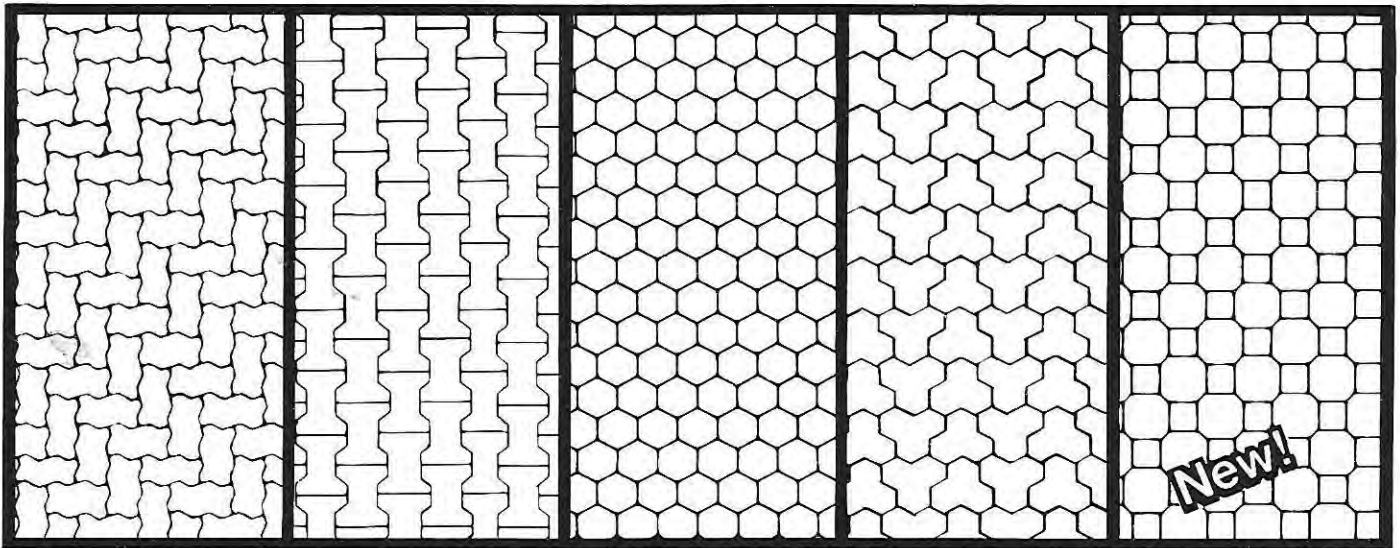




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### Front cover:

One of the many pleasing spring vistas at Longwood Gardens, Kennett Square, Pennsylvania is this one which features a Yoshino cherry tree. Longwood Gardens has extensive conservatories, beautiful gardens in all seasons and many fine trees and shrubs. Photo by Glen Lumis.



## 1980 to be Tough Year



**Casey van Maris**  
*President of  
Parklane Nurseries*

During the last few years, competition in landscape and maintenance contracting has been fierce indeed. During times of high unemployment, many new companies appear because of the relative ease of starting up in this business. Older, more established companies have witnessed increased labour and operating costs. Only through higher productivity

have they been able to keep up. Now with higher interest rates and other substantial cost factors being pushed up, consider borrowed operating capital with higher receivables because of slower payment of accounts. All this is happening at a time of high interest rates which could climb to 18 or 20 per cent. The cost of borrowing money alone could increase the hourly rate by as much as one dollar per hour. With lower contract prices and increased costs, a superb cost accounting system is essential if one is to avoid some real financial failures. Those with internal cash reserves will do better, no doubt. Just the same, increased bankruptcies will happen in our trade, as in other trades.

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# PRESIDENT'S MESSAGE

## Is It Worth It?



**Frank Kearney**  
H.C. Downham Nursery  
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A typical member of Landscape Ontario pays \$245 in membership dues. That same member probably saves \$181 through such things as Landscape Ontario insurance programs, etc. So, a typical membership really only costs \$64. **IS IT WORTH IT?**

**IT SURE IS! IN FACT, EVEN WITHOUT THE \$181 IN SAVINGS, IT'S WORTH IT!!** Why? Because your association does things for you which you couldn't do yourself. Let's look at a few of the advantages:

- **A LOUD VOICE BEFORE GOVERNMENT** — do you really think that you alone could scream loud enough to be heard over consumer groups and environmentalists? What could you alone do to oppose the deregulation of a much-needed weed control chemical due to environmentalist objections? Only as a group can our needs be heard.
- **A COMMON STANDARD** — only a trade association can develop specifications for landscape contracting and grading which are respected by landscape architects, building contractors and government. Can you imagine the chaos without these standards?
- **ORGANIZED EDUCATIONAL SESSIONS** — your trade association organizes more than education seminars at Congress; there are pesticide symposiums, Professional Effectiveness Programs

(PEP), Qualified Plantsmen Courses at the University of Guelph, and more.

- **PRACTICAL ADVICE AND KNOWLEDGE** — at chapter meetings and at Congress, you rub elbows with others in the industry; you pick up tips, trade information, and receive advice. We don't really appreciate these as membership benefits, but if you think about it you couldn't pick this kind of information up in a book or by yourself; you get it through the forum that your trade association provides.
- **A SYMBOL OF QUALITY** — by displaying your membership in Landscape Ontario, you set yourself apart from non-members. How many times have you looked through the Yellow Pages for some service and have decided to call one company because it is a member of a trade association or offers a brand name product? Well, that's what Landscape Ontario provides for you.
- **PROMOTION** — who would put forward the Green Survival promotional campaign, or spread the energy conservation message or promote the benefits of plant material as an investment? It is only through the activities of your trade association that these programs, which benefit the industry, can be publicized.

So you see, no matter what segment of this industry you are in, membership in Landscape Ontario provides you with benefits; not just the tangible benefits like insurance savings, but a multitude of intangible benefits that are almost impossible to put a price tag on. So I ask you, **IS IT WORTH IT?** You bet it is!!

One last point; the average member pays dues of 67¢ a day — you can't buy a hot dog for that! Sixty-seven cents never worked so hard for you. □

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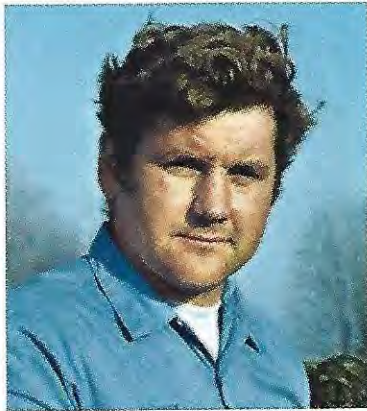
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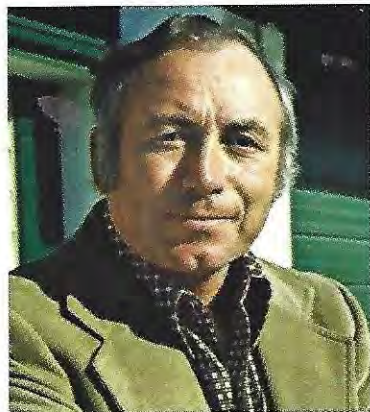
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 Harry Lostchuck - *Nashville Sod Supply, Nashville, Ontario*



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 Gunter Beder - *Beder Turf Nurseries Ltd., Beeton, Ontario*



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 Gerry Brouwer - *Brouwer Sod Farms Ltd., Keswick, Ontario*



These pros picked Baron Kentucky Bluegrass for a lot of good reasons. Good colour. Good root strength. Aggressive growth. And resistance to drought and disease. They also like the way it greens up early in the spring.

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## Banner Chewings Fescue Gains Canadian License

An outstanding new Chewings Fescue variety, named BANNER, has been awarded a Canadian License by Agriculture Canada, Plant Products Division in Ottawa on an application by Oseco Inc. of Brampton, Ontario.

Banner was developed by the New Jersey Agricultural Experiment Station, Rutgers University, New Brunswick, New Jersey, and was released in 1975. It was awarded a USDA Plant Variety Protection Certificate in 1977.

Banner is a 45 clone synthetic variety based on parental material collected from turf areas in the Northeastern U.S.A. It has a chromosome count of 42 and has shown good tolerance to low soil pH, low fertility and moderate shade.

In Canadian trials, Banner has performed well compared to previously licensed cultivars. For example, Professor J.L. Eggen at the University of Guelph, reports "Banner appears to have the potential of an outstanding Chewings Fescue for use under Ontario conditions".

Certified seed of Banner is being multiplied and distributed in the U.S.A. by E.F. Burlingham & Sons, Forest Grove, Oregon. Oseco Inc. will be the Canadian distributor.

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*continued on page 36*

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# Public Promotion and Recognition



**Dennis Souder**  
*Executive Director*

It has been recognized for some time that it is important that the association and its members get their names before the public not only to promote recognition of the association, but also to assist members in increasing their business volumes. This spring has seen new, high levels of promotion by Landscape Ontario and its members.

Public shows and displays have now spread to almost every chapter of the association. The Windsor group again held their successful display at the Devonshire Mall in Windsor which featured not only well crafted landscaping displays by almost all of the chapter's members, but also an information booth where copies of the association's Code of Ethics and lists of participating chapter members were distributed. Film and slide displays were also shown in the central area in the display at various times during the exhibit period. Windsor chapter members obtained maximum media exposure during the time of the display from television coverage, photographs and reports in the local newspaper, and local radio stations. On the Friday of the show, Bob Girard, Past-President of the chapter, current President Leo Mascarin, Provincial President Frank Kearney, and I left the show to visit the studios of the CBC radio station in Windsor to go on air to let people know what was happening at the Mall and to talk about Landscape Ontario. With the station's repeater transmitters, the broadcast coverage extended to all of Essex and Kent Counties.

Meanwhile, in London that chapter was holding its first annual Mall show at the Westmount Mall in south-west London. The chapter succeeded with an extremely impressive display, despite the fact that it was their first effort. The central area, featuring some of the wood modules from the LO display unit, was used for a variety of public events including fashion shows and the Green Survival film was shown during the course of the Mall exhibit. Again, members set up well crafted exhibits showing a variety of styles and ideas and construction and use of plant material. As President Frank Kearney and I visited the show it was obvious to see that shoppers in the Mall were taking time to jot down the names of participating members. A unique sign post which listed members who wished to have their names displayed made it easy for potential customers to jot down the names of member firms which were displayed under their business activity group; maintenance, contracting or nursery.

At the end of that same week, some members of the Toronto chapter had their wares on display at the Garden Pool & Patio Show at the Canadian National Exhibition, Queen Elizabeth Building. An L.O. display just inside the main entrance accompanied visitors as they walked to the exhibit floor where several members, some in conjunction with pool manufacturers and distributors added a great depth and quality to the exhibits. Just two years ago there was a very limited use of landscaping in this show and the dramatic improvement that can be seen this year is a credit to the exhibitors and their desire to up-grade the overall appearance of displays.

Both the Waterloo and Ottawa chapters also participated in Pool & Patio shows, both using the modules from the L.O. display booth to get across the name and meaning of Landscape Ontario for the local member. All of these activities have put the name of Landscape Ontario and of the members of the association before the public and have done so in a way which is very

favourable to the image of the association members.

Landscape Ontario was also prominently mentioned in the annual Landscaping issue of the *Daily Commercial News*, a daily publication serving the construction trades in the Province of Ontario. Of the four articles on the industry, two featured heavy reference to the association and should be of particular benefit to those members who work as sub-trades with the general construction industry.

The much heralded radio commercials from the Nursery Marketing Council went on the air in April on dozens of radio stations across Canada and members of Landscape Ontario were mailed a list of the radio stations and a broadcast schedule so that they would have an opportunity to hear the commercials for themselves. As most members are aware, both Landscape Ontario and the Canadian Nursery Trades Association support the Nursery Marketing Council and NMC has spent a very substantial portion of its advertising budget in Canada. Even though I had heard the commercials before they were broadcast it was still a real pleasure and a moment of pride to hear them coming across the radio.

This spring, your provincial office sent to garden writers and editors throughout Ontario a series of press releases to be used during the year making specific reference to the use of plant material and of course including a source reference to the association. Early in mid-spring is the best possible time for promotion of the industry and of the association and its members, and I think that from the foregoing you can see that Landscape Ontario and its local members took positive and aggressive steps to place the name of the association before the public in a way which can only enhance the image of the association.

The co-operative effort of members to promote the association and their own businesses to their potential customers in their own local trading area is surely one of the outstanding benefits of membership in the association. □

## LETTERS

Dear Editor:

I very much appreciated having the opportunity to be your luncheon speaker at Congress, and I hope that some of my remarks may have made an impact on some of the listeners.

I look forward to our future close association.

C.M. Switzer  
Dean, OAC

Dear Editor:

The PEP course of February 4, 5, 6, was very interesting and educational to all our people; they really felt they learned something. All we have to do now is put it into practice.

Looks like a good thing to repeat another year. I am sure Sheridan and others would want to send more of their personnel.

Howard H. Stensson  
President  
Sheridan Nurseries Limited

Dear Editor:

I spent three days at the beginning of this month coupled up with twenty-three other slightly crazy people, every one of us trying to

learn how to be better managers. It was all part of a management seminar that Landscape Ontario sponsored — the Professional Effectiveness Program or PEP.

I have taken many management programs, from half day seminars to ten session courses. The PEP program is by far the best. Not only did it make us enthusiastic about improving our businesses, but also PEP has the added feature of being made especially for the horticultural industry. The case studies, the examples, every part was taken from our every day experiences.

Perhaps the best part was Mr. Ed Inglebrecht who taught PEP — Ed kept us interested, he forced us to learn, he made us think; but most of all, he could keep us awake for the twelve hours of course time each day.

Not to repeat PEP next year would be a disservice to our membership. I would certainly plan to have my brother go next year.

James McCracken  
Landscape Manager  
Hugh McCracken Ltd.

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# Tissue Culture — Is it for Every Wholesale Nurseryman?

by J.J. McGuire,  
Dept. of Plant Soil & Science  
University of Rhode Island

Many wholesale nurserymen are asking the question and they are trying to decide if they should invest in a tissue culture laboratory. We have all heard of some rather staggering claims of labs producing millions of plants from just a few small samples and conversely that a laboratory facility may cost \$100,000. Both claims should be taken with a grain of salt. There is a great potential for this new technology. In time it will revolutionize the propagation industry and every large nursery should assign one of its younger members to keep up with developments in this field, but do not jump in and commit yourself to the construction of a laboratory until you have studied the field extensively. You may decide you don't need one at all. If you do decide to enter this area you can start on a very small scale with a minor investment.

## What is Advantage?

Consider the following points:

What is the advantage of using the tissue culture method of propagation? Most of the work with woody ornamentals is more correctly classified as shoot tip culture. In very simple terms a shoot is induced to produce many, many miniature lateral shoots in aseptic culture (many hundred to a thousand per shoot).

In the case of Rhododendron for example, these shoots are the size of a newly germinated seedling, except that they are all supposedly clonal and true to type. Some may even be virus free.

These new shoots must then be removed from the parent plant and rooted. This can be done under normal intermittent mist in a conventional rooting medium with no application of growth regulator. The miniature shoot will take 4-6 weeks to root and it must be protected from severe sunlight and desiccation since it is so small when it is removed from the mother plant.

## Major Advantage

The significance of this method is that a large number of very small plants can be obtained from a very small original sample which is the

major advantage of the tissue culture method. But at this time, at least in the case of Rhododendron, it takes 12-18 months to obtain a rooted cutting equivalent in size to a two-month old seedling. For most nurserymen a source of cuttings is not a problem so it would seem the reason for using the tissue culture method is negated.

If a grower does have a new cultivar in limited supply the tissue culture method may be the answer. The aseptic method does offer one other possibility however; since the miniature lateral shoots do resemble juvenile plants there may be a possibility of rooting cultivars that are difficult to root with conventional methods. This would provide the propagator with a new tool. Also a small percentage of the miniature shoots in some plants appear to be virus free. This has not yet been done with Rhododendron on a significant scale but it is under way in Washington. If this is feasible the nurserymen could have virus free Rhododendron cultivars. This may or may not prove to be beneficial.

## Basic Training

What do you need to establish a small experimental laboratory? First of all you need some basic training. The Alton Jones Cell Science Centre, Lake Placid, New York 12946, offers at least two courses each year on tissue culture techniques for propagators and many universities now include the topic in short courses.

You need some basic hardware such as a pressure cooker to sterilize your cultures and glassware and a small kitchen to prepare the growing media. You can construct a small transfer case with plexiglass and a furnace blower and growing area of some shelves with fluorescent lights. This could all be done for an expenditure of a few hundred dollars. It would be small enough to fit into a room 10 ft x 12 ft. The room should be insulated and air-conditioned.

This would enable you to experiment with the procedures and gain experience before you make a sizeable investment.

The key to the original question though has not yet been found. Do

you as a wholesale grower need to go into tissue culture or should you? To answer this question for yourself ask yourself some other questions:

1. What is the weakest link in my production schedule?
2. Do I have a limited supply of propagating stock?
3. What does it cost me to produce a rooted cutting of major crops?

If your problem is in propagation or availability of stock then by all means look into tissue culture as an alternative method. But as I see nursery production in Rhode Island, the strongest and most efficient portion of production is in propagation.

The limiting factors emerge in other parts of the system:

1. Failure to get liners from beds to the field on time.
2. Failure to get saleable plants dug and shipped.
3. Not enough labor to do all field work.

If you have these problems and you superimpose a propagating system that produces large quantities of very small plants at the other end of the system you could increase your other problems tenfold.

I don't mean to say there is no place for tissue culture in the woody plant industry but I do think it must be incorporated in such a way that all other parts of the production system can accommodate it.

## Custom Propagator?

It is far more likely that a new type of business will emerge in the northeast — the custom propagator, using tissue culture and selling the very small clonal plants to the grower. This is now a reality in the west, primarily with herbaceous plants and small fruits but it will soon be a paying proposition for wood plants as well. I think we will see custom propagators in New England soon. □

*This article originally appeared in the Fall 1979 Rhode Island Nurserymen's Newsletter.*

# COMING EVENTS

<b>Floralies internationales, Montreal</b>	May 17-29/80 May 31-Sep. 1/80		Indoor Floralies. Outdoor Floralies.
<b>Hamilton Chapter</b>	July 12/80		Picnic at Christie Conservation Area. Opposite Flamborough Downs Racetrack on Hwy. 2.
<b>London Chapter</b>	Oct. 6/80	8:00 p.m.	Lampighter, Wellington Rd. "Lawn Pests" (Please note change of location).
	Nov. 3/80	8:00 p.m.	Lampighter, Wellington Rd. "Dealing with your banker".
	Dec. 1/80	8:00 p.m.	Lampighter, Wellington Rd. "Irrigation".
<b>Ottawa Chapter</b>	Sep. 9/80	8:00 p.m.	Talisman Motor Hotel, Carling Ave.
<b>Toronto Chapter</b>	Sep. 9/80	8:00 p.m.	Yorkdale Holiday Inn, Dufferin & Hwy. 401. "Banking and the small businessman". "New varieties of plant material". Discussion on pressure-treated wood.
	Oct. 14/80	8:00 p.m.	Yorkdale Holiday Inn, Dufferin & Hwy. 401. Services offered by the Federal Business Development Bank. Turf Care Panel led by Bruce Calhoun in co-operation with Dr. Jack Eggens (Univ. of Guelph) and Dr. Fushtey (Univ. of Guelph).
	Nov. 11/80	8:00 p.m.	Yorkdale Holiday Inn, Dufferin & Hwy. 401. Chapter Elections. Speaking about Fruit Trees for the Homeowner. "Cost Accounting and Estimating". St. John's Ambulance demonstration.
	Dec. 9/80	8:00 p.m.	Yorkdale Holiday Inn, Dufferin & Hwy. 401. Interior Landscaping. Vermeer Tree Spade discussion. Tropical Flower Slides. The Toronto Chapter invites you to send your tropical flower slides to Ernest Van Helsdingen (284-1311) for inclusion in the program.
<b>Waterloo Chapter</b>	Sep. 3/80	8:00 p.m.	Bingeman Park, Kitchener.
<b>Windsor Chapter</b>	Sep. 9/80	8:00 p.m.	Design Workshop, arranged by Don Klinck.
	Oct. 14/80	8:00 p.m.	Farm and Landscape Safety, arranged by Bob Pulleyblank.
	Nov. 11/80	8:00 p.m.	Turf, arranged by Rick St. Louis.
<b>Growers Group</b>	Jul. 8/80 Sep. 18/80		Nursery Auction. For details contact Bob Ziraldo (416) 262-4601. Tour to Brookedale Kingsway, Bowmanville, and Sheridan Nurseries Hope Farm, Newtonville. Contact Bob Ziraldo (416) 262-4601.
	Oct. 16/80	7:30 p.m.	Bohemian Restaurant, Waterdown. General Meeting. Panel discussion of Cost Accounting, and Guest Speaker on Herbicide Use in the Nursery.
	Dec. 11/80		Growers Short Course, Univ. of Guelph: Transportation of Nursery Stock; Shipping and Inventory Control. If interested, call Bob Ziraldo, (416) 262-4601.
<b>ODH Educational Tours</b>	Jun. 21/80	10:00 a.m.	An opportunity to see landscaping of commercial properties. Tour conducted by Angela Boggis. Meet at U. of Guelph in front of Johnston Hall.
<b>Training Course in Dutch Elm Disease Control</b>	Jun. 23-26/80		Sault Ste. Marie. Contact Dr. Peter Rice, Royal Botanical Gardens, Box 399, Hamilton L8N 3H8. (416) 527-1158.
<b>Garden Centres Canada</b>	Jul. 7-9/80		Montreal. Featuring Paul Dawson and Wayne Dickson in a marketing management seminar July 7-8 and a tour of Floralies July 9.
<b>Landscape Ontario Annual Golf Tournament</b>	Aug. 13/80		Wyldeewood Golf & Country Club, 6198 Trafalgar Rd., Hornby (2 miles south of Hwy. 401.) Tee-off times 10:00 a.m. to 1:00 p.m. Buffet dinner 6:30 p.m.
<b>ODH Educational Tours</b>	Aug. 23/80	1:30 p.m.	Queen's Park, Toronto. Tour of grounds and landscape features. Conducted by Maurice Dykstra.
<b>ODH Educational Tours</b>	Sep. 13/80	1:30 p.m.	Scarborough Parks. Flower Beds and New Developments. Conducted by Bryan Sutton.
<b>Ontario Forestry Association</b>	Sep. 26-Oct.10/80		15 Day Forestry Study Tour to West Germany, Austria, and Switzerland. For further information, contact OFA, 150 Consumers Rd., Willowdale, Ont. M2J 1P9.
<b>ODH Educational Tours</b>	Oct. 4/80	9:30 a.m.	Connon Nurseries, Waterdown. 1978 saw an expansion of approximately 50,000 containerized plants and 40 polyhouses with this company.

# Irrigation in Landscaping — “Why Not?”

by Roy Schwartzenburg,  
Aqualawn Sprinkler Systems

For the past eight years, I have been associated with a number of landscape and maintenance contractors who frequently give us reasons why they don't want to recommend automatic irrigation systems to their customers. As a convenience, we have compiled the following list of some of the more common reasons, complete with corresponding numbers.

1. Installation will make a mess of the lawns.
2. It makes the grass grow too fast.
3. Sprinkler systems are unreliable and expensive to maintain.
4. Systems are too complicated.
5. Systems are non-conserving. They waste water.
6. The property is too small. It's not worth it.
7. I'll install it myself (and make some easy money).
8. It takes money away from the landscape budget.
9. A sprinkler system is unnecessary in our climate, because we get enough rain.
10. A sprinkler system is a luxury item. My customer doesn't need it.

If in the future, you want to justify your customer not having an automatic sprinkler system, just tell us the number that corresponds with the reason. We'll understand and this will save us all a lot of time during our busy season.

## Reasons examined

Now let's examine each of these reasons a little more closely:

1. “Installation will make a mess of the existing lawns.” Most reputable contractors today use line layers for pipe installation on residential and small to medium commercial projects that pull the pipe through the ground. At pipe connections and head locations, the sod is removed and replaced with little or no damage. When the system is turned on and the lawn properly watered, any minor damage during installation will quickly heal within one or two weeks. The owner will even have trouble locating the pop-up spray heads without activating the system. This method of installation has become popular in recent years and, in many instances, is now used with large rigid pipe on golf course and park irrigation systems. Trenching is still occasionally used on new construction sites and on some sites with very difficult ground conditions. With

trenching on existing lawns, the sod should be cut and rolled, pipe installed and sod replaced to avoid any unnecessary mess and keep damage to a minimum.

2. “It makes the grass grow too fast.” This one is generally used by the maintenance contractor offering “cut-rate” prices. He is counting on a few weeks during the summer when the drought will not allow any growth and he won't have to cut the grass. (might still have to trim the weeds). I wonder if he told his customer this when he quoted the contract? It is our belief that most customers will find it worth their while to pay a little more to have the greenest lawns on the street manicured all summer (or at least as green as the lawns their neighbours with the automatic lawn sprinklers have). If your customer's lawn isn't as green, who gets the blame? If you're in the maintenance business, you'll undoubtedly find that your reel mowers will go longer between sharpening if you don't have to cut dry grass.

3. “Sprinkler systems are unreliable and expensive to maintain.” Some of you who have been around for many years, may have had experiences with older systems (often installed by plumbers or handy-man gardeners, or fly-by-night operators — we have them too — that have proven to be unreliable), systems that have not been winterized, or the commercial system that was never maintained. Today's quality plastics and control on manufacture result in a precision product that will do a good job. Maintenance with most residential and commercial systems will often entail little more than winterizing in the fall. The key to a low maintenance reliable sprinkler system is choosing a good contractor who offers good design, backed up with quality installation and service if needed.

## Really Simple

4. “Systems are too complicated.” An automatic sprinkler system consists of four basic components: Pipe, spray heads, a timer and some valves. The most common pipe used in the residential or small commercial sprinkler system is polyethelene. Sprinkler heads for small lawn areas are often simple plastic pop-up spray heads with spring-retract or stationary spray

heads. Various spray patterns are available to suit the particular lawn shape. Large area impact-drive or gear-drive sprinkler heads are available and have proven to be very reliable. The heads are designed for year-round use in the southern United States where they may be subjected to abrasive, sandy conditions and still have a life expectancy in excess of 10 years. Plastics used in the manufacture of sprinkler heads are the same as those used for telephones, football helmets, golf clubs, and even 38 calibre bullets. The timer can be as simple as the one that turns your lights on and off or cycles your water softener, or controls the oven on your stove, or it may be as complicated as your electronic calculator. Valves for an automatic sprinkler system are simple timer-controlled 24-volt electric valves which can be installed in the basement or buried in the lawn or garden.

5. “Systems are non-conserving. They waste water.” A properly designed, properly programmed automatic sprinkler system will actually save water. It is programmed to water during the night or early morning hours when losses due to evaporation are very low. Watering during hot, summer afternoons can allow evaporation losses as high as 80%. The system is adjusted and programmed to offer the amount of water required for optimum plant and lawn growth in the various areas. A properly designed system should water the lawn and planters, not the patio, driveway, house, or street. Lawn sprinkler controllers are equipped with a rain switch for extended wet periods, which in most cases, must be activated by the owner. We have all seen the fellow who, neglecting to tell his wife, turns on his garden hose sprinkler (which is sitting in a low spot on his lawn) as he is on his way to work. He returns from work at noon to find that his sprinkler has become a bubbler in that low spot on the lawn and formed a pool of concentrated water that looks either like a miniature swimming pool or an oversized bird bath. Or consider the individual who leaves his garden hose sprinkling part of his lawn and part of his driveway in the middle of a hot afternoon. Most of the water that isn't evaporating is running down the street into the storm drains.

### Needs system most

6. "The property is too small. It isn't worth doing." All too often, this is the property that needs an automatic sprinkling system the most. In many cases, the landscaping in small areas gets overlooked. The building may be leased and the lessee may have no interest in what happens outside. Unlike larger properties that usually have either full-time maintenance people, or, a maintenance contractor to care for the grounds, the smaller businesses may be minimally staffed with a book-keeper and secretary or two who would not want to drag out dirty garden hoses. Smaller properties are often landscaped at the front and manual watering with above ground sprinklers very often presents a real inconvenience to customers. The automatic system with night watering cycles would eliminate this inconvenience.

7. "I'll install it myself and make some easy money." We've seen contractors come into the business only to discover that the results were not as expected. Unfortunately, the real loser is often the customer who ends up with a less than acceptable sprinkler system which has poor design and/or pressure problems.

The contractor who is eager to "make that easy money" will slip down to the local hardware store, pick up a roll of utility grade poly pipe, a few spray heads, and some plastic fittings and clamps. He will put it all together, connect it to the tap at front of the house and let the customer turn it on, — if he wants to. There's no need for all that automatic gadgetry.

Back to #5—conservation. There is also the landscape contractor, who in an effort to keep his men working in a "slow period" will attempt an irrigation system. In both cases, the customer will probably be left alone to contend with service and winterizing. If you do decide to go this route, call us for some design assistance and let us recommend some quality materials.

8. "It takes money from landscaping budget." Your customer will not look upon this sprinkler system as landscaping and will find the needed money. If he is spending \$2,000 on landscaping, why not suggest he protect this investment with an automatic system — the insurance policy. You might even suggest and sell more plant material if your customer knows that the risk of loss due to drought has been eliminated. Your sales could conceivably increase and the risk of loss covered by your contract

guarantee is minimized.

9. "A sprinkler system is unnecessary in our climate because we get enough rain." This may be true much of the time and, unlike the southern United States, our lawns can generally survive a drought period. If you're doing the maintenance, you may not have to cut the grass this week. But those dandelions and other weeds will look just as healthy as ever. An advantage for the landscape contractor working in a drought period may be the availability of dependable sprinkler irrigation for his new sod as it is being laid. This would eliminate the cost of labour and hose equipment during and after the job is completed as well as reducing the risk of loss.

### Luxury is Relative

10. "Luxury item. My customer doesn't need it." Perhaps, but how about that Mercedes automobile, the fine paintings on his walls, the extensive brick patios or timber retaining walls you put in? Did he need the covered swimming pool or the \$100,000 addition on his home? The fact is, your customer may not need an automatic sprinkler system, but, he may want it. People think of a product in terms of what it will do for them. The golfer can't be on the golf course and watering his lawn at the same time. You don't have to guess where he'd rather be. When the fish bite, the lawn needs watering and what do you suppose the fisherman would rather be doing?

An automatic sprinkler system will free the tired businessman from an undesirable manual lawn sprinkling chore and give him a beautiful lawn that he can relax upon and enjoy. He will see the system as an insurance policy protecting his sod, plants and other landscaping by keeping them happy and green.

Most homeowners want beautiful lawns to be proud of, more leisure time for relaxing and doing the

things they enjoy, and a savings in water — no waste. They also want the availability of service, if problems do arise. The housewife wants freedom from lawn watering (surveys show housewives do 50% of the lawn watering) as well as dust control, less mud tracked in by little shoes and sometimes big ones (with night watering) and a clean green play area for the children.

By the way, if you have a reason that doesn't have a number, we would like to hear from you so that we might add it to the list. □

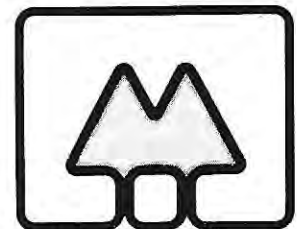
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# Farm Business Arrangements and Asset Transfer

by Ralph Winslade



Prepared by Ralph S. Winslade, area coordinator and farm management specialist, Ontario Ministry of Agriculture and Food, Vineland Station, Ontario. Mr. Winslade has worked with the Ministry for 16 years. He has held his current position for the last six years with particular emphasis on farm business arrangements and asset transfer plans.

## I. Minimizing Tax Via Business Arrangements

Most small business operations such as farms and nurseries are operated as a husband-wife team. This team provides the management, acquires the capital and provides much of the labour in smaller operations. The spousal team needs to consider the form of business which is appropriate at various stages in their business. The three forms of business which may be considered are:

- (a) Sole Proprietorship
- (b) Partnership
- (c) Incorporation

The assumption involved in this article is that both husband and wife contribute labour and management and perhaps capital to the business. If only one is involved, then only one should receive the income and should pay the tax.

### A. Proprietorships

Traditionally, the grower has been the husband. He has reported the income from the farm in his name for income tax purposes. Through this

action he has told Revenue Canada that he was operating his business as a sole proprietor.

Up until the date of writing a sole proprietor such as a grower cannot pay his or her spouse for labour or management contributed to the business. The major Canadian political parties have promised to change the *Income Tax Act* so that a proprietor can pay a salary to a spouse. It did not apply in 1979. We will have to wait and see if it will apply in 1980. I assume that it will be necessary to keep payroll records, make monthly Canadian Pension Plan and Income Tax deductions and provide a T4 slip. This may complicate your record keeping system but, if passed, could allow a split of income, sometimes similar to a spousal partnership.

### B. Husband-Wife Partnerships

In the meantime, it is possible to operate your farm business as a husband-wife partnership. In this situation, no salary is paid. The net profit at the end of the year is split. Part is recorded on each spouse's tax return. A sizeable number of new husband-wife partnerships have been established in the last two years. In December 1977, Revenue Canada issued a new bulletin stating that a husband-wife partnership can be based on a contribution of capital or labour and management. Previously a partnership was based on both capital and labour and management.

Because many husbands and wives work as a team, a partnership surely exists in these situations. However, a 50:50 partnership will not exist too often because of unequal contributions of capital and/or labour and management by both spouses. An unequal partnership can still be quite useful in sav-

ing income tax. As shown in table I, a 1/3:2/3 spousal partnership can save income tax of about \$500 at the \$15,000 net income level, about \$1,000 at the \$25,000 net income level and about \$3,500 at the \$45,000 net income level as compared to a sole proprietor.

Before leaping into a husband-wife partnership examine your business to see if it is in fact a partnership. If it appears to be a partnership and you are making a moderate profit you can proceed with your accountant's help. Most advisors recommend a simple written partnership agreement to document the existence of the partnership.

### C. Incorporation

Your business may generate a consistently large profit. If so, incorporation can provide further tax savings as compared to a spousal partnership. Normally the grower transfers his assets to the corporation and takes back shares and notes. The corporation operates the farm and pays the former grower and spouse a salary for their labour. If a profit exists after a salary is paid, the small business corporation pays tax at a flat rate of 25% up to a profit level of \$150,000. The profit remaining after tax can be kept in the company as retained earnings. However, because of a dividend tax credit, it is possible to take the retained earnings out of the company at a low rate of tax (often no tax on up to \$30,000 in dividends) by declaring dividends on the shares owned by each spouse.

As shown in Table I, a corporation starts to become attractive at about the \$25,000 level of net income per couple. Below that level, most of the tax saving is used up in legal and accounting fees. The savings are more substantial as incomes grow higher.

Table I — A Comparison of Tax at Various Income Levels

	Sole Proprietor	Spousal Partnership	Corporation
Net Income	\$15,000	\$15,000	\$15,000
Approx. tax	2,000	1,450	1,250
Net Income	25,000	25,000	25,000
Approx. tax	5,300	4,300	3,100
Net Income	45,000	45,000	45,000
Approx. tax	14,000	11,300	8,800

Note: 1. Spousal Partnership split is 1/3 : 2/3

2. The corporation pays the wife a \$5,000 salary, the husband a \$10,000 salary. The post tax retained earnings are declared as dividends on a 1/3 : 2/3 basis.



With the larger business and higher profits the partnership and corporation become more attractive. The advantages involve more business-like methods and income tax savings. The major disadvantages involve greater complexity of record keeping. The business oriented person will accept the complexity.

The above discussion recognizes a husband-wife team for the operation of a business and the division of profits. However partnerships and corporations are equally applicable for the involvement of other people in the business such as brothers of children. In fact, it is common to involve children as a minority partner or shareholder to gain experience prior to transferring a major portion of the business as outlined below.

## II. Transferring the Business to the Next Generation

Estate planning in recent years has involved complex programs to freeze estates through incorporation and insurance policies to pay death taxes. Because both estate

tax and succession duty were abolished in the 70's no need remains to worry about the so-called death taxes. Insurance should be purchased for business purposes such as debt coverage and the support of young families.

However, income tax is still with us and a gift while alive or a bequest upon death can for some business assets be considered a deemed sale for income tax purposes. Income tax can arise on capital gains, recapture of capital cost allowance and the disposition of inventory of a cash basis farmer. No businessman need pay tax on a transfer to his spouse of capital assets. A rollover occurs.

A farmer need not face any tax on death if the business goes to his children and proper planning has occurred. Similarly little tax need be paid on a transfer while alive, if a gifting program is possible. This article is written as if the reader is operating a farming business. Sometimes farming status can be lost if processing, retailing, etc. tend to predominate. Then the family may decide to set up each stage

of the operation as a separate business.

As discussed earlier a grower may be operating as a proprietor, in a partnership or in a corporation. The operation may involve a spouse and children. Eventually, the business, if it is to carry on within the family, must be transferred to the next generation by either:

- A. Transfer at Death
- B. Transfer While Alive

Taxes, while they predominate this discussion, are only one of several considerations. The goals and objectives of both parents and children regarding the development of a viable business, the operation of the business, the sharing of income and the ownership of the business are all important. Other children who will not take over the farm must be considered too. However mathematical equality is seldom possible or desirable. The child taking over the business needs a break to get started because of inflated values.

*continued on page 19*



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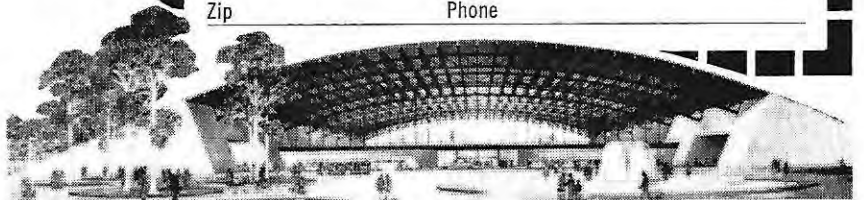
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**A: Transfer at Death**

While it may be preferable to transfer the business while alive, one never knows when death may occur. Thus a transfer at death is always a contingency plan from the date we buy a business until we sell it.

The transfer tool at death is a will. Every person aged 18 or over who owns anything of value needs a will. Your will is the only way of telling your heirs how you wanted to transfer your business if you had lived. Obviously it must be updated as time passes. In the early years of marriage a farm business might be left outright to a surviving spouse. Later on part of the business might be left to the other spouse and part to an adult child. An alternative is the creation of a spousal trust where the surviving spouse may use the estate for support until his or her death when it is passed to the children.

Death without a will (intestate) can create problems. The estate will be divided according to a formula contained in provincial law, not according to the wishes of the deceased.

Little income tax need be paid on a bequest to a child if planned correctly. The tax is postponed until the recipient sells to a stranger. In Table II the only income which would be taxable in an outright bequest to a child would be \$3,500 (one half of the capital gain on the old part XVII building).

In the case of a family farm partnership interest or shares in a family farm corporation, an outright bequest to a child will result in no capital gains as illustrated in Table II. The gains are postponed until the child sells to a stranger.

**B. Transfer While Alive**

If a proprietor can afford to make an outright gift, or a sale at, or below, the so called "tax cost" of his assets he can postpone the income tax on all assets except his part XVII items and his inventory.

With a qualified family farm partnership or corporation a partner or shareholder can postpone the tax to

his child by selling at or below the tax cost called the adjusted cost base (A.C.B.).

In Table II, a proprietor could sell his property worth \$220,000 to his child for anywhere between zero and \$132,000 and postpone all of the income tax except on the \$3,500 from the part XVII item.

Similarly as shown in Table III, a farmer could sell his partnership interest or corporation shares to his child for anywhere between zero and \$150,000 and postpone all of the income tax on capital gains to his child.

The transfer at a low price is made possible by the repeal of Ontario Gift Tax in 1979. However it requires a parent who is both willing and able to make a gift in order to sell at a low price. In some cases it will be necessary to sell somewhere between the tax cost and today's value. This will postpone some tax and incur some tax.

If compatible goals exist between parents and children regarding the transfer of the family farm business, good planning can permit the transfer to occur with a minimum of tax cost.

**Table III — The Transfer of a Family Farm Partnership Interest or Corporation Shares**

Adjusted Cost Base	\$150,000
Today's Value	\$300,000
Family Sale Price	0 to \$150,000
Parent's Capital Gain	0

**III. Summary**

Business sophistication and tax laws tend to make life complicated. However, with good accounting and legal advice you can structure your business to pay the minimum amount of tax which is legally required.

This structure, if the definition of farming is met should allow the proprietor, the partner or the shareholder to transfer his or her interest in a family farm business to the next generation with a minimum of tax. □

**Table II —**

**The Transfer of Property by a Proprietor**

Asset	Today's Value	1971 Value	Book Value	Family Sale Price	Gain	Taxable Income
Land	\$125,000	\$50,000		0 to \$ 50,000	0	
Part XVII Bldg.	25,000	18,000		0 to \$ 25,000	\$7,000	\$3,500
Part XI Bldg.	25,000	built in 1972	12,000	0 to \$ 12,000	0	
Pr. Residence	45,000	20,000		0 to \$ 45,000	exempt	
<b>Total:</b>	<b>\$220,000</b>	<b>\$88,000</b>	<b>\$12,000</b>	<b>0 to \$132,000</b>	<b>\$7,000</b>	<b>\$3,500</b>

Note: Because a principal residence is exempt from and part XVII items are subject to capital gains they are normally transferred at to-day's value, but can be gifted or bequeathed outright with the same results.



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# A Good Outlet is Key to Successful Drainage

by Jim Myslik, Agricultural Engineer  
Ontario Ministry of Agriculture and Food

*Jim gave a talk on drainage at the Growers' Group meeting last November at the University of Guelph, and kindly agreed to write an article outlining the highlights of his very informative presentation. Any questions you might have about this article could be directed to him at the Ontario Ministry of Agriculture and Food, 3 Elizabeth St. S., Brampton, L6Y 1P7.*

Drainage of agricultural land can be improved in many ways. Surface drainage can be improved by land levelling, installation of grassed waterways and by cleaning out or deepening the existing drainage ditch.

On fairly flat ground, water can collect in shallow, widespread ponds, sometimes covering acres of land even though the water is only one or two inches deep. This ponding is caused by small rises in the land which prevent the water from moving towards the outlet. These land locked areas are more easily visible on rolling land, but the same damaging effects result. Levelling or regrading of the surface so that there is a continuous slope on the ground will greatly improve the surface drainage. Where the land is more rolling, it is impractical, both physically and financially, to remove hills and fill in low areas. In these conditions, you can only improve the movement of water out of these low areas to the outlet.

By channeling shallow surface ditches with flat side slopes and a continuous bottom grade, you can ensure this movement. Grassed waterways should be made use of wherever possible to help reduce erosion and even more important to reduce pollution.

But the key to any successful drainage system above or below ground is to have a good outlet. A poor outlet will make or break any other drainage improvement made. In the case of an open ditch, it may require deepening for outlet depth, widening for more capacity, or simply removing debris or vegetative growth that may be restricting the flow of water. Proper side slopes with a grass cover are required to stabilize ditch banks for erosion control.

## Grass cover

Reshaping of the ditch banks may

be required to establish the proper side slopes with a grass cover to not only reduce erosion but also reduce future maintenance work. A 10-16 foot wide buffer strip along the ditch will help to further reduce erosion as well as to filter out silt carried by surface water, thus reducing pollution and silting in the ditch.

Drainage problems arise from a high water table, a saturated soil, excess rainfall or water ponded on the soil surface. Any of these conditions can reduce plant growth or even destroy plants.

Improving the surface drainage will help take care of the excess water on top of the ground, but perhaps not adequately and certainly not below the ground. Tile drainage is the next option you can take especially where high value specialty crops such as orchards or nursery stock are involved.

Tile drainage represents a large cash outlay, and somehow it must pay for itself. Some years tile drainage will make the difference of having or not having a crop. When high value crops are involved, the cost of tile drainage can be justified rather easily, but there are other benefits.

## Aeration

Good drainage lowers the water table and aerates the soil. This improves the release of nitrogen from organic matter and steps up the nitrification of ammonium to nitrate, the form usually available to plants. A more efficient use of fertilizer results. Tile drains increase fivefold the percentage of large and intermediate pores present in the soil. These pores are available for the storing of water which becomes very important in drought conditions. As a result of lowering the water table and the physical improvement of the soil, root development is increased. This results in a healthier plant and one that is again able to better survive a drought.

## Temperature effects

Plant growth and germination are dependent on soil temperature. In the spring, a well drained soil will warm up quicker than a poorly drained soil and plant growth will initiate sooner. This occurs because a poorly drained soil requires much more heat to evaporate the excess water, and the warm spring rains will not penetrate the soil to warm it up. In

effect, the growing season can be extended and more growth can be attained from nursery stock.

## Management effects

Increased opportunity for good management is probably the most important benefit of improved drainage. The land will be available for tillage in the spring at an earlier date. The land will drain more evenly so that you will not have to work around wet, low spots. Plant growth will be more even over the whole field.

## Crop quality

Good drainage promotes good product quality, and a high quality product usually commands a higher price.

## Crop yield

Good drainage lengthens the growing season. For the nursery stock, this can mean a greater amount of growth in a year. Different varieties will respond by different amounts to improved drainage.

It is most difficult to prove that drainage pays based upon an increase in yield alone. Some of the benefits that have been listed cannot be measured, but they are real. Drainage has to be looked upon as a part of a total farm management program.

You must change your management program to take full advantage of what good drainage can do for you.

Let us assume now that you have decided to tile-drain your field. You must decide whether you want the tile installed randomly (runs of tile through wet, low areas only) or systematically (runs of tile spaced evenly apart over the entire area).

Random drainage might be considered a patchwork type improvement, and it may be quite adequate. Systematic drainage is a complete overhaul. Find a reliable licensed contractor. He can assist you with this decision as well as the design. An agricultural engineer is available to you for consultation and technical advice. He can be reached through your local agricultural office of the Ontario Ministry of Agriculture and Food.

No matter what system you choose, it is essential to have a plan made before the work begins; and during installation, if there are any

changes made, the plan should be revised. This plan is your only reference for drain location should maintenance or improvements be made.

### Choosing a contractor

Depending on what part of the province you are in, the availability of contractors will vary. They all have to license their businesses, their machines and the machine operators. Should any problem develop with the quality of installation, there is an agency with the Ontario Ministry of Agriculture and Food which will look into the problem for you. All contractors must adhere to the Regulations to the Agricultural Tile Drainage Installation Act 1972.

There are various types of tile machines being used: Wheel and chain type trenchers or the trenchless plow. All three types are capable of installing tile with proper grades. The main difference aside from an open trench versus no trench is the speed at which they will install the tile, the plow being the fastest and the wheel digger the slowest. Many of the machines are now equipped with laser beam grade controls which affords contractors the opportunity of installing tile very accurately. No matter what grade control equipment is used, it is still the operator who must make it work properly.

### Drainage materials

Concrete or clay tile and plastic tubing are available in various sizes. Plastic tubing is used the most. It can be produced in mass quantities and it is easier to handle because of its light weight. All three types of material must meet certain strength requirements and all will drain land adequately when installed properly. The durability of clay and concrete is proven. Plastic tubing is a relatively new product with no history of long life, but plastics in other forms have been used in soil for many years, and have shown to be long lasting. Clay and concrete tile do have an advantage in water-carrying capacity when compared to an equivalent size of plastic tubing. The difference is related to the interior roughness of the products. This water carrying capacity is really only important in main drain collectors where the tile is designed to run full. Four-inch laterals seldom run full. Therefore, the capacity is not that important. There can be an economic benefit using clay and concrete tile for main drains. This benefit shows up in the cost of

materials, but it can be offset by the higher installation costs for clay and concrete because of the labour involved.

### Drainage costs

Approximate Drainage Material Costs per foot

Size	Clay Tile	Plastic Tubing
4"	21¢	24¢
6"	45¢	59¢
8"	74¢	\$1.00
10"	\$1.00	\$1.75

These prices can vary from area to area especially where shipping charges are added for clay tile. Installation costs vary considerably across the province. Competition, size of contract, and difficulty of installation, are all factors in the price. Installation of 4-inch tile can vary from 10 to 24 cents per foot. For random tile drainage, you can expect to pay approximately 50¢ per lineal foot for material and installation. For a systematic drainage system at the 30-ft lateral spacing recommended for nursery stock, you can expect to pay approximate-

ly \$600 per acre for material and installation.

### Financial assistance

There is not any grant available for drainage other than for erosion control. Eligible items are tile outlet protection, grassed waterways, catch basins, and seeding or sodding of banks of watercourses or buffer strips to name a few. There are certain qualifications that must be met for eligibility. The amount of grant available for this use is 40% of the cost up to a maximum of \$1,500. For further information, contact your local agricultural office and ask about the Ontario Farm Productivity Incentive Program.

The other form of assistance is in the form of a low interest loan. This is a 6% loan amortized over ten years, and it is applied for through the clerk at your township office. The amount of loan that you can apply for will vary from township to township, depending on the local allocation guidelines.

*continued on page 22*

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continued from page 21

The new recommended guidelines are as follows:

- Not to exceed 75% of the cost.
- Not to exceed \$10,000 per farmer per year.
- Not to exceed \$200 per acre.
- Not to exceed cumulative total outstanding loan of \$40,000 for any farmer.

Check with your local township office for the guidelines that are being used. Application for this loan must be made prior to the drainage work. If you apply after completion of the work, your application probably won't be accepted.

### Summary

1. Have plans prepared for drainage system installed and make note of any changes during installation. Most contractors provide this service.
2. Choose a reputable contractor.
3. Consult the engineer at your local agricultural office.
4. If systematic drainage is installed, have the laterals run across the slope, if possible. This will provide better drainage.

5. Nursery stock growers should give consideration to equipment being used to remove nursery stock from the ground. Adapt a layout to prevent damage to the tile and mark the ends of some laterals for quick identification. Tile spacing of 4-in. laterals should be 20 to 30 ft. apart for nursery stock and 24 to 30 inches deep.

6. Any problems or faults in a new system will show up in the first two years. Keep a watchful eye for prolonged wet spots in field.

7. Check the outlet pipes periodically for silt. It is a good indication that there is a problem somewhere. Also, check to make sure outlets are clear of any debris and the rodent guard is in place and functioning.

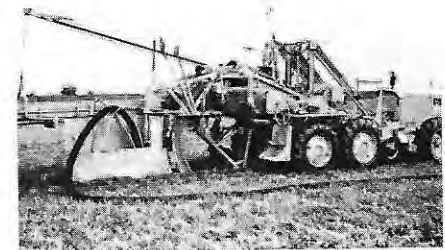
8. Maintain outlet ditch.

9. Modify your management program to make use of drainage benefits.

There are several factsheets on the subject of drainage and erosion control available from your local agricultural office. Make use of all information available. □



Traditional wheel trenching drainage machine laying clay tile.



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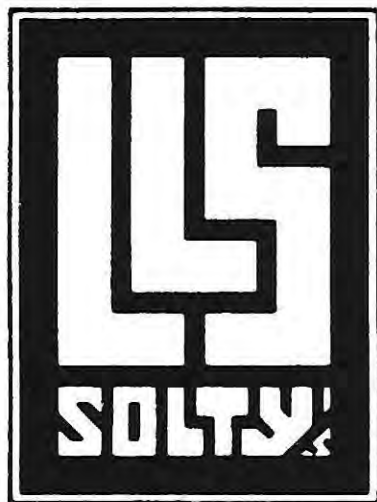


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**Question:** Recently, I submitted some prescription claims to the Landscape Ontario Plan. I received my cheque within one week, but noticed that I was not reimbursed for one drug I had purchased. Why is this?

**Answer:** The plan covers 100% of all eligible prescriptions. These do not include drugs available over the counter without a prescription. As a guideline, the Insurance company uses the Compendium of Pharmaceuticals & Specialties — published by the Pharmacists' Association of Canada. This is a book which lists all drugs available in Canada, and classifies them as prescription or non-prescription.

**Question:** If a doctor writes a prescription for a drug, is it not automatically covered?

**Answer:** The drug must be listed in the Compendium as being available only by prescription. I know of a case where a doctor suggested some Ora-jel for a teething baby, and wrote the name down so the mother would not forget. The mother then sent the bill and the doctor's note to the insurance company for reimbursement. The claim was declined. This is necessary because if the company paid for "over-the-counter" drugs, the premiums for coverage would have to be much higher.

**Question:** Does the Life Insurance portion of the plan cover death while flying privately?

**Answer:** Yes. The Plan provides coverage on a 24 hour basis, including private flying.

**Question:** Under the Dentalcare part of the plan, do I pay the dentist first, or can you pay him directly?

**Answer:** On the Dental claim form, there is an area for the insured to sign, which will direct the payments directly to the dentist. If your dentist is agreeable to this, the insurance company will pay him.

**Question:** I am enrolled in the plan and wonder if my family will still be covered if I die.

**Answer:** If you die, while insured, your family will be covered under the Major Medical portion of the plan for a period of one year or until your spouse remarries whichever is earlier. If your surviving children cease to qualify as eligible dependents, the health benefits being continued for your children under this provision will terminate automatically on the date they no longer qualify.

**Question:** Are braces covered under the Dental plan?

**Answer:** To add Orthodontic coverage to the plan would result in

a substantial increase in rates. Because orthodontic work is usually only applicable to children between the ages of 8 and 14, it is not a benefit which everyone in the plan could use, and the increase in rates would not be justified. □

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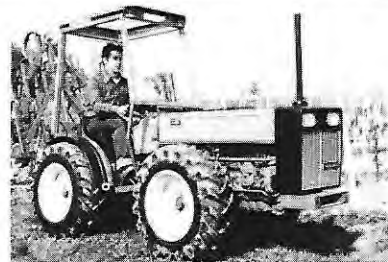
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# Relationships between Teacher and Student

by John Van Ast  
Instructor, Ryerson Polytechnical Institute, Toronto

Some time ago, I read a very interesting article on business management. In this, an example was mentioned of how to improve relationships between management and their labourers. Of course, there are many ways to do so; e.g., seminars, workshops, etc., but in the article I read that one firm went one step further. In a board meeting, it was decided that the company's president would spend some time for a period of four weeks with his factory workers. He would talk on a person-to-person basis. He would ask, if they were happy with their jobs and their surroundings. He then would get an insight into what the working conditions were in the factory versus conditions in his office. He would get a direct insight into how machines and assembly lines were functioning. This method, according to the board of directors, would give the management a direct insight instead of hearing it via foreman, manager and superintendent.

On the other hand, it was decided that every factory worker would spend some hours in the offices of the company. As with the president, they would get a better understanding from the "white-collared" employees.

## Marvelous idea

After reading this, I thought what a marvelous idea, and I am convinced that if the above idea would be followed on a greater scale, many misunderstandings between management and labourers would be cleared up and costly strikes could be avoided. Now, it is always said: Practice what you preach, and this is exactly what I did. Once a week I spend some time in the workshops and studios in our Landscape Architectural Program. By doing so, I can look at projects on the drawing board, projects which are assignments from my fellow-instructors. Because I teach different courses, I can learn more about the program. I can ask my students questions, and as a result I have learned things I was not aware of. Furthermore, I also sit in on lectures of my colleagues, and here again, I learn things I have never heard before. I also see the different teaching techniques because there are different approaches to get your message across.

When I look back at my first teaching time, I pity the poor students who had to listen to my lectures. My first lectures were sermons; now there is nothing wrong with a sermon, but it's not the right approach for teaching.

Some teachers are excellent story tellers, and again, there is nothing wrong with that as long as you are instructing the subject you are teaching. Furthermore, I learn a great deal from teaching, but I learn most from my students' assignments, which I give to my students. As a matter of fact, students have told me on my weekly routes that they (under the supervision of their instructors) learn more from assignments and independent study. I am now using more of this technique of teaching.

As in the business management, "the Labourers", in this case, my students, are coming into my office occasionally to get a better insight into the instructor's world. Now I am the target, and I can discuss, under a relaxing atmosphere, certain subjects on a person-to-person basis which is impossible in the classroom with approximately forty students. The student can have a look at my daily agenda, and he realizes that there is much more involved than just teaching. There are the hours of preparation. You have to read books and trade magazines to keep up with the rapidly changing world in horticulture; there is research in different areas; there are the time consuming faculty meetings, exams have to be set and marked etc., etc.

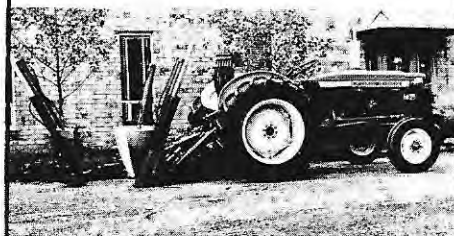
## Free coffee

The result of this is that the student and instructor learn from each other. I always have a percolator in my office, so that students, at any time, can come in for a cup of coffee, and sit down and have a friendly informal talk. The percolator, in question, inspired a student to make a sign that I found one morning when I got to my office, reading, "John's open kitchen".

The results of the above informative counselling have taught me many things; for example, I came to the conclusion that a student's life is not far from that of an executive.

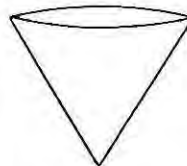
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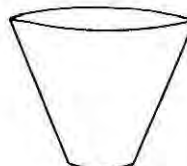
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*continued on page 44*

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A student also has his or her appointments book:

- 9:10 Landscape history lecture
- 10:15 Botanical Latin and Plant-identification
- 11:15 Studio Project
- 12:15 Students Council Meeting
- 2:00 Deadline to hand in my project

And so I could go on. Many times when I have left my office at 9:30 p.m. after an evening lecture, I found some student working in the studios, and it is not unusual at the end of the semester to find some sleeping bags on the floor where students had only a few hours' sleep during the night. There is also the stress that students have; they also have a budget; rent has to be paid, books purchased; social life is a must for students, so they need some pocket money, and many a time they have to shop for an interest rate they can afford.

Therefore, I am glad that we have communication. One student once said to me, "John, this is not a school building; this is our home where we feel comfortable; it is a pleasure to be here, and it makes so much difference under those circumstances to study. We look at our instructors as brothers or sisters and in some cases as a "Daddy". We think of ourselves as brothers and sisters and children, instead of students, and we are proud that we belong to that beautiful family of horticulture."

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## TPIE "HELPING HAND" Seminar to be Expanded

Mike Raimondi, president of the Tropical Plant Industry Exhibition, has announced that the TPIE "Helping Hand" seminar will be expanded from one to two days in 1981.

Raimondi says "Due to the many requests at the 'Helping Hand' seminar which preceded the 1980 Tropical Plant Industry Exhibition, we have decided to increase this event to two days, Jan. 6-7, in 1981."

It will immediately precede the Jan. 8-10 Tropical Plant Industry Exhibition at the Diplomat Hotel, Hollywood-By-The-Sea, Fla.

There will be a \$25 fee for the seminar which will include full registration to the Tropical Plant Industry Exhibition which follows on Jan. 8-10. Seminar attendance will be limited to the first 400 registrations received. Remittance should be sent to TPIE General Chairman Louis Cayll, P.O. Box 999, Hialeah, Fla. 33011.

## Ohio Trade Show Gets New Name

CENTRAL ENVIRONMENTAL NURSERY TRADE SHOW (CENTS) is the new name for the annual trade show held each January in Columbus, Ohio, sponsored by the Ohio

Nurserymen's Association.

The new name will better depict the geographical region of the U.S. served by this expanding industry exhibition.

The show has outgrown its state status, as its exhibitor and registrant base broadens to include all states within the central region of the country.

Besides a brand new name, the CENTS SHOW will have a brand new home in 1981.

The show will move to the 100,000 square foot Columbus Convention Center in downtown Columbus, while an adjacent Hyatt Regency House will serve as the headquarters hotel. Both facilities are now under construction, with the exhibit hall scheduled to open September, 1980, and the hotel by mid-October, 1980.

The nationally acclaimed Ohio State University Nursery Short Course will move to the new facility and will run concurrently with the trade show.

The past two years, the trade show and short course were held in separate meeting areas about five blocks apart because of insufficient facilities. However, with the new convention center, both activities will be under the same roof.

The dates for the 1981 show are January 26-29, while the short course will start one day earlier.

Additional booths are available for the CENTS SHOW because of the expansion, and potential exhibitors can call the Ohio Nurserymen's Association collect at (614) 890-5688 for further information.



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### BANNERMAN BA-3 AERIATOR

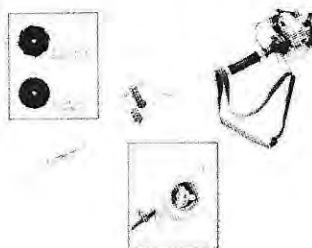


- cultivates 18" swath
- TWENTY spoons scoop out a core of soil, opening root zone to air, water, and fertilizer
- 3 hp hand-controlled throttle and clutch
- 24" overall width for easy accessibility

### Gordon Bannerman Limited

41 Kelfield Street,  
Rexdale, Ontario (416) 247-7875

### BANNERMAN BW-3 GAS REAPER



- Engine**
- 22.5 cc (1-1/2 hp) Kawasaki engine with all position diaphragm carburetor
- Cutting Unit**
- transmission with centrifugal clutch
  - cutting head made of light high impact plastic with 40 ft. of monofilament cutting coil
  - overall weight 14 lbs.
- Accessories**
- brush blade, saw blade, safety blade guard and safety glasses

### BANNERMAN B-20 ROTARY MOWER



- Heavy Duty Engine**
- available in 3-1/2 hp Briggs & Stratton and Lawson-Tecumseh models in 2 and 4 cycle with gear drive oil pump for positive engine lubrication
- Housing**
- 20" - 14 gauge steel deck
  - reinforced mounts with wear resistant guard for longer trimming life
- Handle**
- made of 16 gauge tubular steel
- Crankshaft**
- support - to prevent bending and breakage of camshaft
- Wheels**
- 8 X 1.75, 150 lb. test tires

## Howard Hopkins to cover Eastern Canada for Harry Sharp Ltd.



Mr. Howard Hopkins has joined Harry Sharp Ltd. to manage their new Eastern Canada territory.

Howard has a B.S. degree in Floriculture from Colorado State University. He has worked as a technical advisor in the fields of greenhouse automation, carnation production and modernization of general greenhouse technology. Having worked for other major suppliers, he is also experienced in supply management and direct sales.

His contact with greenhouse operators and manufacturers has led him geographically through the central and southern U.S. Primarily his sales territory has been Ontario and The Maritimes and he has travelled widely in Canada from Manitoba to St. John's, Newfoundland.

Located in the centre of the Canadian fruit belt as well as the centre of one of Canada's largest greenhouse areas, the office/warehouse is located on Highway 20, just East of 406 on the north side of the road.

Harry Sharp & Son Ltd. is a worldwide supplier to the Horticulture, Greenhouse, Nursery and Forestry Industries with offices and warehouses in Vancouver, B.C., Seattle, Wa., Denver, Co., and Oahu, Hawaii. The firm also maintains representatives throughout Canada, the Western United States and Alaska.

### "Tree Casualty Puzzle" Slide/Tape Program Helps Put the Pieces Together

The latest audio/visual presentation developed by the Council of Tree and Landscape Appraisers is helping professionals in the tree and landscape industries — and their clients — understand how trees and other landscape plants

are appraised, and what to do to recapture their value if they are damaged or destroyed by casualty events.

"The Tree Casualty Puzzle" is a 15 minute slide-and-tape program designed for showing to professional groups as well as interested service clubs, garden clubs, school classrooms and others. The program, with introduction by Dr. L.C. Chadwick, Professor Emeritus at Ohio State University and Chairman of CTLA, explains how evaluations are made and illustrates the different steps in the process with actual examples.

Appraisal formulas are based on the "Guide for Establishing Values of Trees and Other Plants," and the program explains how to apply that

guide in actual practice. For that reason, a number of firms active in tree and landscape evaluation have used the program as a training tool for employees. Response from non-professional audiences has been enthusiastic, as well, since the subject is new to most property owners.

The program, consisting of a tape-recorded narration and 60 35 mm slides, is available on loan at a cost of \$15. Purchase price is \$75. Orders should be addressed to

The Council of Tree and  
Landscape Appraisers  
232 Southern Building  
Washington, D.C. 20005

*continued on page 30*

## for all your nursery stock & garden supply needs...



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### Spruce Budworm

While the spruce budworm is primarily a forest insect and usually occurs in coniferous forests throughout Canada, during the past few years large flights of moths have invaded suburban areas and caused damage to trees in these areas. They prefer to feed on balsam fir, but they can also be found on white, red and black spruce as well as larch, pine and hemlock.

The caterpillars are about 20 mm long with a dark brown head and a yellow stripe on each side of the body. Damage is done as the caterpillars eat the new shoots. They begin at the top of the tree and then drop down to the lower branches. In heavily infested areas it appears as if the tops of the trees have been scorched.

Spruce budworm adults appear from late June to August. They are reddish-brown moths with a wingspan of 20 to 30 mm (¾ - 1 inch). Eggs are laid on the underside of the leaves. Very shortly after they hatch, the larvae spin a cocoon and go into hibernation. In the early spring they emerge (still as caterpillars) and begin to eat for 3 to 6 weeks. At this time they pupate and emerge as adults. There is one generation a year.

### Control

In the forest, control is necessary over a wide area and is usually done by aircraft.

In suburban areas, individual trees or groups of trees can be treated by using a sprayer that has sufficient power to reach the tops of the trees. If power equipment is not available, a licensed exterminator should be called.

### Chemicals

Mix **one** of the following insecticides in water in the amount listed and spray the foliage thoroughly in mid-May or mid-June, when the larvae appear.

Important natural control factors affecting the spruce budworm are:

1. the loss of young larvae through competition for new foliage in heavy infestations;
2. loss of young larvae as a result of cooler than normal temperatures and late frosts in the spring;
3. loss of large larvae through starvation following defoliation; and
4. loss of adults through dispersal.

For further information please contact

Ministry of the Environment  
Pesticides Control Section  
135 St. Clair Avenue, West  
Suite 100  
Toronto, Ontario M4V 1P5  
Telephone: (416) 965-2401

	100 Gallons Water	1 Gallon Water
Malathion 50% EC	1 qt	2 teaspoons
Cygon 4E or Rogor 40*	1 pt	1 teaspoon
Zectran 2E*	1 qt	2 teaspoons
Sevin 85% WP*	1¼ lb	1¼ tablespoons
Sevin 50% WP	2 lb	2 tablespoons
Lannate L	1 - 1½ pt	1 - 1½ teaspoons
Dipel*	0.5 - 1 lb	0.5 - 1 tablespoon

\* available to licensed exterminators only.



# New

from Perma Paving Stone

## NIAGARA Interlocking Stone

Ideal for patios, driveways, walkways. In a variety of designs - herringbone, runner, bond & parquet.

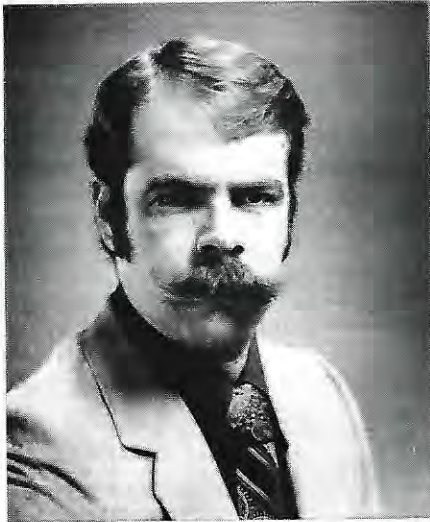
Visit us at  
Booth No. C-40, 41,  
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AVAILABLE IN NATURAL OR PERMA'S STANDARD LINES OF COLOUR.**

**Perma Paving Stone Ltd.**

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L5J 1K7 - Tel: (416) 823-4727

**Hensley Appointed Director  
of DuPage Horticultural School**



Thomas E. Hensley has been appointed Director of the DuPage Horticultural School, West Chicago, Illinois. His appointment was effective February 1, 1980.

Mr. Hensley is a graduate of Kansas State University, and has completed graduate training education at Iowa State University, Ames, Iowa. Before joining DuPage he served as Program Director for the Soil Conservation Society of America.

Mr. Hensley has a background in vocational education and commercial horticulture, dating from his teaching experience at Des Moines Technical High School, Des Moines, Iowa. He has also owned and operated a greenhouse in Ames, Iowa.

As Director of the DuPage Horticultural School, Hensley will head an 11-month program of horticultural education which incorporates on-job-training at greenhouses across the country with a classroom curriculum. The intensive education program has recently received accreditation from the National Association of Trade and Technical Schools.

**Direct Marketing Code of Advertising for Horticultural Products Introduced**

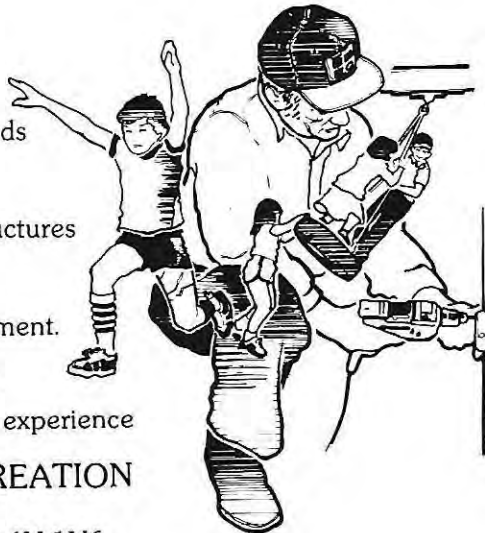
Toronto, Ont., — March 14, 1980: — The Advertising Standards Council announces the introduction of a new advertising Code setting standards for the direct mail promotion of horticultural products. The "Direct Marketing Code of Advertising for Horticultural Products" was

*continued on page 32*

**LANDSCAPE CONTRACTOR OR ARCHITECTS  
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- **A MANUFACTURER** of custom designed play structures
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QUALITY - TURF - GRASSES"**

- Prompt delivery from 35 rolls up
- Fork lift service available
- Radio dispatched fleet

**Toronto 364-5700**

continued from page 31

prepared by the Advertising Standards Council in co-operation with representatives of various industry bodies, appropriate government departments, and the Consumers' Association of Canada.

The Code was developed in response to complaints regarding some of the exaggerated claims in horticultural ads which appear prior to each new growing season. The purpose of the Code is to ensure greater clarity and truthfulness in these ads, and so to reduce the number of complaints received after the consumer has purchased the product and been disappointed with what has been delivered or with the results achieved.

The Code applies to media advertising for horticultural products which invites consumers to order products by mail or some equivalent form of home delivery. Where applicable, the appropriate clauses of the Code should be adhered to when preparing text for care tags or other supplemental product information.

The Code requires that advertisers be prepared to substantiate all claims, and that any reference to growth or growth claims must indicate results which can be ex-

pected under normal and specified growing conditions. Growth claims must include a reference to areas or climatic regions of Canada where the advertised results could not be reasonably obtained and to those areas where growth would be most favourable. The product illustration must show what the customer will receive (or clearly indicate any differences between the illustration and the actual product which will be received).

Illustrations must portray plant material grown under normal conditions and show fruit or blooms similar to what the customer can expect to achieve. The generic name of the species must be listed in addition to any commonly used name or reference, and the name, address and telephone number of the seller must be included in the text of the advertisement (in addition to any reference in the coupon). If a trade style is used, the parent company name must also be stated. A postal box number will not be considered an adequate address listing.

The Code will be administered by the Advertising Standards Council. Any complaints about alleged violations should be made to the Council

in writing. For further information contact

Susan Cooper  
Associate Director  
Advertising Standards Council  
1240 Bay Street, Suite 302  
Toronto, Ontario M5R 2A7

### Canadian Forestry Association of B.C. Names Officers

At the Annual Meeting of the Canadian Forestry Association of B.C. held March 10, 1980 at the Hotel Vancouver, VANCOUVER, B.C., Dave McInnes was re-elected President.

Bert Gayle, Grant Ainscough and Conrad Pinette were elected Vice-Presidents.

New Directors added to the Provincial Board were:

- |               |               |
|---------------|---------------|
| O.J. Anderson | B. Jansen     |
| T.M. Apsey    | D.W. Laishley |
| R. Clinton    | A. Penno      |
| J.R. Collins  | F.L.C. Reed   |
| J.R. Cox      | A.G. Sinclair |
| J.R. Fowler   | R.M. Sitter   |
| J. Frumento   | O. Sziklai    |
| R. Gorman     | J.M. Taylor   |
| D.H. Holden   | D.C. Worthy   |

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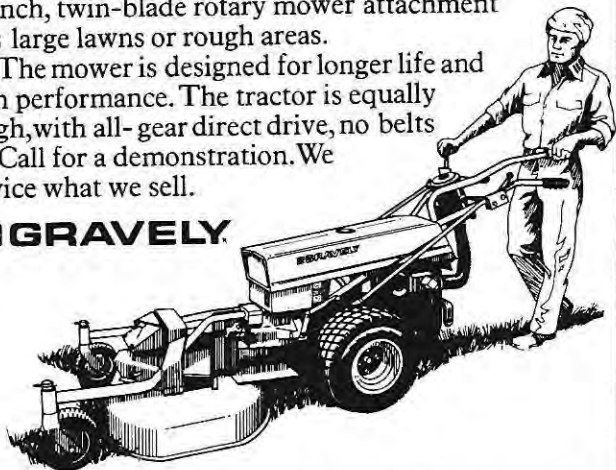
# TOUGH MOWING MADE EASY.

The Gravely convertible tractor with a 40-inch, twin-blade rotary mower attachment cuts large lawns or rough areas.

The mower is designed for longer life and high performance. The tractor is equally tough, with all-gear direct drive, no belts

Call for a demonstration. We service what we sell.

**GRAVELY**



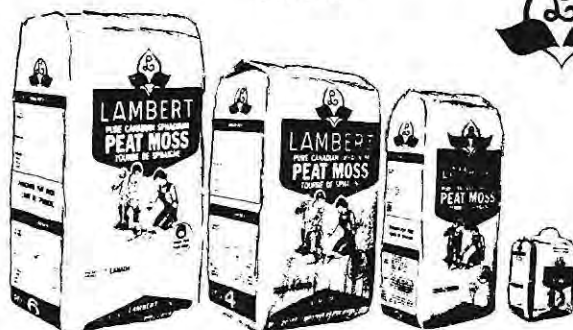
## Snider Turf Equipment

178 Weber St. N., Unit B  
Waterloo, Ont. N2J 3H4  
Phone: (519) 886-3310

## LAMBERT PEAT MOSS INC.

RIVIÈRE-OUELLE, P.Q. CANADA

GOL 200



### CANADIAN SPHAGNUM PEAT MOSS

Sphagnum Peat can spell the difference between a blue ribbon garden and a flower patch. Applied in the soil, peat moss attracts and retains up to 20 times its weight in moisture protecting your plants and aiding them with moisture during the hot scorching days of dry spells.

Sizes to meet all demands: Compressed and packed in heavy polyethylene moisture resistant bags that handle easily. Stock and store conveniently. Sphagnum Peat Moss — nature's perfect product for today's perfect garden and nurseryman. Available in 3/4, 2, 4, and 6 cu. ft. compressed bales, also in 1 peck and 3 peck sizes. Instructions printed on each bale in French and English.

Delivered by Truck or Rail — All sizes can be mixed.

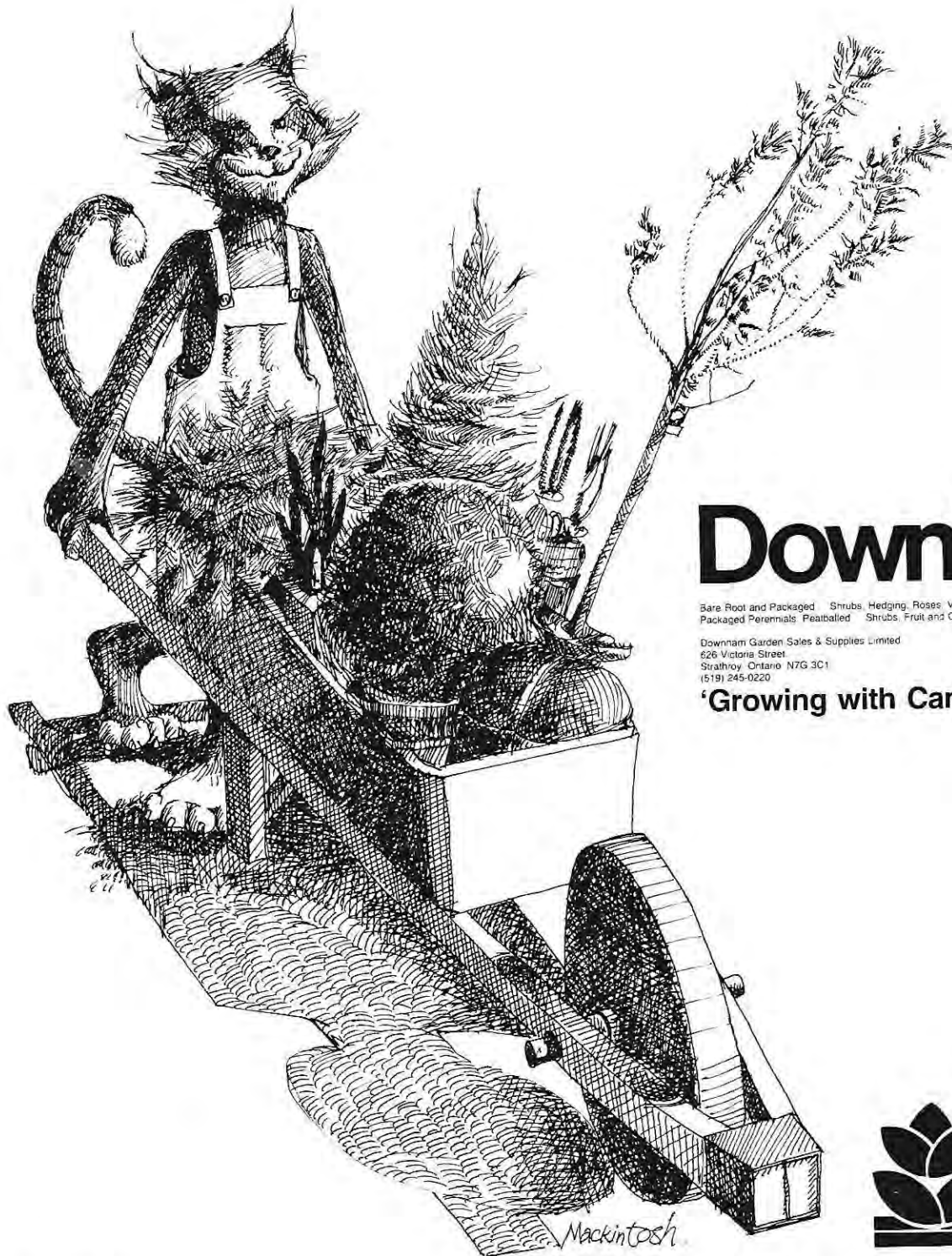
Truckload: Approx. 2,700 cu. ft. Rail: Approx. 4,200 cu. ft.

For all size orders: Tel. (418) 852-2885



**P**ussy cat, pussy cat,  
where have you been?  
I've been to Downham to look at the green.  
Pussy cat, pussy cat,  
what did you there?

I bought all the nursery stock they had to spare.



# Downham

Bare Root and Packaged Shrubs, Hedging, Roses, Vines, Small Fruits, Fruit and Ornamental Trees,  
Packaged Perennials, Peatballed Shrubs, Fruit and Ornamental Trees, Potted Evergreens

Downham Garden Sales & Supplies Limited  
626 Victoria Street  
Strathroy, Ontario N7G 3C1  
(519) 245-0220

'Growing with Canada since 1925'



### Herman Loeven Retires



Herman Loeven retired December 31, 1979, as manager of Sheridan Nurseries Longacres Garden Centre, on Highway number 7, west of Unionville. Herman, is a native of Holland and came to Canada in 1949, joining Sheridan Nurseries in Clarkson in April 1950. In October 1950 he was appointed manager of the Southdown Garden centre, transferring to Sheridan's Glenpark garden centre on Yonge Street, in Toronto in 1952. In 1955 he opened Sheridan's new Greenhedges garden centre in Montreal, returning to the Metro Toronto area in 1974.

Herman became a director of the Quebec Landscape Gardeners and Nurserymen's Association in 1956 and served as president in 1962-63. He also served as a director of the Canadian Nursery Trades Association in 1964-1965. Herman worked with J.V. Stensson in developing the first set of nursery stock specifications for Canada. He also discovered the Morgan Red Maple.



The new manager for Sheridan's Garden Centre in Unionville is John Irvine. He first joined Sheridan Nurseries in 1970 while still a student at Carleton University. Since July 1976 he has been assistant manager of Sheridan's garden centre in Etobicoke, becoming manager at Longacres, January 1, 1980, when Herman Loeven retired.

### Your Show at Your Centre

We would like to let you know of a new policy that is being tried by the Civic Garden Centre. In keeping with our mandate to be a Horticultural and Gardening Centre for Metropolitan Toronto and surrounding district, we have recently put at the disposal of Landscape Architects and Contractors, sections of our building which are continually open to the public.

Casey Van Maris started the program off with his excellent display brought up from the Congress — then Hensbergen and De Broot filled the foyer with a beautiful garden which will be in place until April 1st. Richview Nurseries may have a patio with hanging baskets display during April — and we hope Mr. Ken Reeves will be in during May with a showing of houseplants that can be taken out to the garden or balcony. As well as structured gardens we have had several smaller displays — Weall and Cullen with some outstanding dieffenbachia and Keith Squires with an ongoing display of unusual sempervivum.

There is no charge made by the Centre and we are prepared to give the public any information and publicity about the gardens that we can. We are particularly anxious to be of help to the new nurserymen just starting up in business who are looking for publicity and experience. Any new type of equipment, fountains, or arrangements could find a corner here with the resultant exposure to the thousands of people who use the Centre.

If you feel this new service would be of any use to you we would be very pleased to discuss it with you and would welcome your nursery on display at the Centre.

Please contact

Mrs. E.F. Schenk  
Program Consultant  
The Civic Garden Centre  
Edwards Gardens  
777 Lawrence Avenue East  
Don Mills, Ontario M3C 1P2  
(416) 445-1552



One of the recent displays at the Civic Garden Centre.

### FIELD POTTED - CONTAINER GROWN

- JAPANESE YEWS • ARBORVITAE
- JUNIPERS (Spreading, Upright)
- TREES (Ornamental, Shade, Fruit)
- FLOWERING SHRUBS
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**Windsor Chapter  
Landscape Ontario Award**



Leo Mascarin, (Allied Nurseries) president of Windsor Chapter presents a cheque to Rita Beaulieu, winner of the Landscape Ontario award, at the St. Clair College 1980 Awards Luncheon, Feb. 15, 1980. □

# OUR GREEN IS GETTING AROUND



The Manderley Corporation, R.R. No. 3, North Gower, Ontario K0A 2T0



**Manderley Sod**

## Widely Spaced Deciduous Shrubs - Specimen Quality

Acanthopanax Sieboldianus	to 2'	Euonymus Europaeus	to 3'
Acer Ginnala	to 8'	Hippophae Rhamnoides	to 5'
Amelanchier Canadensis	to 8'	Prunus Cistena	to 5'
Caragana Arborescens	to 4'	Rhus Typhina	to 8'
Cornus Elegantissima	to 3'	Sambucus Canadensis	to 6'
Cornus Spaethi	to 3'	Spirea Anth. Waterer	to 2'
Cotoneaster Acutifolia	to 3'	Spirea Froebelli	to 30"
Crataegus Crus-galli	to 6'	Spirea Arguta	to 3'
Elaeagnus Angustifolia	to 8'	Syringa Vulgaris	to 3'
Elaeagnus Umbellata	to 5'	Viburnum Opulus	to 3'

## Evergreens

Euonymus Fortunei (Sarcoxie)		Picea Abies & Glauca	All sizes
Juniper Chinensis Pfitzer	to 24"	Pinus Nigra	Garden Centre Quality
Juniper Chinensis Pfitzer Aurea	to 18"	Taxus Nana	Variety
Juniper Horizontalis Plumosa	to 24"	Taxus Cuspidata Densifomis	

**Special ...Prunus Kwanzan ...**  
Save 25% 6' to 2" Cal.  
Minimum Quantity 10. Offer  
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**BRAUN**  
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R.R.#2, Mount Hope, Ontario (416) 385-5377



LANDSCAPE ONTARIO



Nursery  
Marketing  
Council

continued from page 9

### New Rotary Tiller Available for Power King Tractors

A heavy-duty 48" rotary tiller, sold under the Brinly-Hardy label only through POWER KING dealers, joins a wide range of ground-engaging attachments for this tractor line. The new tiller can be used with 14, 16 or 18 hp POWER KING tractors equipped with a tandem transmission and rear power take-off.

Harvey F. Polster, Engineering Products' Marketing Manager, reports that the tiller covers a full, 4-foot swath and is equipped with 24 heat-treated Bolo tines which provide ground contact 200 times a minute to completely break up the soil without pulverization. A chain drive at the end of the shaft assures an unbroken tilling swath with no center void. Polster said that heavy-duty design and wide choice of POWER KING tractor gear ratios provides the capability to handle the toughest soil conditions.

The new tiller operates off the tractor's 2000 rpm "live" rear power take-off which is driven through the tractor's electromagnetic clutch, and controlled by a push-pull switch

on the POWER KING dashboard. A built-in "torque-limiter" protects tiller from damage on sudden, underground contacts. Easy mounting is provided with a Category "0" 3-point hitch.

POWER KING all-gear drive tractors in 12, 14, 16 and 18 hp models are manufactured by Engineering Products Co., Inc. The line is complete with over 20 matched attachments for mowing, large area

gardening, snow removal, log splitting and other residential, commercial and industrial applications.

For further information contact

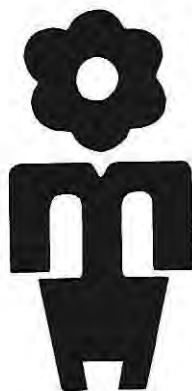
Harvey F. Polster  
Engineering Products Co.  
1005MF — Anoka Avenue  
Waukesha, WI 53186  
Phone (414) 547-5557



*Serving the Trade  
Coast to Coast  
With Quality & Quantity*



CANADA'S LARGEST GROWER OF CONTAINER NURSERY STOCK



**BROADLEAVES**  
For the Pacific Northwest

**EVERGREENS**  
DECIDUOUS SHRUBS & TREES  
For the Prairies & Eastern  
Provinces

**GROUND COVERS  
& CLIMBERS**  
For everywhere

CATALOGUE IN ENGLISH OR FRENCH  
SENT ON REQUEST

*Massot Nurseries Ltd.*

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Richmond, B.C. V6V 1A8  
(ADJACENT TO VANCOUVER)  
(604) 273-3704

**NER NURSERY STOCK**

**Successful control of insect, fungus and mite pests is obtained not only by proper selection and preparation of the pesticide but also by correct placement of the material on the infested or susceptible parts of the tree or shrub.**

**We feel that with our modern sprayers and conscientious operators, we can supply you with this service.**

**Trees and shrubs should be sprayed at least 3 times each year to protect them.**

richmond hill tree service  
and  
forestry company ltd.



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**LET US HELP YOU  
KEEP ONTARIO GREEN**

# ATTENTION HYDROSEEDERS

## Three important mulch products to increase profits!



### FIBRAMULCH

- Absorbs and retains moisture to promote seed germination
- Results in protective blanket which will insulate seed from unusual temperature fluctuations
- Resists soil erosion by wind and water
- Breaks down slowly after ground cover becomes established supplying organic nourishment to the soil

### FIBRAMULCH PLUS

- All the benefits and quality of **FIBRAMULCH** with the addition of a stabilizing tackifier
- Provides added erosion control for more severe site conditions
- Enhances soil and mulch stabilization by the use of a dry non-toxic organic tackifier
- Ideal when mulch and seed are to remain dormant over the winter months

### FIBRAMULCH PRE-MIX

- Our new **one step** approach to your hydroseeding needs!
- No time consuming and costly hours spent in purchasing, handling and mixing fertilizers, seeds and mulch
- To save you time and money we have premixed our mulch, fertilizers and seeds in easy to handle bags
- The **one step** approach means that you open the bag — add it to your hydro-seeder with water and you're ready to go!!

- **FIBRAMULCH** is manufactured from natural wood fibres and is available at very competitive prices for hydroseeding highway rights of way, mined areas, industrial and commercial developments.
- **FIBRAMULCH** is 100% weed free — an important requirement when bidding on residential and commercial projects.
- **FIBRAMULCH** is much easier to work with than straw based mulches because its unique light slurry works well through both spray guns and hoses and resists annoying delays caused by clogging.
- **FIBRAMULCH** is colored green to help the spray gun operator obtain an even economical coverage while at the same time presenting an attractive appearance.



Phone or Write to:

#### THE HYDROSEEDING CENTRE

FIBRAMULCH  
169 Centre St. East  
Richmond Hill, L4C 1A5  
(416) 883-1560

FIBRAMULCH products are made in Canada from Canadian materials and are available in bale type poly bags

**FIBRAMULCH builds profits  
from the ground up!**

# Estimating is the Key to Preparing a Tender

by **Bill Schreiber**  
*Lakeshore Landscape Associates*

"Estimating can mean the success or failure of a business," says Bill Schreiber of Lakeshore Landscape Associates Ltd., Mississauga, in giving an outline of how to prepare a tender.

He suggests you pick up the plans and specifications for the job you plan to submit a bid on and get as much information as possible from the owner or architect and who is bidding. Find out what the budget for the job is, when it is to start and when it is to be completed. It will be of interest to you at this time to learn if there is a bonus for early completion of the job or if you will have to face a penalty if you are late.

The next step, Mr. Schreiber advises, is to sit down, give the job some deep thought and ask yourself these questions:

1. Is it your type of work?
2. Have you the necessary staff and equipment to complete the work in the stipulated time?
3. How does the job relate to your finances in relation to a bid bond, a contract bond, a certified deposit cheque and holdbacks for completion?
4. Is the job in the area you generally work in or are you capable of undertaking projects in various parts of the country?

## Decision to bid

"Okay," says Mr. Schreiber "you have decided to put in a bid. So the next step is to skim through the specs and plans that you have already studied quite thoroughly before making your decision. If a bond is required send for a bond. If a certified deposit cheque is necessary, arrange for the money. If an affidavit is required, arrange for same and then obtain insurance coverage."

Mr. Schreiber then made these points:

- If subcontract prices are required, contact subcontractors right away so they will have plenty of time to figure their sub prices.
- If the specs call for large quantities of plant material, send lists of them to nurseries.
- Then, very carefully, begin taking off quantities. It is very important to be accurate.
- Check quantities and measurements twice and have someone else check, just like a carpenter double-checks measurements

before he cuts a board.

- If the quantities on the plan do not jibe with the specs clarify this with the owner or architect and get an addendum issued.

- It is very important to visit the site, no matter how large or how small the job. Have the subcontractors meet you at the site so they are under no misunderstanding about site conditions. It is also a good idea to have a site meeting with the architect or owner.

## Assemble tender

"Now you are ready to put your tender together," says Mr. Schreiber, and this includes cost of materials, equipment, labour, subcontractors and markup, job office, telephone, temporary toilet, costs of bonds, guarantee, maintenance and provision for a contingency that might occur.

Add the overhead and profit you want to make and you come up with the contract price.

Mr. Schreiber says that in his firm

a check is made by the unit price method to ascertain how close the contract price is to the result of this method. He further suggests that someone else in the office figure a check price.

He recommends that a decision on the final price be made well in advance of the tender closing date.


Prepare unit prices if necessary. Type the tender and make sure of the bond, deposit cheque, affidavit and the unit price schedule.

## Final check

There should be a final check that everything is filled out as required and "get there on time."

Mr. Schreiber also has some good advice on estimating costs:

- Keep accurate cost records.
- Update them every year or oftener.
- Conduct a time study with a stop watch for accuracy.
- Check every job to ascertain how many square yards of sod men lay in one day and how many square



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Heavy Duty throughout

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feet of stone a man can lay in a day.

Also keep a record of the cost of materials, the cost of labour and the overhead from last year's operations.

To profit, he says, is your decision.

Mr. Schreiber says a check is made by unit price method to ascertain how close the contract price is to the result of this method. Have someone else in the office figure a check price.

He suggests that a decision on the final price be made well in advance if possible.

Next steps are to prepare unit prices if necessary. Type the tender. Make sure of the bond, deposit cheque, affidavit and the unit price schedule.

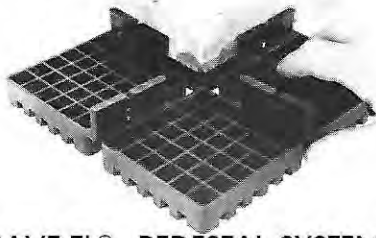
Make sure everything is filled out as required, he advises and emphasizes the importance of submitting your bid on time.

#### SUMMARY:

- Pick up plans & specs
- Get as much info. from owner or architect as you can
- Who is bidding
- What is the budget

*continued on page 40*

## an elevating and drainage



The PAVE-EL® PEDESTAL SYSTEM to insure uniform spacing and elevation of paver stones on water-proofed areas.

- allows water to run off
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- When is the job to start
- When is the job to be completed
- Bonus for early completion
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#### Then

- Is it your type of work
- Have you the staff & equipment to complete the work in the stipulated time
- Is the job too large for your finances — Bid bond
- Contact bond
- Deposit cheque - certified
- Holdbacks - for completion
- Is the job in your area or do you travel all over the country

#### OKAY — we have decided to bid

- Skim thru specs and plans
- If bond is required send for bond
- If certified deposit cheque arrange for money
- If affidavit is required arrange for same
- Insurance coverage
- If subcontract prices are required contact subcontractors first thing so they will have plenty of time to figure their sub prices
- If large quantities of plant material send lists to nurseries
- Then very carefully begin taking quantities off
- Very important to be **accurate**
- Good estimating is the **success** or **failure** of a business

- **Visit Site** Very important

#### Include in your tender:

- Cost of materials
- Equipment
- Labour
- Subcontractors + markup
- Job Office
- Telephone
- Temporary toilet
- Cost of bonds
- Guarantee
- Maintenance
- Contingency
- Overhead
- Profit
- Contract
- We check by unit price method to see how close it is
- Someone else in the office figure a check price
- Decide on final price **well in advance** if possible
- Prepare unit prices if necessary
- Type tender
- Make sure of bond, deposit cheque, affidavit, unit price schedule
- Make sure everything is filled out **as required — get there on time**

#### Estimating Costs

- Keep **accurate** cost records
- Update them every year or oftener





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# Landscape Ontario Chapter Promotions, Spring 1980



Devonshire Mall, Windsor was the site of a mall show March 3-8 sponsored by the Windsor Chapter of Landscape Ontario.



A photo from the other end of the Devonshire Mall show.



Westmount Mall, London was the site chosen by the London Chapter for their Mall Show March 3-15.

# **LANDSCAPE ONTARIO ANNUAL GOLF TOURNAMENT**

**WEDNESDAY, AUGUST 13, 1980**

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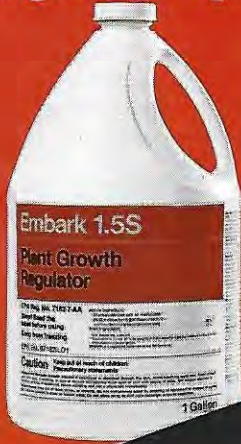
**TEE-OFF 10:00 A.M. — 1:00 P.M.      DINNER 6:30 P.M.**

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Calculate the labor savings of fewer mowings through use of Embark P.G.R., in the upkeep of rights-of-way, golf courses, cemeteries, airports or wherever grass control is a problem. Then phone us (at our expense) for the location of your nearest source of supply. Get the facts on application, performance and cost.

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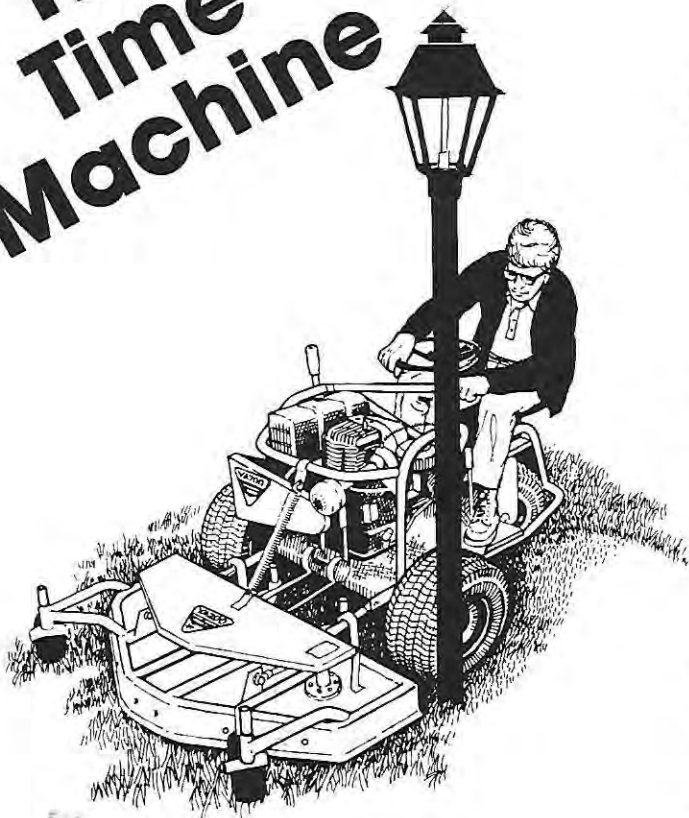
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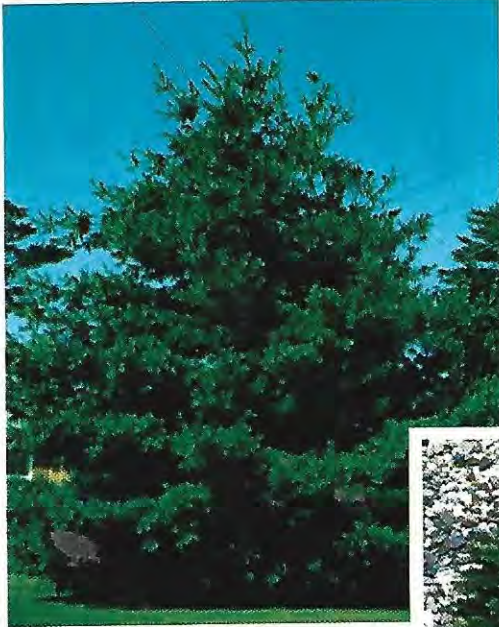
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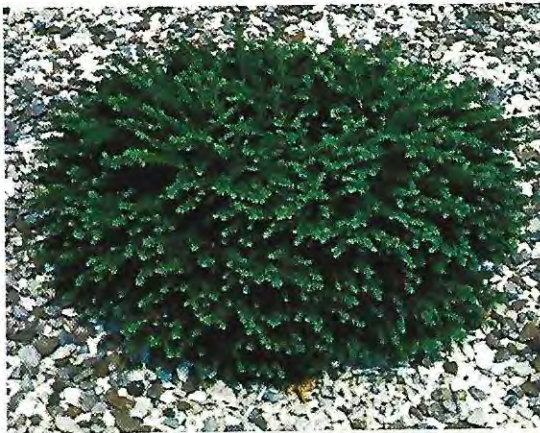
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