The company seeks feedback from 10–15 of its top customers every year by inviting them to an open house.

The company also started growing

Proven Winners (PW) Color Choice shrubs about eight years ago, and now grows PW perennials and annuals, too. The company became a PW Gold Key grower this year. “I think Proven Winners are more than 20% of our product line now, by volume, and rising,” he said.

The company is a network grower for Bailey as well, offering First Editions shrubs, Endless Summer hydrangeas and Easy Elegance roses.

A key turning point for the business was establishing an annual operating line of credit with Northwest Farm Credit Services, which boosted the company’s growth. Learning to batch crops was also huge. It enabled the company to time product readiness for weekly deliveries, thereby extending the selling season. The addition of the company’s own trucks and drivers also enabled this.

To feed the growth, the company has

acquired various adjacent parcels over the years, basically anytime a neighbor was ready to sell.

For a division of labor, Lorne has focused on the growing and operations side of the business, while Auralea has made her mark in the areas of graphics, printing, information technology and marketing. “I’ve tried to make us a little more IT-oriented than a lot of nurseries,” she said.

The nursery’s information services (IS) team led the creation of a virtual white board showing the status of every order, from picking to cleaning to loading. “It helps a lot,” Auralea said. “We even have WiFi in the field, so we can do inventory on the fly. You can stand right out there and change inventory in real-time.”

Assisting on the inventory process has been Kevin Brunot, who joined the company three years ago after several years run- ➤

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## Walla Walla Nursery Co. Inc.

A dusting of spring snow coats the Blue Mountains of Oregon, overlooking the fields of Walla Walla Nursery Co. PHOTO BY CURT KIPP

ning his own nursery. He has helped streamline a number of the company's processes, including sales, and was rewarded with a promotion to general manager this spring.

"It's been a real pleasure growing, and I hope to continue to do great things within the company," he said.

Also recently promoted was Alex Ramos, who joined the company as a facilities manager after working in the snack foods industry for several years and in a variety of roles. He was recently made operations manager and enjoys a different challenge almost every day.

"Who am I going to help out? Or how am I going to contribute to this?" he said. "And I see it as my own business. It's just no natural to be out in the field one day and then the [next] day working on paperwork. This would be more pleasant than the food production line. I'm enjoying every second of it."

### A path to the future

As they navigate business and chart a path to the future, Lorne and Auralea draw upon their Christian worldview, along with a strong sense of personal responsibility.

"Things like loyalty and honesty are very, very important," Auralea said.

The Blackmans are proud of the product that they create, not as a matter of ego, but because their customers rely on that product, and their team relies on a healthy business.

"We're here to serve our customers," Lorne said. "I like the diagram that shows the three parts of a successful business — customer interests, profit interests and employee interests, and where those overlap. That's where we want to operate."

In that spirit, Lorne and Auralea are also looking at transitioning the nursery to employee ownership.

"It doesn't seem right to start a business, to hire people that count on you, and then just retire and shut down the business," Lorne said.

"Or pass it off to some corporation that doesn't care. That's the last thing we want," Auralea added.

Moving to employee ownership enable the Blackmans to retire.

"We want to make sure that if something happens to us, that the employees are cared for, that the business continues, and it's not about us," Auralea said. "It's about everybody else as well."

"Humility is the key to the whole, to everything, to all of life," Lorne said. ©

*Curt Kipp is the director of publications and communications at the Oregon Association of Nurseries, and the editor of Digger.*



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# Springing forward

COVID-19 has meant two banner years for nurseries, but the future's a little foggy

BY JON BELL

**O**VER THE DECADES, Grace Dinsdale's **Blooming Nursery** has enjoyed a fairly steady path of gradual growth. The past few years, the Cornelius-based wholesale nursery has seen solid sales increases, often between 5% and 10% each year.

For Dinsdale, who founded Blooming Nursery nearly 40 years ago, 25% growth would be considered a huge year. That's why last year was such a shock. Sales at Blooming Nursery in 2020 were up 125% over 2019.

"It just takes your breath away," Dinsdale said.

As most nurseries can attest, 2020 sales, particularly in the spring, were off the charts. With the COVID-19 pandemic descending upon the country, people were forced to cancel trips, work and learn remotely, and otherwise stick close to home. That, in turn, sparked a new affinity for home improvements, landscaping and gardening.

This sent nursery sales through the roof and drained inventories. It also left nurseries scratching their heads over how much they should plant for 2021 and whether or not the pandemic boom would continue to echo.

For Dinsdale and others, it has done just that. "By early May of this year, we had already sold the same amount of plants that we had sold all of last year," she said. "The roof just came off."

Two banner years in a row have given the nursery industry a big

boost. But it hasn't all been a walk in the park. Initial closures in the spring of 2020 created uncertainty for nurseries; booming business emptied shelves and fields alike, making it hard for some nurseries to meet demand. And planning for the future has become even more of a crapshoot than ever, as nurseries try to predict just how many of these newbie, COVID-inspired gardening devotees stick with it.

"We all need to understand what's causing all this so we can be ready for next year and the year after that," Dinsdale said. "It's stronger than ever, and that's a wonderful development. If only we had some indication of how durable it is."

## Same story

Not every nursery saw the jumps that Dinsdale did the past two years, but most have felt a boost.

"Our nurseries are reporting brisk sales," said Mickey Hatley, branch manager for **Northwest Farm Credit Services**, which offers financing and banking services to the agricultural sector. "Many of them have been selling out or they're facing a lack of availability."

According to Charlie Hall, professor and Ellison Chair in International Floriculture at Texas A&M University, sales have been fairly solid across the board this year.

"A lot depends on which sector the growers are selling into," he said, "but the majority of folks have had a really



## Springing forward

Charlie Hall of Texas A&M University is a valued voice in the study of economics.

PHOTO BY BILL GOLOSKI



good spring to date. It started early and sales were strong.”

On average, Hall said growers who sell largely to big box stores saw sales rise between 10% and 15% this spring; those who sell to garden centers and the landscape trade enjoyed a similar increase. Growers who work in the green infrastructure space selling native plants and grasses have also done well.

“The story seems to be the same wherever I talk to people,” said Mike Pezzillo, vice president and Chief Operating Officer at **Eason Horticultural Resources**, a Kentucky-based horticultural supply company. “Everyone is doing well.”

The primary driver behind that upswell is the impact from COVID-19. According to Hall, more than 18 million new home gardeners and landscapers came into the market over the past year,

spending more time and money on plants for their homes since they were, well, at home. At least through the early part of spring this year, that phenomenon was still making a difference.

“COVID has impacted people’s gardening and made them pay more attention to their yards,” Pezzillo said. “That hasn’t changed. The COVID boom is continuing.”

### Bust with the boom

With that boom, however, has come a little bit of a bust. For starters, it’s been tricky for nurseries to keep their supplies up with demand. Dinsdale said Blooming Nursery had enough inventory to keep up last year. This year, she said spring inventory got depleted earlier than normal.

“Our nursery looks like it should have looked about a month from now,”

Dinsdale said in early May.

The increased demand for plants has also upped the need for related materials, including pots and fertilizers. Costs for hard goods have risen; along with freight and fuel costs.

“Pots are like gold right now,” Pezzillo said. “The cause of that is twofold: There’s strong demand and the pipeline of materials is lacking, too.”

### The big questions

With the busy spring season behind them for this year, growers are now looking ahead. They are having to make some difficult decisions about the future based off some unknown variables. The biggest one is whether or not the folks who jumped on the gardening bandwagon will stick with it as society begins to reopen and people can get out and about again.

Dinsdale is a little nervous. “If people got

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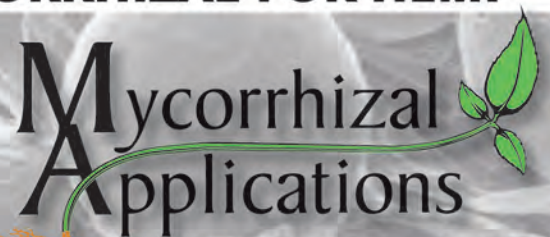


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## Springing forward

their hands in the dirt and smelled the flowers enough for biophilia (humans' natural affinity toward nature and living things) to take hold so they now realize they enjoy gardening, will they be able to still find the time for it now that they have other options and limited time?" she said. "I'm already seeing a lot more boats and RVs and motorcycles out. How many of them are not going to find the time to garden anymore?"

Hall, too, said it remains to be seen if the COVID spike was a flash in the pan or an actual expansion of the customer pool.

"It's going to be a banner year," he said. "My point is, are we seeing the earliness and strong demand early in the season because of issues related to last year or is it a growth in the size of the pie? Those 18 million newbies — was it a one-off or are they going to stick with it? That's what we don't know, but we'll sure find out by the end of summer."

Not knowing what the future will bring makes it difficult for nurseries to plan for the next season. Dinsdale said she's looking back at 18 years' worth of sales data at Blooming Nursery to help inform her planting plans for 2022 and beyond.

But data from this year and last is wildly different than her prior averages. For example, she said Blooming Nursery has sold an average of 50 flats of a certain plant per year over the past 15 years. This year, those 50 flats were gone in 12 weeks. Dinsdale said at that rate, she would have needed 175 flats to keep up.

On the flip side, she also said she wouldn't plant that many for next year based off this year's numbers.

"I'm feeling like we need to increase our numbers, but then dial it back a bit," Dinsdale said. "You have to consider how much risk you can tolerate."

Hall said nurseries would be wise to not use 2020 as the basis for planning for future seasons. There will likely still be some of the new demand to consider, but he said a better overall approach would be to take the average of the past three years and maybe add 10% to 15% to that.

"That would be more prudent," Hall said. "It could turn out that maybe you were wrong, but I would rather be conservative in my planting. There's one thing I've seen over the years: Growers are very adept at turning a shortage into a surplus in a short amount of time. Everybody starts planning the back 40, and lo and behold, you've got a surplus to deal with." ©

*Jon Bell is an Oregon freelance journalist who writes about everything from Mt. Hood and craft beer to real estate and the great outdoors. His website is [www.jbellink.com](http://www.jbellink.com).*



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# A billion-dollar bounty

Several factors explain Oregon's robust plant sales figures, particularly in woody material

BY MITCH LIES

**W**hen Rich Bailey of **J. Frank Schmidt & Son Co.** in Boring, Oregon, relocated to Oregon from Chicago several years back, he was struck by the wide diversity of plant materials produced by Oregon nurseries.

"This state grows so many different types of plant material," Bailey said. "You name it, we grow it, anything from trees to shrubs, perennials, annuals, to palm trees. That ginormous selection draws people to buy from Oregon."

Then there is the quality.

"Oregon is known for producing good nursery stock," said Barry Gregory of **Kraemer's Nursery** in Mount Angel, Oregon. "We have a lot of people, certainly from the northern half of the country come to Oregon and visit nurseries annually, if not more than once, and choose to buy their products here. It is that much better."

It is no secret that Oregon is a national leader in growing and selling nursery stock. The state ranks third in total sales, according to 2019 figures, behind only California and Florida and well ahead of fourth-place North Carolina. It leads the nation in several categories, including deciduous shade trees, deciduous flowering trees and coniferous evergreens, and is

second in fruit and nut plants.

Growers were posed recently with the question of why Oregon excels. Answers ranged from good climatic conditions, good soil, good growing practices, good infrastructure to good institutional support.

Let's start with climate.

"I think it goes without saying that the climate here is fantastic for growing nursery stock," Gregory said. "That is a big reason why Oregon is where it is."

**"I think it goes without saying that the climate here is fantastic for growing nursery stock."**


**Barry Gregory**

"We've got a heavier rain season in the valley, so plants get a lot more water opportunity," Bailey said.

Another climate feature that helps Oregon tree production are its cool evenings.

"We are lucky to have warmth through the day when the trees grow," Bailey said. "Then at night it gets cool so they shut down. That cycle produces a heavier branch

structure with tighter internode growth between branches.

"In many other nursery locations throughout the country, trees don't necessarily shut down at night because the evenings don't get real cool. Because of this, you'll see elongated growth and less density in branch structure. I think that makes a big difference." 

## A billion-dollar bounty

**Previous page:** Kraemer's Nursery produces high-quality nursery stock, thanks to Oregon's climate conditions. PHOTO BY CURT KIPP

Even with occasional bad weather, Bountiful Farms can grow consistently. PHOTO COURTESY OF BOUNTIFUL FARMS

### Temperate climate

The temperate nature of Willamette Valley's climate also is ideal, growers said. "We don't deal with the real heavy freezes through the winter or extremely high temperatures in the summer," said Todd Nelson of **Bountiful Farms** in Woodburn, Oregon. "And, obviously, stress on plant material will cause it to slow down, and we historically haven't had to deal with a lot of that."

"That doesn't mean that we don't deal with ice storms and fire and other issues that definitely keeps us on our toes," Nelson said. "But, in general, Mother Nature is very good to us in this valley."

Seasonal differences in climate also are perfect for the trees and shrubs that Oregon excels in producing, said Mark VanHoef of **Oregon Pride Nurseries** in



McMinnville, Oregon.

"This is a perfect environment for evergreens, because we do have winter and the evergreens do go to sleep," VanHoef said. "And they just love our cool summers."

"I mean, you can't grow a lot of

the conifers that we grow here in the Southwest, like in Oklahoma or Texas, where there are some big nurseries. This is it: Oregon, Washington and British Columbia, where a lot of Christmas tree guys are and a lot of container and B&B conifer growers are."

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In addition, said VanHoef, who came to Oregon from Minnesota, where he also operated a nursery, it costs more in the Midwest to grow the trees and shrubs that excel here.

“You go back to where I am originally from, and to get a container of evergreen or shrub or tree through the winter, you have to tip it over,” VanHoef said. “You have to mulch it in. You have to put a thermal blanket over it. Then you have to put straw or hay over that and another poly blanket. And most of those growers just don’t have the resources to spend that kind of labor, that kind of effort and that kind of money. And we don’t have to do any of that. We just leave it standing straight up, and if we get a real cold snap, we will run out there and put a poly over it just to protect it if it is deciduous. But conifers, we just let them sit straight up right through the winter.”

### Rich, deep topsoil

The Willamette Valley’s rich, deep topsoil and its water supply are other irreplaceable factors in separating Oregon nursery production from other high-profile areas, growers said.

“In the Willamette Valley, we have incredibly well-drained topsoils, and our water sources historically have been very high quality,” Nelson said.

“We have extremely deep and rich topsoil in the valley, which came from the Montana glaciers,” Bailey said. “That really fertile soil is great for planting trees.”

Growers also talked about the benefits of a strong infrastructure and evolving production practices.

“Certainly, the production practices have improved over time,” Gregory said. “There are a lot more container-grown plants today than there used to be, which allows you to ship plants really all year long. And I think the infrastructure at most Oregon nurseries has probably improved. There are more structures, whether it be greenhouses or shade structures, to allow us to

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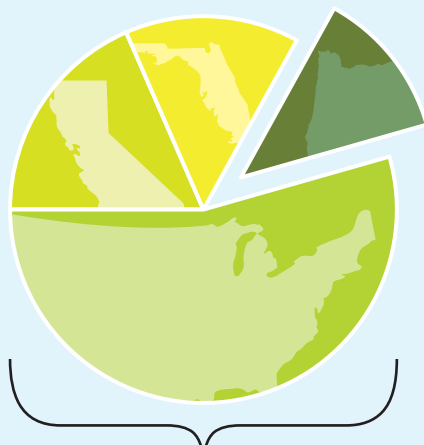
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- 1 California . . . . . \$830.7 million
- 2 Florida . . . . . \$655.7 million
- 3 Oregon . . . . . **\$565.3 million**

Nursery sales by category



Oregon is the nation's top seller of **DECIDUOUS SHADE TREES** \$118.0 million



Oregon is the nation's top seller of **DECIDUOUS FLOWERING TREES** \$51.0 million



Oregon is the nation's top seller of **CONIFEROUS EVERGREENS** \$121.4 million



Oregon is the nation's third largest seller of **BROADLEAF EVERGREENS AND DECIDUOUS SHRUBS** \$91.0 million

The above information from USDA National Agricultural Statistics Service 2019 Census of Horticultural Specialties



do things a little better. And there is more automation. Maybe you don't have to send a crew of ten people out there with hedge shears to trim a block of plants. You can do a lot of that with machines, pruning machines, mowers. So, all of those little things add up."

Oregon growers also have embraced technology. At Bountiful Farms, it helps minimize waste and maximize resources.

"We have monitors throughout our nursery that feed information back to our plant health," Nelson said. "We are able to monitor moisture, temperature and EC so we get a snapshot every day of where we are at in a general balance of the nursery. And so many of the Oregon growers use this technology."

The fact that growers are willing to share knowledge is another benefit afforded the Oregon nursery industry.

"In the Willamette Valley, there is a pretty strong historical collective of knowledge that a lot of us growers are willing to share with one another," Nelson said. "And I think there is a lot to be said for that."

"So much of this is an art and a science," Nelson added. "I have a degree in horticulture, but so much of what I've

learned has either come from my father or my brother or my neighbors and we are all better because of that. We are stronger as an Oregon growing base because so much of our product is shipped out and so many times, we are sharing trucks. So, the higher the quality that we are known for, the greater the demand that people are going to have in coming to our state."

**Institutional support**

Oregon growers also benefit from a strong industry association, Gregory said.

"I think the strength of our association is certainly a factor," he said. "And the support of research

**"In the Willamette Valley, there is a pretty strong historical collective of knowledge that a lot of us growers are willing to share with one another."**

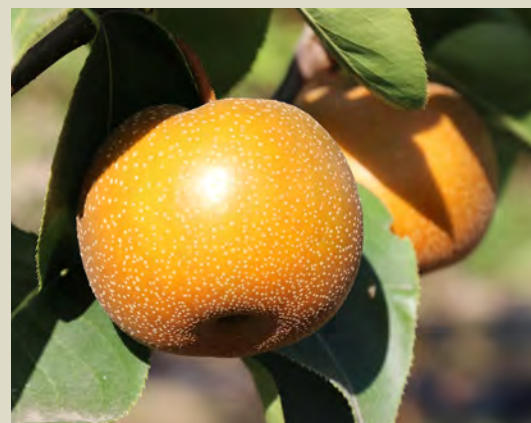
— Todd Nelson

and training institutions, like Oregon State University and Chemeketa Community College, also helps growers."

"You need young people who want to make this a career," VanHoeft said. "Without the programs at OSU and Chemeketa, it would be a lot more difficult to attract these managers."

The presence of well-trained crop consultants has also been vital over the years. According to Nelson, there is a consistent supply of high-quality soilless media, derived primarily from the fact that much of it — like the bark that comes from





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### Nursery sales by category



Oregon is the nation's top seller of **DECIDUOUS SHRUBS** \$73.7 million



Oregon is the nation's top seller of **FRUIT AND NUT PLANTS** \$77.1 million



Oregon is the nation's top seller of **ORNAMENTAL GRASSES** \$12.6 million

The above information from USDA National Agricultural Statistics Service 2019 Census of Horticultural Specialties



sawmills — is produced in state.

The benefit that most frequently came up in interviewing growers seemed to be the wide diversity of plant materials. Bailey of J. Frank Schmidt, characterized the diversity as creating a sort of one-stop-shopping experience for wholesalers.

“Oregon’s plant palette is enormous,” Bailey said. “You can find your tree, shrub and perennial needs all in one place. It is a one-stop shop. For buyers, that opportunity minimizes their cost

and allows them to maximum the amount of variety and plant material they purchase. Buyers are looking to take advantage of this as much as they can. With freight these days, getting as much material on a truck as you can is extremely important.” ©

*Mitch Lies is a freelance writer covering agricultural issues based in Salem Oregon. He can be reached at [mitchlies@comcast.net](mailto:mitchlies@comcast.net).*

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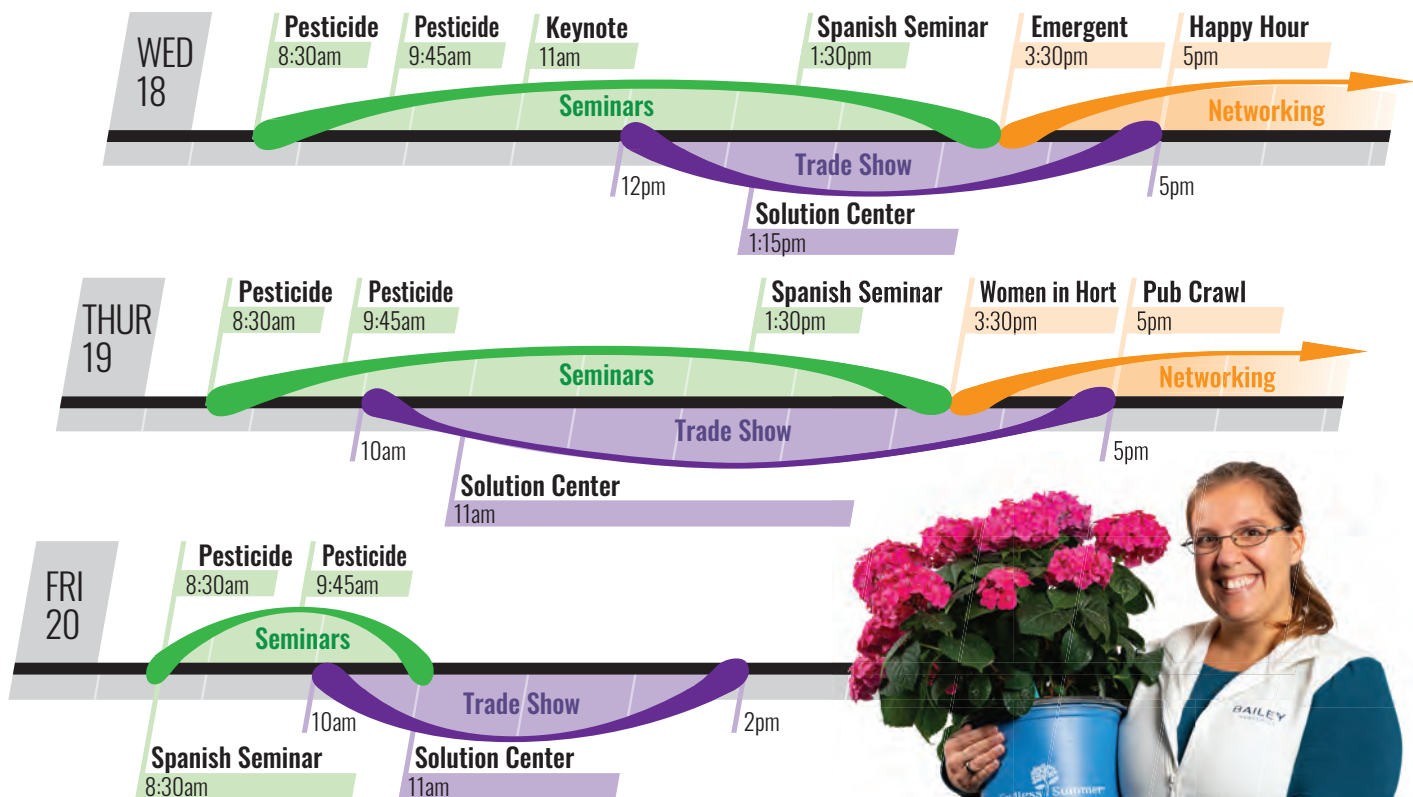


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Dubow recently took over ownership of the Garden Media Group, which has been accurately predicting trends in the green industry for almost 20 years. Garden Media Group also ignites buzz for clients, offers innovative public relations campaigns and secures top media placements and partnerships. The boutique PR and marketing firm is a leading influence in the home, garden, horticulture, outdoor living, and lawn and landscape industries. The annual Garden Trends Report is one of the most published garden studies in trade and consumer news.

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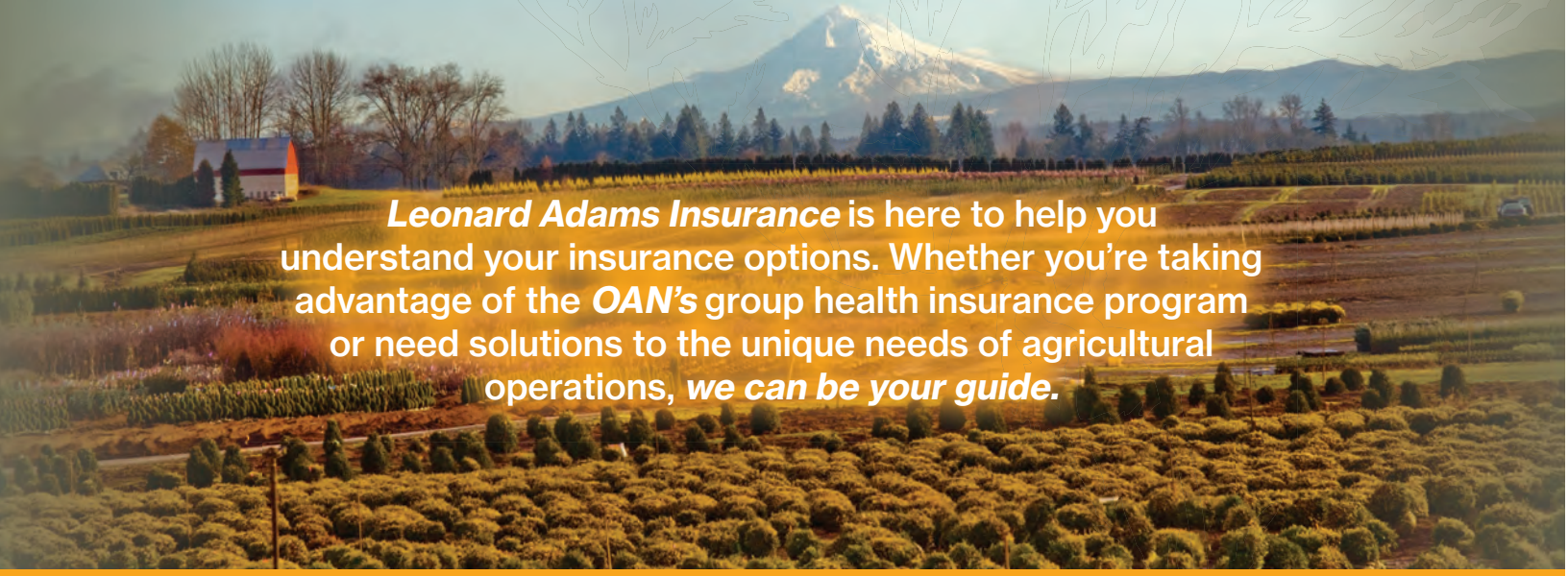
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- Voluntary Life and Disability

## Personal

- Auto
- Home
- Life
- Health

## Agribusiness Coverage

- Property & Casualty
- General Liability
- Workers' Comp
- Farm



**Leonard Adams Insurance** is here to help you understand your insurance options. Whether you're taking advantage of the **OAN's** group health insurance program or need solutions to the unique needs of agricultural operations, *we can be your guide.*

**Leonard Adams Insurance**, a local, 4th generation, family-owned independent insurance agency in business for over 86 years, offers comprehensive insurance options for all sizes of nursery operations. We represent many insurance carriers, enabling us to create a customized program for you and your business. Through the **OAN** Health Insurance program you and your employees will have access to Providence Health Plans, offering coverage at an affordable premium. Let our service and consultative approach work for you.

To receive information and a free quote, call or e-mail:

**Randy Skinner or Kristi Charlton**

Leonard Adams Insurance  
503-296-0077 or toll free 866-907-1850  
randys@lacoinsurance.com, kristic@lacoinsurance.com  
www.lacoinsurance.com



## SOLUTION CENTER

**FREE mini-sessions that come with your trade show pass.**

Throughout the expo hours each day of the Farwest Show, you can attend free live mini-sessions, demos and workshops from top industry speakers and experts. Find the answers you need to a wide range of topics designed to help you grow and improve your operation. These sessions compliment the main education program and pesticide classes, so make sure to find the topics especially relevant to you and gather quick insight that's conveniently located on the show floor!

Sponsored by



**Located on the show floor at the end of aisle 10000.**



## RETAILERS' CHOICE AWARDS

**Calling all trend setters!**

Take part in a journey, sponsored by The Garden Center Group and hosted by **Christina Salwitz**, The Personal Garden Coach, to uncover hidden treasures as you scour the Farwest Trade Show in search of unique and innovative plants and products with the potential to become best sellers in the garden center!



Participating in this talent-scouting mission is easy and fun! Here's how:

- 1. Participating retailers must pre-register.** Go to the Farwest website ([www.FarwestShow.com](http://www.FarwestShow.com)) and click Show Features to access the Retailers' Choice Awards registration link to participate in the judging.
- 2. Wednesday August 18, noon:** Meet Christina at the show registration area in Lobby C under the Dragon Boat to receive your guidelines and nominating form.
- 3. Walk the show floor at your pace!** Make note of what catches your eye and what you think your customers will love.
- 4. Reconvene with Christina at 5pm in Room A103:** Turn in your nominations, compare notes with your fellow retailers and select the winners.
- 5. Thursday August 19, 2:45pm:** Christina will announce the winners at the Solution Center at the end of aisle 10000 on the trade show floor.

Our awards presentation on Thursday afternoon will recognize products deserving special recognition for their vision, new products retailers plan to add to their inventory mix, and products/services with a new approach to an old formula. You won't want to miss it!

## COVID-19 HEALTH & SAFETY GUIDE

The Oregon Association of Nurseries (OAN) is dedicated to ensuring the safety of all exhibitors and attendees at the Farwest Show, which will take place August 18-20, 2021 at the Oregon Convention Center in Portland, Oregon. We are very excited to gather in-person with our community and continue to provide a safe environment for green industry professionals to network, learn, and grow their business.

The Centers for Disease Control and Prevention (CDC) currently recommends getting vaccinated, wearing masks, social distancing, and increased sanitation to prevent the spread of COVID-19. We are working with the Oregon Convention Center, FERN exposition, Travel Portland and our hotel partners to provide a safe and clean environment for all participants by adhering to the CDC-recommended safety guidelines during the Farwest Show this August.



The COVID-19 pandemic safety precautions recommended by health authorities are changing regularly as cases dwindle and more adults become fully vaccinated. The Farwest Show team will continue to monitor the CDC recommendations, and communicate the health and safety guidelines that will be implemented during the show. Please visit our website: <https://farwestshow.com/covid19> for the most current information about health and safety procedures.

The Oregon Convention Center (OCC) has obtained the Global Biorisk Advisory Council (GBAC) Star Accreditation. The GBAC STAR™ Facility Accreditation Program is performance-based and designed to help facilities establish a comprehensive system of cleaning, disinfection, and infectious disease prevention for staff and venues.

To achieve GBAC STAR accreditation, the OCC was required to demonstrate compliance with the program's 20 core elements, which range from standard operating procedures and risk assessment strategies to personal protective equipment and emergency preparedness and response measures. Learn more about GBAC STAR accreditation at [www.gbac.org](http://www.gbac.org).



# SHOW MAP

OREGON  
CONVENTION CENTER



LOADING DOCK



N.E. MARTIN LUTHER KING JR. BLVD (STREETCAR)





# FARWEST

PORTLAND 2021



*Some are smart ... but*

 **RootMaker**<sup>®</sup>

**The Original Root Pruning Container System**<sup>®</sup>

*is brilliant!*

**IN GROUND**



**OR**

**ABOVE GROUND**



**RootMaker**<sup>®</sup> provides the greatest selection of growing systems today.

The science behind **RootMaker**<sup>®</sup> increases the energy a plant produces resulting in more active root tips, better absorption of water and nutrients, and no transplant shock.

Your customers are demanding **RootMaker**<sup>®</sup> grown trees.

Call **RootMaker**<sup>®</sup> today to grow superior plants.

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800-824-3941

[sales@rootmaker.com](mailto:sales@rootmaker.com)

# NETWORKING AND SOCIAL EVENTS

Don't miss these FREE Events. You're invited!

## EMERGENT NETWORKING EVENT

WEDNESDAY, AUGUST 18,  
3:30-5pm, in Lobby A

### Support our industry's Emergents!

Join us for this free event open to all horticulture professionals. Enjoy free appetizers and a complimentary beverage as you mingle with the brightest and most enthusiastic faces in the industry — our future in the green industry! Emergent began in 2011 with a handful of eager and talented horticulture professionals and continues to expand year after year.

The conversation continues where it began on the Facebook group, **Emergent: A Group for Growing Professionals**. Check out the ever-expanding community of more than 4,600 horticulture professionals sharing information, job postings and inspiring ways we can build the future of the industry.

## WOMEN IN HORTICULTURE

THURSDAY, AUGUST 19,  
3:30-5pm, in Lobby A

Join us as we celebrate over 10 years of connecting women in the green industry! Since its inception in 2010, the Women in Horticulture networking event at Farwest has been a place for women to share their experiences, build connections and strengthen career skills.

Our guest speaker this year is Rachel Burlington, co-founder of the national Women in Horticulture group and the first female curator for the Portland International Test Rose Garden. Rachel is passionate about plants, labor issues, professional development, and growing a supportive community in the green industry. This is an inclusive event and any advocate for women in horticulture is welcome, regardless of gender!

Sponsored by



Sponsored by



## HAPPY HOUR

WEDNESDAY, AUGUST 18,  
5-7pm, in Lobby A

Farwest comes but once a year, so join us to celebrate with wine and cold beer!

Back by popular demand, enjoy delicious beverages and free appetizers as you mix and mingle with friends and colleagues to celebrate the completion of the first day of the show. Farwest exhibitor booth awards will also be announced during Happy Hour festivities, including the winner of Best of Show! Open to all Farwest participants. Cheers!

Presented by



Sponsored by



## PUB CRAWL

THURSDAY, AUGUST 19,  
5pm-Late Night

Let's hit the town for another round! Socialize and network with new and old friends while snacking and relaxing. Join us on our Farwest Pub Crawl for a fun-filled night of laughter and witty banter. The merriment takes place at Spirit of 77, just a short journey across the street from the Convention Center, where light appetizers will be provided. The first 50 people to Spirit of 77 will receive a complimentary beverage.

5pm

Spirit of 77

500 N.E. Martin Luther King Jr Blvd.,  
Portland



**Wear your support for Women in Hort**

The new Women in Hort shirt is available for purchase via Bonfire. The two-sided shirt is available in two styles and 10 colors! All proceeds will help provide food and beverage provisions for the event.

Find details online at [farwestshow.com/event/women-in-horticulture/](http://farwestshow.com/event/women-in-horticulture/)



# DISEASE CONTROL TOOLS



**FENSTOP**<sup>®</sup>  
FUNGICIDE

- EXCELLENT CONTROL OF WATER MOLD DISEASES (PYTHIUM, PHYTOPHTHORA, DOWNY MILDEW)
- UPWARD SYSTEMIC MOVEMENT
- REI 12 HOURS

- FLEXIBILITY AND VERSATILITY FOR YOUR DISEASE CONTROL PROGRAM
- CONTROLS POWDERY MILDEW, BOTRYTIS, RUSTS, MONILINIA AND OTHER FOLIAR DISEASES
- REI 4 HOURS



**EcoSwing**<sup>®</sup>  
BOTANICAL FUNGICIDE

# ALL STAGE MITE CONTROL



**HEXYGONIQ**<sup>®</sup>  
MITICIDE

- CONTROLS EGGS, LARVAE, NYMPHS WHILE FEMALES STOP PRODUCING VIABLE EGGS
- EFFECTIVE ON TETRANYCHID FAMILY (TWO SPOTTED SPIDER MITE, OTHERS)
- TRANSLAMINAR MOVEMENT AND EXTENDED RESIDUAL
- SOFT ON BENEFICIALS

- EXCELLENT BROAD SPECTRUM CONTROL OF IMMATURE AND ADULT MITES
- CONTROLS POWDERY MILDEW IN GREENHOUSE, NURSERY, AND LANDSCAPE ORNAMENTALS
- EASY TO MEASURE AND MIX LIQUID SC FORMULATION



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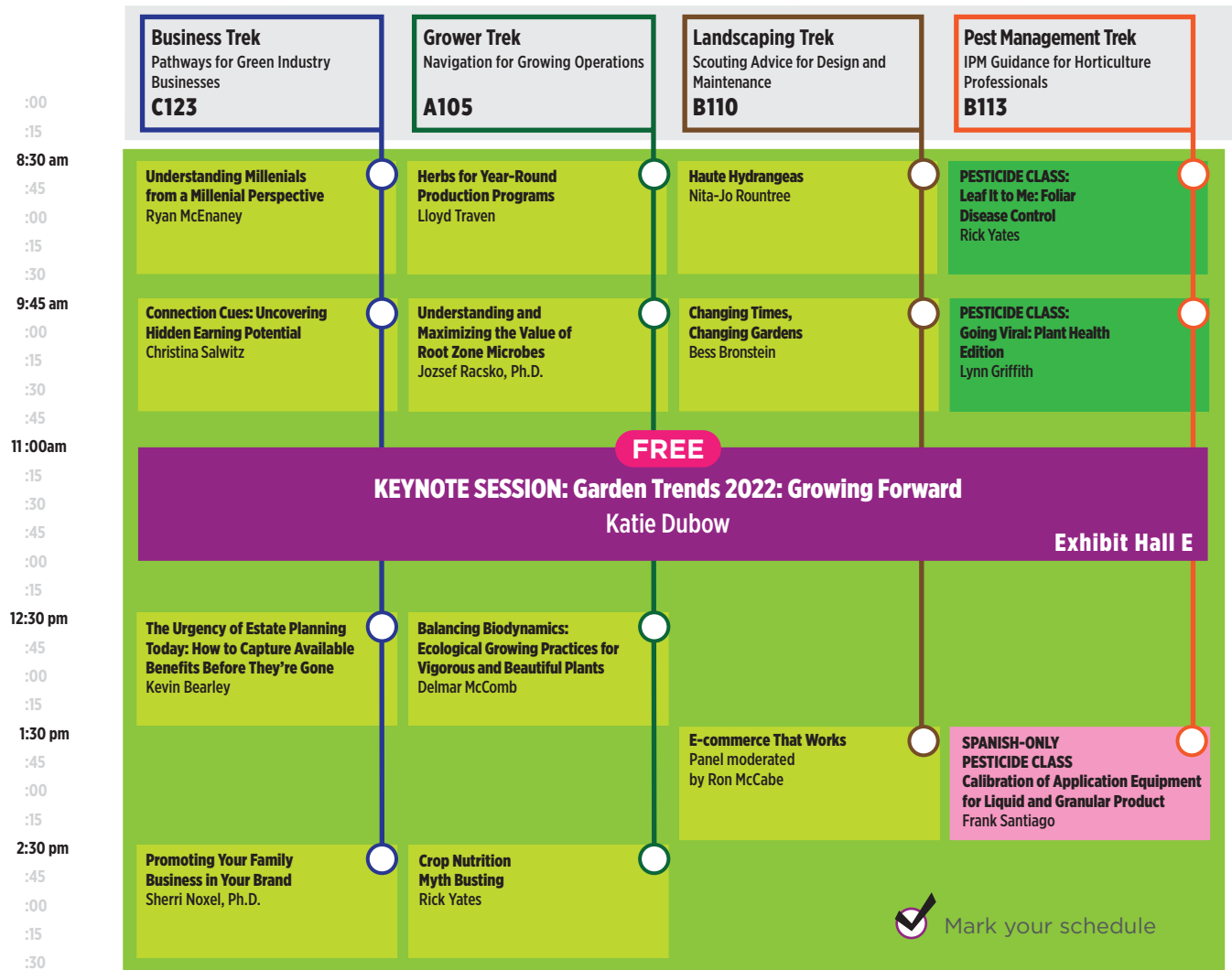
# SEMINARS AT A GLANCE

## EDUCATION SEMINARS, PESTICIDE CLASSES AND FEATURED SPEAKERS

Advance your career by registering for the Farwest Show's industry-focused seminars! We have put together an extraordinary schedule of new and in-demand speakers to share the latest developments and business opportunities for growers, retailers, landscapers and business professionals. Ticket holders will hear directly from the thought leaders in our network who are coming up with creative business innovations, launching new technologies, and sharing their solutions for fixing our most significant business concerns.

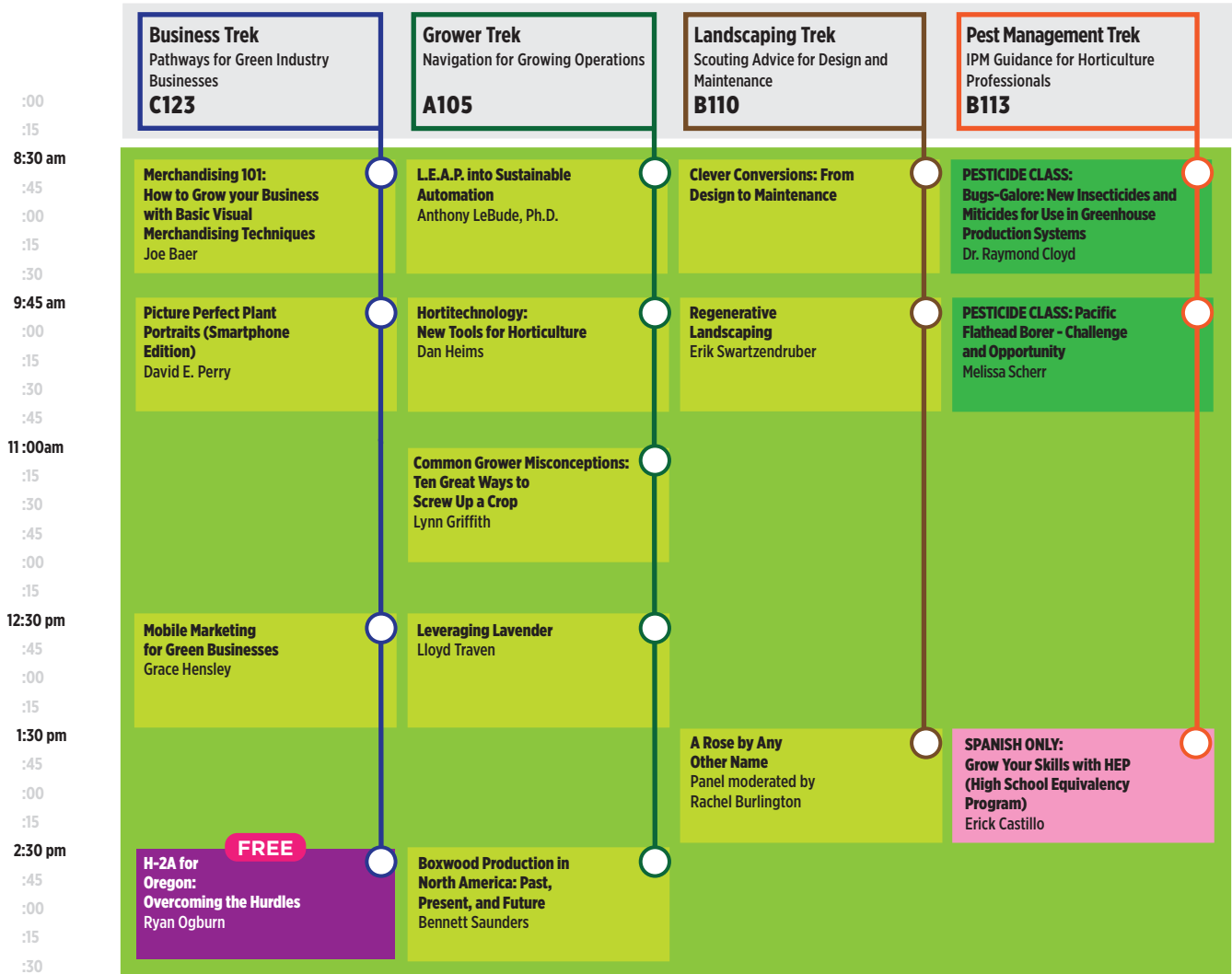
Find session descriptions in the Farwest Planning Guide available at the Farwest Resource Center (Aisles 13000-14000 at the center of the show floor). You can find out even more at [www.FarwestShow.com](http://www.FarwestShow.com).

## WEDNESDAY SEMINARS



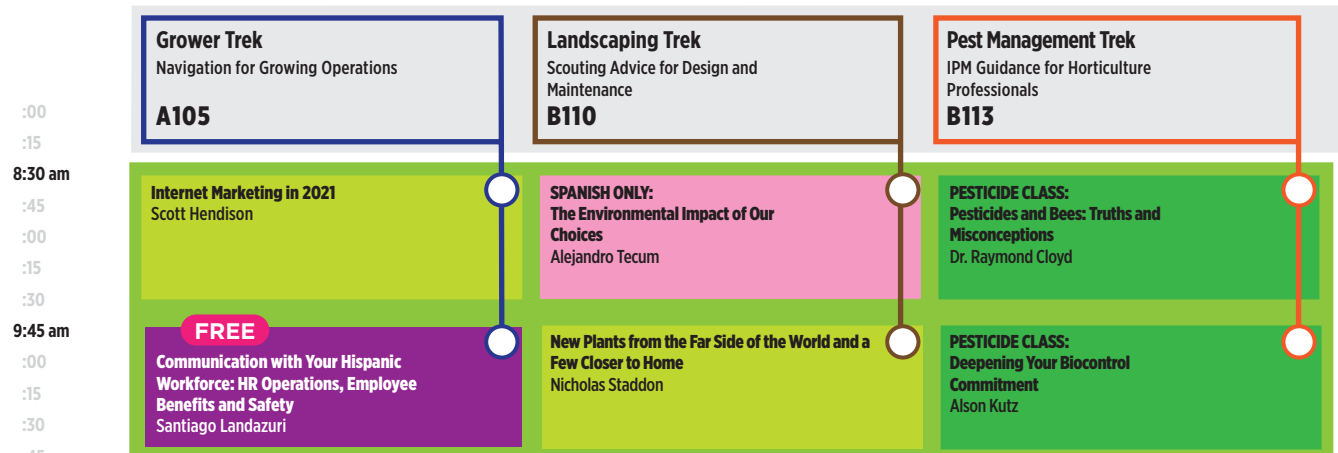
# THURSDAY SEMINARS

 Mark your daily plans!



# FRIDAY SEMINARS

 Mark your daily plans!





# FIGHT WITH BIOLOGICAL BITE



## CONTROL POWDERY MILDEW

Increases crop performance by stimulating a plant's ability to fight diseases.



## CONTROL DOWNY MILDEW & BOTRYTIS

Combats challenging diseases with broad spectrum control with multiple modes of action.



## CONTROL APHIDS, WHITE FLIES & WESTERN FLOWER THRIP

Increases yield by protecting against a wide variety of chewing & sucking insects & mites. Soft on Beneficials.



## CONTROL ROOT APHIDS, MITES & SWD

Prevents crop damage by reducing reproduction, inducing mortality, stopping feeding & repelling insects. Soft on Beneficials.

GREENHOUSE GROWER RESOURCES



Educational Videos: Using Biologicals Effectively



Hemp Pest Management Guide



Learn more at [MarroneBio.com/CG/](http://MarroneBio.com/CG/)

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# Grow with Haifa

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# SOLUTION CENTER

## MINI-SESSIONS FREE

WEDNESDAY, AUGUST 18 - FRIDAY, AUGUST 20

Sponsored by



Throughout the expo hours each day of the Farwest Show, you can attend free live mini-sessions, demos and workshops from top industry speakers and experts. Find the answers you need to a wide range of topics designed to help you grow and improve your operation. These sessions compliment the main education program and pesticide classes, so make sure to find the topics especially relevant to you and gather quick insight that's conveniently located on the show floor!

**Located on the show floor at the end of aisle 10000.**



Mark your daily plans!

	Wednesday, August 18	Thursday, August 19	Friday, August 20
11:00 am		<b>Plant and Shoot - Smartphone Photography for Plant People</b> Grace Hensley	<b>Driving Sustainable Agriculture: The Business Case for Horticulture</b> John Farner
11:15 am			
11:30 am			
11:45 am		<b>Eco-Friendly Landscapes 101</b> Erik Swartzendruber	<b>Where are Consumers Getting Plant Info? (Hint: It's Tags)</b> Todd Davis
12:00 pm			
12:15 pm			
12:30 pm		<b>Bio Beds: A Place for Pesticide Waste</b> Brian Hill	<b>New Varieties on the Horticultural Horizon</b> Allison Pennell
12:45 pm			
1:00 pm			
1:15 pm	<b>Structural Pruning for Young Trees</b> Bess Bronstein	<b>Hemp Production Principles</b> Lynn Griffith	
1:30 pm			
1:45 pm			
2:00 pm	<b>Local SEO Demystified: Get More Out of Local Internet Searches</b> David Westlund	<b>Pruning Roses and Hydrangeas for Maximum Beauty</b> Nita-Jo Rountree	
2:15 pm			
2:30 pm			
2:45 pm	<b>Using AI &amp; Computer Vision to Optimize Your Greenhouse</b> Adam Greenberg	<b>Retailers' Choice Awards</b> Presented by Christina Salwitz, The Personal Garden Coach	
3:00 pm			
3:15 pm			

# EXPERIENCE PORTLAND

## DINING and HOTELS

August is the perfect time of year to dine around Portland. Not only is the Farwest Show in full gear, but all the best summer produce is at its peak of ripeness.

Portland's dining scene has it all, from familiar comfort food classics to exotic cuisines from around the world. What unites the city's best menus is a passion for locally grown, seasonal ingredients.

Following is a sampling of some of our favorite restaurants in Portland's close-in neighborhoods. Most are located within a 15-minute walk, car or bus ride from the Oregon Convention Center. So after a long day touring Nursery Country and making new connections on the show floor, pull up a seat and get down to business satisfying your hunger and thirst.

For more dining recommendations, log on to [www.TravelPortland.com](http://www.TravelPortland.com) or [www.TravelOregon.com](http://www.TravelOregon.com).

### CONVENTION CENTER AND VICINITY

#### J CAFÉ

533 NE Holladay St. #101; 503-230-9599  
[www.thejcafeportland.com](http://www.thejcafeportland.com)

Light-filled space with floor-to-ceiling windows offers a selection of deli-style eats and drinks.

#### LITTLE BIG BURGER

787 NE Holladay St.; 503-477-6829  
[www.littlebigburger.com](http://www.littlebigburger.com)

Small menu including burgers and truffle fries at no-frills, sustainably minded local chain outpost.

#### NOBLE ROT

1111 East Burnside Street, Fourth Floor, 503-233-1999

[www.noblerotpdx.com](http://www.noblerotpdx.com)

Fourth-floor wine bar offering city views and small plates featuring ingredients from a rooftop garden.

#### PINE STATE BISCUITS

125 NE Schuyler Street; 503-719-5357  
[www.pinestatebiscuits.com](http://www.pinestatebiscuits.com)

Indoor take-away window serving a biscuit-focused menu of breakfast and lunch fare.

#### WILD NORTH

1411 NE Broadway; 971-808-1202  
[www.wildnorthpdx.com](http://www.wildnorthpdx.com)

Rustic eatery serving fresh, seasonal, whole ingredient recipes that showcase local flavors.



Enoteca Nostrana is a wine bar next door to iconic Italian eatery Nostrana in Southeast Portland's Central Eastside District.

### NORTH PORTLAND

#### MISS DELTA RESTAURANT & BAR

3950 N Mississippi Ave.  
503-287-7629

[www.missdeltapdx.net](http://www.missdeltapdx.net)

Hush puppies, fried catfish and other Southern specialties star at this compact place with Cajun chow.

#### THE PEOPLE'S PIG

3217 N Williams Ave.  
503-282-2800

[www.peoplespig.com](http://www.peoplespig.com)

Known for its smoked meat sandwiches, this chill BBQ joint has classic sides, plus beer and cocktails.

#### EAT: AN OYSTER BAR

3808 N Williams Ave. #122  
503-281-1222

[www.eatoysterbar.com](http://www.eatoysterbar.com)

Farm-direct shellfish and classic Cajun dishes and cocktails, plus a New Orleans-style Sunday jazz brunch.

#### ¿POR QUE NO?

3524 N Mississippi Ave.  
503-467-4149

[www.porquenotacos.com](http://www.porquenotacos.com)

There's always a line, but this taqueria is worth the wait for traditional Mexican fare made from local produce and protein.

### EASTSIDE

#### LA MOULE

2500 SE Clinton Street  
971-339-2822

[www.lamoulepdx.com](http://www.lamoulepdx.com)

Arty brasserie featuring creative mussel dishes and other Belgian staples, plus beer and cocktails.

#### LAURELHURST MARKET

3155 E Burnside St.  
503-206-3097

[www.laurelhurstmarket.com](http://www.laurelhurstmarket.com)

Butcher shop/steakhouse providing unusual cuts, house-cured meats and craft drinks in industrial digs.

#### NOSTRANA

1401 SE Morrison St. #101  
503-234-2427

[www.nostrana.com](http://www.nostrana.com)

Classical Italian cuisine: robust salads, bowls of pasta and wood-fired oven pizza.

#### SCREEN DOOR

2337 E Burnside St.  
503-542-0880

[www.screendoorrestaurant.com](http://www.screendoorrestaurant.com)

Refined Southern specialties like butter-milk-fried chicken in roomy digs offering a weekend brunch.

## DOWNTOWN

### DEPARTURE

525 SW Morrison St., 15th floor  
503-802-5370

[www.departureportland.com](http://www.departureportland.com)

Stylish, pan-Asian restaurant atop the Nines Hotel with a rooftop deck overlooking historic Pioneer Square.

### ELENI'S PHILOXENIA

112 NW 9th Avenue  
503-227-2158

[www.elenisrestaurant.com](http://www.elenisrestaurant.com)

Unpretentious spot for Greek comfort food dishes plus a selection of wines in a lively setting.

### KENNY & ZUKE'S DELICATESSEN

1038 SW Harvey Milk Street  
503-222-3354

[www.kennyandzukes.com](http://www.kennyandzukes.com)

Bustling spot serving a signature pastrami, bagels & other deli fare in a roomy, light-filled space.

### MOTHER'S BISTRO

121 SW 3rd Ave.  
503-464-1122

[www.mothersbistro.com](http://www.mothersbistro.com)

Homey cafe and bar with country-chic decor and chandeliers specializing in hearty comfort-food classics.

### PINE STREET MARKET

126 SW 2nd Ave.

[www.pinestreetpdx.com](http://www.pinestreetpdx.com)

Bustling food hall with gourmet vendors, plus a mix of counter and communal seating.

## NORTHWEST PORTLAND

### CHICHA

1314 NW Glisan Street  
503-953-1933

[www.chichapdx.com](http://www.chichapdx.com)

Casual outdoor dining space with a delicious twist on Peruvian street cuisine

### DESCHUTES BREWERY PORTLAND PUBLIC HOUSE

210 NW 11th Ave.  
503-296-4906

[www.deschutesbrewery.com](http://www.deschutesbrewery.com)

Mecca for beer lovers in the popular Pearl District. Sample more than a dozen brews on tap, plus seasonal and experimental selections created on site.

### ELEPHANTS DELICATESSEN

115 NW 22nd Avenue, Portland, OR 97210  
503-299-6304

[www.elephantsdeli.com](http://www.elephantsdeli.com)

Popular and vibrant market option specializing in gourmet deli fare, plus prepared foods and wine.

### PAPA HAYDN

701 NW 23rd Ave, Portland, OR 97210  
503-228-7317

[www.papahaydn.com](http://www.papahaydn.com)

European-style desserts meet upscale American sandwiches and salads at this romantic cafe.

## BOOK YOUR LODGING AT SPECIAL FARWEST SHOW RATES AND SAVE!

Book at our official Farwest host properties to ensure maximum convenience, get the best rates and enjoy exclusive perks, such as free Wi-Fi, free Trimet passes and discounted parking while attending the Farwest Show. Secure your reservation at [www.farwestshow.com/hotel](http://www.farwestshow.com/hotel)

The Farwest Show will not make any outbound calls to solicit hotel or lodging reservations. Show organizers urge attendees not to give credit card information to anyone calling and claiming to be a Farwest travel agent.

## WALK TO THE OREGON CONVENTION CENTER (OCC)

(Lodging options that are just blocks away from OCC)

### 1 HYATT REGENCY **NEW**

- \$149-\$199 a night
- 375 N.E. Holladay St. Portland, OR 97232
- Visit our website for the link to book online, or call 1-877-803-7534 to reserve your room and mention group code **G-FARW**.

### 2 COURTYARD by MARRIOTT

- \$179 a night
- 435 NE Wasco Street, Portland, OR 97232
- Visit our website for the link to book online, or call 1-888-236-2427 and mention the group code **Farwest 2021**.

### 3 DOUBLETREE HOTEL

- \$129-\$179 a night
- 1000 N.E. Multnomah Street, Portland, OR 97232
- Visit our website for the unique link to book online, or call 1-800-996-0510 and mention the group code **OAN** or **Farwest Show**.

### Important Details:

- Rates do not include taxes.
- Discounted rates can be reserved through August 2, 2021 and are subject to availability.
- To avoid a cancellation fee of one night room plus tax, reservations must be canceled three days prior to arrival.
- Additional cancellation fees may be imposed by hotels, specific cancellation policies vary by property.



Discover things to do at [www.TravelPortland.com](http://www.TravelPortland.com) and [www.TravelOregon.com](http://www.TravelOregon.com).

# PRODUCTS BY CATEGORY

## BOOTH

### ANNUALS PERENNIALS AND BULBS

A.D.R. Bulbs Inc. ....	15013
Ball Seed Company.....	5043, 5045, 5047, 5049, 5051, 6044, 6046, 6048, 6050, 6052
Blooming Nursery.....	13055, 14056
Breeden Family Farms.....	18029
F & B Farms.....	8016
Fessler Nursery Company.....	12047
Little Prince of Oregon Nursery Inc. ....	7025
McHutchison.....	18046
Netherland Bulb Company.....	7015
Proven Winners.....	6055, 6057, 7056, 7058
Smith Gardens Inc. ....	10015, 11016
Terra Nova Nurseries Inc. ....	16047, 16049
Van Bloem Gardens.....	12028
Walla Walla Nursery Co. Inc. ....	7055, 8056

### ASSOCIATIONS AND NON-PROFITS

Chemeketa Community College Horticulture Program.....	21061, 21063
Chicagoland Grows Inc.....	19057
Great Plant Picks.....	19059
Oregon Association of Nurseries.....	13025, 13027, 13029, 13031, 14026, 14028, 14030, 14032
Oregon Department of Agriculture.....	19064
Oregon Garden, The.....	15007
Oregon Landscape Contractors Board.....	23047
Oregon State University Dept. of Horticulture.....	19062
ProGreen EXPO.....	14014
Vancouver Tool Library and Community Access Center.....	22046, 22048
WA State Dept of Labor & Industries.....	14047, 14049
wafila.....	23045
WUSATA (Western U.S. Agricultural Trade Association).....	19058

### BAMBOO AND ORNAMENTAL GRASSES

Bamboo Garden.....	18014, 18016
Emerald Coast Growers.....	17058

### BENEFICIAL INSECTS

Beneficial Insectary.....	11057
Biobest USA.....	12030
Evergreen Growers Supply.....	11025

### CHEMICALS

BASF Turf & Ornamentals.....	9044
Bayer.....	16058
BioSafe Systems LLC.....	9048

## BOOTH

BioWorks Inc.....	12026
Bobbex Inc.....	8046
Dip 'N Grow Inc.....	11045
GardenCare Naturals LLC.....	10026
Gowan USA LLC.....	11056
Marrone Bio Innovations.....	10016
Nufarm Americas.....	14027, 14029
Nutrien Solutions.....	10025, 11026
OHP Inc.....	14015, 15016
Pace 49.....	11030
PureCrop1.....	10055
SePRO Corp.....	7027
Syngenta.....	9055, 10056
Wilbur-Ellis Company.....	11051, 12052

### CHRISTMAS TREES WREATHS AND GREENS

Kirk Company.....	14046
Teufel Holly Farms.....	13045

### COMPUTER EQUIPMENT AND SOFTWARE

CompuPlants.....	12056
eGrow Solutions LLC.....	12048
Everbearing Services.....	16028
PlantX.....	13047
Power Development Solutions LLC.....	10045, 10047

### CONIFERS

Brooks Tree Farm.....	10043, 11044
Durkin's Nursery.....	8043
Evans Farms LLC.....	14051
Grower Direct Supply Inc. ....	8013, 8015
Hopper Bros.....	12010, 12012, 12014
Iseli Nursery.....	19037
Steffen's Conifer Nursery.....	15030
Tree Frog Nursery.....	14050, 14052

### CONTAINERS

AIR-POT - The Expert's Choice.....	11029
Anderson Die & Mfg Co.....	19043, 20044
Baihui Gardening Products Factory.....	7046, 7048
Discount Nursery Supplies LLC.....	16029
East Jordan Plastics Inc. ....	6043
GROWinBAG.....	8029
HC Companies, The.....	6049, 6051
HerkuPlast-Kubern GmbH.....	11058, 11060

**BOOTH**

McConkey Co.....	7043, 8044
New Christie Ventures.....	8052
Nursery Supplies Inc.....	19049, 19051, 20050, 20052
NurserySource LLC.....	15037
RootMaker Products Company LLC.....	17013, 17015
T & R Company.....	10027, 10029
Western Pulp Products Co.....	10051

**BOOTH**

**IRRIGATION EQUIPMENT AND SUPPLIES**

Aivaka.....	16048, 16050
Altrac.....	15012
Cherry Creek Systems.....	11011, 11013
Conserva Irrigation of NW Portland.....	10007, 11008
Ewing Irrigation.....	15014
HPS Pipe & Supply.....	7057, 7059
Nelson Irrigation Corporation.....	7044

**EQUIPMENT AND APPLICATORS**

Airtec Sprayers Inc.....	10010
Big John Mfg.....	21050
Blackmore Company Inc.....	13007, 14008
Dramm Corp.....	11015, 12016
Dutchman Tree Spade.....	18045
Ellis Products Inc., Mitchell.....	16019
Haaga Sweeper.....	13008
Hort Tech Systems LLC.....	16063, 17064
JAVO USA Inc.....	18047
Marion Ag Service Inc.....	15045, 15047

**LABELS OR TAGS**

Gardenware.....	19016
GoDex International Americas.....	22044
HIP Labels LLC.....	16045
Horticultural Marketing & Printing.....	13032
LODA Enterprises Inc.....	13051
Macore Company.....	10044, 10046
Parker Davis Company.....	18027
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## B

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jesse@rico-rose.com  
www.rico-rose.com

**Bailey Nurseries Inc. ....17019****Jason Bizon**

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**BeaverLake Nursery ..... 17007****Troy Martin**

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Beavercreek, OR 97004-0927  
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troy@beaverlakenursery.com  
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**Bellpark Horticulture .....11019****Derek McLaughlin**

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paul.koole@biobestgroup.com  
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 www.botanicalinterests.com

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 541-915-7648  
 celia@breedenfamilyfarms.com  
 www.breedenfamilyfarms.com

**Brentano's Tree Farm LLC .....8031, 9030, 9032**  
 PO Box 275  
 St. Paul, OR 97137  
 503-633-8733, FAX 503-633-2027  
 brentano@brentanos-treefarm.com  
 www.brentanos-treefarm.com

*Caliper shade and flowering trees, ornamentals and grafted conifers, B&B and container.*

**Briggs Nursery ..... 18037**  
**Jeff Mason**  
 PO Box 658  
 Elma, WA 98541-0658  
 800-444-1515 ext. 102, FAX 888-400-2380  
 jmason@briggsnursery.com  
 www.briggsnursery.com

*Growers and propagators of quality liners, plugs and container stock: ornamentals, small fruits, perennials and forestry.*

**Brim Tractor Company ..... 11063**  
**Carl Capps**  
 4720 Ridge Dr. NE  
 Salem, OR 97301  
 503-991-0523, FAX 503-485-1921  
 carl@brimtractor.com  
 www.brimtractor.com

*Equipment and tractors for nursery, vineyards, orchards, hay, forage and combines.*

**Brooks Tree Farm .....10043, 11044**  
**Dave and Kathy LeCompte**  
 9785 Portland Rd. NE  
 Salem, OR 97305  
 503-393-6300, FAX 503-393-0827  
 office@brookstreefarm.com  
 www.brookstreefarm.com

*Wholesale seedlings and plugs for the ornamental trade, grafting understock, Christmas tree growers, timber and native shrub projects.*

**Burrows Equipment .....9063**  
 55 SW 345th Ave.  
 Hillsboro, OR 97123  
 503-647-5577, FAX 503-647-5525  
 markm@burrowseq.com  
 www.burrowseq.com

**Butler Box & Stake Inc. ....12007, 12009**  
**Yolanda Lopez**  
 3514 Westminster Ave.  
 Santa Ana, CA 92703  
 714-554-0600  
 yolanda@butlerboxandstake.com  
 www.butlerboxandstake.com  
 www.butlerbamboo.com

**BOOTH**



**C&J Nursery ..... 13058, 13060**  
**Jason Karam**  
 16921 SE Foster Rd.  
 Gresham, OR 97080  
 503-380-1146, FAX 503-622-8772  
 cjnursery@live.com  
*Wholesale grower of liners.*

**Casa Flora Inc. .... 6045, 6047**  
**Michelle Bundy**  
 PO Box 41140  
 Dallas, TX 75241-0140  
 206-765-6311, FAX 972-225-5210  
 mbundy@casaflo.com  
 www.casaflo.com  
*Producer of tissue culture tropical and perennial, fern and Heuchera liners.*

**Cascade Meadows Nursery .....21051**  
**Mark and Debbie Eisenzimmer / Rick Carlson**  
 19201 SE Division St.  
 Gresham, OR 97030  
 Shipping 9095 SE Revenue Rd.  
 Boring, OR 97009  
 503-663-0777, FAX 503-663-0777  
 cascademeadownursery@frontier.com  
 www.cascademeadownursery.com  
*Grafted ornamental conifers, maples, dogwoods, Stewartias, conifers, B&B and container stock.*

**Champoeg Nursery Inc. ....16026**  
**Paul Stormo**  
 9661 Yergen Rd. NE  
 Aurora, OR 97002  
 503-678-6348, FAX 503-678-4348  
 info@champoegnursery.com  
 www.champoegnursery.com  
*Wholesale grower of native plants for the Pacific and Inland Northwest. Excellent service and a premier supplier of native plants for restoration, mitigation and landscape projects. More than 200 species available.*

**Chemeketa Community College Horticulture Program .....21061, 21063**  
**Tim Ray**  
 PO Box 14007  
 Salem, OR 97309  
 503-399-5139, FAX 503-589-7828  
 tim.ray@chemeketa.edu  
 go.chemeketa.edu/horticulture  
*Chemeketa Community College in Salem, Oregon offers 2-year degrees in horticulture. We also offer studies and degrees in vineyard management, winemaking, wine business and agribusiness management. Chemeketa's community agriculture and pesticide training program includes many of the re-certification requirements for pesticide applicators.*

**Cherry Creek Systems .....11011, 11013**  
 3025 N Hancock Ave.  
 Colorado Springs, CO 80907  
 719-637-2021, FAX 719-380-8695  
 cprovick@cherrycreeksystems.com  
 www.cherrycreeksystems.com  
*Automated boom and basket irrigation systems, material handling equipment.*

**ALPHABETICAL LISTINGS**

## BOOTH

**Chicagoland Grows Inc. .... 19057****Jim Ault**

Chicago Botanic Garden,  
1000 Lake Cook Rd.  
Glencoe, IL 60022  
847-835-8244  
jault@chicagobotanic.org  
www.chicagobotanic.org

*The Chicagoland Grows® Inc. Plant Introduction Program was established in 1986 as a partnership of the Chicago Botanic Garden, The Morton Arboretum, and the Ornamental Growers Association of Northern Illinois (OGA) with the goal of selecting, evaluating, and introducing a diversity of new landscape plants to Midwestern and equivalent landscapes. All of our selections are well adapted for landscape use in the upper Midwest and in other temperate regions.*

**Clifty View Nursery ..... 9015****Steve Koppang, Lon Merrifield**

312 Clifty View Rd.  
Bonners Ferry, ID 83805  
208-267-7129, FAX 208-267-8559  
info@cliftyview.com  
www.cliftyview.com

*Deciduous and conifers, seedling, transplant, bareroot and B&B specimen stock.*

**Columbia Nursery LLC ..... 8049****Wayne Staehely**

29490 South Jackson Rd.  
Canby, OR 97013  
503-263-2623  
wayne@columbia-nursery.com  
www.columbia-nursery.com

*We offer a unique selection of conifers and Japanese maples that are true to name.*

**CompuPlants ..... 12056****Kirk Markovitz**

8101 SW Nyberg #215  
Tualatin, OR 97062  
503-691-1856  
kirkm@compuplants.com  
www.compuplants.com

*Nursery management software: order entry, accounting, plant costing, purchase orders.*

**Conserva Irrigation of NW Portland ..... 10007, 11008****Sally McCurdy**

2652 N Argyle St.  
Portland, OR 97217  
503-567-7555  
nwportland@conservairrigation.com  
www.conservairrigation.com/nw-portland

**Continental Western Corporation ..... 9016****Lonnie Gorsline**

12021 NE Erin Way  
Portland, OR 97220  
503-223-5194, FAX 503-223-6729  
lgorsline@cwwestern.com  
www.cwwestern.com

*Sisal and synthetic twine, containers, bamboo, shipping products, rope, tarps, gloves, rainwear.*

**Corteva Agriscience ..... 9043****Gilbert Del Rosario**

14781 Livingston St.  
Tustin, CA 92780  
949-878-7371  
gilbert.del-rosario@corteva.com  
www.corteva.us/products-and-solutions/  
turf-and-ornamental

*Basic manufacturer of herbicides, insecticides and fungicides for the turf and ornamental market.*

## BOOTH

**Cosmic Connections LLC ..... 9046****John Hoffman**

18419 SE Babblar St.  
Milwaukie, OR 97267  
541-625-3017  
johncosmiccoir@gmail.com  
www.cosmicconnectionllc.com

**Countryside Nursery ..... 16031, 17032****Adam Farley**

23800 NE Airport Ave. SE  
Aurora, OR 97002  
503-678-0511  
afarley@countrysidenursery.com  
www.countrysidenursery.com

*A full selection of container and field-grown stock featuring maples, spruce, pine and ornamental conifers.*

## D

**Dave Wilson Nursery ..... 17025, 18026****Sean Sheridan**

19701 Lake Rd.  
Hickman, CA 95323  
209-988-0931, FAX 209-874-2274  
sean@davewilson.com  
www.davewilson.com

*Bare-root fruit, nut, shade and flowering trees. Sales programs designed for retail nurseries.*

**Dayton Bag & Burlap ..... 16046****Ryan Basile**

8851 Sleepy Hollow Rd. NE  
Woodburn, OR 97071  
503-951-3074, FAX 503-873-0599  
rbasile@daybag.com  
www.daybag.com

*Plain and treated burlap, nails, twine, wire baskets, general nursery supplies.*

**DeWilde's Wholesale Nurseries Inc. 12029****Lisa Stoner**

6930 Old Guide Rd.  
Lynden, WA 98264-9015  
360-398-6930, FAX 360-398-8613  
sales@dewildes.com

*Wholesale grower of conifers, shade and flowering trees, deciduous and broadleaf shrubs.*

**Dinsdale Nursery ..... 18031****Fred Gerondale**

19540 SW Conzelmann Rd.  
Sherwood, OR 97140  
503-367-3148, FAX 503-625-1881  
sales@dinsdalenursery.com  
www.dinsdalenursery.com

*Wholesale grower of high quality container grown ornamental and Northwest native plants.*

**Dip 'N Grow Inc. .... 11045****John Bakeman**

PO Box 1888  
Clackamas, OR 97015  
503-496-5120  
johnb@dipngrow.com  
www.dipngrow.com

*Dip 'N Grow liquid rooting hormone, "The one that works!"*

## BOOTH

**Discount Nursery Supplies LLC ..... 16029****Nuo Chen**

314 Thelma Ln. NE  
Salem, OR 97301  
877-587-7370, FAX 503-540-3220  
nurserypots@msn.com  
www.discountnurseriesupplies.com

*High-quality, injection-molded nursery containers, flats and saucers.*

**Don Marjama Nursery Co. Inc. .... 13056****Tim Marjama**

11333 SE Bluff Rd.  
Sandy, OR 97055  
503-668-8083, FAX 503-668-4833  
tim@donmarjamanursery.com  
www.donmarjamanursery.com

*Conifers, ornamentals, evergreens. Container and field-grown. Please see our advertisement on Page 80.*

**Drakes Crossing Nursery ..... 17046**

19774 Grade Rd. SE  
Silverton, OR 97381  
503-873-4932, FAX 503-873-4933  
info@drakescrossingnursery.com  
www.drakescrossingnursery.com

*Bare-root conifer seedlings and Christmas trees, potting, grafting and field planting.*

**Dramm Corp. .... 11015, 12016****Dramm Corporation**

PO Box 1960  
Manitowoc, WI 54221-1960  
920-684-0227, FAX 920-684-4499  
ataddy@dramm.com  
www.dramm.com

*Watering tools, chemical application, water treatment management and liquid fish plant food for growing organics.*

**Durkin's Nursery ..... 8043****Mike and Laurie Durkin**

PO Box 474  
Beavercreek, OR 97004  
503-781-7503  
mdurkin@att.net  
www.durkinsnursery.com

*Select nursery stock, specializing in B&B conifers, Japanese maples and other unusual plants.*

**Dutchman Tree Spade ..... 18045****Marlin Tillaart**

3735 Sideline 16 N  
Brougham, ON L0H 1A0 Canada  
800-293-0070, FAX 905-683-8213  
info@dutchmantreespade.com  
www.dutchmantreespade.com

*Manufacturing the very best in nursery and landscape equipment!*

## E

**E F Nursery ..... 9031****Tom Epler**

43465 SW Hiatt Rd.  
Forest Grove, OR 97116-7112  
503-357-5141, FAX 503-357-1352  
tom@efnursery.com  
www.efnursery.com

*Specimen shade and flowering trees.*

**BOOTH**

**E.B. Stone & Son Inc. ....14010, 14012**  
 PO Box 550  
 Suisun City, CA 94585  
 951-333-7976  
 celeste@ebstone.org  
 www.ebstone.org

*Quality fertilizers, soil amendments and potting soils. E.B. Stone and Greenall brands. Serving gardeners since 1916.*

**Earthlight Technologies ..... 9008**  
**Jordan Sinn**  
 1037 Commerce Ct.  
 Silverton, OR 97381  
 503-874-4142  
 jordan@earthlighttech.com  
 www.earthlighttech.com  
*Provider of turn-key solar technology.*

**East Jordan Plastics Inc. .... 6043**  
**Chris Rodriguez**  
 31877 Wild Ginger Place  
 Murrieta, CA 92563  
 231-497-8750  
 chris.rodriguez@ejplastics.com  
 www.eastjordanplastics.com  
*Manufacturer.*

**eGrow Solutions LLC ..... 12048**  
**Krishna Reddy**  
 14845 SW Murray Scholls Dr.,  
 Ste. 110 PMB #608  
 Beaverton, OR 97007  
 503-560-2864  
 sales@egrowsolutions.com  
 www.egrowsolutions.com  
*Web-based nursery management software with desktop and mobile capabilities, production, sales and master orders, inventory, shipping, time and attendance and costing.*

**Ekstrom & Schmidt Nursery LLC ..... 16015, 17016**  
**Brandon Schmidt**  
 3199 SE 302nd Ave.  
 Troutdale, OR 97060  
 503-328-6680  
 ekstrom.schmidt@gmail.com  
 www.ekstrom-schmidt.com

**Ellis Products Inc., Mitchell .....16019**  
**Diane Ellis**  
 9086 Church St, PO Box 628  
 Semmes, AL 36575  
 251-649-6466  
 Jenna@ellisproducts.com  
 www.ellisproducts.com  
*Carts, potting machines, conveyors, hoppers, soil mixers, wagons, mixing systems, flat fillers and dollies, fertilizers, wetting agents, plastic pots and trays.*

**Emerald Coast Growers ..... 17058**  
**John Friel**  
 PO Box 10664  
 Lancaster, PA 17605  
 717-392-3387  
 john.friel@ecgrowers.com  
 www.ecgrowers.com  
*Liner producer — ornamental grasses and perennials.*

**Engel's Evergreens LLC ..... 11027**  
**Vince, Kathy and Quentin Engel**  
 45100 SW Seghers Rd.  
 Gaston, OR 97119  
 503-359-5757, FAX 503-357-5780  
 engels.evergreens@frontier.com  
 www.engelsevergreens.com  
*Container-grown fruit, flowering and shade trees, Christmas wreaths and greens.*

**BOOTH**

**Enlightened Décor ..... 14007, 14009**  
**Brad Beniuk**  
 22048 TWP Road 522  
 Sherwood Park, AL T8E 1G2 Canada  
 780-901-1901  
 beniuk@enlighteneddecor.com  
 www.enlighteneddecor.com

**Eshraghi Nurseries LLC ..... 12025, 13026**  
 26985 SW Farmington Rd.  
 Hillsboro, OR 97123  
 503-628-8685, FAX 503-628-1426  
 sheri@eshraghinursery.com  
 www.eshraghinursery.com  
*Specialty conifers, broadleaf evergreens and Japanese maples from liners to specimens.*

**Evans Farms LLC .....14051**  
**Cindy Lou Pease**  
 22289 S Highway 213  
 Oregon City, OR 97045  
 503-632-3475, FAX 503-632-4967  
 sales@evansfarms.net  
 www.evansfarms.net  
*Wholesale grower of conifers, broadleaf and deciduous ornamentals.*

**Everbearing Services ..... 16028**  
**Ron McCabe**  
 6835 SE 78th Ave.  
 Portland, OR 97206  
 503-875-8364  
 rmccabe@everbearingservices.com  
 www.everbearingservices.com  
*Internet marketing, SEO, social media management, web site development, e-commerce.*

**Everde Growers ..... 7037**  
**Patrick Hughes**  
 45296 SW Ritchey Rd.  
 Forest Grove, OR 97116  
 503-495-2250, FAX 503-359-5634  
 phughes@everde.com  
 www.everde.com  
*Trees, woody shrubs, palms, vines, perennials, citrus and tropicals.*

**Evergreen Growers Supply ..... 11025**  
**Eric Maurer**  
 15822 SE 114th Ave.  
 Clackamas, OR 97015  
 503-908-1946, FAX 503-908-1946  
 order@evergreengrowers.com  
 www.evergreengrowers.com  
*Good bugs are good for business. Use beneficial insects at your nursery.*

**EVL Nursery Inc. ....11047, 11049**  
**Mike Scholtens**  
 22274 64th Ave.  
 Langley, BC V2Y 2N8 Canada  
 604-514-5060, FAX 604-514-5068  
 sales@evlnursery.com  
 www.evlnursery.com

**Ewing Irrigation ..... 15014**  
**Scott Jensen**  
 1625 E James St.  
 Pasco, WA 99301  
 509-528-1710  
 sjensen@ewingirrigation.com  
 www.ewingirrigation.com  
*Irrigation products, drip products, residential, golf, industrial and ag water features, pumps.*

**BOOTH**

**F**

**F & B Farms ..... 8016**  
**Regina Fischer**  
 10498 Geschwill Ln. NE  
 Woodburn, OR 97071-9149  
 503-931-2944, FAX 866-608-3709  
 sales@fandbfarms.com  
 www.fandbfarms.com

*Wholesale growers of finished annuals, certified organic herbs and vegetables, perennials, potted indoor plants and hanging baskets for independent garden centers, florists and retailers.*

**F & L Lumber Inc. .... 11059**  
**Michelle Elliott**  
 PO Box 816, Molalla, OR 97038  
 503-803-1175  
 flumber@aol.com  
 www.flumber.com  
*Please see our advertisement on Page 34.*

**Farmers Defense .....18055, 19056**  
**Kaz Kosciolk**  
 157 Sans Rd.  
 Watsonville, CA 95076  
 530-416-2727  
 kaz@farmersdefense.com  
 www.farmersdefense.com

**Fessler Nursery Company ..... 12047**  
**Marvin Fessler**  
 12666 Monitor Mckee Rd. NE  
 Woodburn, OR 97071  
 503-634-3448, FAX 503-634-2866  
 marvin@fesslernursery.com  
 www.fesslernursery.com  
*Hanging baskets, bedding plants. Selecta, Suntory, Syngenta geranium and Ball FloraPlant vegetative plug liners. Tropical foliage/house plants.*

**Fisher Farms LLC ..... 13043, 14044**  
**Tammi McLaughlin**  
 9650 SW Hardebeck Rd.  
 Gaston, OR 97119  
 503-985-7561, FAX 503-985-3495  
 tammi@fisherfarms.com

**Florafinder LLC ..... 14055**  
 21414 116th St. E  
 Bonney Lake, WA 98391  
 360-625-9809, FAX 360-625-9812  
 linda@florafinderllc.com  
 www.florafinderllc.com  
*Starter plant material, bare-root, liners, plugs, annuals, perennials and tropicals.*

**G**

**Garden Like a Girl .....15060**  
**Tom Garlock**  
 15 82nd Dr., Ste. 160  
 Gladstone, OR 97027  
 503-882-0616  
 tom@gardenlikeagirl.com  
 www.gardenlikeagirl.com  
*Women's garden gloves and recycled plastic bottle garden apparel. Wholesaler and retailer.*

**ALPHABETICAL LISTINGS**

## BOOTH

**GardenCare Naturals LLC .....10026**  
**Scot Patterson**  
 2300 Madrona Dr.  
 Eugene, OR 97403  
 541-344-7740  
 scot@gardencarenaturals.com  
 www.gardencarenaturals.com

**GardenScapes Nursery .....15026**  
**Paul Kuschnick**  
 9344 Mount Angel Gervais Rd. North  
 Gervais, OR 97026  
 503-792-4440, FAX 503-792-4448  
 sales@gardenscapenursery.com  
*Rhododendrons, Exbury azaleas, Kalmia, Pieris, Japanese maples, Ilex, grafted conifers, boxwoods, and Thujas.*

**Gardenware .....19016**  
**Scott Saulsbury**  
 429 SE Marlin Ave., Ste. C  
 Warrenton, OR 97146  
 503-717-9295  
 scott@gardenware.com  
 www.gardenware.com  
*PC software and label supplies for plant labels, picture signs, purchase orders, price lists.*

**Gardinnovations .....9026, 9028**  
**Scott Kachlany**  
 546 Country Club Rd.  
 Bridgewater, NJ 08807  
 908-295-1635  
 hello@mygardinnovations.com  
 www.mygardinnovations.com  
*Gardinnovations is passionate about designing and manufacturing innovative and charming garden products to make gardening easier and more productive for everyone.*

**Gempler's .....21055, 22056**  
**Keith King**  
 100 S 1st St.  
 Mount Horeb, WI 53572  
 608-554-9017  
 keith@gemplers.com  
 www.gemplers.com

**Gerard's Nursery .....13016**  
**Kent Gerard, Alison Hawley**  
 5428 Northwest Road  
 Bellingham, WA 98226  
 360-739-6583  
 alisonmariehawley@gmail.com  
 www.kentsbigdig.com  
*Please see our advertisement for Kent's Big Dig on Page 20.*

**GIE Media Inc. ....18011**  
**Michaela Dodrill**  
 5811 Canal Rd.  
 Valley View, OH 44125  
 216-393-0336  
 mdodrill@gie.net  
 www.giemedia.com  
*Publishers of five trade magazines: Nursery Management, Greenhouse Management, Cannabis Business Times, Garden Center Magazine and Produce Grower.*

**GK Machine Inc. ....10032**  
**Connie Bradley**  
 15090 Donald Rd. NE  
 Donald, OR 97020  
 503-678-5525, FAX 503-678-5693  
 cbradley@gkmachine.com  
 www.gkmachine.com  
*Bare-root tree diggers, pot-in-pot planters, over-the-row sprayers, greenhouses and greenhouse supplies (heaters, fans, shade cloth, etc.). Please see our advertisement on Page 83.*

## BOOTH

**GlassHut Greenhouses .....18007, 18009**  
**Tom Miller**  
 90050 Prairie Rd  
 Eugene, OR 97402  
 541-513-1302  
 info@glasshutgreenhouses.net  
 www.glasshutgreenhouses.net

**GoDex International Americas .....22044**  
**Brian Barrera**  
 3963 Camino Ranchero  
 Camarillo, CA 93012-5066  
 888-987-8878  
 brianbarrera@godexintl.com  
 www.godexintl.com/US

**Gold Hill Nursery LLC .....20037**  
 11715 SW Hillsboro Hwy.  
 Hillsboro, OR 97123  
 503-628-1118, FAX 503-628-2257  
 goldhillnursery@goldhillnursery.com  
 www.Goldhillnursery.com  
*Serving your needs in top quality containerized topiaries, conifers, deciduous and evergreen shrubs and trees. We ship to all 50 states and Canada.*

**Good Earth Organics Inc., The.....7045**  
**Lee Spivey**  
 30088 Redwood Hwy  
 Cave Junction, OR 97523  
 541-592-4855  
 info@goodearthorganics.com  
 https://goodearthorganics.com  
*Since 2008 Good Earth Organics has been the trusted organic choice in the Emerald Triangle, for professional growers and home growers and gardeners seeking the biggest yields and the purest plants. Whether outdoor, indoor or hydroponic GEO can meet all your needs for healthy, toxin-free plants.*

**Gowan USA LLC .....11056**  
 13200 Metcalf Ave., Ste. 125  
 Overland Park, KS 66213  
 913-871-1730  
 gusa@gowanco.com  
 www.gowanco.com  
*Plant protection products for turf and ornamentals. Please see our advertisement on Page 44.*

**GPN/Lawn & Garden Retailer .....10012**  
**Kim Sammartino**  
 PO Box 128  
 Sparta, MI 49345  
 616-520-2173, FAX 616-887-2666  
 ksammartino@greatamericanpublish.com  
 www.greatamericanmediaservices.com  
*Trade magazines for commercial growers and independent garden centers.*

**Great Plant Picks .....19059**  
**Rick Peterson**  
 PO Box 77377  
 Seattle, WA 98177  
 206-362-8612, FAX 206-362-4136  
 rickp@millergarden.org  
 www.greatplantpicks.org  
*Educational program to help Pacific Northwest gardeners select great plants for their gardens.*

**Greater Valley Nursery Ltd. ....19014**  
 28230 Fraser Hwy.  
 Abbotsford, BC V4X 1K7 Canada  
 Hardev84@hotmail.com

## BOOTH

**Greener Solutions International .....7047**  
**John Wynne**  
 PO Box 1373  
 Hebron, CT 06248  
 860-368-7309  
 johnwynne@gsigreen.com  
 www.gsigreen.com  
*Exclusive North American agent for Stockosorb products.*

**Greenhouse Megastore .....13015**  
**Travis Talbot**  
 3740 Seaport Blvd., #10  
 West Sacramento, CA 95691  
 916-372-7933  
 travis.talbot@greenhousemegastore.com  
 www.greenhousemegastore.com  
*Over the past 25 years, Greenhouse Megastore has grown to be a leading supplier of hobby and commercial greenhouse structures, greenhouse and garden supplies, and much more. We believe the foundation of our success can be attributed to the in-depth level of technical knowledge that only comes from experience in the growing industry.*

**Griffin .....8037**  
**Cindy Holmes**  
 208 Montgomery Ave.  
 East Norriton, PA 19401  
 717-314-8948  
 cholmes@griffinmail.com  
 www.griffins.com  
*Premier broker of seed and vegetative annuals, perennials, edibles and more.*

**Grower Direct Supply Inc. ....8013, 8015**  
**Shirley Cheung**  
 1199 Fairway Dr., Ste. 112  
 Walnut, CA 91789  
 479-366-3375  
 shirley@growerdirectsupply.com  
 www.growerdirectsupply.com

**Growers Nursery Supply Inc. ....11043**  
**Don Top**  
 3695 Clausen Acres Lane N  
 Salem, OR 97303  
 503-393-6411, FAX 503-393-6601  
 info@growers-inc.com  
 www.growers-inc.com  
*Wholesale distributor of professional nursery and greenhouse tools and supplies since 1992. We specialize in giving small-to-medium-sized growers the same care and attention that larger growers enjoy. See our large showroom, receive a discount for hauling yourself or allow us to serve you with delivery to your doorstep.*

**GROWinBAG .....8029**  
**Francisco Rey**  
 12002 SW 128th Court, Ste. 106  
 Miami, FL 33186  
 305-710-9628  
 info@whsaustralia.com.au  
 www.growinbag.com  
*"Think outside the pot™." GROWinBAG is an international distributor of Easy-Fill™ grow bags, an Australian designed grow bag invented by a family-owned company, WHS Australia, who have manufactured Easy Fill grow bags for more than 25 years.*

**GrowTech Inc. ....13050**  
**Val Box**  
 7106 Crossroads Blvd, Ste. 216  
 Brentwood, TN 37027  
 615-376-6370, FAX 615-376-6371  
 growtech@growtech.com  
 www.growtech.com  
*Pruning tools and accessories. Ergonomically designed, lightweight, innovative, less fatigue.*

# H

## BOOTH

### Haaga Sweeper .....13008 Ronald Lund

100 Armstrong Rd.  
Plymouth, MA 02360  
800-242-1378  
rlund@bgffloorcare.com  
www.bissellcommercial.com  
*Indoor/outdoor sweepers.*

### Hans Nelson & Sons Nursery Inc. .... 17056 Dan Nelson

31020 SE Waybill Rd.  
Boring, OR 97009  
503-663-3348  
laura@hansnelson.com  
www.hansnelson.com  
*Bare-root and container-grown one-, two and three-year shade, flowering and ornamental trees.*

### HC Companies, The ..... 6049, 6051 Tom Brewer

2450 Edison Boulevard, Ste. 3  
Twinsburg, OH 44087  
503-686-8448, FAX 440-632-3309  
tbrewer@hc-companies.com  
www.hc-companies.com  
*Here at HC, we proudly support professional growers, distributors, retail garden centers, and mass merchandisers with locations throughout North America for quick and easy delivery where your business does business. HC is a culmination of many storied brands in the industry including Dillen®, ITML®, Kord™, Amerikan®, and Listo® – all helping to create the innovative company we are today. HC utilizes the latest technologies to create our full line of greenhouse and nursery growing containers whether it's blow mold, thermoform, injection, co-ex, or vacuum formed. Additionally, our sustainable fiber containers are created in a closed-loop water recycling system to eliminate waste and help preserve the environment.*

### Henri by Stonecasters LLC ..... 22051 Frank Honold

1250 Henri Dr.  
Wauconda, IL 60084  
800-323-4784, FAX (800) STATUE-1  
marketing@henristudio.com  
www.henristudio.com  
*Henri Studio is the world's premier designer and manufacturer of cast stone garden décor; featuring fountains, statuary, planters, birdbaths, tables, benches and more! With over 50 years' experience, Henri Studio's renowned designs, premium quality materials and trend-setting finishes have brought lasting beauty to gardens worldwide.*

### Heritage Seedlings & Liners .....9037 Jolly Krautmann

4194 71st Ave. SE  
Salem, OR 97317  
503-585-9835, FAX 503-371-9688  
sales@heritageseedlings.com  
www.heritageseedlings.com  
*Unusual ornamental tree and shrub liners. Heavy-rooted transplants, pot-grown liners, natives and perennials.*

### Herkuplast-Kubern GmbH ..... 11058, 11060 Alfred Boot

Am Steinhugel 1  
Ering am Inn, BAY 94140 Germany  
31765017402  
export@herkuplast.com  
www.herkuplast.com  
*Reusable heavy duty air pruning propagation and growing trays. Cell sizes 1–4 inches sq/rd, 1–8 inches dp. Please see our advertisement on Page 18.*

## BOOTH

### High Caliper Growing Inc. ....15051, 16052 Kurt Reiger

7000 N Robinson Ave.  
Oklahoma City, OK 73116  
405-842-7700, FAX 405-842-7706  
info@treebag.com  
www.treebag.com  
*Fabric field grow bags, fabric pot pruners for containers, pond pots for aquatic plants, and Smart Pot fabric container. Please see our advertisement on Page 80.*

### HIP Labels LLC .....16045 Bob Lovejoy

PO Box 10826  
Greensboro, NC 27404  
336-472-0674  
bob.lovejoy@hiplabels.com  
www.hiplabels.com  
*Custom packaging for growers and retailers!*

### Hochstein Nursery LLC .....19046 Ron Hochstein

38100 SW Gnos Rd.  
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sales@hochsteinnursery.com  
www.hochsteinnursery.com  
*Alberta spruce, arborvitae, grasses, heather, mugo pine, nandina, Osmanthus 'Goshiki'.*

### Hopper Bros. ....12010, 12012, 12014 Joni Hopper

33285 S Barlow Rd.  
Woodburn, OR 97071  
503-651-2493, FAX 503-651-3766  
sales@hopperbros.com  
www.hopperbros.com  
*Conifers: B&B, container, liners, topiary. Christmas trees: cut and living. Pumpkins.*

### Hort Tech Systems LLC .....16063, 17064 Clay Starke

669 S Emerald Loop  
Cornelius, OR 97113  
503-789-9675  
clay@horttechsystems.com  
www.horttechsystems.com

### Hortica. a brand of the Sentry Insurance Group ..... 18048 Bob Otsuka

#1 Horticultural Lane, PO Box 428  
Edwardsville, IL 62025  
800-851-7740, FAX 800-233-3642  
sales@hortica.com  
www.hortica.com  
*Uniquely focused on the horticultural industry since 1887, Hortica provides business insurance, employee benefits and personal insurance.*

### Horticultural Marketing & Printing ... 13032 Angela Spratt

3210 Innovative Way  
Mesquite, TX 75149  
972-222-4765, FAX 972-222-4618  
aspratt@integracolor.com  
www.hortmp.com  
*Manufacturer of tags, labels and signs for nursery stock. Printers, software, custom printing.*

### Horticultural Services Inc. .... 13013 Ken Charboneau

PO Box 1845  
Sumner, WA 98390  
800-256-0021  
ken.charboneau@greenhousemegastore.com  
www.hortservicesinc.com  
*Design and supply of greenhouses; structures, systems, lights, benches, automatic controls and more.*

## BOOTH

### Howell Prairie Nursery Inc. ....16043 Carolyn Staab

8772 Howell Praire Rd. NE  
Silverton, OR 97381  
503-873-5910, FAX 503-873-8844  
info@staabnursery.com  
*Wholesale grower.*

### HPS Pipe & Supply .....7057, 7059 Rick Wiley

PO Box 890  
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503-357-4217, FAX 503-357-3903  
rickw@hpspipe.com  
www.hpspipe.com  
*Irrigation supplies, Pump service and repair, water filtration.*

# I

### InstantHedge ..... 16027 Stephanie Pratt

PO Box 1581  
Silverton, OR 97381  
503-587-0102, FAX 610-705-8838  
stephanie@instanthedge.com  
www.alfrescohome.com

### Integrity Logistics ..... 15028 Terry Wolff

25260 SW Parkway Ave.  
Wilsonville, OR 97070  
503-582-4400, FAX 503-582-4465  
nursery@integritylogistics.com  
www.integritylogistics.com  
*Rail & Over the Road logistics*

### Iseli Nursery ..... 19037 Greg Elwell

30590 SE Kelso Rd.  
Boring, OR 97009  
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sales@iselinursery.com  
www.iselinursery.com  
*Extraordinary line of conifers, maples and companion plants. Twelve months of color.*

# J

### J. Frank Schmidt & Son Co. ....19026, 19028, 19030, 19032 Rich Bailey

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503-663-4128, FAX 503-663-2121  
talk-to-us@jfschmidt.com  
www.jfschmidt.com  
*Shade, flowering and ornamental trees: Bare root, containerized, root bags and B&B.*

### JAVO USA Inc. .... 18047 Michiel van der Waal

1900 Cobb International Blvd., Ste. G  
Kennesaw, GA 30152  
770-428-4491, FAX 770-424-6635  
info@javousa.net  
www.javousa.net

## BOOTH

**JB Instant Lawn & Nursery Inc.** .....17055, 18056  
**Brad Veibell**  
 5289 Bluegrass Lane NE  
 Silverton, OR 97381  
 503-581-7823 ext.510  
 brad@jbinstantlawn.net  
 www.jbinstantlawn.net  
*Sod, seed, big roll installation and nursery stock.*

**John Holmlund Nursery** .....10050  
**Scott Field and Shawn Lorenzen**  
 29285 SE Highway 212  
 Boring, OR 97009  
 800-643-6650, FAX 800-668-2356  
 shawnl@jhnsy.com  
 www.jhnsy.com  
*Oregon wholesale growers of bare-root shade, flowering and ornamental trees.*

**JRM Chemical Inc.** .....12046  
**Dave Czehut**  
 4881 NEO Pkwy  
 Cleveland, OH 44128  
 216-475-8488  
 dave@soilmoist.com  
*Soil Moist water-storing polymers are available in several grade sizes (granular, powder, disk and spike) for all applications in the horticultural market. Soil Moist holds over 200-300 times its weight in water and releases it back to the plant when needed. Full line of mycorrhizal products. Retail and commercial sizes for industry. For Christmas, Snow Real decorative snow and Tree Moist Plus for Christmas trees is popular. E-Z Root rooting compound for cuttings and plant growth. All natural microbial formulation.*

**Jurakan USA Inc.** .....21047, 21049  
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 Apopka, FL 32768  
 407-557-8854  
 sales@jurakan.net  
 www.jurakan.net  
*Producer, importer and distributor of succulents and tropical plant cuttings.*

## K

**KCK Farms LLC** ..... 15027, 15029  
**Randy Hare**  
 11483 SE Amity Dayton Hwy.  
 Dayton, OR 97114  
 503-864-9422, FAX 503-864-4412  
 info@kckfarms.com  
 www.kckfarms.com  
*A source for deciduous bare root and containerized trees, conifers, specialty grafts and hazelnuts.*

**K-Coe Isom** ..... 12027  
**Austin Sterling**  
 6125 Sky Pond Dr., Ste. 200  
 Loveland, CO 80538  
 970-685-3422  
 austin.sterling@kcoe.com  
 www.kcoe.com

**Kelleygreen Nursery** ..... 14037  
**Jan Kelley**  
 PO Box 1130, Drain, OR 97435  
 541-836-2290  
 kgn.maples@gmail.com  
*Japanese maples, container grown. Over 200 varieties. Liners through 10 gallon. Also Magnolia and dogwood.*

**KG Farms Inc.** ..... 11037  
**Kathy Wilmes**  
 18995 Arbor Grove Rd. NE  
 Woodburn, OR 97071  
 503-969-8706, FAX 503-678-3247  
 kwilmes@kgfarmsinc.com  
 www.kgfarmsinc.com  
*Wholesale grower of quality nursery stock, including broadleaf evergreens, grafted conifers, Japanese maples and deciduous shrubs.*

**Kirk Company** .....14046  
**Mike Hepler**  
 PO Box 547, Beavercreek, OR 97004  
 503-651-8404  
 mhepler@kirkcompany.com  
 www.kirkcompany.com

**Klupenger Nurseries Inc.** .....20062  
**Dan Klupenger**  
 24344 Klupenger Rd. NE  
 Aurora, OR 97002  
 800-237-0768, FAX 503-678-1205  
 dan@klupenger.com  
 www.klupenger.com  
*Container Japanese maples, grafted conifers, rhododendrons, azaleas.*

**Kraemer's Nursery Inc.** .....15031, 16032  
 P.O. Box 930  
 Mount Angel, OR 97362  
 877-845-2283, FAX 503-845-6557  
 info@kniusa.com  
 www.kniusa.com  
*Deciduous and broadleaf evergreen flowering shrubs, perennials, small fruits and berries, Japanese maples and conifers.*

**Kropf Family Nursery Inc.** .....12051  
**Ron Kropf**  
 5993 S Miller Rd.  
 Hubbard, OR 97032  
 503-651-2539, FAX 503-651-3194  
 kropfnursery@canby.com  
 www.Kropffamilynursery.com  
*Quality B&B ornamentals.*

**Kuenzi Turf & Nursery** .....16016  
**Jim O'Brien**  
 6500 State St.  
 Salem, OR 97317  
 800-285-8337, FAX 503-375-7619  
 jim@kuenziturfnursery.com  
 www.kuenziturfnursery.com

## L

**Labor Consultants International** ..... 22050, 22052  
**Cheyenne Protz**  
 1831 N Lakewood Dr., Ste. B  
 Coeur d'Alene, ID 83814  
 208-777-2654 ext. 106  
 cheyenne@laborci.com  
 www.laborci.com  
*Please see our advertisement on Page 31.*

**Laceleaf Maples LLC** ..... 18057  
**Ryan Goodin**  
 9729 SE 222nd Dr.  
 Damascus, OR 97089  
 360-772-6322  
 ryan@gbuildframe.com  
*Japanese maples.*

## BOOTH

**Lane Forest Products Inc.** ..... 13028  
**Tom Campbell**  
 2111 Prairie Rd.  
 Eugene, OR 97402  
 541-501-0070, FAX 541-461-2427  
 tom@laneforest.com  
 www.laneforest.com

*Lane Forest Products is a leader in urban recycling, processing over 90,000 yards of finished compost and wood waste annually. Lane Forest Products offers a large selection of landscape materials and supplies, including bark mulch, soils, soil amendments, custom blending, fertilizer, decorative rock, wood fiber, fuel and firewood. Our Wholesale Direct division serves Western and Central Oregon, Washington and Northern California. Great price. Quick delivery. Great service. Please see our advertisement on Page 85.*

**LaPorte & Associates Inc.** .....13049  
**Brian Raab**  
 5515 SE Milwaukie Ave.  
 Portland, OR 97202  
 503-239-4116, FAX 503-231-9021  
 braab@laporte-insurance.com  
 www.laporte-insurance.com  
*A respected commercial insurance agency in the Pacific Northwest since 1979, we provide innovative insurance and risk management programs for businesses, associations and individuals.*

**Le Primitif Galleries** .....11007, 12008  
**David McCabe**  
 PO Box 80408  
 Chamblee, GA 30366  
 770-455-1030, FAX 404-237-3977  
 davidpmccabe@yahoo.com  
 www.leprimitifgalleries.com  
*Importing the best handmade Haitian metalwork since 1976. Great show specials!*

**Left Coast Logistics** .....12050  
**Rob Bissell**  
 5775 SW Jean Rd., Ste. 215  
 Lake Oswego, OR 97035  
 877-745-9567, FAX 866-576-3783  
 rob@leftcoastlogisticsllc.com  
 www.leftcoastlogisticsllc.com  
*We are a new transportation brokerage that provides over-the-road service to the contiguous 48 states and Canada. With over 16 years' experience in the nursery business, we have developed many long-term relationships with core carriers and customers alike. Our staff has over 40 combined years' experience in the industry. Our goal is competitive, honest pricing and completing every transaction as seamlessly as possible. We only succeed when our customers and carriers succeed.*

**Leonard Adams Insurance Inc.** ..... 13037  
**Kristi Charlton**  
 5201 SW Westgate Dr., #300  
 Portland, OR 97221  
 503-296-0077  
 kristic@lacoinsurance.com  
 www.lacoinsurance.com

*Leonard Adams Insurance brokers all lines of insurance, from our own exclusive, OAN-endorsed health insurance program, to business property and casualty insurance. We also offer personal lines for home, auto and boat. Please see our advertisement on Page 38.*

**Liner Source Inc.** .....16013  
**Raquel Langford**  
 21102 SR 44  
 Eustis, FL 32736  
 888-812-3020, FAX 352-357-2619  
 sales@linersource.com  
 www.linersource.com  
*Quality woody ornamental liners and finished container stock.*



**BOOTH**

**Little Prince of Oregon Nursery Inc. .7025**  
**Mark Leichy**  
 15868 NE Eilers Rd.  
 Aurora, OR 97002  
 503-678-5687, FAX 503-678-5887  
 mark@littleprinceoforegon.com  
 www.littleprinceoforegon.com

*Native plants, ground covers, ornamental grasses, succulents, hostas and ferns. Brands include: Cliff Hangers®, Ground Control®, Native Ground®, and Water Misers®.*

**LODA Enterprises Inc. ....13051**  
**Aaron Hart**  
 10621 Irma Dr.  
 Northglenn, CO 80233  
 800-654-5331, FAX 877-883-8751  
 ahart@loda.com  
 www.loda.com

*On-demand tagging and labeling supplies, printers and software for the horticulture industry.*

**Loen Nursery Inc. ....8007, 8009**  
**Thatcher Loen**  
 6803 Kinns Rd. NE  
 Woodburn, OR 97071  
 503-982-6300, FAX 503-982-3751  
 orders@loennursery.com  
 www.loennursery.com

*Grower and supplier of Oregon nursery stock. Year-round availability for landscape contractors and garden centers. Complete selection.*

**M**

**Macore Company .....10044, 10046**  
**Mike Howden**  
 PO Box 338  
 Lafayette, OR 97127  
 800-331-9555, FAX 866-771-9899  
 mike@macore.com  
 www.macore.com

*Macore Tag and Label Co. has been producing printed marketing materials for the nursery industry for over 50 years. Our products include stakes, hang tags, push-ons, basket and many custom options. We can help you design your look or work with your own branded program. Color and service are often cited as just some of the reasons growers and retailers come to Macore. Contact us today so we can help you LOOK YOUR BEST!*

**Magnolia Gardens Nursery .....10028, 10030**  
**Rachel Allphin**  
 18810 Turtle Creek Lane  
 Magnolia, TX 77355  
 281-252-5094, FAX 281-252-8623  
 rachel@magnoliagardens.com  
 www.mgnliners.com

*Superior quality liners. Tissue culture lab.*

**Mainland Floral Distributors Ltd. ....20045, 20047**  
**Fred de Boer**  
 25355 56th Ave.  
 Aldergrove, BC V4W 1G5 Canada  
 604-856-1264, FAX 604-856-1273  
 sales@mainlandfloral.ca  
 www.mainlandfloral.com

*We offer a complete assortment of quality potted plants and cut flowers, delivered directly to your door, with our own fleet of temperature-controlled trucks. A new updated availability and price list is sent out weekly or is available on our website.*

**BOOTH**

*We also offer freight service between Oregon, Washington, Alberta and B.C. Please see our advertisement on Page 13.*

**Marion Ag Service Inc. ....15045, 15047**  
**Steve Carlson**  
 20160 Main St.  
 St. Paul, OR 97137  
 503-633-4281, FAX 503-633-4280  
 stevec@marionag.com  
 www.marionag.com

*Lime, fertilizers, chemicals, custom application, sandblasting, painting. Please see our advertisement on Page 31.*

**Marion Nursery .....13052**  
**Dante Zacarias**  
 4068 Cordon Rd. NE  
 Salem, OR 97305  
 503-409-4233  
 marionnurseryllc@gmail.com  
 www.marionnursery.com

**Marrone Bio Innovations .....10016**  
**Loys Hawkins**  
 1314-B Center Drive #320  
 Medford, OR 97501  
 541-970-4003  
 lhawkins@marronebio.com  
 www.marronebio.com

*Marrone Bio Innovations Manufactures Effective Solutions for Pest Management and Plant Health. We create products from naturally occurring microorganisms and plant extracts to provide novel, effective and safe pest management or plant health promoting characteristics. Please see our advertisement on Page 47.*

**Martel's Nursery Inc. ....15032**  
**Kevin and Terri Martel**  
 6195 Battle Creek Rd. SE  
 Salem, OR 97317  
 503-585-9283, FAX 503-585-4802  
 martelsn@comcast.net

*Acer buergerianum, Acer palmatum 'Green', Acer truncatum, Cornus florida, Cornus kousa chinensis, Fagus sylvatica and Ginko biloba seedlings. Acer palmatum 'Sango kaku', Acer palmatum dissectum 'Tamukeyama' and Acer shirasawanum 'Moonrise'.*

**MAS Labor H-2A .....18050**  
**Kerry Scott**  
 PO Box 8  
 Lovingston, VA 22949  
 434-263-4300, FAX 434-263-4700  
 kscott@maslabor.com  
 www.maslabor.com

*Capable, reliable, legal workers from the national leader in H-2A and H-2B guest worker services.*

**McConkey Co. ....7043, 8044**  
**Sharon Pankratz**  
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 Sumner, WA 98390  
 800-426-8124, FAX 253-826-0583  
 s.pankratz@mcconkeyco.com  
 www.mcconkeyco.com

*McConkey is a leading custom design, manufacturing and distribution company proudly serving the horticulture industry since 1964. We carry a broad array of grower and nursery containers, decorative planters, our Phoenix line of carry trays, flats and pots, and Kong Custom Carts. Our rEarth product line includes pots, packs and carriers made from recycled water bottles.*

**McHutchison .....18046**  
**Allison Pennell**  
 40 Sherman Blvd.  
 Naperville, IL 60563  
 855-864-3300  
 apennell@mchutchison.com  
 www.mchutchison.com

*Exciting new plants, nursery stock, perennials, commercial greenhouse plants and supplies.*

**Means Nursery Inc. ....15011**  
 33668 Johnsons Landing Rd.  
 Scappoose, OR 97056  
 503-543-3250, FAX 503-543-4762  
 adavis@meansnursery.com  
 www.meansnursery.com

*Nursery that specializes in ornamentals and shrubs.*

**Meridian Young Plants .....12055, 12057, 12059**  
**Jagjit Aujla**  
 8647 Guide Meridian Rd.  
 Lynden, WA 98264  
 800-789-1445, FAX 604-856-4531  
 jag@jrtnurseries.com  
 www.jrtnurseries.com

*Please see our advertisement on Page 97.*

**Microplant Nurseries Inc. ....15055**  
**Gayle Suttle**  
 PO Box 237  
 Gervais, OR 97026  
 503-792-3696, FAX 503-792-3650  
 info@microplantnurseries.com  
 www.microplantnurseries.com

*Micropropagation of select deciduous trees, shrubs, perennials and small fruits.*

**Mistletoe Carter Seeds .....23043**  
**Cindy Vercota**  
 780 Glen Annie Rd.  
 Goleta, CA 93117  
 805-968-4818, FAX 805-968-2242  
 sales@mcseeds.com  
 www.mcseeds.com

*Wholesale seed supplier.*

**Monrovia .....17037**  
**William "Josh" Cady**  
 13455 SE Lafayette Hwy.  
 Dayton, OR 97140-8441  
 800-666-0111  
 josh.cady@monrovia.com  
 www.monrovia.com

*Monrovia. How We Grow Beautifully. We grow the healthiest, highest quality plants for you to create outdoor spaces that will thrive for years to come. Our plants are nurtured with attention to every detail, to ensure vibrancy and lasting beauty. With more than 250 exclusive patents, 3,600 varieties, and 90 years of trusted craftsmanship, we grow plants with a consistent and balanced structure, stronger root systems, and greater resistance to pests and disease.*

**Mountain Shadow Nursery LLC .....9050**  
**Steve McCulloch**  
 PO Box 110  
 Littlerock, WA 98556  
 360-459-4116, FAX 801-720-9360  
 steve@mtshadow.com  
 www.mtshadow.com

*Wholesale producer of tissue-cultured select ornamental trees, shrubs, vines, perennials, and other choice plants.*

**BOOTH**

**Mycorrhizal Applications .....16012, 16014**  
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 710 NW E St.  
 Grants Pass, OR 97526  
 541-476-3985, FAX 541-476-1581  
 inquiries@mycorrhizae.com  
 www.mycorrhizae.com

*Mycorrhizal Applications is the world's leading manufacturer of professional mycorrhizal inoculants and soil amendments, and is also the master distributor of MGK Botanical Insecticides, Actinovate Biological Fungicides, and ProGibb Plant Growth Regulator. At Mycorrhizal Applications, we harness the power and wisdom of natural systems to promote living soils and increase quality, productivity, and health in all industries involving soils, plants, and people. Please see our advertisement on Page 27.*

**N**

**Nelson Irrigation Corporation ..... 7044**  
**Steve McCoon**  
 848 Airport Rd.  
 Walla Walla, WA 99362  
 509-524-7449  
 steve.mccoon@nelsonirrigation.com  
 www.nelsonirrigation.com

*Manufacturer of quality irrigation products for nurseries, greenhouses and agriculture. Please see our advertisement on Page 23.*

**Netherland Bulb Company .....7015**  
 13 McFadden Rd.  
 Easton, PA 18045-7819  
 800-788-8547  
 contactus@netherlandbulb.com  
 www.netherlandbulb.com

*We are a wholesale provider of top-quality Dutch flower bulbs and bare-root perennials. We also offer starter perennial trays, edibles, pottery and water plants.*

**New Christie Ventures .....8052**  
**Christopher DePaolo**  
 31 Sheridan Dr.  
 Naugatuck, CT 06770  
 203-720-9478, FAX 203-720-9489  
 chrisdepaolo@sbcglobal.net  
 www.newchristieventures.com

**NewGen Boxwood ..... 12058, 12060**  
**Lindsay Day**  
 2717 Tye Brook Hwy.  
 Piney River, VA 22964  
 540-273-8395  
 lday@saundersbrothers.com  
 www.newgenboxwood.com

**Nexus Greenhouse Systems .....11031**  
**Greg Ellis**  
 10983 Leroy Dr.  
 Northglenn, CO 80233  
 303-457-9199, FAX 303-457-2801  
 sales@nexuscorp.com  
 www.nexuscorp.com

*Greenhouse structures, glazing, heating and cooling equipment for commercial, retail, institutional and residential markets.*

**Noname Nursery .....17050**  
**Robb Sloan**  
 1257 N Davis  
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 503-724-8384  
 robb@nonamenursery.com  
 www.nonamenursery.com

*Wholesale nursery. Perennials and grafted liners*

**North American Plants Inc. ....15025**  
**Clayton Moore Jr.**  
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 McMinnville, OR 97128  
 503-474-1852, FAX 503-474-0872  
 orders@naplants.com  
 www.naplants.com

*Customer grown tissue culture liner nursery.*

**Northland Express Transport .....20046**  
**Junell Hill**  
 816 NW Frontage Rd., Ste. L  
 Troutdale, OR 97060  
 503-863-7053, FAX 503-665-2406  
 jhill@northlandexpresstransport.com  
 www.northlandexpresstransport.com

*Nursery is our specialty. Over 40 years of hands-on experience with shipping nursery. Solutions that deliver.*

**Northwest Jeep Inc. ....15063**  
**Russ Ficek**  
 10600 SW Canyon Rd.  
 Beaverton, OR 97005  
 503-989-9129  
 russf@nwjcd.com  
 www.nwjeep.com

**Nufarm Americas .....14027, 14029**  
**Todd Birchler**  
 13738 Cherry Court  
 Chino, CA 91710  
 630-601-0122  
 todd.birchler@nufarm.com  
 www.nufarm.com/us

*Manufacturers of nursery and greenhouse products for crop protection solutions*

**Nursery Supplies Inc. ....19049, 19051, 20050, 20052**  
**Skye Sawyer**  
 534 W Struck Ave.  
 Orange, CA 92867  
 503-989-1021  
 ssawyer@nurserysupplies.com  
 www.nurserysupplies.com

*Plastic nursery containers, injection and blow-molded; 1-quart to 45-gallon.*

**NurserySource LLC ..... 15037**  
**Jeni Lee Shewell**  
 PO Box 191  
 Boring, OR 97009  
 971-386-8323  
 jeni@rediroot.com  
 www.rediroot.com

*NurserySource, Home of RediRoot offers a full line of root development containers designed for production nurseries and grow operations. We are also pleased to announce our newest product RediRoot BREATHE, a decorative aeration planter designed for home use.*

**Nutrien Solutions ..... 10025, 11026**  
 574 N 7th Ct.  
 Cornelius, OR 97113  
 503-640-2371, FAX 503-640-5973  
 Cody.Plath@nutrien.com  
 www.nutrienagsolutions.com

*Chemicals, fertilizers, soil amendments, greenhouse films, ground and shade cloth. Please see our advertisement on Page 85.*

**BOOTH**

**NYP Corp .....16060**  
**Mark Frost**  
 805 East Grand St.  
 Elizabeth, NJ 07067  
 800-524-1052, FAX 908-351-0108  
 mfrost@nyp-corp.com  
 www.nyp-corp.com

*Baskets, burlap, twine, bamboo, fabrics, bags, miscellaneous nursery supplies. Serving you from New Jersey, Pennsylvania, North Carolina, Tennessee and Missouri.*



**OBC Northwest Inc. .... 21037**  
**Jeanette Ruiz**  
 PO Box 759  
 Canby, OR 97013  
 503-651-5201  
 jruiz@obcnw.com  
 www.obcnw.com

*Earthpots | greenhouses | shadecloth | soil | pruners | groundcover | burlap | pots and labels | Dramm | Dosatron | Evergreen Vacuum Seeders | Antal-Cayson Dibble Pro | Netafim | TSG Desktop Printer and Tags | Felco | Corona | Okatsune | ARS | Max Tapener and Staples | Schaefer fans | Root Pouch | Black Plastic Mulch | White Ground Cover | trellis netting.*

**Obersinner Nursery Inc. ....17043**  
 7886 N Howell Rd. NE  
 Silverton, OR 97381  
 503-873-4004, FAX 503-873-2507  
 inquire@obersinnernursery.com  
 www.obersinnernursery.com

*Field, pot-in-pot and container-grown rhododendrons, Pieris, azaleas, Japanese maples and grafted ornamentals. Please see our advertisement on Page 97.*

**OHP Inc. ....14015, 15016**  
**Jason Miller**  
 812 W 6th St., #8101  
 The Dalles, OR 97058  
 541-993-4647  
 jmiller@ohp.com  
 www.ohp.com

*Pesticide products and programs for the control of insects, mites and diseases.*

**Open Range ..... 9007**  
**Denelle Martin**  
 13242 SW Highway 126  
 Powell Butte, OR 97753  
 503-679-7747  
 denelle@openrangedoor.com  
 www.openrangedecor.com

**Oregon Association of Nurseries .....13025, 13027, 13029, 13031, 14026, 14028, 14030, 14032**  
**Allan Niemi**  
 29751 SW Town Center Loop W  
 Wilsonville, OR 97070  
 503-682-5089, FAX 503-682-5099  
 info@oan.org  
 www.oan.org

**BOOTH**

**Oregon Department of Agriculture .....19064**

**Chris Benemann**  
635 Capitol St. NE, Ste. 100  
Salem, OR 97301  
503-339-5522, FAX 503-986-4786  
sbenemann@oda.state.or.us  
www.oregon.gov/oda  
Government agency.

**Oregon Garden, The .....15007**

879 W Main St.  
Silverton, OR 97381-0155  
503-874-8100, FAX 503-339-2996  
info@oregongarden.org  
www.oregongarden.org  
*Visit The Oregon Garden's 80 acres including over twenty specialty themed gardens. Our mission is to welcome and inspire all visitors with an appreciation for the extraordinary ecology of the Pacific Northwest and to provide a meaningful educational experience for gardeners of all skill levels and ages.*

**Oregon Landscape Contractors Board .....23047**

**Jerri Jones**  
2111 Front St. NE, Ste. 2-101  
Salem, OR 97301  
503-967-6291 x221  
jerri.jones@oregon.gov

**Oregon Pride Nurseries Inc. ....8032**

5380 SE Booth Bend Rd.  
Mcminnville, OR 97128  
503-472-9147, FAX 503-434-5074  
sales@oregonpridenurseries.com  
www.oregonpridenurseries.com  
*A wholesale nursery focusing on cold-hardy, zone 5 or less plants. We have a great lineup of grafted conifers, ornamental trees, shrubs, evergreens and roses. #2 through #25 containers.*

**Oregon State University Dept. of Horticulture .....19062**

**Al Shay**  
4017 Ag & Life Sciences Bldg.  
Corvallis, OR 97331-7304  
541-737-2503, FAX 541-737-3479  
al.shay@oregonstate.edu

**Oregon Turf & Tree Farms ...20055, 21056**

**Tom DeArmond Jr.**  
18381 Boones Ferry Rd. NE  
Hubbard, OR 97032-9672  
800-426-1335, FAX 503-981-0880  
tom@oregonturfandtree.com  
www.oregonturfandtree.com  
*We grow and deliver quality turfgrass sod, specimen shade trees and Japanese maples. Call or visit us today.*

**Oregon Valley Greenhouses Inc. ....21043, 21045**

**Kip Schuening**  
20357 Hwy 99E  
Aurora, OR 97002  
503-678-2700, FAX 503-678-2789  
kips@ovg.com, www.ovg.com  
*Greenhouses, shade structures, poly, shade cloth, Wire Lock, heating and cooling. Please see our advertisement on Page 28.*

**BOOTH**

**P**

**Pace 49 .....11030**

**Joe Kupillas**  
31375 SW Kensington Dr.  
Wilsonville, OR 97070  
503-515-8079  
joe@pace49.com  
www.pace49.com  
*Develops programs and products to improve the health of greenhouse, nursery and specialty agriculture products.*

**Pacific Fibre Products Inc. ....12031**

**Duane De Weese**  
PO Box 278  
Longview, WA 98632-7173  
360-577-7112, FAX 360-577-1362  
ddeweese@pacfibre.com  
www.pacfibre.com  
*Quality decorative nugget and orchid bark, soil mixes and amendments. Shipped by rail, truck, dry van and bulk containers. Four locations: Longview, Washington; North Plains, Molalla and Medford, Oregon.*

**Pacific Nursery .....15057, 15059**

**Darin Cox**  
9200 SE Lafayette Hwy.  
Dayton, OR 97114  
503-864-4080, FAX 503-864-2286  
darin@pacificnursery.com  
www.pacificnursery.com  
*Grower of container-grown flowering and shade trees, and grafted Japanese maples.*

**Palmer Creek Nursery LLC .....17029**

**Jimmy R.**  
7900 SE Webfoot Rd.  
Dayton, OR 97114  
503-864-5160 or 503-550-4540  
palmercreeknurseryllc@frontier.com  
www.palmercreeknursery.com  
*Specializing in grafted conifers, Japanese maples, containerized deciduous and ornamentals and, B&B material.*

**PAPÉ .....22037, 22043, 22045, 23044, 23046**

**Heidi Coleman**  
355 Goodpasture Island Rd., Ste. 300  
Eugene, OR 97401  
541-334-3440, FAX 503-640-4035  
hcoleman@pape.com  
www.pape.com  
*John Deere, Honda and Stihl equipment solutions. We'll help you grow! Please see our advertisement on Page 87.*

**Parker Davis Company .....18027**

**Roman Davis**  
2310 N Tryon St.  
Charlotte, NC 28206  
800-438-0387, FAX 704-375-9116  
sales@parkerdavis.com  
www.parkerdavis.com  
*Our patented line of nursery marker stakes and cards.*

**Phillips' Soil Products Inc. ....12043, 13044**

**Bill Phillips, Wade Pruett**  
PO Box 1194, 26050 S Highway 170  
Canby, OR 97013  
503-266-4700, FAX 503-266-4701  
Customsoil@phillipssoil.com  
www.phillipssoil.com  
*Growing media for greenhouse, nursery, landscape, green roof and all facets of horticulture life.*

**PlantANT .....20049**

**Darryl Tackoor**  
10200 State Road 84, Ste. 213  
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954-489-8268  
info@plantant.com  
www.plantant.com  
*PlantANT.com is the largest wholesale plant and nursery directory in the world. With over 500,000 plant listings from thousands of nurseries around the USA, PlantANT makes it easy to search for material by allowing you to filter by distance, container, spec, or feature. PlantANT is FREE to use for landscape architects, contractors, brokers, and anyone else in the industry.*

**PlantX .....13047**

**Geoff Carstensen**  
29895 SW Kinsman Rd.  
Wilsonville, OR 97070  
888-575-2689  
geoff@plantx.net  
www.plantx.net  
*Nursery software as a service. Inventory, orders, web, email, apps and more!*

**Powell's Nursery Inc. ....14031**

**Patrick Newton**  
5054 SW Boyd Rd.  
Gaston, OR 97119-9043  
503-357-0631, FAX 503-357-1885  
newton.patrick@gmail.com  
*Specializing in grafted liners of Japanese maples, dogwood, beech, birch, spruce, pine, cedar, larch, sequoia, fir and juniper.*

**Power Development Solutions LLC .....10045, 10047**

**Al Warren**  
5285 NE Elam Young Parkway, B800  
Hillsboro, OR 97124  
503-332-2456  
safe.design@comcast.net; al@pds-design.com  
www.pds-design.com

**Premier Tech Horticulture .....9029**

**Lisa Johnson**  
200 Kelly Rd. Unit E-1  
Quakertown, PA 18951  
215-529-1290 X221, FAX 215-529-1288  
johl@premiertech.com  
www.premierhort.com  
*Leading manufacturer of Peat Moss, soilless mixes (PRO-MIX) and bio-additives for the consumer and commercial growing markets.*

**Profile Products LLC .....17010**

**Ken Fisher**  
750 West Lake Cook Rd., Ste. 440  
Buffalo Grove, IL 60089  
832-773-4070  
mclewer@profileproducts.com  
www.hydrfiber.com/#ultimate-growing

**ProGreen EXPO .....14014**

**Scott Verrue**  
6732 W Coal Mine Ave. #500  
Littleton, CO 80123  
7202607928  
megan@kinsleymeetings.com  
www.progreenexpo.com  
*ProGreen EXPO is the only green industry conference in the Rocky Mountain Region of its kind. More than 4,000 green industry professionals gather every year at the Colorado Convention Center in Denver to gain vital knowledge and skills to improve business, educate employees and discover the latest information for the upcoming season.*

## BOOTH

**Pro-Gro Mixes Inc. .... 16055**

**George and Dave Andrews**  
26045 SW Grahams Ferry Rd.  
Sherwood, OR 97140  
503-682-3500  
dandrews@pro-gromixes.com  
www.pro-gromixes.com

*High-quality potting soil and raw materials. You haul or we deliver.*

**Proven Winners ..... 6055, 6057, 7056, 7058**

**John Gaydos**  
111 E Elm St., Ste. D  
Sycamore, IL 60178  
877-865-5818, FAX 815-895-1873  
john@provenwinners.com  
www.provenwinners.com

**Pottery Patch, The ..... 9019**

**Sharald Samsoundar**  
412 Tall Pines Rd.  
West Palm Beach, FL 33413  
561-697-9377, FAX 561-697-4231  
sharald@thepottery.patch.com  
www.thepottery.patch.com

**PureCrop1 ..... 10055**

**Shelby Hale**  
PO Box 931, Ukiah, CA 95482  
707-272-8053  
shale@purecrop1.com  
www.purecrop1.com

*PureCrop1 is part biostimulant, part insecticide, part fungicide and all plant based. Our mission is to reduce the amount of harmful chemicals used in agriculture, by providing a completely plant based product that is non toxic to human, animals and predatory insects.*

**Pursell Agri-Tech ..... 14057**

**Jason Wouffin**  
104 Calhoun Ave.  
Sylacauga, AL 35150  
404-273-9150  
jason@fertilizer.com  
www.fertilizer.com  
*Controlled release fertilizer.*

## Q

**Quietaire Corporation ..... 14025**

**Darrell D. Dolson III**  
505 N Hutcheson St.  
Houston, TX 77003-1399  
866-228-9421, FAX 713-228-9425  
info@quietaire.com  
www.quietaire.com

*Corrosion-resistant fans and cooling systems, HAF fans and portable evaporative coolers 18-48 inches.*

## BOOTH

## R

**RDO Vermeer ..... 13019**

**Shawn Mollenhour**  
7640 NE 33rd Dr.  
Portland, OR 97211  
503-282-0694, FAX 503-281-8601  
smollenhour@rdoequipment.com  
www.rdoequipment.com

**Renee's Garden Seeds ..... 16056**

**Kathy Chesus**  
6060 Graham Hill Rd.  
Felton, CA 95018  
888-880-7228, FAX 831-335-7227  
kathy@reeneesgarden.com  
www.reeneesgarden.com/wholesale  
*Specialty heirloom and organic gourmet vegetable, culinary herb and cottage garden flower seed collections and cookbooks.*

**Rexius Forest By-Products Inc. .... 18043, 19044**

**Dan Sutton**  
1275 Bailey Hill Rd.  
Eugene, OR 97402  
541-342-1835, FAX 541-343-4802  
dans@rexius.com  
www.rexius.com  
*Bulk and bagged bark, mulch, soil amendments; nursery and greenhouse soils; landscaping and erosion control. Customized soil blends with natural and organic inputs in bags, bulk or bulk totes.*

**Riceland Foods Inc. .... 21046**

**Scott Johnson**  
4202 Windswept Dr.  
Montgomery, TX 77356  
512-413-6908  
scottjohnson@riceland.com  
www.riceland.com  
*PBH replaces perlite in soil mixes. Blend 20-30 percent PBH peat or coir. Use PBH as a mulch on perennial crops. Top dress pots with 1-2 inches PBH rice hulls can be used as a top dress on pots to control weeds and liverwort. Please see our advertisement on Page 4.*

**Rickel's Tree Farm ..... 15052**

**Dan and Mike Rickel**  
29501 SE Shogorick Rd.  
Estacada, OR 97023  
503-630-4349, FAX 503-630-7542  
rickelstreefarm@aol.com  
www.rtfarm.net  
*B&B Chamaecyparis, pine, spruce, Japanese maple, fir, poodle pine and spruce, and cut Christmas trees. Please see our advertisement on Page 97.*

**Rio Verde Plantas ..... 11010, 11012**

**Margie Petersen**  
39550 NW Chalmers Lane  
Cornelius, OR 97113  
503-482-7565  
customerservice@riovp.com  
www.riovp.com

**Rissberger Nursery ..... 16030**

**Brian Rissberger**  
22120 Butteville Rd. NE  
Aurora, OR 97002-9734  
503-709-0269 / 503-678-2001, FAX 503-678-3336  
brissberger@gmail.com  
www.rissbergernursery.com

*Quality field-grown grafted ornamentals, B&B Japanese maples, beech, Cedrus, Chamaecyparis, pine and spruce.*

**Robinson Nursery ..... 18028, 18030**

**Josh Robinson**  
PO Box 100  
Amity, OR 97101-0100  
503-835-4533, FAX 503-835-3004  
josh@robinsonnursery.com  
www.robinsonnursery.com

*Growers of container and bare-root shade and ornamental trees and shrubs. Quality, selection and service. Please see our advertisement on Page 8.*

**RootMaker Products Company LLC ..... 17013, 17015**

**Wayne Hinton**  
PO Box 14553  
Huntsville, AL 35815-0553  
800-824-3941, FAX 256-882-0423  
whinton@rootmaker.com  
www.rootmaker.com

*The original root-pruning container system. RootMaker, RootTrapper and RootBuilder. Please see our advertisement on Page 42.*

**Rose City Transportation ..... 8026**

**Greg Hamlin**  
201 N.E. 2nd Ave., Ste. # 201  
Portland, OR 97232  
800 826 0438, FAX 503-235-4845  
greg@rosecitytransinc.com  
www.rosecitytransinc.com

*Since 1997, Rose City Transportation has offered the nursery industry cost-effective, temperature-controlled over-the-road truck transportation.*

**Rough Brothers Inc. .... 12032**

**Ted Franklin**  
5513 Vine St.  
Cincinnati, OH 45217  
513-242-0310, FAX 513-242-0816  
tfranklin@roughbros.com  
www.roughbros.com  
*Greenhouse and equipment.*

**Royal Gold ..... 7029**

**Michael Beck**  
600 F Street, Ste. #3 PMB 603  
Arcata, CA 95521  
707-822-4653  
sales@royalgoldcoco.com  
www.royalgoldcoco.com

*Royal Gold is the original coco soil company. As the first all coco based soils company in California, and debatably the United States, Royal Gold has been re-setting the standard for quality, consistency and performance for nearly a decade. Based in Humboldt County, on the gorgeous north coast of California, Royal Gold has had the advantage of extensive research, development, and field testing in a community that demands unparalleled results and service.*

**BOOTH**

**Russell's Nursery Inc. ....10037**  
**Kyle Russell**  
 PO Box 845  
 Aurora, OR 97002-9455  
 503-678-2536, FAX 503-678-2539  
 russellsnursery@gmail.com  
 www.russellsnursery.com  
*Russell's Nursery's unique plants bring gardens to life with 365 Days of Color.*

**Ryan Creek Nursery LLC .....16044**  
**Aaron Wilcott**  
 9803 Yergen Rd. NE  
 Aurora, OR 97002  
 503-678-7223, FAX 503-678-7225  
 info@ryancreeknursery.com  
 www.ryancreeknursery.com  
*Cold hardy, containerized ornamentals, grasses, conifers, and trees.*

**S**

**SeaCoast Compost .....13014**  
**David Boyer**  
 63043 Seven Devils Rd.  
 Charleston, OR 97420  
 541-888-6757, FAX 541-888-6758  
 seacoastlandandhome@yahoo.com  
*SeaCoast Compost is an extremely high quality biodynamic compost created from composting fish carcasses, crab and shrimp shells, cow manure and red alder*

**SePRO Corp. ....7027**  
**Robin Scobell**  
 11550 N Meridian St., Ste. 600  
 Carmel, IN 46032  
 317-580-8282, FAX 317-428-4577  
 robins@sepro.com  
 www.sepro.com

**Serendipity Nursery Inc. ....19055**  
**Mikaela Eaton**  
 8400 S Sconce Rd.  
 Canby, OR 97013-9559  
 503-651-2122, FAX 503-651-3398  
 mikaela@serendipitynursery.com  
 www.serendipitynursery.com  
*Evergreens, conifers, deciduous shrubs, ground covers and trees.*

**Sester Farms Inc. ....16025, 17026, 17028, 17030**  
**Bethany Sester**  
 33205 SE Oxbow Dr.  
 Gresham, OR 97080  
 800-832-4487, FAX 503-663-7659  
 sales@sesterfarms.com  
 www.sesterfarms.com  
*Family-owned-and-operated wholesale grower of shade and ornamental trees, shrubs, grasses, roses and root-pruned conifers. Greenhouse division. You will see the difference in our quality.*

**Sevenoaks Native Nursery LLC .....11055**  
**Scott Anderson**  
 29730 Harvest Dr. SW  
 Albany, OR 97321  
 541-757-6520, FAX 541-738-2607  
 info@sevenoaksnativenursery.com  
 www.sevenoaksnativenursery.com  
*Native landscape/wildlife/restoration plants, bare root and pots. Hard-to-find natives.*

**BOOTH**

**Sidhu & Sons Nursery .....19045, 19047**  
 9623 Sylvester Rd.  
 Mission, BC V2V 7K6 Canada  
 604-826-3537, FAX 604-820-9680  
 info@sidhunursery.com  
 www.sidhunursery.com

*We specialize in high-volume production of ornamental plants from liners to #10 pots, both from our tissue culture lab and via traditional methods. Product range - broadleaf evergreens, conifers, deciduous ornamental hardy shrubs and blueberries. Choose from existing inventory or inquire about our custom programs.*

**Siebring Manufacturing Inc. ....18063**  
**Warren Tiedeman**  
 303 S Main St., PO Box 658  
 George, IA 51237  
 712-475-3317, FAX 712-475-3490  
 warrenmfg@mtcnet.net  
 www.siebringmfg.com

**Simnitt Nursery .....8051, 9052**  
**Jerry Simnitt**  
 138 NE 22nd Ave.  
 Canby, OR 97013  
 503-572-4667, FAX 503-263-6330  
 jerry@simnittnursery.com  
 www.simnittnursery.com

*Large selection of Rhododendrons, Pieris, Daphne and other Ornamentals for garden centers, re-wholesalers and Landscape. Sizes from 1 gallon to large container and B&B. Please see our advertisement on Page 22.*

**Simplot Partners .....8028, 8030**  
**Mike Vandecoevering**  
 2655 Pacific Hwy.  
 Hubbard, OR 97032-9639  
 503-982-1421, FAX 503-982-1437  
 michael.vandecoevering@simplot.com  
*NC nursery containers, chemicals, fertilizer and hard good supplies.*

**Simplot Professional Products .....9051, 10052**  
**Kathryn Brown**  
 1099 W Front St.  
 Boise, ID 83702  
 208-780-2600  
 kathryn.brown@simplot.com;  
 don.mulcahy@simplot.com  
 www.simplot.com  
*Please see our advertisement on Page 95.*

**Skipper & Jordan Nursery Inc. ....12044**  
**Brent Jordan**  
 29690 SE Orient Dr.  
 Gresham, OR 97080-9028  
 503-663-1125, FAX 503-663-4245  
 skipperjordannsy@outlook.com  
 www.skipperandjordannursery.com  
*Conifers, grafted ornamentals, flowering and shade trees.*

**Smith Gardens Inc. ....10015, 11016**  
**Margaret Whealdon**  
 4164 Meridian St., Ste. 400  
 Bellingham, WA 98226  
 360-685-5258  
 margaret.whealdon@smithgardens.com  
 www.smithgardens.com  
*Wholesale greenhouse grower of annuals and perennials.*

**Soul of the Party .....22055, 22057**  
**Kevin Hsu**  
 2630 Walnut Ave., Ste G  
 Tustin, CA 92780  
 714-269-1082  
 kevinhsu524@gmail.com  
 www.soul-of-the-party.com

**BOOTH**

**Sound Horticulture .....17027**  
**Alison Kutz**  
 2001 Masonry Way Stes. #104-105  
 Bellingham, WA 98226  
 360-656-6680  
 alison@soundhorticulture.com  
 www.soundhorticulture.com

*Specializes in biological controls, supplying a wide variety of beneficial insects and compost tea brewers to nursery growers and specialty crops. Total plant care is what we do best.*

**Spaargaren W.J. BV .....18025**  
**Rupert Spaargaren**  
 PO Box 18  
 Boskoop, Holland, 2770 AA The Netherlands  
 011 31-172-217071, FAX 011 31-172-218058  
 rupert@spaargaren.com  
 www.spaargaren.com

*Growers and suppliers of perennials, ornamental shrubs, conifers, vines, fruit tree stocks and latest introductions.*

**Star Oilco .....23052**  
**Jason Spencer**  
 232 NE Middlefield Rd.  
 Portland, OR 97211  
 503-283-1256, FAX 503-283-1736  
 Jason.spencer@staroilco.net  
 www.staroilco.net

**Star Roses and Plants .....16007, 17008**  
**Josh Long**  
 PO Box 217  
 Dinuba, CA 93618  
 800-457-1859, FAX 559-528-1088  
 jlong@starrosesandplants.com  
 www.starrosesandplants.com

**Steffen's Conifer Nursery .....15030**  
**Bill Steffen**  
 20084 Grade Rd. SE  
 Silverton, OR 97381  
 503-873-4995, FAX 503-873-4995  
 office@steffensnursery.com  
 www.steffensnursery.com  
*Living Christmas trees and conifer landscaping stock. We offer 18 varieties of fir, spruce, cedar and pine.*

**Stuppy Greenhouse Mfg. Inc. 17051, 18052**  
**Chad Barrow**  
 PO Box 12456  
 North Kansas City, MO 64116  
 209-603-7346, FAX 800-423-1512  
 cbarrow@stuppy.com  
 www.stuppy.com  
*Stuppy Rainbow Plus Proline, Powerhouse greenhouses structures, related equipment and accessories.*

**Succulents Unlimited BV .....12011, 12013, 12015**  
**Travis Marois**  
 Simon Vestdijkstraat 17  
 Wageningen, Gelderland Netherlands  
 407-920-9855  
 travis@succulentsunlimited.com  
 www.succulentsunlimited.com

**Suncrest Nurseries .....9025, 9027**  
**Del McComb**  
 400 Casserly Rd.  
 Watsonville, CA 95076  
 831-728-2595  
 del@suncrestnurseries.com  
 www.suncrestnurseries.com

## BOOTH

**Sunset Western Garden Collection .14060****Janet Sluis**

17235 Co. Road 68  
Loxley, AL 36551  
251-964-6778  
janet@plantdevelopment.com  
www.plantdevelopment.com  
www.sunsetwesterngardencollection.com  
www.encoreazalea.com

**Supervised Fuels .....13030****Kathy Temple**

913 NE 1st St.  
Bend, OR 97701  
541-330-8356, FAX 541-323-2170  
kathy@supervisedfuels.com  
www.mcpcoop.com

*OGAN and Supervised Fuels have partnered to provide a member benefit fuel program, offering wholesale pricing and access to both Pacific Pride and CFN commercial fueling networks.*

**Supreme Perlite Co. ....17044****Alan Kiraly**

4600 North Suttle Rd.  
Portland, OR 97217  
503-286-4333, FAX 503-286-1068  
sales@perlite.com  
www.perlite.com

*Quality perlite soil amendments for propagation, potting and seedling mixes.*

**Surface Nursery Inc. ....20043, 21044****Shawn Nerison**

33740 SE Lusted Rd.  
Gresham, OR 97080  
503-663-5224, FAX 503-907-8099  
shawn@surfacenursery.com  
www.surfacenursery.com

*Quality shade and flowering trees with attention to detail that you can count on and grow with since 1925. Please see our advertisement on Page 17.*

**Sustane Natural Fertilizers Inc. ....9014****Gregory Naffz**

140 Greenfield Ave.  
Auburn, CA 95603  
530-305-0539, FAX 507 263-3029  
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programmanager@vtlccac.org  
www.vtlccac.org

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**Zaydoe Creative ..... 13046, 13048**

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## ATV Dump Trailer

Manufactured and distributed by  
GK Machine Inc. (Booth #10032)

Contact: Connie Lindsay, 503-678-5525,  
clindsay@gkmachine.com, www.gkmachine.com

The new GK Dump Trailer has been designed for rugged and heavy duty hauling of field, garden and farm debris. The hydraulic trailer comes equipped with walking beam suspension, on board battery, removable walls and high ground clearance with 18.5" tires. The trailer is powder coated for extra field durability. It has a capacity of 17.5 cubic feet, a tilt dump capacity of 2,000 pounds (1 ton), and a total load capacity of 3,000 pounds (1.5 tons), with a 150-pound tongue weight at max load and a 56-degree dump angle. Dimensions are 105 inches long, 45 inches wide and 35 inches tall, with a bed height of 24 inches from the ground. Empty weight is 500 pounds.



## Gard-N-Hook

Manufactured and distributed by  
Zaydoe Creative (Booth #13046)

Contact: Joe Acton, 425-269-2233,  
jacton@gmail.com, www.Gard-N-Hook.com

Gard-N-Hook is the only multipurpose tool specifically designed to lift and retrieve flower baskets and bird feeders; drag heavy or cumbersome nursery pots for easy placement; and wrangle thorny bushes and tree branches for pruning without touching them. With an extension pole, it will lift and retrieve items to 10 feet in height, drag loads up to 100 pounds, and even clear your garden or campsite of snakes! As a utility hook, it makes short work of paint cans, camping gear, horse tack, etc. and is a handy tool for ranch or farm. If you can get a hook on it, Gard-N-Hook can haul it!



## EcoSwing® Fungicide

Manufactured and distributed by  
Gowan USA (Booth #11056)

Contact: Dave Burkhardt, 928-446-9928,  
dburkhardt@gowanco.com, www.gowanco.com

EcoSwing® fungicide is a new OMRI listed botanical fungicide formulated from plant extracts. EcoSwing can promote a plant's natural defense mechanisms and acts as fungal desiccant as well. Labeled for food and non-food crops in both greenhouse and nursery production. Effective against PM, rusts, and botrytis, as well as other common pathogens.



## Recipe 420

Manufactured and distributed by  
EB Stone & Son Inc. (Booth #14010)

Contact: Brenda Sage, 425-985-9846,  
BSage@ebstone.org, www.recipe420.com

All Recipe 420 products are carefully crafted, combining years of growing experience and long-time connections with progressive suppliers of superior quality ingredients. We select and blend ingredients to deliver maximum growth benefits. For more than 100 years, we've been helping growers get the most out of their soil, their crops, and their time. We take great care to provide the highest quality products in the industry today. It's all about integrity of ingredients, consistency, and results. Our uniquely formulated potting mixes, soil amendments, and fertilizers are specifically designed for both professional growers and home gardeners.

## Sustane BOLSTER MycoBio®

Manufactured and distributed by  
Sustane Natural Fertilizer Inc. (Booth #9014)

Contact: Greg Naffz, 530-305-0539,  
gregn@sustane.com, www.sustane.com

For rapid seedling establishment, superior nutrient uptake and growth promotion, Sustane BOLSTER MycoBio® Granular Mycorrhizal Biostimulant and Bacterial Inoculant is a specially formulated blend of four endo-mycorrhizae and five beneficial *Bacillus* bacteria with bio-active compost and humic acids used for inoculating soils and growing media. This biologically charged granular soil amendment enhances root and shoot growth and increases nutrient use efficiency from seedling through maturity. The BOLSTER MycoBio formulation supports the growth of diverse crops in all types of growing environments. Ideal for transplant production in greenhouse, nursery and hydroseeding. BOLSTER MycoBio is also ideal for application to new cannabis, sod and turf, flower beds, and landscapes. Available in 1-, 6- and 40-pound package sizes.



## NEW #5/#6 Squat Container - L-500S

Manufactured and distributed by  
New Christie Ventures (Booth #8052)

Contact: Bob Nichols, 909-816-5363,  
bob.nichols@hiplabels.com, www.newchristieventures.com

This L-500S container is sometimes referred to as a #5 or #6 squat container. It measures 12 inches on the inside diameter and 9 inches tall. We offer this container in both the common black as well as various branded options. It is strong and ready to work for both container growing as well as containerized B&B.

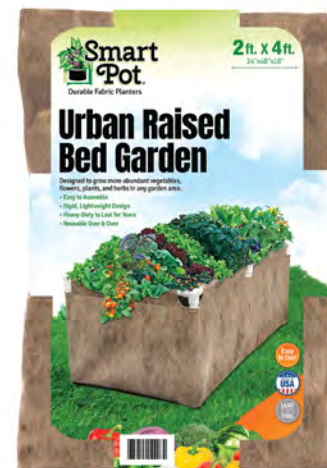


## Smart Pot Vivid Color Assortment Case

Manufactured and distributed by  
High Caliper Growing (Booth #15051)

Contact: Trista Jones, 405-842-7700,  
events@treebag.com, www.treebag.com

The Vivid Color Assortment Case is made up of three bold, new colors that appeal to customers of all ages. The new colors are Berry Blue, Mandarin Orange, and Violet.



## Smart Pot Urban Raised Bed Planter

Manufactured and distributed by  
High Caliper Growing (Booth #15051)

Contact: Trista Jones, 405-842-7700,  
events@treebag.com, www.treebag.com

The Urban Raised Bed is designed with sleeves that you slide a 1-inch PVC pipe through, then attach the corners with three-way fittings. This will give you a very ridged garden bed that can be assembled in minutes! (PVC not included.)

## XXpire Insecticide

Manufactured and distributed by  
Corteva Agriscience (Booth #9043)

Contact: Colm Allan,  
217-206-0816,  
colm.allan@corteva.com,  
www.corteva.us

XXpire is a dual-mode-of-action insecticide with Spinetoram (group 5) and Sulfoxaflor (group 4C) that is not a neonicotinoid to manage resistance buildup. It is safe on beneficials and has no observed phytotoxicity on more than 300 plant species, including many sensitive crops. It is Xylem mobile and possesses translaminar activity to control pests hidden in the crop, resulting in lights-out control of 39 different pests including seven out of the top 10 chewing and sap feeding insects with up to four weeks of residual activity.



## Avelyo™ Fungicide

Manufactured and distributed by BASF (Booth #9044)

Contact: Brandon Key, 862-308-3287,  
brandon.key@basf.com, www.betterplants.basf.us

Advance your rotation with a new DMI (DeMethylation Inhibitor). Introducing Avelyo™ fungicide, the next generation in DMI technology that delivers broad-spectrum disease control with exceptional plant safety for the greenhouse and nursery markets.



## Peppermint Fury

Manufactured and distributed by  
GardenCare Naturals LLC (Booth #10026)

Contact: Scot Patterson, 541-344-7740,  
scot@gardencarenaturals.com,  
www.gardencarenaturals.com

Peppermint Fury is a state-of-the-art natural pesticide. Manufactured by GardenCare Naturals in Eugene, Oregon, this sophisticated pesticide uses nanoscale encapsulation of peppermint oil for optimum performance. It's more effective, penetrates better, spreads more evenly, and uses less extraneous chemistry (surfactants) that can damage plant tissues. Peppermint Fury kills common garden pests and eliminates powdery mildew in one application. Visit our booth for product samples and information.



## Quicklabel

Manufactured and distributed by  
Loda Enterprises Inc. (Booth #13051)

Contact: Aaron Hart, 800-654-5331,  
sales@loda.com, www.loda.com

This is the first high-volume, full-color on-demand printer for horticulture. Capable of printing at up to 12-inches-per-second in 1,200-dot-per-inch resolution, it outclasses any other color printer in horticulture in terms of efficiency and quality. The pigmented inks used in this machine ensure a durable, water and UV resistant finish that will perform well in nearly any growing environment. If you're tired of purchasing pre-printed tags at minimums that ensure you'll throw them away a few years later, you should consider closing down your label shed and getting this machine. Mention Farwest and get a special promotional offer!



## Farmers Defense Protection Sleeves

Manufactured and distributed by  
Farmers Defense (Booth #18055)

Contact: Kaz Kosciolk, 530-416-2727,  
kaz@farmersdefense.com, www.farmersdefense.com

These sleeves are made from a polyester blend that is moisture wicking and lightweight to keep you cool and dry when it gets hot. These will help protect you from the elements while keeping you comfortable.

## PRO-MIX® Mycorrhizal Inoculant Powder

Manufactured and distributed by  
Premier Tech Horticulture (Booth #9029)

Contact: Erin Rivers, 360-771-8281,  
rive@premiertech.com, www.pthorticulture.com

PRO-MIX® Mycorrhizal Inoculant is a highly concentrated formulation designed to help professional growers to CONNECT and improve the value of their crops. Guaranteed at 6,000 spores/gram, it is the only 100% contaminant-free mycorrhizal in North America. Based on the growth cycle of plants, it is intended to be applied at key moments to ensure a quick connection to establish an extra radicular network. The extended root system results from the symbiotic relationship between plant and mycorrhizal to enhance water and nutrient uptake, resulting in stronger, healthier crops.



## Seed-in Soil Digger

Manufactured and distributed by  
Gardinnovations (Booth #9026)

Contact: Scott Kachlany, 908-295-1635,  
hello@mygardinnovations.com,  
www.mygardinnovations.com

Seed-in Soil Digger is the newest and coolest garden tool that allows gardeners to simultaneously create seventeen evenly-spaced holes in the soil for planting seeds and seedlings. There is no need to measure the distance between each seed hole or dig each one individually. Use every hole for closely-spaced crops, or every second or third hole for plants requiring greater spacing. Gardeners can grow perfectly-spaced plants with significantly less time and effort. It's lightweight (under a pound) and nearly indestructible, while reducing the effort required to plant seeds and seedlings. This one-of-a-kind garden tool makes a perfect gift for any gardener! Visit our booth and enter to win a free Seed-In Soil Digger!



# Creating the future generation of nursery leaders

The Oregon Nurseries Foundation announces its 2021 scholarship recipients

BY STEPHANIE WEIHRAUCH



## OREGON NURSERIES FOUNDATION

**T**HE OREGON NURSERIES FOUNDATION (ONF) supports incoming or continuing college students who are preparing for careers in horticulture or related fields. Please join us in congratulating the ONF's 2021-2022 Scholarship Award Winners. Students were evaluated based on academic achievement, nursery industry commitment, financial need and OAN affiliation. Scholarships are applied for during winter term and awarded by the ONF's committee each spring. The next cycle of applications will open in January and are due by April 1, 2022.

The Oregon Association of Nurseries and the Oregon Nurseries Foundation congratulate each of these students on their impressive accomplishments thus far and wish them the best of luck as they continue towards building the future of a strong nursery industry.

**Grace Adams** plans to attend Oklahoma State University in the fall in their prestigious McKnight Leadership Program. Grace has a dream to start a business that forges new partnerships between schools and agricultural businesses, so younger generations will connect with the green industry. She has been awarded the Nurseries Foundation Award.



**Hannah Arritola** will continue her business studies as a senior at Oregon State University, and eventually apply her knowledge to the family business, Woodburn Nursery & Azaleas Inc. She has been awarded the Joseph H. Klupenger Award for the second year in a row.



**Kiara Benavides** has been awarded the Larry Fitzgerald Memorial Scholarship for her continued pursuit of higher education from California Polytechnic State University (Cal Poly), San Luis Obispo. Kiara, a junior, is already planning to apply for the Cal Poly Master of Agriculture Education Program and pursue her dream to become an ag teacher.



**Jasleen Bhullar** is a student at Clackamas Community College in the Horticulture Program. Jasleen has a passion for the outdoors and will study the art, science, and history of horticulture. She has been awarded the Clackamas Chapter Award.



**Katelyn Crockett** is a sophomore at Brigham Young University—Idaho, and is studying horticulture. Katelyn is excited to turn her love for plants and flowers into a career. She has been awarded the Mt. Hood Chapter I Award.



**Marcella Cross** is a hardworking student entering her senior year at Cornell University. Between high school and college, she has traveled the world as an intern at various institutions. Marcella is well on her way to her goal of obtaining her Ph.D. She has been awarded the Sid and Cindy Miles Nursery Award.



## Scholarship recipients

**Jessica Fancon** has been awarded the Nursery Employee Award. She is currently working at Portland Nursery, where she puts her design skills to great use. She is enrolled in the Landscape Technology: Design Program at Portland Community College, and plans to pursue a bachelor's degree in horticulture at Oregon State University. Jessica is also an Oregon State Master Gardener.



**Nicollette Fonvergne** has been awarded the Mt. Hood Chapter II Award and the Clackamas Chapter Ed Wood Memorial Award. Nicollette has returned to her family farm in Boring, Oregon, and is working on a degree in horticulture and a certificate in organic farming. She is currently enrolled in Clackamas Community College. Her goal is to grow food and medicinal herbs for the local community via her own small farm business.



**Lauren Hatch** is a sophomore at Clackamas Community College and is pursuing a degree in horticulture. Lauren switched

careers in the aftermath of the pandemic and is currently working as an irrigator at Smith Gardens. She is grateful to be combining practical work experience along with her education. She hopes to have a career in a commercial greenhouse setting following graduation. Lauren has been awarded the Bill Egan Memorial Award.



**Riley Hickman** will be a graduate student at the University of Kent—United Kingdom, studying ethnobotany. Riley has a degree in chemistry from Duke University and is the owner of Hickman and Hortus Landscape Design in Durham, North Carolina. He has been awarded the Nurseries Memorial Award.



**Kylie Holveck** is currently a junior at the University of Idaho, and after graduation she plans to return to Oregon to become a teacher. She wants to introduce students to horticulture and greenhouse production through supervised



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agricultural experience (SAE) projects. Kylie was awarded the Bob Fessler/Woodburn Nursery II Award for the second year in a row.

**Sophia Linden** is currently enrolled in the Landscape Technology: Design Program at Portland Community College. Sophia's interests include studying the impact of climate change on native plants in the Pacific Northwest, creating urban habitats, and preserving seeds. She has been awarded the Royal Boltman Memorial Award.



**Sophie Nelson** has been awarded the Bob Fessler/Woodburn Nursery I Award. She will be a sophomore at Oregon State University, pursuing a degree in horticulture. Sophie plans to return to the Willamette Valley and her third-generation family-owned ornamental tree farm, Bountiful Farms, after completing her degree.



**Jenyoseph Quixote** is continuing her studies at Chemeketa Community College where she is earning a two-year degree in

horticulture. Her goal is to transfer to Oregon State University to earn a bachelor's degree. She hopes to become a Master Gardener, as her children are Junior Master Gardeners. Jenyoseph has been awarded the newly-created Arthur Spada Memorial Scholarship Award.



**William Stencil** has been awarded the Retail Chapter II Award. He is a junior at Central Lakes College in Minnesota, and is working towards a degree in horticulture and greenhouse management. Will was active with his local Future Farmers of America (FFA) chapter and placed 1st in the 2019 Minnesota FFA State Competition his senior year. He also has constructed his own greenhouse and plans to sell his nursery plants to help with tuition.



**Stephen Stresow** will be a junior at Cornell University where he is pursuing a bachelor's degree in plant science and agricultural sciences. He is most passionate about vegetable production and incorporating food nourishment into his work. >>

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## Scholarship recipients

Stephen is planning to earn a Ph.D. following his undergraduate studies. He has been awarded the Retail Chapter III Award.



**Brady Traeger** will be an incoming freshman at Oregon State University this fall, working towards a bachelor’s degree in agriculture engineering and a minor in horticulture. He ultimately plans to spearhead the design and construction of new machinery and technology that will enhance the efficiency of nursery work. Brady has been involved in his family’s businesses, Woodburn Nursery & Azaleas Inc. and Fessler Farms, from a young age. Brady was awarded the Retail Chapter I Award.



**Eric van Klaveren** is a senior at Oregon State University, pursuing a degree in electrical engineering and a minor in horticulture. Eric has been involved in his family’s business, Van’s Nursery, for most of his life and will pursue a career in horticulture after graduation. He has been awarded the Willamette Chapter Award.



**Tatiana (Tashi) Weinstein** is currently studying organic farming, arboriculture, and landscaping at Clackamas Community College. She has a particular passion for studying plants that are native to the Pacific Northwest. Tashi has been awarded the Emerald Empire Chapter Award. ☺



The ONF committee is comprised of OAN members that serve a five-year term, with their fifth year as chair. Each year, we look to add a new OAN member to the committee. If you are interested in being on this committee, please contact Stephanie Weibrauch at the OAN office, 503-582-2001 or sweibrauch@oan.org.





# Northwest News

OAN members and chapters are encouraged to send in relevant news items, such as new hires, new products, acquisitions, honors received and past or upcoming events. Email [news@oan.org](mailto:news@oan.org).

## Legislature approves recycling overhaul

The Oregon Legislature has approved a statewide recycling overhaul in the form of Senate Bill 582. The House passed it 31-24 on June 25, the day before the session adjourned. The Senate had passed it earlier, 16-13. Gov. Kate Brown is expected to sign it into law.

The bill will mandate the creation of producer responsibility programs, placing new requirements on producers of plastics, paper, foodware and other covered materials, including nursery containers. They must develop and fund a plan to ensure these materials are collected, transported, processed and disposed of, while also paying for consumer outreach and education.

The OAN opposed the bill, as did other business groups, calling it costly and ineffective. However, the OAN did win some improvements to the bill. It no longer applies to on-farm use of containers, nor to businesses with less than \$5 million in revenue.

"The legislation was vastly improved, but it did not achieve all of our needs," OAN Executive Director Jeff Stone said. "While growers were removed from the bill, the retail and supply chain sides of our industry still must comply with the legislation. The good news is that the bill does not go into effect for four years, so there is time to adjust the content of the legislation." Visit [tinyurl.com/yb62zdn8](http://tinyurl.com/yb62zdn8) to learn more.



Data has convinced economists that nursery and greenhouse sales are projected to stay profitable.

PHOTO BY BILL GOLOSKI

## NW FARM CREDIT SNAPSHOT FINDS STRONG NURSERY PROFITABILITY

According to a second-quarter market snapshot by **Northwest Farm Credit Services**, nursery and greenhouse businesses continue to maintain good profitability. However, increasing labor and transportation costs are cutting down profit margins.

A straw poll from the beginning of the calendar year to May 31 reports that shade tree sales increased a little more than 30% since 2020. Financial experts link the increase in demand for home and landscaping construction projects. In addition, low interest rates for homebuyers and a limited inventory will continue to increase the need for new home construction and support sales in the grower segment.

Container growers saw a 10.7% increase and greenhouses gained 7% in year-over-year sales. Both are strong markers of growth and high performance. The total of all three segments calculates to a 14.6% increase in sales overall.

Limited labor continues to be an issue for the industry. The pandemic's supply chain disruptions are also shifting the cost of shipping products and limiting trucking availability. Download a PDF of the report at [tinyurl.com/axwjz6wz](http://tinyurl.com/axwjz6wz).

## OREGON OSHA UNVEILS EMERGENCY HEAT RULE

The Oregon Occupational Safety and Health Administration (OR-OSHA) has adopted an emergency heat rule placing new requirements on employers to protect workers in the event of a heatwave, such as the one that hit Oregon the last weekend in June.

Temperatures reached 117 degrees in Salem, Oregon, exceeding the record not just there but in most American cities other than Phoenix. More than 100 people died, many of them in their homes. A worker at an Oregon nursery passed away after showing symptoms of heatstroke.

In response, Oregon Gov. Kate Brown quickly ordered OR-OSHA to issue an emergency rule as soon as possible, which it did on July 8. It will remain in effect for up to 180 days, as the agency continues work that was already underway to create a heat protection rule.

"This rule creates greater clarity for employers about the specific steps that need to be taken to protect workers from heat stress dangers at work," said Michael Wood, administrator for OR-OSHA "For employees, it further crystalizes their existing rights to protection from heat hazards where they work."



## Northwest News

Brooks Tree Farm is one of many tree nurseries that provides seedlings that can be used for reforestation efforts.

PHOTO BY CURT KIPP

The rule requires that employers provide access to shade and cool water when the heat index hits 80 F or above. When it hits 90 or above, employers must allow 10-minute cool-down periods in the shade for every two hours of work. These breaks may be concurrent with any other meal or rest period already required.

Additionally, the rule requires effective communication between employees and supervisors for sharing of concerns, monitoring of employees for signs of heat illness, and development of an emergency medical plan, and practices to adapt employees to working in the heat.

And, by August 1, employers must ensure that all employees receive special training before they are required to work in a heat index of 80 F or higher. Such training must cover several of the issues associated with working in the heat and



complying with the heat rule.

OAN Executive Director **Jeff Stone** has been following the rulemaking process for its potential impact on nurseries.

“Nurseries are already meeting most of these requirements,” he said. “They offer their employees water on hot days, and they take breaks at a normal rate, except when the temperature exceeds 90 — then they take more. When the recent heatwave happened, they were ready for

it. They started and ended the workday earlier, so they could avoid the hottest parts of the day.”

Stone expects to see further regulation in the future.

“Right now, OR-OSHA doesn’t have the authority to order employers to stop work, but the legislature could put that in a bill, and I think it’s possible they will do that in 2022,” he said.

The best advice he can give is to take

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the issue seriously. “Do the common-sense things to provide workers with shade, water and breaks, and monitor them for signs of heat stress,” he said. “OSHA offers free consultation services if you’re not sure what to do, and I would take advantage of those — the point is to make your workplace safer. No fault, no citations and no penalties are involved.”

More information on OR-OSHA consultations is available online at <https://osha.oregon.gov/consult>.

### TREE NURSERIES AIMING TO MEET SEEDLING DEMAND

Tree seedling nurseries are adjusting to meet the demand for reforestation efforts, according to a report from *Capital Press* (Salem, Oregon). It requires finding the best space to grow, rotating acreage, and doing what they can to make every inch count to meet a short-term surge.

The hits kept coming as thick smoke from the 2020 wildfires prevented laborers from harvesting cones for seeds, and the February 2021 ice storm hurt many seedlings. Nurseries are limited in what they can achieve with long-cycle tree products that have seasonal production windows. The data says there just isn’t the inventory needed by landowners to replenish their wildfire-stricken properties, but the Department of Forestry is providing extensions if they have documentation showing that they tried.

**Kathy LeCompte**, owner of **Brooks Tree Farms**, told the newspaper that nurseries could speed up the two-year sapling growing process up by erecting new greenhouse spaces, but the cost of the expensive equipment outweighs the benefits of a brief period of demand.

**Jan Hupp**, co-owner of **Drake’s Crossing Nursery**, explained that they could put more fields into production to meet the demand. **IFA Nurseries** Regional Marketing Manager Steve Akehurst said that landowners need to be more reactive when a tree seedling services have overages they can sell. Read the full story at [tinyurl.com/jr42sy9z](http://tinyurl.com/jr42sy9z). >>



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### DATA INCONCLUSIVE FOR COVID-19 OUTBREAKS

Health officials in Washington haven't been able to say how effective emergency housing rules were at preventing the spread of COVID-19, according to a report from *Capital Press* (Salem, Oregon). The Washington Department of Health presented their findings on the pandemic at the Employment Security Department's Agricultural and Seasonal Workforce Services Advisory Committee. They documented 146 outbreaks last year in farms and packaging warehouses, but can't trace exactly where the infections originated.

Farm groups claim that the department was making presumptions that there was a higher level of infections in employer-provided housing without data. COVID response teams were facing incomplete and conflicting information and reported



that a large percentage of the outbreaks in March, April, and May of 2020 took place in agriculture. More details are on [tinyurl.com/35trwhju](http://tinyurl.com/35trwhju).

report from *Lebanon Local* (Lebanon, Oregon). **Van**

**Essen Nursery** is a 300-acre operation that was in business for 45 years. It provided ornamental shrubs and perennials to garden centers across the U.S. and Canada.

The business first started when Dave drove around the valley with a pick-up truck full of boxwood, arborvitae and juniper products in search of buyers. The enterprise grew to employ a crew of 110 people.



### Announcements VAN ESSEN NURSERY OWNERS RETIRE, CLOSE OPERATION

Dave and Leanne Van Essen are rounding the bend on phasing out their wholesale business, according to a



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The owners had difficulty finding a buyer who could afford the whole operation, while also being willing to navigate the other regulatory and labor issues that the nursery industry faces. Breeden Family Farm has stated it purchased the greenhouse and propagation system. Dave Van Essen served as OAN president in 2006–07. Read the full story at [tinyurl.com/5yzdxt45](http://tinyurl.com/5yzdxt45)

### OBI APPOINTS NEW PRESIDENT AND CEO

Angela Wilhelms has been appointed president and chief executive officer (CEO) of Oregon Business & Industry (OBI) by the organization's board of directors. She will start September 1, taking over for retiring OBI President and CEO Sandra McDonough.



Wilhelms has a strong background in public policy and government affairs. She previously served as the board secretary for the University of Oregon, as well as chief of staff for former Oregon House Co-speaker Bruce Hanna and House Minority Office. In Washington D.C., she was press secretary for retired U.S. Rep. Greg Walden.

"I am very excited to join the incredible team at OBI," Wilhelms said. "A strong business sector and the jobs it creates are so fundamentally important to our state and the communities throughout it. As a native Oregonian, I am thrilled to have the chance to work with the vast array of businesses that make up OBI's membership throughout the state and I look forward to traveling around Oregon to connect with our members to hear first-hand about their priorities for their own companies and for our state."

McDonough's retirement is set for October. She served in the role since 2018. Log in to [tinyurl.com/jbr9adx5](http://tinyurl.com/jbr9adx5) to read the full release.



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## In Memoriam JOHN MAURER

The Oregon Association of Nurseries is saddened to report the passing of longtime OAN member and former board member John Maurer, founder of Evergreen Growers Supply, a beneficial insect supply business in Oregon City, Oregon.



Mr. Maurer passed away peacefully at home with his family by his side on Sunday, July 11. He was 65 years old.

A celebration of life for friends and family will be held starting at 2 p.m. Saturday, August 7 at the Maurer home, 17592 S. Palmer Road, Oregon City. Participants will share stories, enjoy food and drinks, and play volleyball, a game he loved dearly.

Mr. Maurer was born December 15, 1955. He began selling beneficial mites and insects in the early 1990s, when biocontrol had yet to gain popularity. He founded Evergreen Growers Supply and championed the advancement of bio-

logical control in Oregon, Washington and California, and nationally. He developed long-term professional relationships with growers and other industry professionals.

In recent years, John had semi-retired but continued to work with growers he had gotten to know well. He is remembered for being the friend you could always count on, a beloved colleague, a good listener, and for having “dad” jokes and goofy gestures always at the ready. He will be dearly missed by friends and family.

According to the family, Evergreen Growers Supply will continue on the path that John forged, providing beneficial insects to industry growers.

John became an OAN member in 1995 and served the industry in a variety of roles. He served as president of the Willamette Chapter president in 2016, and vice president in 2015, 2017 and 2018. He was the Willamette Chapter representative on the OAN Board of Directors in 2015, 2016 and 2017. He is survived by his wife, Olli Tammekivi; five children; two grandchildren; and other family members and friends.



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## MCHUTCHISON HIRES, PROMOTES FOR GROWTH

According to a release from **McHutchison**, the company has hired or promoted four new employees as part of a multi-year company growth strategy.

Erik Jensen has been promoted to nursery director over the operations and sales teams of Mchutchison. He has been with the company since 2006 and will manage customer relations in New York City. He previously worked for Home Depot and the New York Botanical Garden.



Frank Yaun will join the Mchutchison sales team to serve customers in North Carolina. He has 33 years of industry experience, which includes positions at eight different nurseries and horticulture businesses.



Andrew Gorry has been appointed as a sales representative for Mchutchison's Connecticut-based nursery customers. With more than 25 years of industry experience, he has held several positions at companies such as Atria Inc., Soundview Landscape Supply LLC, Garden Resource Group, Canterbury Horticulture, and others.



Tim Kilgore will serve nursery customers in eastern Pennsylvania, Maryland and Washington D.C. He has 23 years of experience, 17 of which were for Shemin Landscape Supply's operations in Michigan and New Jersey before it merged with John Deere Landscapes. He also worked for Brock Farms, Sharp's Landscaping Inc.



Dave Sharkey is a sales management advisor for the East Coast Mchutchison sales team. He retired from the company in 2019 after 20 years of service but is returning to work to train new sales members. Visit [tinyurl.com/jt74xssp](https://tinyurl.com/jt74xssp) to learn more. ©



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## EMPLOYMENT

### ASSISTANT FARM MANAGER

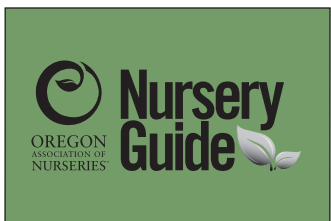
Moana Nursery in Canby Oregon is looking for a full-time Assistant Nursery Manager, who will work directly with the General Manager. who will work in all areas of the 193 acre wholesale nursery, which has both container yard and field production. We have a parent company in Reno Nevada with three retail stores and a commercial/residential landscape division.

**Duties:** • Production planning, inventory • Herbicide applications in container yard and fields • Customer orders • Fleet maintenance decisions • Budgeting of annual expenses • Shipping • Supply purchasing.

**Requirements:** • A strong foundation in common sense • A strong knowledge of the ornamental nursery business • A strong knowledge of plant production, growing, propagation • Experience with irrigation systems, overhead impact sprinklers and drip irrigation • Experience with wide range of agriculture/farm equipment operation. • Computer experience • Bilingual is preferred.

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## EMPLOYMENT

### WATER TECH

Primarily responsible for day-to-day plant care, making sure that plants receive correct levels of moisture and nutrients are maintained following best practices.

**Responsibilities:** Water Techs follow instructions from the Propagation Coordinator regarding growing guidelines for moisture levels, fertilization, and germination care to ensure that the majority of seeds and cuttings grow fully into healthy plants. Trim plants to encourage healthy growth and remove diseased or unwanted shoots, leaves, and weeds. Apply various chemicals and/or fertilizers with the careful watch of a trained spray technician. Other related duties as assigned.

**Requirements:** Botanical knowledge, including basic understanding of plant care, harvesting, and managing air, soil, and water quality. Detail oriented. Good Communication skills. Ability to stand for long shifts and bend over to work with plants. Lift and move trays, hoses, watering tanks, 50lb fertilizer bags, and buckets full of liquid fertilizer.

**To apply,** please send cover letter and resume to [rose@wwnc.net](mailto:rose@wwnc.net)

### ASSISTANT ANNUALS GROWER WALLA WALLA NURSERY, WA

The Annual Grower assists the Greenhouse manager and Greenhouse coordinator in the daily maintenance, upkeep and care of all annuals, herbs, vegetables and other species in the annual program.

**Responsibilities:** Providing nutrients and irrigation for quality plants. Consolidating crops inventory. Planting or transplanting seeds, bulbs, seedlings, plugs and cuttings. Pruning and spacing. Scouting for pests and disease. Pulling annual orders for sales team. Training other team members. Other related duties as assigned.

**Requirements:** High school diploma or equivalent. Strong verbal and written communication skills. Basic computer skills and strong math skills. Strong time management and task prioritization skills. Some horticultural knowledge. Bilingual a plus.

**To apply,** please send cover letter and resume to [rose@wwnc.net](mailto:rose@wwnc.net)

## EMPLOYMENT

### SPRAY (IPM) TEAM

#### WALLA WALLA NURSERY, WA

A spray team member applies chemicals that work as pesticides, herbicides, and fungicides to various surfaces around the nursery.

**Responsibilities:** Installing and repairing application equipment. Maintaining records in compliance with EPA, OSHA, and State and Federal regulations. Maintaining safe workspace in compliance with OSHA. Scheduling pest control activities and responds to pest management issues. Mixing chemicals or materials according to directions. Instructing team members on applications, and other duties as assigned.

**Requirements:** Pesticide Applicator Certification desired but not required. Experience with horticulture, agriculture, retail or wholesale nursery. Experience with spray and application equipment. Weekend work and flexible hours as required.

**To apply,** please send cover letter and resume to [rose@wwnc.net](mailto:rose@wwnc.net)

### ASSISTANT SHRUB GROWER WALLA WALLA NURSERY, WA

In Coordination with the Woody Grower this assistant position will perform all tasks associated with the production of woody shrubs and vines to produce retail ready plants of uniform and high quality:

**Responsibilities:** Coordinating placement of potted plants. Straightening, centering, shearing and spacing of new shrubs to promote fullness. Tying vine crops. Maintain inventory count. Monitoring irrigation equipment. Scheduling irrigation. Delegating growing, potting, order pulling to crew. Communicating with the shipping department for order fulfillment. Fertilizing overwintered crops.

**Requirements:** High school diploma or equivalent. Strong verbal and written communication skills. Basic computer skills and strong math skills. Strong time management and task prioritization skills. Some horticultural knowledge.

**To apply,** please send cover letter and resume to [rose@wwnc.net](mailto:rose@wwnc.net)

## EMPLOYMENT

### PROPAGATION TECH

#### WALLA WALLA NURSERY, WA

Assist the Propagation Coordinator with activities related to growing hardy landscape plants, including trees, shrubs and perennials. Other duties involve planting, pruning, potting, staking, grading, sorting, preparing and sticking cuttings, grass division and processing, and weed control.

**Responsibilities:** Harvesting or propagating crops as instructed by Coordinator. Performs other related duties as assigned.

**Requirements:** Botanical knowledge, including of plant care, harvesting, and managing air, soil, and water quality. High level of attention to detail. Strong verbal and written communication skills.

**To apply,** please send cover letter and resume to [rose@wwnc.net](mailto:rose@wwnc.net)

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# Digger



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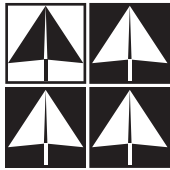
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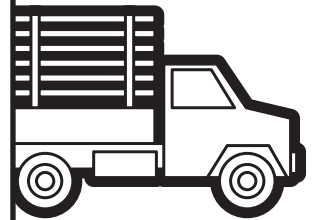
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Series content is coordinated by Dr. Jay Pscheidt, professor of botany and plant pathology at Oregon State University in Corvallis, Oregon.



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## A fine, low input turf

Researchers look into the helpful properties of fine fescue turgrasses

BY ALEC KOWALEWSKI, EMILY BRAITHWAITE AND RUYING WANG

**F**INE FESCUE IS A group of different cool-season turgrasses in the *Festuca* genus with narrow or fine leaves (Image 1). These grasses are generally known for excellent shade and cold tolerance, as well as persistence when maintained with minimal fertilization.

Considering these attributes, fine fescue is growing in popularity as homeowners and turfglass managers seek more sustainable genus and species (Image 2, next page).

Each of the five common fine fescues (strong creeping red fescue, slender creeping red fescue, Chewings fescue, sheep fescue and hard fescue) have a unique set of characteristics. For instance, strong creeping red fescue has a strong drought tolerance, germinates quickly and spreads quickly. This species is also the most common in seed mixtures.

Slender creeping red fescue tolerates lower mowing heights. Chewings fescue has the best shade tolerance. Sheep fescue can tolerate some of the lowest fertility conditions and persists with little or no irrigation. Finally, hard fescue has excellent resistance to turfglass pathogens such as red thread and dollar spot.

Since 2012 the Oregon State University (OSU) Turfglass Program has been part of a national and local fine fescue research initiative funded by the United States Department of Agriculture - Specialty Crops Research Initiative (USDA-SCRI), the National Turfglass Evaluation Program (NTEP), the Northwest Turf Association, and the OSU Agricultural Research Foundation.

In this article we intend to share a few of the objectives and findings associated with this research initiative. These objectives



**Image 1:** Common cool-season turgrasses include fine fescue (left), known for its fine leaf texture, perennial ryegrass (center), with a medium leaf texture and tall fescue (right), which has a coarse leaf texture. PHOTO BY ALEC KOWALEWSKI

include improving cool-season turf disease tolerance with symbiotic endophytes from hard fescue, evaluating fine fescue cultivars in Oregon, and determining the optimum seeding date and mulching material for fine fescue establishment in Oregon.

### Improving turf stress tolerance

The inherent disease resistance associated with fine fescues is partially the results of *Epichloë* endophytes. *Epichloë* endophytes are symbiotic fungi that live within the turfglass and help protect the host plant from various environmental stresses and pathogens. Previous research has identified *Epichloë* endophyte strains in hard fescue that provide resistance to dollar spot and red thread diseases.

Research at OSU is currently exploring the transference of this symbiotic organism from hard fescue to other fine fescue species and subspecies, as well as other cool-season grasses like perennial ryegrass and tall fescue

to improve the disease resistance and stress tolerance (Image 3, next page).

### Evaluating fine fescue cultivars

From 2014 to 2019 the OSU Lewis-Brown Horticulture Farm in Corvallis was a fine fescue testing location for the National Turfglass Evaluation Program (NTEP). For detailed data such as spring green up, percent green cover, monthly turfglass quality, red thread tolerance and traffic tolerance of 42 cultivars of the five fine fescues in Oregon and other location visit the “NTEP 2014 National Fineleaf Fescue Test: 2015-19 Data” (<https://tinyurl.com/cprmzpc>).

In 2020, a new 5-year fine fescue NTEP study with 43 entries was initiated at the the Lewis-Brown Horticulture Farm in Corvallis.

### Optimum seed date

Part of the multi-state USDA-SCRI fine fescue initiative was to identify ways that people can incorporate these low-input

## A fine, low input turf

**Image 2 (top):** Michael Breuer (left), Assistant Superintendent, pictured on a fine fescue putting green at the Bandon Dunes Golf Resort in Bandon, Oregon. PHOTO BY ALEC KOWALEWSKI



Alec Kowalewski (right) at the Chambers Bay Golf Course in University Place, Washington, which is dominated by fine fescue. PHOTO BY PHILLIP MAUSS

**Image 3 (bottom):** Postdoctoral Scholar Dr. Ruying “Wrennie” Wang (left) is transferring naturally occurring symbiotic *Epichloë* endophytes from hard fescue to other fine fescue species to improve the disease tolerance of these grasses.

grasses into existing landscapes. We know that the fine fescue species persist in shade, with low water requirements, and low fertility requirements, but overcoming the social barrier for adopting more sites with these grasses was a primary focus of this initiative. In order to recommend this as a species for homeowners and turfgrass managers, it’s important to identify the best time of year to plant and establish the grass.

OSU, along with three other universities across North America, initiated an optimal seeding date trial for fine fescues to identify which month of the year was best to seed fine fescues in different regions across the US. Nine monthly fine fescue seeding timings from March through November were investigated with a seed mixture of strong creeping red, Chewings, hard, and slender creeping red fescue (Image 5, page 96).

Prior to seeding, plots were sprayed

with glyphosate to eradicate any weeds. The fine fescue mixture was then seeded into these plots at one of the nine predetermined seeding dates, along with a starter fertilizer. Following seeding, plots were irrigated frequently to promote establishment. No additional fertilizers or pesticides were applied to plots following seeding.

Data collection consisted of monitor-

ing weather data, observing the number of days until emergence, visual turfgrass cover and quality, and grid intersect counts to assess the percentage of weeds and fine fescue in each plot.

Results from across all four locations showed that as temperatures increased during the growing season, the time required for fine fescue emergence decreased.



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**Image 4:** The 2014 National Turfgrass Evaluation Program Fineleaf Fescue Project ended in 2019, but was replaced by the 2020 National Turfgrass Evaluation Program Fineleaf Fescue Project and will continue until 2025 (not pictured).

PHOTO BY ALEC KOWALEWSKI



Seeding in August and September, however, produced the best establishment with the lowest weed pressure.

Oregon has much more of a Mediterranean climate compared to the other locations of this study, and as such that allowed for more flexibility in seeding timing. Overall, Oregon had a much wider seeding window of May through September. All those plots were successful at establishing, and many had low weed encroachment.

Spring seeding in Oregon with fine fescues can be successful, and is a good option for homeowners and turf managers. One consideration, however, is that due to the drier spring/summer climate in our region, irrigation is a critical requirement to get good establishment of fine fescue. Seeding timings in September may still require frequent irrigation for emergence, but more rain events from September through May will reduce the overall need for irrigation for fine fescues seeded in the fall.

#### Optimum mulching material

When we get into springtime, and the weather starts warming up, it's not uncommon for homeowners to begin using commercial "patch and repair" products on their lawns to seed bare or damaged areas from the previous seasons. These products contain about 85 to 90% inert matter (i.e. wood or paper based mulch) to help retain moisture, and the other 10 to 15% is fertilizer and grass seed.

Typically, these "patch and repair" products are comprised of other grass species (tall fescue and perennial ryegrass), and very few of them are fine fescues. The overall cost per pound (lb) of seed in these pre-made mixes is very high, so we decided to test materials available to homeowners or turf managers from nurseries or garden supply stores that they could use to make their own seed mixes. We included newspaper, top soil, compressed paper mulch, >>

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## A fine, low input turf

**Image 5 (top):** The 2019 Specialty Crop Research Initiative: Optimal Fine Fescue Seeding Trial Fescue. PHOTO BY EMILY BRAITHWAITE **Image 6 (center):** Mulching material used for fine fescue establishment in Corvallis. PHOTO BY EMILY BRAITHWAITE **Image 7 (bottom):** Mulching material applied with fine fescue seed to promote establishment in Corvallis.

PHOTO BY EMILY BRAITHWAITE

compost, woodchips, potting soil, and no mulch material (Image 6, right).

All treatments included a 95% (by volume) mulch ingredient, 0 or 1% starter fertilizer, and 5% fine fescue seed mix (strong creeping red fescue, Chewings fescue, hard fescue, and slender creeping red fescue). The ingredients were mixed by hand in a 5-gallon bucket and hand seeded onto 2' x 2' plots in April 2019 (Image 7, bottom right). Once treatments had been seeded, the area received daily irrigation to promote establishment. Data collection included number of days required for seedling emergence, establishment rate, visual quality, and percent weed encroachment at the trial's conclusion.

### Conclusion

Mulch ingredient had a significant impact on seed emergence and establishment. The woodchips, newspaper shreds, and pressed paper mulch inhibited establishment early on. Although eventually

they filled out with fine fescue, we don't recommend using those materials in a patch and repair mix.

Using potting soil or compost provided for the quickest emergence of fine fescues in this trial. This could be due to those materials holding moisture better, and providing warmth and cover to the seed which sped up germination. The compost in particular required the fewest number of days to reach 50, 75, and 90% establishment.

We found that if a site is adequately irrigated, mulch materials and fertilizer might not be necessary to include for repairing areas, but to speed up the process, including compost or potting soil was beneficial. Overall, major cost savings can be made by making your own mulch mixes.



The average cost for pre-made "patch and repair" products is about \$2.79 per pound, but mixing your own can bring that cost down to about \$0.45 per pound (Braun et al., 2020). ©

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### Reference:

Braun, R.C., A.J. Patton, E.T. Braithwaite and A.R. Kowalewski. 2020. Establishment of low-input turfgrass from seed with patch and repair mixtures: Mulch and starter fertilizer effects. 17 July 2020 <https://doi.org/10.1002/csc.2.20266>







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## Hiring? Work with us!

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# Road trip to the City of Roses

**The pandemic has been a not-so-welcome roller coaster ride for the past two years.**

Just over a year ago, in the teeth of uncertainty and a virus outbreak that dominated public life, the OAN Board of Directors made the decision to push the 2020 Farwest Show into 2021.

This was the right call. We had no event venue available, local restaurants were closed and airfares were sky high. All factored into the decision.

Farwest is not only the anchor event of the association, but the signature nursery trade show of the Western United States. Oregon's elite nursery operators were shipping like gangbusters across the nation and the globe. Plants were flying off the truck, but we just could not invite you into Oregon's nursery living room. Got to say, that hurt.

## Dirty boots, engaged minds

The Farwest Show is a green show put on by the grower community. It is intentionally scheduled in August as a signal of the new year of production. The sprint of spring eventually gives way to the summer. That's when people need to meet face-to-face, peruse plants, and share stories of challenges and successes. Handshakes and the love of the industry — that is what August in Oregon is about.

We embrace the best new plants at the New Varieties Showcase every year. The NVS class of 2021 will shine a spotlight on multi-tasking plants (such as edible ornamentals) and compact/dwarf varieties. This is something that has been trending for a while. Newer homes tend to have smaller gardens, so people want plants that will thrive in containers.

Our sponsor HipLabels has a brand-new Augmented Reality feature called HipEngager. Attendees can scan the plant image on the tag using the Arilyn smartphone app and be taken to a website where they can learn more about that variety.

This year's Growing Trends Showcase will feature three garden concepts to inspire imaginations. We connect the gardens to health and welfare (Immunity Garden), a

restful place (Quiet/Secret Garden) and your ultimate garden surroundings (Garden of Joy). The blending of our exceptional plant innovations with forward looking concepts that are ahead of the market is what makes Growing Trends special.

Lastly, we will feed your minds. Keynote speaker Katie Dubow, president of the Garden Media Group will kick off the show on Wednesday from 11 a.m.–noon with “Garden Trends 2022: Growing Forward.” The seminars offered at Farwest are top-notch and cover the continuum of relevant content. The educational experience ranges from environmental and biocontrol enhancements to e-commerce that works, to what is on the horizon for automation. Bring your laptop or your notepad and get ready to hear from the experts.

At Farwest you can visit leaders in the industry in one location. We want you to experience a walkable and well laid out floor. We know from long experience that attendees come from all over the United States and the world to tour our elite nurseries. No iPhone or Zoom meeting can replace getting your boots dirty and crouching down to touch quality material. So, get dirty.

## The Pacific Wonderland is open

When my father wanted to get my absolute full attention, he would call it his “come to Jesus” chat. Well, the OAN had that chat with Travel Oregon and Travel Portland, who are charged with attracting visitors and tourism.

Straight up — our beautiful Farwest host city, the City of Roses, has had an image problem lately. Last year's riots and a more visible homelessness besmirched the livable and walkable reputation of a downtown core known for safety and fun.

I am not known for subtlety in times of clarity, so I put it to them. I said the city needed to get right and clean up. Since I go to church with the Mayor of Portland, I suggested that we not let things slide. This little bit of church pew motivation worked. Travel Portland is now working with us — side by side — to repair Portland's image and restore public trust. But it's not just about image. The fact is, we are ready to host you in the City of Roses!



Jeff Stone  
OAN EXECUTIVE DIRECTOR

When we have friends visiting from out of town, it is hard to get everything in. From athletic and sportswear campus giants of Nike, Adidas, and Columbia Sportswear to our foodie heaven with renowned restaurants and our much-celebrated food cart scene.

If you want ground zero for innovation for beer, everything is here. Sorry Ohio — you are not even close. Huber's Café is the oldest bar in Portland and happens to serve the best Spanish coffees in the country (I have taste tested the competition around the country — you know, for science).

Oregon's wine country is the hidden gem and tasting rooms and wineries are within a 30-minute drive. Get a designated driver, because it is really good. The city is home to cultural standouts: Voodoo Doughnuts and my personal favorite, the world famous Powell's City of Books. Nearby are the 12 picturesque bridges that connect each side of Willamette River.

Oregon also offers awe-inspiring natural beauty. Multnomah Falls, the Columbia River Gorge, trails galore and the natural, wooded beauty of Forest Park. If you're a hiker or runner, the trails of Forest Park are hard to top. Within a stone's throw of the Oregon Convention Center are Washington Park, Portland Japanese Garden, Pittock Mansion, and the International Rose Test Garden. Portland is the ultimate “pick your own adventure” experience.

## Pack your bags!

The 48<sup>th</sup> Farwest Show awaits. Enjoy the greenest show in the country, go see the best growers of nursery stock and leaders of industry innovation, and come to Portland. You will be glad you did. See you at Farwest! ☺



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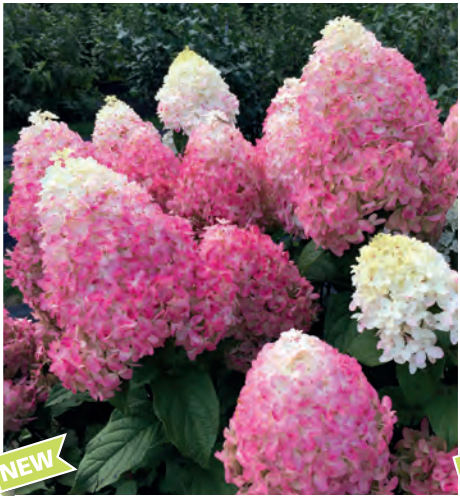
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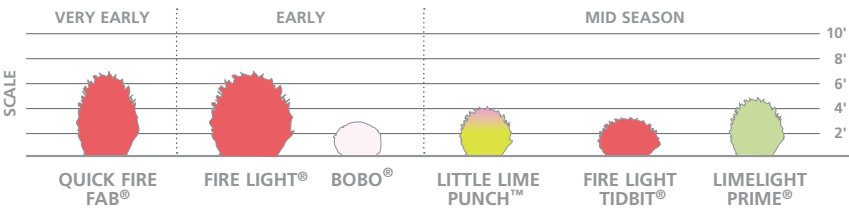


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