



INLA Thanks You!

The Iowa Nursery and Landscape Association would like to take a moment to thank all of the Sponsors and Exhibitors, that made this year's show a success:

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Thank You for a Successful Auction!

The Iowa Nursery and Landscape Association would like to thank everyone who donated and participated in the dinner/ auction portion of the trade show on Wednesday night of the trade show. All of the money raised during the auction will go to Iowa State University and Iowa Community College scholarships for horticulture students. A big thanks goes out to these auction contributors:

Alta Falls Pond & Supply	Grimm Gardens	Midwest Trading
Anderzhon Nursery Sales	Home Nursery	Moberg Galleries
Anonymous	INLA	Olde Main Brewery
Bachman's, Inc.	Iowa Arboretum	Pace Supply
Bailey Nurseries	Iowa Lakes Community College	Peck's Green Thumb Nursery
Better Tree Care	Johnson's Nursery	Pella Nurseries
Bluebird Nursery, Inc.	Kankakee Nursery Co.	Perennial Gardens
Botanical Shots	Marquart Products	Prairie Moon Winery
Brent Gustason	Midwest GroundCovers, LLC	Quick Supply Company/Rhino
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Country Landscapes	Johnson's Nursery	Ritter's, Inc.
Hughes Nursery & Landscapes	Kankakee Nursery Co.	Ted Lare Designs
Hyperion Golf Course	Marquart Products	Wright Outdoor Solutions
Foster's, Inc.	Matthias Landscaping	
Matthias Landscaping	Midwest GroundCovers, LLC	

Barb Osborn Receives Iowa Nursery & Landscape Merit Award

Barb Osborn received the Iowa Nursery and Landscape Association's (INLA) Merit Award during the organization's annual trade show and conference, held February 21 - 23, 2012.

The INLA Merit Award is given to an individual who has done an outstanding job in one or more of the following: participating actively in the affairs of the organization, actively promoting the Associations and its goals, given freely of their time in helping fellow nursery professionals with their problems, and/or done an outstanding job in developing new plant material or other items to further the nursery industry.

Senior Lecturer and Coordinator of the Horticulture Resource and Career Center, works tirelessly to strengthen the curriculum and overall university experience for undergraduate students in the Department of Horticulture and College of Agri-

culture & Life Sciences at Iowa State University. Her positive and buoyant personality is known throughout the campus and her ability to assist students and calm the fears of nervous parents is legendary.

For brand new freshmen and bewildered transfer students, Barb is the first ISU representative they meet when they come to campus and oftentimes she's there on graduation day to wish them well as they head off to exciting and challenging careers. Our reputation for fostering a nurturing, student centered, and successful undergraduate program is linked directly to the efforts of Barb Osborn.

ISU students are fortunate and thankful for her dedication to the cause of education and the development of future horticulture leaders. INLA would like to thank Barb for being a dedicated industry member.

Todd Scott Announced as the ICNP of the Year

Todd Scott was recognized as the Iowa Certified Nursery Professional (ICNP) annual trade show and conference, held February 21 - 23, 2012.

The Iowa Certified Nursery Professional designation through the INLA indicates green industry professionals who are qualified, experienced and professional. The purpose of the ICNP program is three fold: one, to improve the skill and knowledge of green industry employees; two, to have the professional qualification recognized in the eyes of the public as well as within the landscape and nursery industry; and three, to provide a means of self-improvement for the employees and increased worth to the company and/or business.

Todd began working with his father, Vic, at Heard Gardens and worked there from 1984-1990 when Todd and his dad

opened Vic Scott Landscaping & Nursery in Ankeny, IA. Todd is Vice-President-Treasurer of the company.

He became a Certified Nursery Professional and served the INLA Board of Directors from 2008 through 2011. While on the Board he was active in the promotion of the INLA Convention and ICNP Day. He has volunteered the past few years at the Home and Garden Show working in the All Iowa Store.

The Iowa Nursery and Landscape Association thanks Todd Scott for commitment to professionalism and continuing education in the nursery and landscaping industry. INLA is honored to announce him as the Iowa Certified Nursery Professional of the Year.

Welcome New ICNPs!

Four industry professionals successfully completed the Iowa Certified Nursery Professional testing at the ISU Shade Tree Short Course and INLA Conference and Trade Show held in February.

The next certification testing date will be in August on the Iowa State University campus. The training modules to help you prepare for the exam are available online as a member benefit to INLA members. Go to the ISU-INLA Green Industry Resource site (www.extension.iastate.edu/nurseryandlandscape/) for more information about the certification testing procedure and to access the online modules.

Congratulations to our newest ICNPs:

Josh Gustafson
Kirkwood Community College

Susan Novak
Culvers Garden Center and Greenhouses

Barbara Fuelberth
Ferguson's Garden Center

John Griffiths
Wright Outdoor Solutions

2012 INLA Continuing Education Webinar Series

Five webinars (online seminars) sponsored by INLA were scheduled for February and early March 2012. These webinars are available free of charge as a member benefit to INLA members. Below are the remaining webinar dates, topics and presenters for this year:

March 7 Permeable Pavers, Brad Punke, Unilock Representative

Each webinar is one hour in length. Live access to the webinar will be from 3:00-4:00 Central Time on the day of the event. Each webinar will also be archived and available through the INLA website a few days after the live presentation.

To get a general feel for the online interface of the webinars please watch the first 5 minutes of this introductory video: <http://connect.extension.iastate.edu/ac8>

To check out the rules and requirements please read below:

Computer Requirements to participate:

- A computer that's no more than 3 years old (newer is better)
- A current operating system
 - (for more specifics: www.adobe.com/products/acrobatconnectpro/systemreqs/#role02)
- A current web browser
- Flash Player installed

To join the online classes:

- At least a day prior to the conference....
- Test computer setup – www.extension.iastate.edu/testconnect
- Test connection – go to the room <http://connect.extension.iastate.edu/inla>.
 - * If you see the Welcome message and hear audio, you are ready to participate the webinar. If you are experiencing technical difficulties, please call 515-294-8658 and identify yourself as a participant in the Iowa Nursery and Landscape Association classes



On the day of...

- Enter the online room about 10 minutes prior to start of class: <http://connect.extension.iastate.edu/inla>
- Sign-in as a guest by entering **your name** in the guest box
 - * Audio is through your computer speakers
- You may submit questions via the chat pod
- Technical assistance is available between 8am and 5pm Central Time: **515-294-8658**

For Sale:

Successful Tree Care Business

Southwest Iowa

This established tree care business offers an enormous business potential to the buyer. The business serves a radius of over 50 miles. The owner has diversified his tree care service into several different divisions: tree service (removal, trimming, moving and planting), insect and disease control (spraying and injections), and a large tree nursery for landscape sales.

Included in the sale are two properties. One which a large shop is located and the other where trees are grown. All types of updated tree equipment is included: 2 boom trucks, a stump grinder, 2 skid loaders, a large commercial tree sprayer, a large tree spade and many others.

Priced at \$300,000, the owner is willing to negotiate terms!

Contact:

Larry Anderson, Owner

Anderson Tree Service

Shenandoah, IA

Cell: 712-215-0052/Office: 712-246-2226

www.andersontreecare.com

INLA Dues Reminder

If you have not paid your 2012 dues yet, please consider doing so as soon as possible. INLA prides itself on representing you on the many things impacting your business.

INLA members are the most progressive thinkers in the nursery and landscaping industry. INLA offers many opportunities for members to keep in touch with the newest and best in the industry. The INLA has great partnership with Iowa State University's Shade Tree Short Course. The combination of highly regarded speakers and the newest products and equipment at the trade show makes this event a "must-attend" member benefit.

INLA is also proud to be a partner with the American Nursery and Landscape Association (ANLA) through the Lighthouse Program. As a partner INLA contributes \$10 per member in dues to the ANLA Lighthouse Program. The Lighthouse Program, representing close to 15,000 Green Industry professionals throughout the country, raised over \$145,000 to promote the industry's best interests on the federal level last year. This membership gives you access to lobbying power and information on a national level.

If you have any questions about membership with the Iowa Nursery and Landscape Association or need a new dues statement sent to you, please contact the INLA office at 515.262.8323 or 800.383.1682.

For Sale:

Natural Plus Nursery

Clear Lake, IA

Natural Plus Nursery is a 30 year established, one family owned, retail nursery and landscaping business in Clear Lake, IA. Owners are hoping to retire within the next couple years.

Nursery is located between Clear Lake and Mason City, IA and has a strong lake and north Iowa clientele.

Sale would include: 9 acres, a frame sales building, large equipment shed, and large, nice, older home located at the nursery.

Owners would be willing to assist new owners with transition.

See more on our website www.naturalplussenury.com .

For more information, please call 641-357-7495 or email at dave@naturalplussenury.com

Storage and Display of Nursery Stock

The below information was sent to Iowa Nursery Stock Dealers, regarding storage and display, from State Entomologist Robin Pruisner:

The improper storage and display of nursery stock at retail locations throughout the State of Iowa has become more apparent over the past couple years primarily due to the expansion of “parking lot” garden centers not being able to provide adequate facilities. As a result, nursery stock is being improperly displayed on the hard surfaces of parking lots as required by Departmental regulations.

In Iowa, **nursery stock** is defined as hardy, cultivated or wild woody plants, such as trees, evergreens, shrubs and vines, and small fruits such as strawberries and raspberries.

The storage and display of nursery stock on hard surfaces (concrete or asphalt) poses stress and the potential loss of viability of plant material. Such negative impacts frequently go unnoticed until after the plant material makes its way to the consumer’s landscapes and thereafter.

Nursery Stock Dealers displaying nursery stock for sale or distribution are required to abide by the Storage and Display Standards established by Iowa Administrative Code and subsequent Administration Rules. See partial listing details below.

Administrative Rules from Code of Iowa 177A:

21—46.11(177A) Storage and display. All nursery stock offered for sale or distribution shall be stored and displayed as follows:

46.11(1) Balled and burlapped stock shall be kept moist at all times and shall be kept in sawdust, shingle tow, peat, sphagnum moss or other moisture-holding material not toxic to plants, of sufficient depth to cover the top of the ball of earth.

46.11(5) Nursery stock offered for sale or movement at locations with hard surfaced areas, such as concrete or asphalt parking lots, must not be in constant, direct contact with the hard surfaced area; but must be so displayed that the roots of the stock are protected from excessive heat, drying, or other adverse conditions associated with contact from hard surfaced areas.

These regulations apply to all Iowa Nursery Stock Dealers and Growers, and will be enforced by the Iowa Department of Agriculture & Land Stewardship (IDALS) anytime nursery stock is present.

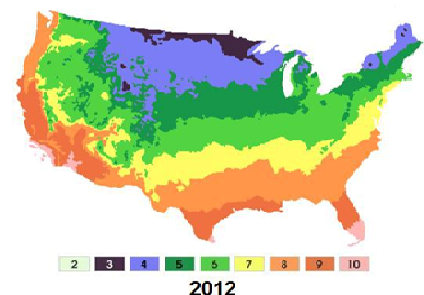
Containerized nursery stock can be buffered with a minimum of two inches of mulch measured from the bottom of the container or protected from hard surfaces with the use of pallets or structures which raise nursery stock up and off the hard surfaces. Such efforts eliminate the plants direct exposure to hard surfaces and thus meet the storage and display conditions.

Please plan accordingly for the proper storage and display of your nursery stock. If you have any questions, please contact our office at (515)725-1470.

A Friend of Gardeners and Landscapers is Updated!

One of the most well known tools used by backyard gardeners and landscapers alike - USDA's Plant Hardiness Zone Map - was updated recently.

To read more about the subject, please go to: www2.ljworld.com/news/2012/feb/12/garden-calendar-usda-updates-plant-hardiness-zone/



What Does This Warm Winter Mean for Insects?

By: Erin Hodgson & Laura Jesse

Iowa has experienced a mild winter. In fact, [Des Moines has yet to experience a temperature of zero degrees](#) this winter.

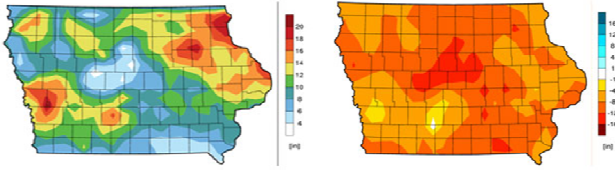


Figure 1. Estimated total snowfall for Iowa (Nov. 1, 2011 – Feb. 6, 2012). Map generated by Daryl Harzmann, Iowa Environmental Mesonet.

Figure 2. Estimated total snowfall departure from average for Iowa (Oct. 1, 2011 – Feb. 16, 2012). Map generated by Daryl Harzmann, Iowa Environmental Mesonet.

With that weather data in mind, how does a dry and mild winter affect overwintering insects? Some might think warmer temperatures would increase the chances of insect survival. Perhaps that is true. But there are many factors that influence successful overwintering and are worth strong consideration. Some winter survivorship factors are highlighted here:

1. Insects that overwinter above ground (e.g., bean leaf beetle adults) may be more likely to survive with fewer cold days. But a lack of snow cover can expose insects to those days with below-freezing temperatures, and could increase mortality compared to year with insulating snow.
2. Insects that overwinter below ground (e.g., Japanese beetle grubs) will not likely be affected by a mild winter because soil temperatures are more constant. However, there could be more survivors than normal if the frost layer is shallow.
3. All insects develop based on temperature. A warm winter day could cause insects to become active (e.g., woolly bear

caterpillars) when they normally would be dormant. Activity uses up stored fats they depend on to survive until the spring. Without access to food, these active insects could starve to death before food becomes available.

4. Most insects adapt to cold winters by slowly preparing in the fall and staying dormant until the spring. Therefore, large temperature swings can be detrimental to insects; the body can be injured or death can occur. We would expect some insect mortality due to cold intolerance when temperatures regularly fluctuate from 0-50 degrees.

Also, there are other factors to understand before we can predict how successful insects will be in the spring and summer. The same survival factors outlined above also apply to beneficial insects, like predators and parasitoids, and insect-killing pathogens. So ultimately it might not matter too much if more pests survive in a mild winter, because more beneficial insects will likely survive and help regulate spring populations. The uncertainty of insect survival in the winter can make predicting pest populations very difficult.

Lastly, there have been questions about how to calculate degree days with winter days that exceed the lower developmental temperatures (i.e., 50 degrees for most insects). In other words, should we include those warm days in estimating insect development? This is a difficult question to answer, given we do not have a lot of experience with predicting insect development with an especially warm winter. Our educated guess is to calculate accumulating degree days from Jan. 1, 2012. As we observe actual insect development this spring and summer, we will see if temperature models are accurate or need to be slightly modified.

To view entire article please go to: www.extension.iastate.edu/CropNews/2012/0217hodgsonjesse.htm

Thank you to Members Who Have Renewed Their Commitment to INLA!

Thank you to the following INLA members who have renewed their membership and paid 2011–2012 dues since the last INLA newsletter. We appreciate your support of the Iowa Nursery and Landscape Association! INLA strives to promote certified Garden Center and Landscaping professionals.

** Indicates an ICNP dues paying member.*

DNS Nursery

Donna Borowycz - Drakesville, IA

Iowa Garden Works

Jodie Hansen - Des Moines, IA

JR Johnson Supply/Midwest Horticulture LLC

Mary Beth Eckhart - Roseville, MN

KAT Nurseries

Jodi Ballard - Ankeny, IA

Kirkwood Community College

Tiffany Smith - Oxford, IA