I have worked in this industry for 24 years. I have a BS in Community Forestry and Horticulture from the University of Vermont and an internationally recognized certification as an arborist. In addition, I have obtained perhaps hundreds of hours of continuing education over the past two decades. I feel that I have worked hard to continue to educate myself as opportunities arise yet I still frequently find myself lacking certain necessary knowledge or skills when confronted with situations in my daily work.

Over the years, customers, clients, neighbors, and friends have often referred to me as an expert. I certainly don’t often feel like one.

Webster’s Dictionary defines an expert as: 1. “Very skillful; having much training and knowledge in some special field.” When I consider that definition I have to say that I likely meet that criteria but I would concede that the scope of my area of expertise is quite narrow when you consider the entirety of our industry. I am certain that many of you would probably say the same thing about yourselves. Through the years I have come to know many experts in the green industry in Vermont, each with some focused area of expertise but few if any who would be considered an expert in all facets of our industry. We have tree experts, landscape design experts, experts in greenhouse production or perennial production… you get the picture.

Each of us in our professional career is at some time faced with a situation or problem that falls outside our area of expertise. In this situation we have two choices. We can pretend that we have the answers or skills necessary to address it and give our client or customer misinformation or complete some task incorrectly, or we can be honest and concede that we simply lack the necessary expertise in this area and recommend somebody who can help. When such a response is warranted I always find that I immediately gain the respect of the client or customer. People appreciate honesty and integrity and I believe that most reasonably well-educated people can sense when you are feeding them a bunch of bull&*%#.

In circumstances where I feel that I can address the clients question or concern with further research, I do so and get back to them in a timely manor and in the process I add to my base of knowledge by learning something new. When the situation requires expertise or skills outside of my comfort zone I recommend one of a number of professionals that I have come to know over my years of involvement with the VNLA and our industry. In both cases the client’s needs are met and my reputation remains intact. Everybody wins. I am mindful to recommend only individuals who I know to be reputable and trustworthy as my reputation is on line along with theirs.

A couple of weeks ago I got a call from a client that I have done work for numerous times over the last ten years. A large maple on her property had been damaged in a storm the night before and she was very concerned that part of the tree might fail resulting in serious damage to her property or people. Noting the urgency in her voice I dropped what I was doing and drove a few miles up the road to assess the situation. Given my training and experience I felt well...
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qualified to evaluate the damage and make a recommendation for action.

My observations revealed that a large limb that extended more than thirty feet out from the main trunk had sustained a split more than five feet long. The limb was severely compromised and presented an immediate hazard to the property and the residents. It would need to be removed. The limb extended out over the roof as well as a newly constructed deck at the entrance to the residence. It was also in close proximity to another large maple that could sustain damage if the limb failed. It would be a tricky and potentially dangerous removal that fell way outside my comfort level and skill set. I informed the client of this and recommended a colleague with the expertise to handle the situation.

The next morning we met the client at the property, evaluated the situation, and gave her a quote on the removal and cleanup. She quickly agreed and we proceeded with the delicate process of removing the limb piece by piece and safely lowering it to the ground. My client was thrilled with our work and repeatedly praised me for taking such care in making sure that it all went smoothly and safely despite my insistence that the expert that I had brought in was the real hero.

In this situation I was able to address the needs of the client and retain her trust and respect while gaining some experience in a new set of skills. I am certain that this client will continue to call me first with all her tree care needs.

As professionals we can best serve our industry and ourselves by continually striving to expand our base of knowledge and area of expertise. Meanwhile we can take advantage of opportunities to network with other experts whose skills we can rely on in times of need. By doing so we all benefit by maintaining a high level of professionalism throughout the green industry.

Hoping your fall season is productive and prosperous, and that you’re enjoying the relief from the summer heat as much as I am.

VJ Comai, Green Works/VNLA/President

ATTENTION Green Works Members!
Renew your membership today - don’t delay!

Are you and your employees certified?

Now is a great time to order VCH manuals for yourself and/or your employees as the season gets underway. Prove your level of professionalism and commitment to excellence to your clients. Order a VCH manual and take the test this Winter to become a Vermont Certified Horticulturist. Contact Kristina MacKulin or Claybrook Griffith for ordering and test information.

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Participate in the Green Works 2012 Industry Awards Program

Scope out your projects and take lots of photos!

Entry deadline is December 31, 2012.

Winners will be featured at the 2013 Vermont Flower Show.
On August 23rd, Horsford's Nursery hosted the VNLA summer meeting and trade show. The weather cooperated fully as more than 130 Green Works members gathered to share in the day’s events.

The morning schedule allowed attendees time to meet with vendors and catch up with fellow members before gathering under the tent to participate in the first of two sessions on customer relations presented by noted author Rich Gallagher. Through role-playing and team exercises participants were entertained as they learned how to handle their “very worst” customer situations.

Following a half hour break to visit the trade show some returned to hear part two of Rich Gallagher’s presentation while many followed Horsford’s owner Charlie Proutt on a walking tour of the display gardens at the garden center as well as a presentation on his design/build landscape business, Distinctive Landscaping, focusing on the services that they offer and projects they have worked on.

Attendees enjoyed a catered lunch under the tent at the completion of the morning sessions. Immediately following lunch, a special business meeting was called to order to discuss and vote on a proposed membership dues increase as well as a proposed bylaw change. Following a brief explanation of the VNLA’s finances and discussion and comments from several members, a vote was taken and passed overwhelmingly to raise membership dues for the first time in eight years. Discussion then turned to a proposed bylaw change that would have allowed for an automatic 2% increase in membership dues every year beginning in 2014. Several members raised their concerns about the proposal and following some discussion the membership agreed to table the issue until some future time.

A live auction followed the business meeting and was fueled by generous donations from vendors and members resulting in some lively bidding and keeping the crowd engaged while raising more than $1400 for our education and research fund. A special thanks to all who donated and participated!

The afternoon was filled with tours of Horsford’s nursery fields as well as their perennial production area where they grow more than 700 varieties in containers. In addition members received updates on pests and disease plaguing our industry today and instructions on how best to deal with them.

The day offered attendees an opportunity to catch up with colleagues and provided numerous opportunities for acquiring knowledge to help their businesses grow and succeed.

Many thanks to Charlie Proutt, Eileen Schilling, and the entire staff at Horsford’s Nursery and Distinctive Landscaping for their hard work and dedication in making the VNLA summer meeting a great success. Their passion for their work and their high level of professionalism was clearly evident and appreciated.
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Cyndy Fine, landscape designer and gardener, has had a lifelong relationship with the creative arts and the natural environment. Fleeing the indoor worlds of fashion retail, jewelry and graphic design, she happily re-inhabited the familiar environment of her childhood memories, the great outdoors, where she has worked happily for almost three decades.

A self taught gardener, Cyndy trained with knowledgeable and talented landscape gardeners and designers; generous professionals and mentors willing to share their time and expertise. Since 1966, Cyndy has owned two design/build businesses and working with her all woman crew, continues to provide fine garden maintenance, installation and design for most of her original clients.

After completing the graduate degree program in sustainable landscape design at the Conway School in Conway, MA, Cyndy founded Genius Loci in 2009, which offers ecologically conscious, sustainable landscape design and consultation. Genius Loci combines Cyndy’s years of horticultural field work with the technical skills of rigorous site analysis, drafting, and design across a range of scales. Genius Loci design is informed by the Conway School’s mission “to explore, develop, practice, and teach design of the land that is ecologically and socially sustainable”.

“I think the time is ripe for those of us in the landscape design profession to embrace the challenge of educating, inspiring and working alongside others towards the common goal of building socially, ecologically and economically sustainable landscapes. It is my belief that even one garden can make a difference in the larger contextual landscape, and I strive to educate and encourage my clients to walk softly on the earth, effecting positive change locally and globally.”

A local and international project where my education, training, work experience and personal goal of donating time and expertise have all intersected is the Sacred Seeds Sanctuary Garden at Kindle Farm School. Collaborating with students and staff, we designed, researched and installed the first SACred Seeds foundation garden built and maintained by students in the world. You may read more about this exciting project at sacredseedssanctuary.org and www.rodaleinstitute.org20120706_sacredseeds
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With this writing, fall semester is well underway on campus, filled with the usual meetings and courses. Our largest in the department is Home and Garden Horticulture with Dr. Starrett, with 192 students. Others include Introduction to Ecological Agriculture (Goodall) with 76, Drawing and Painting Botanicals (Neroni) with 14, Entomology (Tumel) with 28, Woody Landscape Plants (Starrett) with 12, Landscape Design (Sorensen) with 20, Turfgrass (Bosworth) with 12, Soil Science (Gorres) with 86, Advanced Agroecology (Mendez, who is also acting chair this year) with 50 in 3 sections, Soil Morphology (Ross) with 20, as well as several other speciality and special topics courses. My four online courses through Continuing Education (Indoor Plants, Garden Flowers, Flowers and Foliage, and Home Fruit Growing--new this semester) have 96 total-- what I do on the side and in my spare time!

I hope you got a chance to check out our All-America Selections display garden this summer at the Burlington Waterfront, also including many new vegetative selections courtesy of D.S. Cole Growers and Pleasant View Greenhouses of New Hampshire. You can find some photos and the full list online (perrysperennials.info/aaswp.html). Some of the standouts included Celosia Fresh Look Gold (AAS), Cleome Senorita Blanca, Coleus Colorblaze Marooned, Coleus Spumoni, Colocasia Black Magic (which stood up well to the windy site), Cyperus King Tut (which reached 6ft, standing up well to the wind), Cyperus Little Tut, Euphorbia Diamond Frost, Hibiscus Mahogany Splendor, Lantana Luscious Lemonade, Lobularia (Alyssum) Snow Princess, Petunia Pink Charm, and Zinnia Double Zahara Fire (AAS). Thanks to your association for support and helping making this display garden possible.

Grad student Annie White established her field plots this summer, the main ones at a small nursery in Guildhall, VT (her former home and father's nursery), as well as Riverberry Farm in Fairfax. At these she has 15 native perennial species, as well as at least one cultivar of these ("nativar"). Next summer she will be recording visits by pollinators to see if there are differences. This summer, in addition to getting the plants, growing on, then planting, she began to establish which pollinators are prevalent and should be tracked. In addition, she established a smaller display, as one might have in a home garden, of pollinator plants at Full Circle Gardens in Essex Junction. There she'll be recording visit by pollinators to non-native cultivars, which observations have shown are quite attractive to them even though they are non-native. Annie gave a great presentation on all this at the Twilight Meeting held at Full Circle in August, with over twenty dozen industry members attending.

In my own research, I took data weekly this summer on my coneflower trial, with results to be put online later this fall. Starting last fall with 60 cultivars, I lost about 15 over winter, with most to be replaced and others added. Two amazing facts were how well they did with fall planting (not supposed to work well), with our summer drought, and how long they bloomed--many for almost two months, many with continuous or rebloom. All but Marmalade were erect little to no flopping. In the Heuchera (coralbells) trials, another couple dozen replacements or new plants are being added this fall, with current results online (perrysperennials.info/Heuchera0612.pdf). Being established this fall are my site (one of 17 nationwide) of the National Ornamental Grass Trials, coordinated by grass expert Dr. Mary Meyer from Minnesota. Each site will have 18 Panicum and 5 Schizachyrium (Little Bluestem) replicated, so watch my website for future results, as well as link to the national website being established. Finally, for winter controlled freezing studies in freezers, I have 30 each of 6 perennials in 4-inch pots, plus 150 each of two (Leucanthemum 'Becky' and Coreopsis 'Route 66') for deacclimation studies.

We had a rainy but successful, sold-out with wait list, tour to the Montreal Botanic Gardens and Chinese lanterns display on Sept. 18, hosted by your association and which I am always glad to help lead. If you haven't seen this gardens in recent years, or even since last year, there are always new plants and designs. The lanterns display this year seems particularly full of hundreds of new lanterns, colorful as always, and featuring much on Chinese culture and folklore. The theme this year is "the Feast of Peaches organized by Xi Wang Mu, Queen Mother of the West. The banquet, illustrated by a multitude of entrancing new lanterns, shows the Celestial Queen serving her guests the peaches of immortality – very special fruit that ripen only once every 3,000 years." If you're reading this before the end of October, its worth the trip to see this if a chance, or you can see some photos on my website (perrysperennials.info/gindex.htm). Each year the gardens seems to feature certain plants in many displays. Last fall I recall Pennisetum 'Princess Caroline'. This year the grass one saw in many beds and containers was African feather grass (Pennisetum macraurum). I'll be posting more highlights from our tour participants on my website later. Watch my website early summer 2013 for a similar tour next early July, as well as the fall lanterns tour later.

I hope to see many of you at our biennial Northeast (formerly New England) Greenhouse Conference Nov. 7 and 8 in Worcester, MA (http://negreenhouse.org for full program and registration), with your association as one of the sponsors. This is a great place to get pesticide credits as well as visit vendors, network among other industry professionals, and attend educational sessions on many topics relating to greenhouses and business and garden retailing.

In my own research, I took data weekly this summer on my coneflower trial, with results to be put online later this fall. Starting last fall with 60 cultivars, I lost about 15 over winter, with most to be replaced and others added. Two amazing facts were how well they did with fall planting (not supposed to work well), with our summer drought, and how long they bloomed--many for almost two months, many with continuous or rebloom. All but Marmalade were erect little to no flopping. In the Heuchera (coralbells) trials, another couple dozen replacements or new plants are being added this fall, with current results online (perrysperennials.info/Heuchera0612.pdf). Being established this fall are my site (one of 17 nationwide) of the National Ornamental Grass Trials, coordinated by grass expert Dr. Mary Meyer from Minnesota. Each site will have 18 Panicum and 5 Schizachyrium (Little Bluestem) replicated, so watch my website for future results, as well as link to the national website being established. Finally, for winter controlled freezing studies in freezers, I have 30 each of 6 perennials in 4-inch pots, plus 150 each of two (Leucanthemum 'Becky' and Coreopsis 'Route 66') for deacclimation studies.
I don’t know if I’m a lazy, slothful gardener, or just a brutally honest one, but either way I’m hoping for a hard frost pretty soon. I’m tired. My garden is tired. A good significant freeze, a cleaning of the summer slate, an official change of the seasons, that’s what I need.

Given my perennial neglect, fall flowers always hold a soft spot for me. Anything that can brighten the garden in September is a bonus. Take Asters, rising up above the weeds of late summer. Sure, go ahead and curse the Aster yellows causing the lower leaves to fall away all summer, making the plant look ridiculous, but the bright pinks and blues as a surprising upper tier to the late garden redeem almost any neglected space. Grasses hold their own all season, but shine in the fall as vertical accents even as other plants droop and hunch like my sore autumn back. Trees and shrubs, though, are truly a lazy gardener’s friend. For a minimum of work, they blossom and grow dependably. In the plant world, it’s like something for nothing.

Seven Son Flower, *Heptacodium minicoides*, is a recent introduction into the plant world, originally discovered by the famous plant explorer E.H. Wilson in 1907, at Hsing-shan in western Hubei province in China. Found on cliffs about 3000 feet above sea level, only one seed was found, so dry specimens were collected and brought to an herbarium. Another expedition found the plant in the Hangzhou Botanical Garden in 1980, and two seed collections were made from a single plant and distributed to various arboretums. Most active in spreading the plant around was the Arnold Arboretum in Massachusetts. (Read the complete history at [http://arnoldia.arboretum.harvard.edu/pdf/articles/702.pdf](http://arnoldia.arboretum.harvard.edu/pdf/articles/702.pdf) ) As far as I can tell in my reading, all plants in the trade trace back to that single plant.

Seven Son flower gets its name from the seven headed inflorescences on the flower cluster. The white flowers wouldn’t draw much attention in the spring, as they honestly don’t hold a candle to a lilac. In September, though, they draw the eye through the tired landscape, showing off against the pale tattered leaves of most trees and shrubs in the late summer.

*Heptacodium* seems to do best in full sun, but is at least partially shade tolerant as well. The plant seems to grow somewhere between 10-20’ high, and about 10-12’ tall. It’s one of those gangly plants that defy the easy tree/shrub category, although the finest specimens seem to be pruned into attractive multi-stemmed small trees. The advantage to this little bit of work is the ability to show off the bark, which peels in long strips in alternating cinnamon and light brown shades. The leaves hold opposite each other along the stem (showing off its familial relation to Honeysuckles, the *Caprifoliaceae*) and stay dark green, pest and disease free all season. Some books claim no fall color, but here at Middlebury we seem to get a dependable, but not stunning, gold.

Further south, once the flowers fall, the calyxes stay attached, and while the seeds are forming, turn bright red, looking like a second bloom on the plant. Honestly, I’ve never noticed this in Vermont, and the book *Landscape Plants of Vermont* states that the season ends too soon for this Cape Myrtle effect, but I’ve managed to photograph some last week, and I’m watching.
VNLA members discussed a proposed bylaws change at the summer meeting on August 23rd that would have resulted in an automatic 2% annual membership dues increase beginning in 2014. Following a discussion and comments by several members who expressed their concerns with the proposal, the membership voted to table the issue for the time being.

The VNLA board of directors discussed alternative proposals to this change in the bylaws at a board meeting on September 20th taking into consideration the concerns that were raised by several members at the summer meeting. The consensus of the board of directors is that we will propose changing the bylaws to allow for dues to be set annually by a vote of the membership at a regularly scheduled meeting following a review of the association’s budget and finances. The thought is that this would encourage members to take a closer look at the budget annually and make changes to the dues based on the current finances and circumstances. In other words if the Flower Show exceeded anticipated revenue and/or our membership had grown significantly over the previous year, a dues increase may be deemed unnecessary in a given year.

I encourage you to contact me or any of our board members with your thoughts and concerns regarding this proposal. We will likely discuss and vote on this proposal at the annual meeting in February, 2013 and will provide proper notification as required well in advance.

VJ Comai, Green Works/VNLA President

State Officials Confirm Emerald Ash Borer Detected in Massachusetts for First Time

A press release issued on September 12, 2012 from officials with the Massachusetts Department of Conservation and Recreation (DCR) and the Department of Agricultural Resources (DAR) announced that the Emerald Ash Borer (EAB) has been detected in Massachusetts. The destructive beetle was detected in the western Massachusetts town of Dalton on August 31, 2012, and was confirmed by federal officials on September 6. Massachusetts is the 18th state in the country to detect EAB.

DCR and DAR officials are working together, in collaboration with the United States Department of Agriculture’s (USDA) Animal and Plant Health Inspection Service (APHIS) and the USDA’s United States Forest Service to take a number of swift proactive steps aimed at preventing the spread of the invasive beetle, including:

- Defining a quarantine area that would only allow the movement of certain wood products under certain conditions.
- A de-limiting survey to help identify the extent of the infestation.
- Working with stakeholders to ensure they know how to properly treat or dispose of infested trees and materials.
- A survey with federal agencies to determine how long the area in which EAB has been present in our state, information which will help determine strategies in how to best address the threat.
- DCR will also maintain a ban that has been in place against bringing any firewood into state parks and forests.

“The Emerald Ash Borer brings a very serious threat to our ash trees, and we are not taking its presence lightly,” said DCR Commissioner Ed Lambert. “We are taking swift action to address the infestation, and are working to mitigate any impact an infestation could bring.”

“Together with DCR, we are moving forward to develop and implement the best strategies to contain this invasive pest,” said DAR Commissioner Greg Watson.

Regulated items that would fall under quarantine include the following:

- The Emerald Ash Borer, in any living stage of development;
- Firewood of all hardwood species;
- Nursery stock of the genus (Ash);
- Green lumber of the genus (Ash);
- Other material living, dead, cut, or fallen, including logs, stumps, roots, branches, and composted and uncomposted chips of the genus (Ash);
- Any other article, product, or means of conveyance that an inspector determines presents a risk of spreading Emerald Ash Borer and notifies the person in possession of the article, product, or means of conveyance that it is subject to the restrictions of the regulations.

The EAB is a small, flying beetle, native to Asia. It was first discovered in North America in 2002, in the Detroit, Michigan area. Unlike other invasive beetles, the EAB can kill a tree fast, within just a few years, because it bores
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Please use the space below to nominate individuals for consideration by the Awards Committee for the Association’s annual achievement awards. We ask that you submit a paragraph supporting this individual’s eligibility for the award. Past recipients are not eligible to receive the same award a second time. Please see the reverse side of this sheet for past recipients of the awards. Nominations must be received no later than November 1, 2012. Please include a supporting paragraph with your nomination and mail to VNLA, PO Box 92, N. Ferrisburgh, VT 05473.

**Nomination Ballot:** for Green Works/VNLA Awards*

### Horticultural Achievement Award

This award is given to individuals connected to the horticultural industry in Vermont, who are over 40 years of age and whose accomplishments have advanced our industry educationally, by plant development or growing, through literature, or through outstanding personal effort. This award is the most prestigious and distinguished that can be received from Green Works/Vermont Nursery and Landscape Association. Nominations cannot be accepted without a supporting paragraph.

Nominee: _____________________________________________________

### Environmental Awareness Award

This award is given in recognition of an individual that has implemented an environmentally sound practice that contributes to the protection of our environment. Nominations cannot be accepted without a supporting paragraph.

Nominee: _____________________________________________________

### NENA Young Nursery Professional of the Year Award

This is an annual award established by the New England Nursery Association. Its purpose is to reward, to honor and to encourage participation, achievement and growth by an individual who is involved in a related horticultural industry and has not reached the age of 40 years, who has shown involvement in his or her state and/or regional nurserymen’s association, has contributed to the growth and success of their company of employment and has portrayed an image to the public of what our products and services can do for them. Nominations cannot be accepted without a supporting paragraph.

Nominee: _____________________________________________________

### Retailer of the Year Award – NEW THIS YEAR

This award will be presented annually to a retail garden center or greenhouse operation that stands apart for their excellence in any or all of the following categories: customer service, quality of plant material, knowledge of staff, creativity and innovations in marketing and presentation of retail space, and overall customer experience and satisfaction. Nominations cannot be accepted without a supporting paragraph.

Nominee: _____________________________________________________

**Past Recipients**

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<tr>
<th>Year</th>
<th>Nominee</th>
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<tbody>
<tr>
<td>2011</td>
<td>Charles Sieghrist, Barber Farm, Inc.</td>
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<tr>
<td>2010</td>
<td>Christopher Conant – Clausen’s Florist &amp; Greenhouse</td>
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<tr>
<td>2009</td>
<td>Amy Rose-White, Rocky Dale Gardens</td>
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<td>2008</td>
<td>Paul Sokal and Louise Giuanella</td>
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<td>2007</td>
<td>John and Patti Padua, Cobble Creek Nursery</td>
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<tr>
<td>2006</td>
<td>Thomas F. Wright, Homestead Landscaping</td>
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<td>2005</td>
<td>Dan G. Nash, Nash’s Treescape</td>
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<td>2004</td>
<td>Leonard Perry, UVM</td>
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<td>2003</td>
<td>Bill COUNTRYMAN, COUNTRYMAN PEONY FARM</td>
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<tr>
<td>2002</td>
<td>Charlie Proutt, Horsford’s Nursery</td>
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<tr>
<td>2001</td>
<td>Holly Weir &amp; Bill Pollard, Rocky Dale Gardens</td>
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<tr>
<td>2000</td>
<td>Greg Williams</td>
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<tr>
<td>1999</td>
<td>Joan Hulbert, Smallwood Nursery</td>
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<td>1998</td>
<td>William Horsford</td>
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<tr>
<td>1997</td>
<td>Dennis Bruckel, Grand Isle Nursery</td>
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<td>1995</td>
<td>Richard Salter</td>
</tr>
<tr>
<td>1993</td>
<td>Norman &amp; Dorothy Pellett</td>
</tr>
<tr>
<td>1992</td>
<td>Lewis &amp; Nancy Hill</td>
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<tr>
<td>1991</td>
<td>Richard Stevens, Sr.</td>
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<tr>
<td>2011</td>
<td>Sarah Holland, River’s Bend Garden Design</td>
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<td>2009</td>
<td>Charlie Proutt and Eileen Schilling, Horsford Gardens &amp; Nursery</td>
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<td>2008</td>
<td>Tom Starns, High Mowing Organic Seeds</td>
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<td>2007</td>
<td>Karl Hammer, Vermont Compost Company</td>
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<td>2006</td>
<td>Anne Mueller, Arcana Gardens and Greenhouses</td>
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<td>2004</td>
<td>Common Ground Student Run Educational Farm</td>
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<td>2002</td>
<td>Paul Sachs, North Country Organics</td>
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<td>2001</td>
<td>Paul Sokal, Addison Gardens</td>
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<td>1999</td>
<td>Adam Sherman</td>
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<td>1996</td>
<td>Don Avery, Cady’s Falls Nursery</td>
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<td>1995</td>
<td>SVCEC Horticulture Program</td>
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<td>1994</td>
<td>Jim &amp; Mary Musty, J. M. Landscaping</td>
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<tr>
<td>1993</td>
<td>Nancy Volatile Wood</td>
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<td>1991</td>
<td>Andrea Morgante</td>
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<tr>
<td>2012</td>
<td>Nathaniel Carr, Church Hill Landscapes, Inc.</td>
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<td>2011</td>
<td>Claybrook Griffith – Long Leaf Landscaping</td>
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<td>2010</td>
<td>Shannon Lee, Cobble Creek Nursery</td>
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<td>2009</td>
<td>Rebecca Lindenmeyr, Linden Landscaping &amp; Design, Inc.</td>
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<td>2008</td>
<td>R. Andrew Burtt, Old Nash Farm &amp; Landscaping</td>
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<tr>
<td>2006</td>
<td>Chris Thompson, White River Valley Gardens &amp; Landscaping</td>
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<tr>
<td>2005</td>
<td>Mark Starrett, UVM</td>
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<tr>
<td>2002</td>
<td>Tim Parsons, Greenhaven Gardens &amp; Nursery</td>
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<tr>
<td>2001</td>
<td>Charlie Ponski, Horsford’s Gardens &amp; Nursery/New England Nursery Sales</td>
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<td>2000</td>
<td>Peter Norris</td>
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<td>1998</td>
<td>Scott Pfister, Vermont Department of Agriculture</td>
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<td>1997</td>
<td>Stephen Tworig</td>
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<td>1996</td>
<td>Bill Pedi, Northern Nurseries</td>
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<td>1995</td>
<td>Thamasin Sullivan</td>
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<td>1994</td>
<td>VJ Comai, South Forty</td>
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<td>1993</td>
<td>Chris Schlegel</td>
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<td>1992</td>
<td>Ralph Fitzgerald</td>
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<td>1991</td>
<td>Pat Seibl</td>
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**NOTE:** The NENA Award recipient is selected in November of each year for next year’s (2013) award. The Horticultural Achievement Award, Environmental Awareness Award, and Retailer of the Year Award are selected in January of next year for the previous year (2012). All recipients will be honored at the Green Works/VNLA annual winter meeting in February, 2013.

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*Any Active, Associate or Student member of Green Works/VNLA, current in dues, as well as any Honorary member, is eligible to nominate individuals for the Association awards.
directly under the bark, where the tree’s conductive system is. Since its discovery in North America, it has killed millions of ash trees and has caused billions of dollars in economic loss across the nation.

Ash is a main component of the Northern Hardwood forest in Massachusetts and is a common species in the Berkshires. Ash is also a common street tree in eastern Massachusetts.

Residents are urged to take the time to learn the signs of EAB tree damage and be sure to report any sightings.

- Look for tiny, D-shaped exit holes in the bark of ash trees, die-back in the upper third of the tree canopy, and sprouting of branches just below this dead area.
- The Emerald Ash Borer is a tiny, emerald-green metallic beetle, so small that seven of them could fit on the head of a penny.

To report suspicious tree damage or insect sightings, or to learn more about this pest, visit www.massnrc.org/pests. You can also call the toll free EAB hotline at 1-866-322-4512. For more information about EAB: http://emeraldashborer.info.

VERMONT UPDATE:

The Emerald Ash Borer has not made it's way to Vermont yet, however it is only one state away. For photos and more information related to

continued from page 12
Downy mildew on impatiens is a new disease for Vermont that showed up in the Plant Diagnostic Clinic in late summer. Although there are many different downy mildews that affect lots of crops, this destructive fungus disease will only be a problem on Impatiens walleriana, and is capable of causing complete defoliation or plant collapse, especially in cool nights and moist conditions. The disease was first reported in 2004 in the US, but in summer 2011 the disease was more abundant. In early 2012, outbreaks started in south Florida and continued to spread throughout the spring and by mid-July, was confirmed most eastern and NE states. Vermont growers will be at an increased risk of the disease next year since it has been confirmed here this season.

The hosts for the disease included all cultivars of I. walleriana (common garden impatiens) and interspecific hybrids with an I. walleriana parent are susceptible including Fusion, Fiesta and Patchwork. New Guinea impatiens has shown high resistance to the disease. No other bedding plant species are known hosts.

The fungus is spread by air borne sporangia that can be moved by several miles on wind currents. Infected plants not yet exhibiting symptoms can also be a major source of infection. If you buy in impatiens, inspecting plants on delivery will be very important to limit introduction to your greenhouse.

Young plants are very susceptible to infection. Symptoms are usually seen first on terminal growth with seedling cotyledons being especially susceptible. Early symptoms include light green yellowing or stippling of leaves, downward curling of leaves, stunting, leaf and flower drop and collapsed stems. The leaf undersides will be covered with a white gray coating of fungal growth.

Management will include minimizing greenhouse humidity and leaf wetness, continual scouting of the crop, bagging and destruction of infected plants and preventative use of fungicides.

At this point, we are telling all home gardeners who are seeing the disease in the landscape to bag and landfill entire plants so the fungus is less likely to overwinter in the soil. For more information on the disease, pictures and management check out this factsheet; http://www.ballhort.com/pdf/ImpatiensDownyMildewGrowerGuidelines.pdf

Boxwood Blight has not been identified in Vermont, but I suspect it is only a matter of time. This fungus disease was identified by pathologists in Connecticut and Massachusetts in 2011 (see more information at http://extension.umass.edu/landscape/sites/landscape/files/factsheets/pdf/boxwood_blight_CAES.pdf and http://extension.umass.edu/landscape/news/boxwood-blight-found-massachusetts) Pictures below are from Dr. Sharon Douglass, CT AG Exp Sta.

The most susceptible species at this point are the English (Buxus sempervirens ‘Suffruticosa’) and American or common boxwood (B. sempervirens), although many species of boxwood are susceptible to infection. In 2012, Connecticut found Pachysandra also to be susceptible to the fungus. Infected plants of resistant varieties may introduce this pathogen to uninfected areas. The fungus can attack all aboveground portions of the plant. The first symptoms of the disease start as brown circular leaf spots. Infected leaves then turn brown-tan, followed by defoliation. Black lesions often develop on twigs and stems. Plants are not killed by this disease, but become so defoliated as to be aesthetically unacceptable. Infected plants introduced into older, well-established plantings will rapidly spread the disease to healthy plants.

This disease is spread primarily by water (rain splash, irrigation, runoff, etc.) and by the movement of plant material in the trade. The best management strategy at this point, before more is known about this pathogen, is to not introduce any boxwoods from unverified sources, either into the nursery or landscape. Examine plants carefully as they arrive at your nursery or facility. For suspect samples, please contact the Plant Diagnostic Clinic at UVM. http://pss.uvm.edu/pd/pdc/
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The New England Nursery Association (NENA) celebrated the organization's 100 year anniversary on September 13, 2012 at Tower Hill Botanic Garden in Boylston, Massachusetts. Members from across the region gathered to reconnect with friends and colleagues, swap stories, and look at what lies ahead for New England's commercial horticulture industry.

"NENA promotes and builds relationships. I dare say I've learned something from just about every person in this room," said NENA president, Robin Struck of D.R. Struck Landscape Nursery in Winthrop, Maine in her opening remarks. "I cannot imagine running my business, as I have for more than 25 years, without this organization."

A highlight of the day was a presentation by NENA past president, Pat Bigelow of Bigelow Nurseries in Northboro, Massachusetts. Pat, a third generation nursery owner, inspired the group with an "Affectionate Look at Life in the Nursery Industry," including her thoughts on bringing the next generation into the business: "I am often asked, 'how do you get young people excited about the nursery industry?' Simple:

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NENA Past Presidents Help Celebrate 100th Anniversary.
Front row (l-r): Robin Struck, D.R. Struck Landscape Nursery, Winthrop, ME; Dale Pierson, Pierson Nurseries, Biddeford, ME; Pat Bigelow, Bigelow Nurseries, Northboro, MA; Jeff O'Donal, O'Donal's Nursery, Gorham, ME. Second row: Neil van Sloun, Sylvan Nurseries, Westport, MA; Bruce Vanicek, The Rhode Island Nurseries, Middletown, RI; Rich Clark, Clark Farms, Wakefield, RI; Bill Stockman, Spiderweb Gardens, Center Tuftonboro, NH; Fred Dabney, Quansett Nurseries, So. Dartmouth, MA. Third row: Greg Schaen, Imperial Nurseries, Granby, CT; Jesse O'Brien, Down East Turf Farm, Kennebunk, ME; John Bardzik, Tarnow Nursery, Chicopee, MA; Mark Sellew, Prides Corner Farms, Lebanon, CT; Wayne Mezitt., Weston Nurseries, Hopkinton, MA.

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continued on page 19
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**Source!**
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Authors, consultants and scholars weigh in on what green business professionals need to focus on in the year ahead.

Surprising new trends are emerging in the green industry, due largely to a rocky economy over the last few years and changing consumer behavior. Five industry experts recently announced what they consider to be the Top 5 Trends for 2013, which offer fresh opportunity for those green businesses that are willing to react and respond to the new information.

**Trend #1: Sustainability**

Customers are increasingly tuning into how their plants are produced and their impact once they’re brought home, reports Frank Mariani, owner of Mariani Landscape, a 50-year old award-winning business in Chicago. Plants naturally improve air quality and cool the earth, but much more is possible, he says. “The businesses that employ sustainable business practices, such as the use of bio-diesel to fuel trucks and 100 percent organic lawn care program, are the ones driving the future of the green industry, because it’s what customers want, and it’s the right thing to do.”

**Trend #2: Letting Employees Hire For You**

Hiring and retaining employees is one of the top expenses of any green business, which is why letting top employees have a key role in hiring continues to be a cost- and time-savings approach, according to Tom Shay, owner of Profits Plus and an author, coach and speaker who is a fourth generation business owner. Candidates tend to be more forthcoming with peers, and employees are less likely to overlook the candidate’s potential weaknesses. In addition, prospective co-workers can best gage whether the new employee will be a cultural fit. Once hired, assign a co-worker coach to help the new employee acclimate, serving as a mentor over the next six months to smooth the transition. This helps with retention as well, addressing one of the costliest challenges a green business will face: turnover.

**Trend #3: Pursuing Customer Research**

Business owners need customer research to drive their businesses, explains Dr. Bridget Behe, Professor, Horticultural Marketing at Michigan State University. “Research into consumer behavior is critical. Now we’re conducting studies using eye tracking software that shows researchers how consumers react to a garden as they look at it.” Recently Behe led a study that determined that consumers prefer diverse types of planting pots.

**Trend #4: Embracing Challenges and People to Change Outcomes**

The business that chooses to take a proactive approach by facing challenges and looking more closely at business and sales strategies, employee growth, financial management, and evaluating details from equipment to training will dominate a changing marketplace, according to Jim Paluch, president of JP Horizons, Inc., national business coach and developer of People Solutions for business performance, A Better Way 2 Learn and the Working Smarter Training Challenge. The results can be profound, he says, where companies can experience not only marginal growth in profits, but best month or quarter or year they’ve ever had. The key? Know where to cut back, and know where to invest.

**Trend #5: Embracing New Technology**

In 2010, Dr. Michael Dirr, legendary author, professor and horticulturist, introduced an iPhone application that enables plant aficionados to enter in up to 75 plant characteristics to learn more about the conditions under which the plant would flourish. “Technology fuels business by better connecting consumers and green providers,” he explains. Examples include encouraging the use of social media tools by giving best customers free products and encouraging them talk about them, or holding recipe competitions using garden center edible plants on your Facebook page.

These experts are among featured speakers during the CENTS Marketplace slated for January 14-16, 2013 at the Greater Columbus Convention Center. CENTS is offered annually to green industry professionals to provide business knowledge about sales, operations and profitability along with continuing education through the esteemed The Ohio State University Nursery Short Course. The convention draws exhibitors and attendees including: Growers, Independent Garden Centers, Landscape Contractors, Arborists, Turf, and Pest Management professionals. For more information, call (800) 825-5062 or visit www.onla.org.

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you share the excitement of that leap of faith you knowingly (or unknowingly) make every spring. There is an exhilaration to jumping off that cliff with your well thought out business plan - then making it through the myriad of unknown catastrophes, trials and tribulations that are bound to get thrown at you and, in the end, actually succeeding!”

Thanks to the forethought of the 24 industry leaders who met back in Boston’s Horticultural Hall on March 12, 1912, NENA has grown to become an integral part of today’s commercial horticulture industry. Bruce Vanicek of The Rhode Island Nurseries in Middletown, Rhode Island received special recognition at the September 13 celebration. Bruce’s great grandfather, V.A. Vanicek was elected to the board of directors back in 1912 and The Rhode Island Nurseries have been NENA members for 100 consecutive years!

Visit www.NewEnglandNurseryAssociation.org to see more photographs of NENA’s special celebration, as well as video of Pat Bigelow’s inspirational keynote presentation.
The Department of Forests, Parks & Recreation is collaborating with the Agency of Agriculture, Food, and Markets to help detect emerald ash borer. These projects are supported by USDA APHIS and the U.S. Forest Service.

**What VT Dept of Forests, Parks & Rec is Doing:**

- **Surveys** – They have conducted visual surveys of 133 federal, state, and private campgrounds, and in high-risk areas. Vermont also participates in a national survey using purple sticky traps and a regional girdled trap tree survey. They will also continue their biosurveillance surveys, looking for emerald ash borer around nests of a wasp that would gather the beetle for food. Forestry staff is on constant alert for symptoms and signs of emerald ash borer attack. They follow up on any inquiries about potential sightings or infestations.

- **Public Outreach** – They are continuing public awareness efforts through presentations and press releases, with special focus on discouraging the movement of firewood and other wood products that may be routes of entry. They welcome volunteers in their survey and outreach activities.

- **Action Plan** – An action plan has been developed to improve the ability to respond in the event that emerald ash borer is discovered in Vermont.

**Recommendations:**

- Do not move firewood. Buy firewood from the area you’re visiting. Ask your supplier where their wood comes from. The Green Mountain National Forest and Vermont State Parks restrict the use of non-local firewood. It is illegal to move firewood from counties infested with emerald ash borer.

- When purchasing trees from other states, check that they have been certified free of emerald ash borer. When purchasing trees from other states, check that they have been certified free of emerald ash borer.

- Familiarize yourself with the signs and symptoms of emerald ash borer, and inspect your ash trees frequently. Learn to identify the small, bright green adult beetle and collect any suspect beetles.

Please visit: [http://www.vtfpr.org/protection/forestpestsfrontpage.cfm](http://www.vtfpr.org/protection/forestpestsfrontpage.cfm) for more information on EAB in Vermont.
I'm primarily a plant person, because I'm slow on the uptake and not very observant. Someone says “Look at that bird!” and by the time I'm looking even close to the right direction, let alone focusing in on what a bird is, said bird has flown far, far away. Trees, wildflowers, landscapes-easy to see, and prone to stay in one place. Since starting at Middlebury, though, I’ve become enamored of our extensive squirrel population.

Aristotle named the squirrel ‘skiouros’, combining two Greek words, ‘skia’ for shade, and ‘oura’ for tail, or, in some ancient Greek slang, ‘he who sits in the shadow of his tail’. The French created the word ‘esquirel’, from whence came the English ‘squirrel’.

Our breed of squirrel on campus is the Eastern Gray Squirrel, native to the east coast from Manitoba to Florida and eastern Texas. Squirrel fossils date back to 40 million years ago, and know number over 365 species in seven families, including ground squirrels, tree squirrels, and flying squirrels. Clearly, our Middlebury squirrels are tree squirrels. This time of year their nests, or dreys, are seen high in some of our trees, or in the several hollow trees we have scattered about.

We seem to have some squirrel ‘families’, or at least some serious inbreeding going on, although it does not seem to be as notable this year as in past years. While all white or black squirrels can often be seen in urban populations with little to no predation, up by Mead Chapel for the last several years we had a group of gray squirrel with thin, wiry red tails, more like a red squirrel. The difference in the squirrels between Mead Chapel and the library quad was quite striking. Now the Mead squirrels have fluffy tails, but they are still red.

Squirrels are ‘scatter hoarders’, making many small caches of food in various locations. They are known for their spatial memory, remembering where up to 1000 of these sites are. Food types are generally tree seeds, including many nuts, although they’ve been known to feast on fungi and tree bark as well. When food is scarce they will even turn carnivorous, eating insects, frogs, small birds, even other squirrels (!).

They are most well-known for feasting on nuts, however. In fact, their love of seeds started this post. While preparing to remove the lightning struck spruce, we noticed a large cache of spruce cones underneath the tree. Given a sudden abundance of a food source, a squirrel will make a temporary pile to await better burial and hiding later. Spruces were prosperous this year in cones, and if you’re a squirrel you can’t let a good thing to to waste. The seed of the spruce sits at the base of a seed scale, and each cone can have many scales. Squirrels seem to process the cones, flaking away the bracts to reach the seed, and then later burying the seeds for retrieval later.

If I were a squirrel, though, I’d be waiting for acorns. A good source of protein, their size is probably a meal unto itself. While humans don’t like the bitter tannins founds in many acorns, the squirrel doesn’t seem to mind.

I remember my first fall here at Middlebury, and thinking our Red Oaks had a terrible disease. The ends of the branches, the new growth, would lie scattered about the base of the tree. Dan Celik, custodial supervisor extraordinaire, has noticed the same thing, and took pictures for the blog.

Squirrels, even though they have a brain the size of a small walnut, aren’t too dumb. They go to the end of an oak branch, and gnaw with their teeth until the end falls to the ground, where they can easily and quickly harvest the bundle of acorns attached.

Photo Credits: Dan Celik
Pick up any plant biology book, and they consistently list the three macro nutrients all plants need as N, P, and K, the chemical symbols for Nitrogen, Potassium, and Phosphorus. But really, what we share with plants is a need for ‘macro’ macro nutrients, something so profoundly necessary that the books don't even feel the need to list them, and they form the backbone of all life. We're talking about C, H, and O, or Carbon, Hydrogen, and Oxygen.

Sourcing the carbon and the oxygen are easy, the plants are getting that in the air we breathe. It's the Hydrogen that stressed me out all summer. Plants obtain it solely from water, through photosynthesis. I always remember my snide remarks in the retail garden center world, when a customer would ask me what kind of fertilizer to buy with their new purchases. For the most part, I’d tell them the single greatest thing they could do would be to water.

How much? It's a good question with no real definitive answer. I remember from who knows where that gardens in the northeast need about 1/2" of rain a week in the growing season, and an article on strawberry production I found says about the same (actually .63”). Trees need quite a bit more, though, as they have much more extensive roots throughout the soil horizon. Plan on 2" of rain a week. I found a handy online calculator to do the math, but here's a quick answer. A newly planted tree with about a 2” trunk, should have a 5’ x 5’ zone watered around it, so that’s about 30 gallons, pretending to be a 2” rain.

Sounds a little high, but the wild and woolly world of plants is never easy. Last year we were averaging 4” of rain a month, and we didn't have to do any supplemental watering. On cloudy days plants don't transpire, or lose water, at as great a clip, so maybe last year it was fine.

Or not. We're running around like chickens with our heads cut off right now, watering every tree we've planted here at Middlebury College for the last 3 years. (that's a lot) All of our recently planted trees are showing drought stress, and I'm wondering if I hadn't watered enough in the last 2 wet years to well establish the trees. When watering, it is best to water a lot all at once, so that the roots have ample moisture and can grow long and deep. Too little water, and the tree keeps its roots near the surface, where the water is, and this makes it less drought resistant.

Attention Wholesale Customers
We consider anyone who sells or installs plants as their primary source of income a potential wholesale customer. We ask for a canceled business check and a business card to prove that you are in business full time, as well as a description of what service you provide and how long you have been in business. We do not offer wholesale status to excavators, builders, masons, landscape architects, or any other allied professions.
November 7-8, 2012
Northeast Greenhouse Conference & Expo
DCU Center
Worcester, MA
www.negreenhouse.org

November 8, 2012
2012 Doug Crowell Lecture Series
Sustainable Practices in the Modern Landscape
UVM
Aiken Hall - Room 102
Burlington, VT
RSVP: psimon@whiteandburke.com

November 9, 2012
Business Essentials Workshop for Landscape Professionals
NOFA Organic Landcare Program
16 Meriden Road
Middlefield, CT
203.888.5146
www.organiclandcare.net

January 14-16, 2013
CENTS
Greater Columbus Convention Center
Columbus, Ohio
800.825.5062
www.centsshow.org

February 6-8, 2013
NE Grows
Boston, MA
508.653.3009
www.NewEnglandGrows.org

February 8-10, 2013
Garden Center University Class of 2013 - Semester 3
ANLA
Austin, TX
www.gardencenteruniversity.com

February 13, 2013
Green Works/VNLA Winter Meeting & Trade Show
UVM Davis Center
Burlington, VT
802.425.5117
www.greenworksvermont.org

February 16-17, 2013
NOFA Winter Conference - “Generations of Innovations”
UVM
Burlington, VT
www.nofa.org

March 1-3, 2013
Vermont Flower Show
Champlain Valley Exposition
Essex Junction, VT
802.425.5117
www.greenworksvermont.org

Get Involved With the 2013 Vermont Flower Show!!

The Flower Show Committee is meeting monthly. There are many and varied ways to get involved. If you have watched from the side-lines and are ready or able to commit more time WE NEED YOUR HELP!

The Flower Show Committee handles many tasks involved in producing our show. The sub-committees we need help with are: Marketing, Sponsorship, Children’s Activity Room, the auction, and organizing hands-on workshops. If you have interest in these areas please contact Kristina in the office.

In addition, the Central Display Committee can always use new members! Join this committee and get involved in the design and implementation of landscaping 10,000 square feet indoors in winter!

2013 Vermont Flower Show - “The Road Not Taken”

ANY LEFT OVER PLANTS - PLEASE CONSIDER DONATING THEM TO THE 2013 FLOWER SHOW!

Every plant helps! Please contact the Flower Show Central Display co-chairs: Clay Griffith at 802.999.4558 claybrook.griffith@gmail.com or Melita Bass at 802.349.6760 melitabass@gmavt.net.

THANK YOU!!
2013 Vermont Flower Show
“The Road Not Taken”
March 1-3, 2013
Champlain Valley Exposition, Essex Jct., VT

Exhibit at the Vermont Flower Show!

Prime booths are still available!

Don’t delay!

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